

American Society of Agronomy
4000 ICCA Program
As of June 30, 2025

Reporting Book:

As of Date:

Department:

Location group:

ACCRUAL

06/30/2025

ICCA Program

ASA & CCA

	Year To Date 06/30/2025			Year To Date 06/30/2024		Year To Date 06/30/2025	
	Actual	Operating Budget	Budget ratio	Actual	Variance	Variance %	
Revenues							
Advertising	0.00	10,002.00	0.00	0.00	0.00	0 %	
Certification Revenue							
National Exam Fees	175,805.75	140,070.00	1.26	162,990.50	12,815.25	8 %	
National Exam Fees - 4R NMS	2,380.00	7,500.00	0.32	4,050.00	(1,670.00)	(41) %	
Late Fees - ICCA	17,605.00	6,252.00	2.82	17,990.00	(385.00)	(2) %	
CEU Self Study Exam Fees	144.00	1,248.00	0.12	186.00	(42.00)	(23) %	
National Renewal Fees	401,823.28	401,376.00	1.00	398,709.86	3,113.42	1 %	
National Renewal Manure Mgmt	320.00	264.00	1.21	17.50	302.50	1,729 %	
National Renewal Fees 4R NMS	10,895.00	31,998.00	0.34	10,263.00	632.00	6 %	
Reinstatement Fees	600.00	186.00	3.23	400.00	200.00	50 %	
Fundamental Exam Fee	2,967.00	0.00	0.00	0.00	2,967.00	(100) %	
ICCA Delaware Nutrient Management Exams	3,900.00	0.00	0.00	0.00	3,900.00	(100) %	
CP Application Fees	1,150.00	288.00	3.99	905.00	245.00	27 %	
CP Renewal Fees	7,080.50	7,698.00	0.92	6,475.50	605.00	9 %	
Total Certification Revenue	624,670.53	596,880.00	1.05	601,987.36	22,683.17	4 %	
Other Membership Revenue	0.00	498.00	0.00	5,946.00	(5,946.00)	(100) %	
Other Revenue	5,489.20	36,750.00	0.15	4,164.20	1,325.00	32 %	
Total Revenues	630,159.73	644,130.00	0.98	612,097.56	18,062.17	3 %	
Expenses							
Personnel	324,593.43	288,030.00	1.13	262,554.91	(62,038.52)	(24) %	
Consulting	2,711.15	4,998.00	0.54	4,895.00	2,183.85	45 %	
Travel	8,645.81	7,500.00	1.15	1,317.41	(7,328.40)	(556) %	
Telecommunications	0.00	378.00	0.00	1,000.00	1,000.00	100 %	
Supplies & Services	1,092.73	4,998.00	0.22	1,493.86	401.13	27 %	
Distribution and Postage	5,195.16	7,500.00	0.69	3,075.22	(2,119.94)	(69) %	
Computer Expense	13,877.82	21,246.00	0.65	19,896.96	6,019.14	30 %	
Marketing and Promotion	11,148.59	22,500.00	0.50	30,815.64	19,667.05	64 %	
Publication Expenses	4,003.08	4,002.00	1.00	5,720.50	1,717.42	30 %	
Professional Services	3,987.00	1,002.00	3.98	1,317.00	(2,670.00)	(203) %	
Miscellaneous	0.00	252.00	0.00	250.00	250.00	100 %	
Certification Program Expense							
Board & Advisory Council Meetings	0.00	3,498.00	0.00	750.00	750.00	100 %	
Board Travel	7,504.02	4,998.00	1.50	8,930.20	1,426.18	16 %	
Exam Development	862.00	498.00	1.73	1,968.00	1,106.00	56 %	
Exam Scoring	64,433.50	75,384.00	0.85	79,444.00	15,010.50	19 %	
Exam Distribution & Postage	0.00	102.00	0.00	0.00	0.00	0 %	
Total Certification Program Expense	72,799.52	84,480.00	0.86	91,092.20	18,292.68	20 %	
Total Direct Expenses	448,054.29	446,886.00	1.00	423,428.70	(24,625.59)	(6) %	
Indirect Cost	124,766.36	0.00	0.00	98,528.00	(26,238.36)	(27) %	
Net Income/(Loss) From Operations	57,339.08	197,244.00	0.29	90,140.86	(32,801.78)	(36) %	