

		PROFESSIONAL & BUSINESS DEVELOPMENT						
2013 Approved	Code						2014	
<b>PROJECTED INCOME</b>								
\$ 4,500.00		ADVERTISING INCOME					\$7,500.00	
\$ 35,560.00		INCOME					\$ 33,775.00	
\$ 194,130.00		REGISTRATION INCOME					\$93,667.00	
\$ -		SPONSORSHIP INCOME					\$8,000.00	
<b>TOTAL PROJECTED INCOME</b>								
<b>\$ 234,190.00</b>							<b>\$ 142,942.00</b>	
<b>PROJECTED DIRECT (EXPENSES)</b>								
\$ (138,500.00)	<b>630</b>	CATERING/HOTEL					(\$74,535.00)	
\$ (4,199.00)	<b>639</b>	DUES/COMMITMENTS					(\$4,449.00)	
\$ (9,000.00)	<b>780</b>	POSTAGE					(\$900.00)	
\$ (28,015.00)	<b>781</b>	PRINTING					(\$6,570.00)	
\$ (98,145.50)	<b>810</b>	PROFESSIONAL/CONTRACT FEES					(\$90,498.00)	
\$ (31,000.00)	<b>786</b>	PROMOTION					(\$20,600.00)	
\$ (45,300.00)	<b>787</b>	SPEAKER FEES					(\$47,000.00)	
\$ (5,800.00)	<b>540</b>	STAFF DEVELOPMENT					(\$6,500.00)	
\$ (20,125.60)	<b>788</b>	STAFF EXPENSE					(\$17,499.00)	
\$ (750.00)	<b>790</b>	SUBSCRIPTIONS/REFERENCE					(\$500.00)	
\$ (13,660.00)	<b>770</b>	SUPPLIES					(\$18,442.00)	
\$ (2,338.00)	<b>855</b>	TRANSPORTATION					(\$2,325.00)	
\$ (2,000.00)	<b>869</b>	TRAVEL/OTHER					(\$2,000.00)	
<b>TOTAL DIRECT (EXPENSES)</b>								
<b>\$ (398,833.10)</b>							<b>\$ (291,818.00)</b>	
<b>TOTAL NET (EXPENSES)/INCOME</b>								
<b>\$ (164,643.10)</b>							<b>\$ (148,876.00)</b>	

**PROFESSIONAL BUSINESS DEVELOPMENT**

Code		2013 Approved		Rate	Item	Price	Item	Price	Item	2014 Total
<b>Broker University 1875</b>										
<b>INCOME</b>										
<b>460.10</b>	<i>Registration Fees (income)</i>	\$735.00	My Broker Coach Program	\$ 49.00	registration fee	8	registran	1	program	\$392.00
<b>460.20</b>		\$2,610.00	Conf/Seminar/Sponsorship	\$ 3,000.00	sponsorship	1		1	clinics	\$3,000.00
<b>460.40</b>		\$7,160.00	CRB classes	\$ 179.00	registration fee	15	registran	1	classes	\$2,685.00
<b>460.30</b>		\$3,540.00	broker conference/seminar	\$ 49.00	registration fee	85	registran	1	classes	\$4,165.00
		\$ 14,045.00								\$10,242.00
<b>EXPENSE</b>										
<b>630</b>	<i>Catering/Hotel</i>	\$ (100.00)	CRB Snacks	\$ (50.00)	snack	1	seminars	1	time	(\$50.00)
		\$ (75.00)	Broker Management Clinics snacks	\$ -	snack	1	clinic	1	time	\$0.00
		\$ (75.00)	Broker Seminar snacks	\$ (52.00)	snack	85	seminar	1	time	(\$4,420.00)
		\$ -	AV	\$ (245.00)		1		1		(\$245.00)
<b>810</b>	<i>Professional/Contract Fees</i>	\$ (3,000.00)	CRB Royalty Fees	\$ (75.00)	fee	1	seminar	15	students	(\$1,125.00)
		\$ (855.00)	Regonline Fees - CRB	\$ (4.50)	fee	15	registran	1	time	(\$67.50)
		\$ -	Regonline Fees - Seminar	\$ (4.50)	fee	85	students	1		(\$382.50)
		\$ (900.00)	Remote classroom revenue share	\$ -	revenue share	100	registran	1	time	\$0.00
		\$ (380.00)	CRB Dues	\$ (210.00)	dues	1	time	1	time	(\$210.00)
		\$ -	CRB Excellerate Partner License Fee	\$ 2,000.00		1		1		\$0.00
<b>787</b>	<i>Speaker Fees</i>	\$ (5,400.00)	Speaker Fees - Seminar	\$ (600.00)	speaker fees	1	classes	1	time	(\$600.00)
		\$ (200.00)	Speaker Fees - CRB	\$ (1,200.00)	speaker travel	1	time	1	time	(\$1,200.00)
<b>788</b>	<i>Staff Expense</i>	\$ (600.00)	Travel	\$ (50.00)	staff travel	1	time	1	time	(\$50.00)
<b>770</b>	<i>Supplies</i>	\$ -	New Broker Welcome Kit	\$ (10.00)	each	350	brokers	1		(\$3,500.00)
		\$ (420.00)	Class supplies	\$ (50.00)	supplies	1	time	1	time	(\$50.00)
		\$ (12,005.00)								(\$11,900.00)
		<b>\$2,040.00</b>								<b>(\$1,658.00)</b>

