

# Indiana School of Real Estate

## November 2020

### EXECUTIVE SUMMARY

#### Balance Sheet (changes from prior month):

1. The School's cash balance decreased by \$45,000 during November with an ending balance of \$123,000.
2. Accounts Receivable decreased by \$3,000 during the month with an ending balance of \$11,000 which represents outstanding invoices for contract classes.
3. Tuition receivable increased slightly with an ending balance of \$7,000 which represents courses reserved but not yet paid for.
4. Prepaid expenses decreased by \$1,500 due to monthly amortization of various annual licenses and fees. Ending balance was \$29,000.
5. Prepaid Curriculum decreased slightly with an ending balance of \$59,000 – this balance will be amortized over the estimated remaining lives of the courses.
6. Accounts Payable decreased by \$14,000 with an ending balance of \$9,000. Decrease is due to payment of Xenegrade invoice in November.
7. Unearned registration fees increased by \$19,000 with an ending balance of \$31,000 which represents courses that have been paid for with start dates after November and will be recognized as revenue in the month the course is held.
8. The amount Due to IAR decreased by \$26,000 with an ending balance of \$100,000.

#### Income Statement:

9. The School had net loss for the month of (\$28,000) compared to budgeted net income of \$2,000. Under budget due to all revenue categories being under budget.
10. YTD, the School had net income of \$196,000 compared to budget of \$21,000. Over budget due to expenses being under budget.
11. Compared to the prior year, YTD net income was higher than the prior YTD net income of \$80,000 by \$119,000 or 145% - mostly due to lower expenses in the current year.
12. Total revenue for November was \$38,000 and was below the monthly budget of \$106,000 by \$68,000 or 64%.
13. YTD revenue was \$1,135,000 vs budget of \$1,163,000 – under budget by \$28,000 or 2%.
14. Compared to the prior year, YTD revenue was lower by \$41,000 or 3%.
15. Total expenses for November were \$66,000 vs budget of \$104,000 – under budget by \$38,000 or 36% due to all major expense categories being under budget.
16. Total expenses YTD were \$939,000 vs budget of \$1,142,000 – under budget by \$203,000 or 18% due to all major expense categories being under budget.
17. Compared to the prior year, YTD expenses were lower by \$157,000 or 14%, mostly due to personnel, professional fees, technology/equipment, facility costs and programmatic costs.