**PROFESSIONAL BUSINESS DEVELOPMENT**

Education Development 1871									
INCOME									
	<i>Income</i>	\$ -	Instructor Certification Fee	\$ -					\$ -
		\$ -	Online Affinity Revenue	\$ 350.00		1		1	\$350.00
<b>461.1</b>		\$ 2,500.00	Industry Partner Revenue Share	\$ 2,000.00	revenue share	1	time	1	\$2,000.00
<b>461.2</b>		\$ 600.00	Online Affinity Partnership Income	\$ -	income	1	partnerst	1	\$0.00
<b>461</b>		\$ 2,685.00	Rookie Series	\$ -	registration fee	15	registan	1	\$0.00
		\$ 5,785.00							\$ 2,350.00
EXPENSE									
<b>630</b>	<i>Catering/Hotel</i>	\$ (1,600.00)	snacks/refreshments	\$ -	each	4	work gro	1	\$0.00
<b>639</b>	<i>Dues/Commitments</i>	\$ (400.00)	ASTD subscriptions	\$ (400.00)	subscriptions	1	time	1	(\$400.00)
		\$ (250.00)	azREEA	\$ (125.00)	dues	1	staff	1	(\$125.00)
		\$ (499.00)	Animoto video creation tool	\$ -	subscriptions	1	license	1	\$0.00
		\$ (575.00)	Lern subscription	\$ (575.00)	subcription	1	license	1	(\$575.00)
<b>810</b>	<i>Professional/Contract Fees</i>	\$ (3,600.00)	Online course development - Uploading	\$ (250.00)	fee	4	time	1	(\$1,000.00)
		\$ -	Course Development - Enchancements	\$ (750.00)	fee	4	time	1	(\$3,000.00)
		\$ -	LMS Annual License	\$ (3,000.00)		1		1	(\$3,000.00)
		\$ (1,800.00)	Remote Delivery Broadcast License	\$ (1,800.00)	fee	1	annually	1	(\$1,800.00)
		\$ -	NAR Assessment Tool Customizing	\$ (1,000.00)	fee	1		1	(\$1,000.00)
		\$ (68.00)	regonline fees	\$ -	fee	1	comps	1	\$0.00
		\$ -	Video Streaming Fees	\$ (3,000.00)		1		1	(\$3,000.00)
		\$ -	ADRE License Fees - Instructor	\$ (10.00)	fee	6	Inst	1	(\$60.00)
		\$ -	ADRE License Fees - Courses	\$ (15.00)		10		1	(\$150.00)
		\$ -	ADRE License Fee - School Renew	\$ (250.00)		1		1	(\$250.00)
		\$ -	E-learning Game Template	\$ (299.00)		1		1	(\$299.00)
<b>786</b>	<i>Promotion</i>	\$ (10,000.00)	Member Initiatives	\$ -	promotion	1	time	1	\$0.00
<b>787</b>	<i>Speaker Fees</i>	\$ (2,400.00)	Rookie Program Development	\$ (1,200.00)	speaker	1	time	1	(\$1,200.00)
		\$ -	Webinar Videos Speaker Honorarium	\$ (50.00)	each	6		1	(\$300.00)
<b>540</b>	<i>Staff Development</i>	\$ (4,000.00)	Online platform training/instructor conf	\$ (2,500.00)	training fee	1	staff	1	(\$2,500.00)
<b>770</b>	<i>Supplies</i>	\$ (965.00)	CDW/remote delivery/rookie	\$ (750.00)	fee	1	staff	1	(\$750.00)
		\$ (400.00)	Reference/Research	\$ (500.00)	fee	1	staff	1	(\$500.00)
		\$ (26,557.00)							(\$19,909.00)
		\$ (20,772.00)							\$ (17,559.00)
Education Outreach									
INCOME									
<b>462</b>	<i>Registration Fees (income)</i>	\$ 4,720.00	Live Classroom Delivery-Timely Topic	\$ 39.00	registration fee	25	registan	2	\$1,950.00
		\$ 13,800.00	Remote Classroom Delivery REBAC 1-Day	\$ 59.00	registration fee	20	registan	4	\$4,720.00
		\$ 10,350.00	Remote Classroom Delivery-host site	\$ -	registration fee	15	registan	10	\$0.00
		\$ 12,720.00	Live Delivery-REBAC two day classes	\$ 159.00	registration fee	20	registan	8	\$25,440.00
		\$ -	Industry Partners Conference Revenue Share	\$ -					\$0.00
		\$ 41,590.00							\$32,110.00
EXPENSE									
<b>630</b>	<i>Catering/Hotel</i>	\$ -	snacks/refreshments	\$ (1,200.00)		\$ 1.00		\$ 1.00	(\$1,200.00)
<b>810</b>	<i>Professional/Contract Fees</i>	\$ (2,295.00)	Regonline fee-Timely Topic	\$ (4.50)	fee	25	registan	2	(\$225.00)

**PROFESSIONAL BUSINESS DEVELOPMENT**

			Regonline fee - REBAC -	\$ (4.50)	fee	20		12		(\$1,080.00)
		\$ (10,500.00)	REBAC license fee	\$ (30.00)	fee	20	registan	4	classes	(\$2,400.00)
		\$ (4,800.00)	REBAC license fee (2 day course)	\$ (60.00)	fee	20	registan	8	classes	(\$9,600.00)
		\$ (2,000.00)	Remote classroom revenue share	\$ -	fee	20	registan	10	classes	\$0.00
<b>786</b>	<i>Promotion</i>	\$ -	course certification program	\$ -						\$0.00
<b>787</b>	<i>Speaker Fees</i>	\$ (7,000.00)	Remote delivery (1) day classes	\$ -	fee	10	classes	1	time	\$0.00
		\$ (1,200.00)	Live Delivery -timely toic	\$ -	fee	2	classes	1	time	\$0.00
		\$ (900.00)	Speaker Travel	\$ -	travel expense	1	time	1	time	\$0.00
		\$ (5,600.00)	Live Delivery REBAC classes (2) days	\$ -	fee	2	classes	2	days	\$0.00
		\$ -	REBAC Classes - Travel	\$ (4,000.00)		1		1		(\$4,000.00)
		\$ -	REBAC Classes -Timely Topic - Fee	\$ (300.00)	0.00	2		1		(\$600.00)
		\$ -	REBAC Classes - 1 Day Class -Fee	\$ (600.00)		4		1		(\$2,400.00)
		\$ -	REBAC Classes - 2 Day Class-Fee	\$ (1,200.00)		8		1		(\$9,600.00)
<b>780</b>	<i>Postage</i>	\$ (100.00)	Remote Delivery glassroom	\$ -	postage	1	time	1	time	\$0.00
<b>788</b>	<i>Staff Expense</i>	\$ (100.00)	Mileage to live classes	\$ -	mileage	1	staff	1	time	\$0.00
<b>770</b>	<i>Supplies</i>	\$ (300.00)	class supplies	\$ (1,200.00)	supplies	1	time	1	time	(\$1,200.00)
		\$ (34,795.00)								(\$32,305.00)
		<b>\$ 6,795.00</b>								<b>(\$195.00)</b>
<b>Leadership Training - 1840</b>										
<b>INCOME</b>										
<b>464</b>	<i>Registration Fees (income)</i>	\$ -	registration	\$ 75.00	\$ -					0
		\$ 8,450.00	registration	\$ 65.00	registration fee	125	registan	1	time	\$8,125.00
		\$ 7,600.00	tickets	\$ 80.00	registration fee	80	registan	1	time	\$6,400.00
		\$ 16,050.00								\$ 14,525.00
<b>EXPENSE</b>										
<b>630</b>	<i>Catering/Hotel</i>	\$ (3,000.00)	av	\$ (8,000.00)	av	1	time	1	time	(\$8,000.00)
		\$ (1,800.00)	dinner wine	\$ (2,100.00)	wine	1	time	1	time	(\$2,100.00)
		\$ (2,300.00)	Day two continental breakfast	\$ (28.00)	breakfast	100	registan	1	time	(\$2,800.00)
		\$ -	Leadership Development Lunch	\$ (18.00)		20		1		(\$360.00)
		\$ (11,520.00)	meal package Day 1 (bkfst, breaks, lunch)	\$ (72.00)	meals	160	registan	1	time	(\$11,520.00)
		\$ (12,800.00)	installation dinner	\$ (80.00)	dinner tickets	160	registan	1	time	(\$12,800.00)
		\$ -	Reception	\$ (1,800.00)		1		1	1	(\$1,800.00)
		\$ -	Room rental	\$ (500.00)	0	1		1		(\$500.00)
<b>780</b>	<i>Printing</i>	\$ (750.00)	Printing	\$ (1,500.00)		1	time	1	time	(\$1,500.00)
		\$ (25.00)	sponsor sign	\$ -		1	time	1	time	\$0.00
<b>810</b>	<i>Professional/Contract Fees</i>	\$ (2,600.00)	table centerpieces	\$ (2,600.00)		1	time	1	time	(\$2,600.00)
		\$ -	audio recordings	\$ -		1	time	1	time	\$0.00
		\$ (4,000.00)	dinner decorations	\$ (4,000.00)		1	time	1	time	(\$4,000.00)
		\$ (900.00)	Regonline fees	\$ (900.00)		1	time	1	time	(\$900.00)
		\$ (1,500.00)	Photographer	\$ (1,500.00)		1	time	1	time	(\$1,500.00)
<b>787</b>	<i>Speaker Fees</i>	\$ (12,000.00)	speaker fees	\$ (12,000.00)		1	time	1	time	(\$12,000.00)
		\$ -	Leadership Development	\$ (600.00)		1		1		(\$600.00)
<b>788</b>	<i>Staff Expense</i>	\$ (150.00)	Travel	\$ (50.00)		1	time	1	time	(\$50.00)
		\$ (1,200.00)	Development outreach	\$ -		1	time	1	time	\$0.00