**Indiana School of Real Estate  
Balance Sheet (Detail)**

November 30, 2020

|   | 11/30/2020            | 10/31/2020            | Difference             |
|---|-----------------------|-----------------------|------------------------|
| <b>ASSETS</b>                                 |                       |                       |                        |
| Current Assets                                |                       |                       |                        |
| Checking/Savings                              |                       |                       |                        |
| 1000 - Cash Accounts                          |                       |                       |                        |
| 1022 - ISRE Checking                          | 123,193               | 167,719               | (44,527)               |
| Total 1000 - Cash Accounts                    | <u>123,193</u>        | <u>167,719</u>        | <u>(44,527)</u>        |
| Total Checking/Savings                        | 123,193               | 167,719               | (44,527)               |
| Other Current Assets                          |                       |                       |                        |
| 1200 - Accounts Receivable                    |                       |                       |                        |
| 1200 - Accounts Receivable                    | 11,314                | 14,439                | (3,125)                |
| 1210 - Tuition Receivable                     | 7,055                 | 6,780                 | 275                    |
| Total 1200 - Accounts Receivable              | <u>18,369</u>         | <u>21,219</u>         | <u>(2,850)</u>         |
| 1300 - Other Current Assets                   |                       |                       |                        |
| 1310 - Prepaid Expense                        | 28,936                | 30,512                | (1,574)                |
| 1330 - Prepaid Curriculum                     | 58,956                | 59,422                | (467)                  |
| 1350 - Other Deposits                         | 1,559                 | 1,560                 | 0                      |
| Total 1300 - Other Current Assets             | <u>89,451</u>         | <u>91,494</u>         | <u>(2,041)</u>         |
| Total Other Current Assets                    | <u>107,820</u>        | <u>112,713</u>        | <u>(4,891)</u>         |
| Total Current Assets                          | <u>231,013</u>        | <u>280,432</u>        | <u>(49,418)</u>        |
| Fixed Assets                                  |                       |                       |                        |
| 1600 - Fixed Assets, Net of Deprec.           |                       |                       |                        |
| 1605 - Land, Buildings & Equipment            |                       |                       |                        |
| 1621 - Capital Lease                          | 27,857                | 27,856                | 0                      |
| 1630 - Furniture, Fixtures & Equipmen         | 34,549                | 34,550                | 0                      |
| Total 1605 - Land, Buildings & Equipment      | <u>62,406</u>         | <u>62,406</u>         | <u>0</u>               |
| 1655 - Accumulated Depreciation               |                       |                       |                        |
| 1670 - Accum. Amortization- Capital Lease     | (13,672)              | (13,673)              | 0                      |
| 1680 - Accum. Depreciation - FF&E             | (29,282)              | (29,282)              | 0                      |
| Total 1655 - Accumulated Depreciation         | <u>(42,954)</u>       | <u>(42,955)</u>       | <u>0</u>               |
| Total 1600 - Fixed Assets, Net of Deprec.     | <u>19,452</u>         | <u>19,451</u>         | <u>0</u>               |
| Total Fixed Assets                            | <u>19,452</u>         | <u>19,451</u>         | <u>0</u>               |
| Other Assets                                  |                       |                       |                        |
| 1700 - Capitalized Loan and Lease Costs       |                       |                       |                        |
| 1730 - Capitalized Software Costs             | 30,825                | 30,825                | 0                      |
| 1732 - Accum Amort - Capitalized Software     | (30,825)              | (30,825)              | 0                      |
| Total 1700 - Capitalized Loan and Lease Costs | <u>0</u>              | <u>0</u>              | <u>0</u>               |
| Total Other Assets                            | <u>0</u>              | <u>0</u>              | <u>0</u>               |
| <b>Total ASSETS</b>                           | <b><u>250,465</u></b> | <b><u>299,883</u></b> | <b><u>(49,418)</u></b> |
| <b>LIABILITIES &amp; NET ASSETS</b>           |                       |                       |                        |
| Liabilities                                   |                       |                       |                        |
| Current Liabilities                           |                       |                       |                        |
| Accounts Payable                              |                       |                       |                        |
| 2010 - Accounts Payable                       | 9,372                 | 23,145                | (13,774)               |
| Total Accounts Payable                        | <u>9,372</u>          | <u>23,145</u>         | <u>(13,774)</u>        |
| Other Current Liabilities                     |                       |                       |                        |
| 2025 - Other Current Liabilities              |                       |                       |                        |
| 2200 - GFC Lease Payable                      | 19,636                | 19,637                | 0                      |

**Indiana School of Real Estate  
Balance Sheet (Detail)**

November 30, 2020

|  | 11/30/2020     | 10/31/2020     | Difference      |
|--|----------------|----------------|-----------------|
| 2040 - Accrued Payables                    | 3,173          | 3,173          | 0               |
| Total 2025 - Other Current Liabilities     | 22,809         | 22,810         | 0               |
| 2400 - Deferred Dues & Other Revenue       |                |                |                 |
| 2430 - Unearned Registration Fees          | 31,070         | 11,988         | 19,082          |
| Total 2400 - Deferred Dues & Other Revenue | 31,070         | 11,988         | 19,082          |
| Total Other Current Liabilities            | 53,879         | 34,798         | 19,082          |
| Total Current Liabilities                  | 63,251         | 57,943         | 5,308           |
| Other Liabilities                          |                |                |                 |
| 2200 - Intercompany Loans Payable          |                |                |                 |
| 2211 - Due to IAR (from ISRE)              | 99,825         | 126,316        | (26,491)        |
| Total 2200 - Intercompany Loans Payable    | 99,825         | 126,316        | (26,491)        |
| Total - Other Liabilities                  | 99,825         | 126,316        | (26,491)        |
| Total Liabilities                          | 163,076        | 184,259        | (21,183)        |
| <br>                                       |                |                |                 |
| NET ASSETS                                 |                |                |                 |
| Undesignated                               | 87,389         | 115,624        | (28,235)        |
| Total Net Assets                           | 87,389         | 115,624        | (28,235)        |
| Total Net Assets                           | 87,389         | 115,624        | (28,235)        |
| <b>TOTAL LIABILITIES &amp; NET ASSETS</b>  | <b>250,465</b> | <b>299,883</b> | <b>(49,418)</b> |