**PROFESSIONAL BUSINESS DEVELOPMENT**

770	Supplies	\$ (300.00)	misc	\$ (300.00)		1	time	1	time	(\$300.00)
		\$ (1,900.00)	attendee packet/portfolio	\$ (2,400.00)		1	time	1	time	(\$2,400.00)
855	Transportation	\$ (75.00)	ship materials to facility	\$ -		1	time	1	time	\$0.00
		\$ (56,820.00)								(\$65,730.00)
		\$ (40,770.00)								(\$51,205.00)
<b>Member Communications</b>										
<b>INCOME</b>										
466.2	Advertising (income)	4,500.00	Ads (AZR e-blasts)	750.00	each	10	ads	1	time	\$7,500.00
466.3	Income	-	Website banner ads	-	-					\$0.00
466.1		1,120.00	Print AZR Subscription	-	each	40	subscripti	1	time	\$0.00
		5,620.00			-					\$7,500.00
<b>EXPENSE</b>										
780	Postage	\$ (8,000.00)	Quarterly Print AZR	\$ -	postage	4	times	1	time	\$0.00
781	Printing	\$ (16,000.00)	print AZR	\$ -	print	4	times	1	time	\$0.00
		\$ (5,000.00)	promotional material	\$ (2,000.00)	promotion	1		1	annually	(\$2,000.00)
810	Professional/Contract Fees	\$ (18,000.00)	Website hosting	\$ (100.00)	hosting	12	time	1	annually	(\$1,200.00)
	(web dev ExCom Approved)	\$ (7,500.00)	web consultant	\$ -	consultant	1	time	1	annually	\$0.00
		\$ (1,000.00)	Plugins	\$ (1,000.00)	fee	1		1		(\$1,000.00)
		\$ (3,000.00)	App consulting	\$ (3,000.00)	consultant	1		1		(\$3,000.00)
		\$ (2,500.00)	Video Production	\$ (7,500.00)	fee	1		1		(\$7,500.00)
		\$ (1,200.00)	Video Hosting Site	\$ -	fee	1		1		\$0.00
		\$ (2,560.00)	Marketing Intern	\$ -	hourly fee	16	weeks	20	hours	\$0.00
		\$ (140.00)	UBIT	\$ -	tax	1		1		\$0.00
		\$ -	Social Media Ads	\$ (1,000.00)		1		1		(\$1,000.00)
		\$ -	Heashot Photos (President)	\$ (500.00)		1		1		(\$500.00)
		\$ -	Web Enhancements/Consultatn Services	\$ (1,000.00)		12		1		(\$12,000.00)
		\$ -	Web Membership Re-integration	\$ (8,000.00)		1		1		(\$8,000.00)
		\$ -	UBIT	\$ (396.00)		1		1		(\$396.00)
786	Promotion	\$ (750.00)	REBar Camp sponsorship	\$ -	sponsorship	1		1		\$0.00
		\$ (1,500.00)	AAR booths at vendor fairs	\$ (500.00)	vendor fee	3	booths	1		(\$1,500.00)
		\$ (1,000.00)	Contest prizes	\$ (1,000.00)	prize	1		1		(\$1,000.00)
		\$ (1,250.00)	Event Sponsorships	\$ (1,200.00)	sponsorship	1		1		(\$1,200.00)
		\$ (1,000.00)	Social media advertising	\$ -	advertisement	1		1		\$0.00
540	Staff Development	\$ (1,800.00)	training/seminars	\$ (2,000.00)	training fee	1	staff	1	time	(\$2,000.00)
788	Staff Expense	\$ (350.00)	NAR Convention Registration Fee	\$ (400.00)	registration fee	1	staff	1	time	(\$400.00)
		\$ (1,000.00)	NAR Convention - Hotel	\$ (250.00)	hotel	3	nights	1	time	(\$750.00)
		\$ (300.00)	NAR Convention - Airfare	\$ (450.00)	airfare	1	staff	1	time	(\$450.00)
		\$ (125.00)	NAR Convention - Daily Expense	\$ (75.00)	registration fee	1	staff	4	time	(\$300.00)
		\$ (400.00)	NAR Convention - CD Institute	\$ (125.00)	daily expense	1		1	staff	(\$125.00)
		\$ (4,000.00)	outreach travel	\$ (2,000.00)	travel expense	1		1		(\$2,000.00)
		\$ (400.00)	Spring Conference Hotel	\$ (120.00)	hotel	3	nights	1	staff	(\$360.00)
		\$ (130.00)	Spring Conference - Mileage	\$ (110.00)	mileage	1	staff	1	conf	(\$110.00)
		\$ (225.00)	Spring Conference-Daily	\$ (50.00)	daily expense	1	days	1	staff	(\$50.00)
790	Subscriptions/Reference	\$ (750.00)	References and texts	\$ (500.00)	fee	1	staff	1	time	(\$500.00)

**PROFESSIONAL BUSINESS DEVELOPMENT**

<b>770</b>	<i>Supplies</i>	\$ (1,500.00)	Web Applications	\$ (4,200.00)	supplies	1	staff	1	time	(\$4,200.00)
		\$ (1,000.00)	Web Software	\$ -	software	1	time	1	time	\$0.00
		\$ -	Misc. art supplies	\$ (650.00)	supplies	1		1		(\$650.00)
		\$ -	Recording Studio Supplies	\$ (300.00)		1		1		(\$300.00)
		\$ -	President's scrapbook	\$ (400.00)	book	1		1		(\$400.00)
		\$ (82,380.00)			\$ -					(\$52,891.00)
		<b>(76,760.00)</b>			<b>-</b>					<b>(\$45,391.00)</b>
<b>MRE Society</b>										
<b>INCOME</b>										
<b>465</b>	<i>Income</i>	\$ 750.00	MRE Society Dues	\$ 25.00	dues	25	members	1	time	\$625.00
		\$ -	Rookie Series	\$ 50.00		12		1		\$600.00
		\$ 750.00								\$1,225.00
<b>EXPENSE</b>										
<b>630</b>	<i>Catering/Hotel</i>	\$ (150.00)	C/E Class Catering	\$ (150.00)	catering	1	time	1	time	(\$150.00)
<b>781</b>	<i>Printing</i>	\$ -	Career Path Booklet	\$ (400.00)		1		1		(\$400.00)
<b>787</b>	<i>Speaker Fees</i>	\$ -	Instructor Fee	\$ (300.00)		1		1		(\$300.00)
			Rookie Training Fieldtest	\$ (600.00)		1		1		(\$600.00)
<b>770</b>	<i>Supplies</i>	\$ (100.00)	Certificates	\$ (100.00)	supplies	1	time	1	time	(\$100.00)
		\$ -	Pins	\$ -						\$0.00
		\$ (250.00)								(\$1,550.00)
		<b>\$ 500.00</b>								<b>(\$325.00)</b>
<b>Professional &amp; Business Development Support 1801</b>										
<b>630</b>	<i>Catering/Hotel</i>	\$ (600.00)	meetings	\$ (500.00)		1	time	1	time	(\$500.00)
<b>639</b>	<i>Dues/Commitments</i>	\$ (575.00)	AE Institute Registration	\$ (575.00)		1	time	1	time	(\$575.00)
		\$ (650.00)	RAPPD Summit	\$ (275.00)	registration fee	2	staff	1	time	(\$550.00)
		\$ (350.00)	NAR EXPO, New Orleans, registration fee	\$ (400.00)		1	time	1	time	(\$400.00)
		\$ (900.00)	Graphic Art Subscriptions - Clipart	\$ (1,399.00)	clipart	1	time	1	time	(\$1,399.00)
		\$ -	Graphic Art Subscriptions - Animoto	\$ (250.00)		1	time	1	time	(\$250.00)
		\$ -	Education Director Workshop Registration	\$ (175.00)		1	time	1	time	(\$175.00)
<b>780</b>	<i>Postage</i>	\$ (900.00)	for all Committee, workgroup and programs	\$ (900.00)		1	time	1	time	(\$900.00)
<b>810</b>	<i>Professional/Contract Fees</i>	\$ -	Course Building Enging Licensing	\$ (99.00)	month	12	time	1	time	(\$1,188.00)
		\$ (2,000.00)	Lectern License	\$ -		1	time	1	time	\$0.00
		\$ (1,500.00)	REBAC License	\$ (1,500.00)		1	time	1	time	(\$1,500.00)
		\$ (1,000.00)	SRS License	\$ (1,000.00)		1	time	1	time	(\$1,000.00)
		\$ (250.00)	Survey monkey	\$ (20.00)		12	time	1	time	(\$240.00)
		\$ (865.00)	Scantron service agreement	\$ -		1	time	1	time	\$0.00
		\$ (500.00)	Video production software	\$ -		1	time	1	time	\$0.00
		\$ -	Therman Buiding Machine Service	\$ -		1		1		\$0.00
		\$ -	Web Hosting Fee	\$ -		1		1		\$0.00
<b>788</b>	<i>Staff Expense</i>	\$ (1,250.00)	NAR EXPO, New Orleans, Hotel	\$ (250.00)	hotel	4	nights	1	time	(\$1,000.00)
		\$ (500.00)	NAR EXPO, New Orleans, Daily Expense	\$ (75.00)	daily expense	5	days	1	staff	(\$375.00)
		\$ (300.00)	NAR EXPO, New Orleans, Airfare	\$ (450.00)	airfare	1	staff	1	time	(\$450.00)
		\$ (500.00)	NAR Mid-Year Meetings (DC) Daily Expense	\$ (75.00)	daily expense	5	days	1	staff	(\$375.00)
		\$ (1,600.00)	NAR Mid-Year Meetings (DC) Hotel	\$ (320.00)	hotel	4	nights	1	staff	(\$1,280.00)
		\$ (525.00)	NAR Mid-Year Meetings (DC) Airfare	\$ (600.00)	airfare	1	staff	1	time	(\$600.00)
		\$ (700.00)	Ed Director Summit Airfare	\$ (387.00)	airfare	2	staff	1	time	(\$774.00)