**Indiana School of Real Estate**  
**Statements of Activities - Budget vs Actual (Summary)**  
For one and eleven months ended November 30, 2020 and year ending December 31, 2020  
(with comparative totals for eleven months ended November 30, 2019)

|  | 1 Month Actual         | 1 Month Budget      | YTD Actual            | YTD Budget           | Annual Budget       | Prior YTD<br>11/30/2019 |
|--|------------------------|---------------------|-----------------------|----------------------|---------------------|-------------------------|
| <b>Income</b>                          |                        |                     |                       |                      |                     |                         |
| 4000 - Membership Income               | 34,499                 | 94,474              | 1,015,539             | 1,039,214            | 1,133,704           | 1,021,795               |
| 4200 - Contract Fees & Event Income    | 3,460                  | 11,230              | 117,957               | 123,530              | 134,761             | 140,563                 |
| 4300 - Royalties, Rent & Product Sales | 10                     | 42                  | 122                   | 462                  | 500                 | 2,255                   |
| 4900 - Other Income                    | 0                      | 0                   | 1,259                 | 0                    | 0                   | 11,266                  |
| Total Income                           | <u>37,969</u>          | <u>105,746</u>      | <u>1,134,877</u>      | <u>1,163,206</u>     | <u>1,268,965</u>    | <u>1,175,879</u>        |
| <b>Expense</b>                         |                        |                     |                       |                      |                     |                         |
| 5000 - Personnel Costs                 | 36,449                 | 57,450              | 495,390               | 631,950              | 702,413             | 545,308                 |
| 5300 - Travel & Entertainment          | 282                    | 1,125               | 2,092                 | 12,375               | 13,500              | 5,944                   |
| 5600 - Professional Fees               | 315                    | 2,500               | 20,520                | 27,500               | 30,000              | 29,364                  |
| 5700 - Technology & Equipment          | 3,178                  | 4,683               | 39,677                | 51,513               | 56,200              | 59,265                  |
| 5900 - Office Costs                    | 8,138                  | 11,057              | 111,556               | 121,627              | 132,700             | 108,986                 |
| 6100 - Facility Costs                  | 3,372                  | 4,955               | 45,657                | 54,505               | 59,460              | 53,874                  |
| 7100 - Programmatic Costs              | 14,470                 | 22,072              | 224,145               | 242,792              | 264,870             | 293,142                 |
| Total Expense                          | <u>66,204</u>          | <u>103,842</u>      | <u>939,037</u>        | <u>1,142,262</u>     | <u>1,259,143</u>    | <u>1,095,883</u>        |
| <b>Net Income (Loss)</b>               | <u><b>(28,235)</b></u> | <u><b>1,904</b></u> | <u><b>195,840</b></u> | <u><b>20,944</b></u> | <u><b>9,822</b></u> | <u><b>79,996</b></u>    |

Indiana School of Real Estate  
Statement of Cash Flows  
Year To Date 11/30/2020

OPERATING ACTIVITIES

|  |           |
|--|-----------|
| Net Income   | 195,840   |
| Adjustments to reconcile Net Income to net cash provided by operations |           |
| 1200 - Accounts Receivable   | 10,929    |
| 1210 - Tuition Receivable  | 36        |
| 1310 - Prepaid Expense   | 12,097    |
| 1330 - Prepaid Curriculum  | 23,856    |
| 2010 - Accounts Payable  | (215)     |
| 2211 - Due to IAR (from ISRE)  | (160,402) |
| 2430 - Unearned Registration Fees                                      | 4,569     |
| Net cash provided by Operating Activities                              | 86,710    |

INVESTING ACTIVITIES

|   |       |
|---|-------|
| 1670 - Accum. Amortization- Capital Lease | 4,690 |
| 1680 - Accum. Depreciation - FF&E         | 3,550 |
| Net Cash provided by Investing Activities | 8,240 |

|                             |         |
|-----------------------------|---------|
| Net cash change for period  | 94,950  |
| Cash at beginning of period | 28,243  |
| Cash at end of period       | 123,193 |