PROFESSIONAL BUSINESS DEVELOPMENT

REALTOR Institute 1815										
INCOME										
467.3	Income	\$ 200.00	Learning Library Revenue Share	\$ 40.00	fee	95	students	1		\$3,800.00
467.2		\$ 120.00	Retest	\$ 25.00	retest fee	15	students	1	time	\$375.00
467.4		\$ 125.00	Candidate Designation Fee	\$ 25.00	fee	65	students	1	time	\$1,625.00
467		\$ 3,600.00	Remote delivery classes - Host	\$ 69.00	registration fee	15	students	4	classes	\$4,140.00
467		\$ 4,800.00	Remote delivery classes - Remote site	\$ 69.00	registration fee	20	students	4	classes	\$5,520.00
467.1		\$ 8,000.00	Student Royalty Fee	\$ 10.00	royalty fee	1000	students	1	classes	\$10,000.00
		\$ 16,845.00								\$25,460.00
EXPENSE										
630	Catering/Hotel	\$ (200.00)	Monitor Training	\$ -	\$ -	1		1		\$0.00
		\$ (400.00)	Administrator Meeting	\$ -	\$ -	1		1		\$0.00
		\$ (400.00)	Workgroup/Audition Meetings	\$ (600.00)	\$ -	1		1		(\$600.00)
		\$ (400.00)	Instructor Remote delivery Training	\$ -	\$ -	1		1		\$0.00
		\$ (600.00)	Curriculum revision focus groups	\$ -	\$ -	1		1		\$0.00
781	Printing	\$ (750.00)	Brochures/poster	\$ (750.00)	\$ -	1		1		(\$750.00)
		\$ (1,120.00)	Student Workbooks	\$ (8.00)	per book	35	books	4	classes	(\$1,120.00)
810	Professional/Contract Fees	\$ (3,000.00)	Online Exam Revamp Platform	\$ (1,000.00)	\$ -	1		1		(\$1,000.00)
		\$ (630.00)	Regonline fees	\$ (4.50)	fees	140	registran	1	time	(\$630.00)
		\$ (750.00)	NAR graduate fee	\$ (10.00)	fee	250	registran	1	time	(\$2,500.00)
		\$ (800.00)	Remote classroom revenue share	\$ (10.00)	share	20	students	4	classes	(\$800.00)
		\$ (2,500.00)	Online Class Development	\$ (3,500.00)	\$ -	1		1		(\$3,500.00)
786	Promotion	\$ (15,000.00)	Scholarships	\$ (15,000.00)	\$ -	1		1		(\$15,000.00)
		\$ -	Advertising Designation - Ads	\$ (500.00)	\$ -	1		1		(\$500.00)
787	Speaker Fees	\$ (2,400.00)	Fees	\$ (600.00)	fee	4	classes	1	time	(\$2,400.00)
788	Staff Expense	\$ (125.00)	National GRI Summit	\$ (2,500.00)		1		1		(\$2,500.00)

**PROFESSIONAL BUSINESS DEVELOPMENT**

770	Supplies	\$ (500.00)	GRI certificates	\$ (500.00)	\$ -	1		1	(\$500.00)	
		\$ (500.00)	Pins	\$ (500.00)	\$ -	1		1	(\$500.00)	
		\$ (75.00)		\$ -	\$ -	1		1	\$0.00	
855	Transportation	\$ -	Remote location class material packets	\$ (250.00)	\$ -	1		1	(\$250.00)	
		\$ (30,150.00)							(\$32,550.00)	
		\$ (13,305.00)							(\$7,090.00)	
<b>Spring Conference (formerly Winter Real Estate Conference) 1860</b>										
<b>INCOME</b>										
	Registration Fees (income)	\$ -	Dinner	\$ -	\$ -				\$0.00	
469.1		\$ 4,950.00	Registration Fees -Full	\$ 129.00	registration fee	200	day	1	time	\$25,800.00
469.1		\$ 7,425.00	Registration Fees - Day	\$ 79.00	registration fee	85	day	1	time	\$6,715.00
469.1		\$ 7,425.00	Registration Fees	\$ -	registration fee	75	day	1	time	\$0.00
469.1		\$ 72,750.00	Registration Fees	\$ -	registration fee	1	full	1	time	\$0.00
469.2		\$ 27,000.00	Expo Booth Sales	\$ -	booth sales	30	booths	1	time	\$0.00
			WCR Lunch	\$ 26.00		75		1		\$1,950.00
469.2	Sponsorship	\$ -	Reception Sponsors	\$ 1,000.00	\$ -	2		1		\$2,000.00
			Vendor Tables	\$ 750.00		8		1		\$6,000.00
		\$ 119,550.00			\$ -					\$42,465.00
<b>EXPENSE</b>										
630	Catering/Hotel	\$ (2,000.00)	AV	\$ (3,000.00)	\$ -	1		1	(\$3,000.00)	
		\$ (750.00)	Presidents Suites	\$ -	\$ -	1		1	\$0.00	
		\$ (1,000.00)	Presidents/PE meeting	\$ -	catering	40	attendees	1	time	\$0.00
		\$ (4,900.00)	Wednesday reception	\$ -	catering	350	attendees	1	time	\$0.00
		\$ (4,900.00)	Tuesday reception	\$ -	catering	350	attendees	1	time	\$0.00
		\$ -	Room Rental	\$ -	\$ -					\$0.00
		\$ (4,900.00)	Monday welcome reception	\$ -	catering	350	attendees	1	time	\$0.00
		\$ (25,000.00)	Monday meal package	\$ -	catering	500	attendees	1	time	\$0.00
		\$ (25,000.00)	Tuesday meal package	\$ -	catering	500	attendees	1	time	\$0.00
		\$ (25,000.00)	Wednesday meal package	\$ -	catering	500	attendees	1	time	\$0.00
		\$ (500.00)	Expo AV	\$ -	fee	1	attendees	1	time	\$0.00
		\$ (8,400.00)	Expo exhibitor meals	\$ -	\$ -	1		1		\$0.00
		\$ -	Breaks - Friday	\$ (200.00)		1		1		(\$200.00)
		\$ -	Breaks - Thursday	\$ (500.00)		1		1		(\$500.00)
		\$ -	Breaks Wednesday	\$ (500.00)		1		1		(\$500.00)
		\$ -	Networking Receptions	\$ (2,000.00)		2		1		(\$4,000.00)
		\$ -	Room Rental	\$ (1,100.00)		1		1		(\$1,100.00)
		\$ -	Wednesday Lunchs - Full Registration	\$ (26.00)		250		1		(\$6,500.00)
		\$ -	Wednesday Lunchs - Day Registration	\$ (26.00)		45		1		(\$1,170.00)
		\$ -	Thursday Lunchs - Full Registration	\$ (26.00)		250		1		(\$6,500.00)
		\$ -	Thursday Lunchs - Day Registration	\$ (26.00)		45		1		(\$1,170.00)
		\$ -	Vendor Tables	\$ (750.00)		1		1		(\$750.00)
		\$ -	WCR Lunch - Full Registration	\$ (26.00)		75		1		(\$1,950.00)
781	Printing	\$ (2,500.00)	Sign and Brochure	\$ (400.00)	\$ -	1		1	(\$400.00)	
810	Professional/Contract Fees	\$ (1,800.00)	regonline fees	\$ (1,800.00)	fee	1	attendees	1	(\$1,800.00)	

**PROFESSIONAL BUSINESS DEVELOPMENT**

		\$ (4,675.00)	Expo service vendor	\$ -	\$ -	1		1		\$0.00
		\$ (100.00)	Expo fire marshall	\$ -		1		1		\$0.00
		\$ (1,500.00)	Expo decorations	\$ -	\$ -	1		1		\$0.00
		\$ -	Mobile Conference App	\$ (1,000.00)		1		1		(\$1,000.00)
		\$ -	Entertainment	\$ (600.00)		1		1		(\$600.00)
<b>786</b>	<i>Promotion</i>	\$ -	Contest Prizes	\$ (300.00)		2		1		(\$600.00)
			Facebook Ads	\$ (300.00)		1		1		(\$300.00)
<b>787</b>	<i>Speaker Fees</i>	\$ -	CE Instuctor Fee	\$ (600.00)	\$ -	2		1		(\$1,200.00)
		\$ -	Keynote Speaker Fee	\$ (3,000.00)	\$ -	1		1		(\$3,000.00)
		\$ -	Keynote Speaker Travel	\$ (900.00)	\$ -	1		1		(\$900.00)
		\$ -	Speaker Lunches	\$ (26.00)		25		2		(\$1,300.00)
<b>788</b>	<i>Staff Expense</i>	\$ (1,025.00)	Lodging	\$ (120.00)	hotel	3	nights	3	staff	(\$1,080.00)
		\$ (225.00)	Daily expense	\$ (75.00)	daily expense	3	staff	1	staff	(\$225.00)
		\$ (420.00)	Mileage	\$ (107.00)	mileage	3	staff	1	time	(\$321.00)
<b>770</b>	<i>Supplies</i>	\$ (500.00)	Promotional materials	\$ -	\$ -	1		1		\$0.00
		\$ (1,500.00)	Prizes	\$ -	\$ -	1		1		\$0.00
		\$ (500.00)	Expo prizes	\$ -	\$ -	1		1		\$0.00
		\$ (750.00)	Promo giveaways	\$ -	\$ -	1		1		\$0.00
		\$ -	Activity Décor	\$ (500.00)		1		1		(\$500.00)
			Onsite Materials	\$ (200.00)		1		1		(\$200.00)
<b>855</b>	<i>Transportation</i>	\$ (2,163.00)	broker lunch	\$ -	\$ -	1		1		\$0.00
		\$ -	Shuttle Vans	\$ (1,800.00)		1		1		(\$1,800.00)
		\$ (100.00)	Ship materials to site	\$ (275.00)	\$ -	1		1		(\$275.00)
		\$ (120,108.00)								(\$42,841.00)
		\$ (558.00)								\$ (376.00)
<b>Instructor Development</b>										
<b>INCOME</b>										
<b>463.2</b>	<i>Registration Fees</i>	\$ 500.00	Instructor Certification	\$ 150.00	registration fee	5	instructor	1	time	\$750.00
<b>463.1</b>		\$ 1,170.00	Instructor Summit	\$ 45.00	registration fee	35	registran	1	classes	\$1,575.00
<b>463</b>		\$ 1,225.00	Instructor Forum	\$ -	registration fee	25	registran	1	time	\$0.00
		\$ 2,895.00								\$2,325.00
<b>EXPENSE</b>										
<b>630</b>	<i>Catering/Hotel</i>	\$ -	Instructor Summit	\$ (75.00)		1		1		(\$75.00)
<b>810</b>	<i>Professional/Contract Fees</i>	\$ (247.50)	Regonline	\$ (4.50)	fees	35	registran	1	classes	(\$157.50)
<b>786</b>	<i>Promotion</i>	\$ (500.00)	Instructor cert video reviewer	\$ -	fee	5	reviews	1	time	\$0.00
<b>787</b>	<i>Speaker fees</i>	\$ -	Instructor Summit	\$ (600.00)		1		1		(\$600.00)
		\$ (500.00)	Instructor Development Workshops	\$ -	travel	1	time	1	time	\$0.00

**PROFESSIONAL BUSINESS DEVELOPMENT**

<b>540</b>	<i>Staff Development</i>	\$ -	Training ResourcesWorkshops	\$ (2,000.00)		1		1		(\$2,000.00)
<b>788</b>	<i>Staff Expense</i>	\$ -	Instructor Summit	\$ (50.00)		1		1		(\$50.00)
<b>770</b>	<i>Supplies</i>	\$ (700.00)	Class/Forum supplies	\$ -	supplies	5	classes	1	time	\$0.00
		\$ (400.00)	Resource materials	\$ (300.00)		1	time	1	time	(\$300.00)
		\$ (2,347.50)								(\$3,182.50)
		\$ 547.50								(\$857.50)
		\$ (398,833.10)	TOTAL (EXPENSE)							\$ (291,818.00)
		\$ 234,190.00	TOTAL INCOME							\$ 142,942.00
		\$ (164,643.10)	TOTAL NET (EXPENSE)/INCOME							\$ (148,876.00)