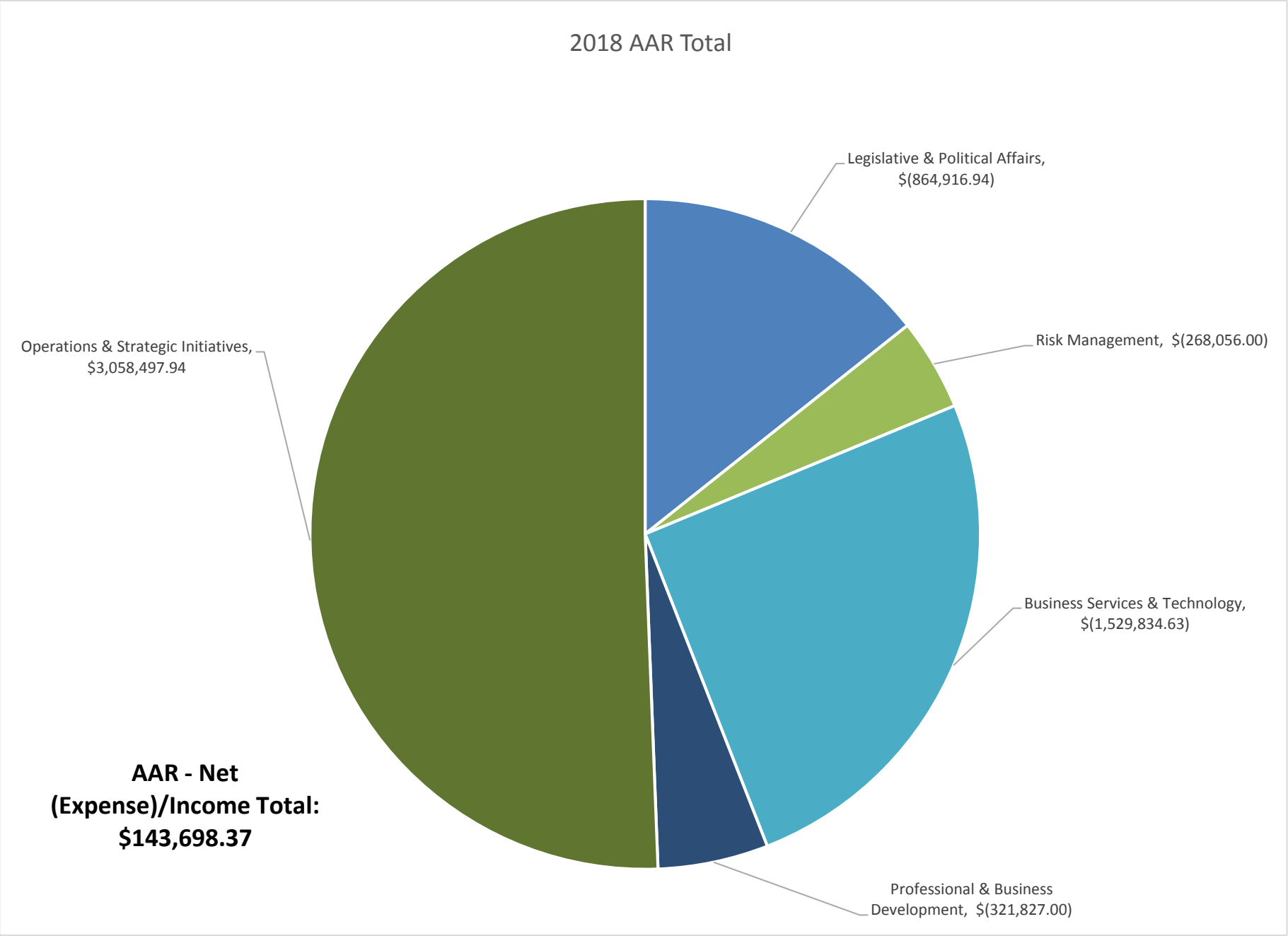
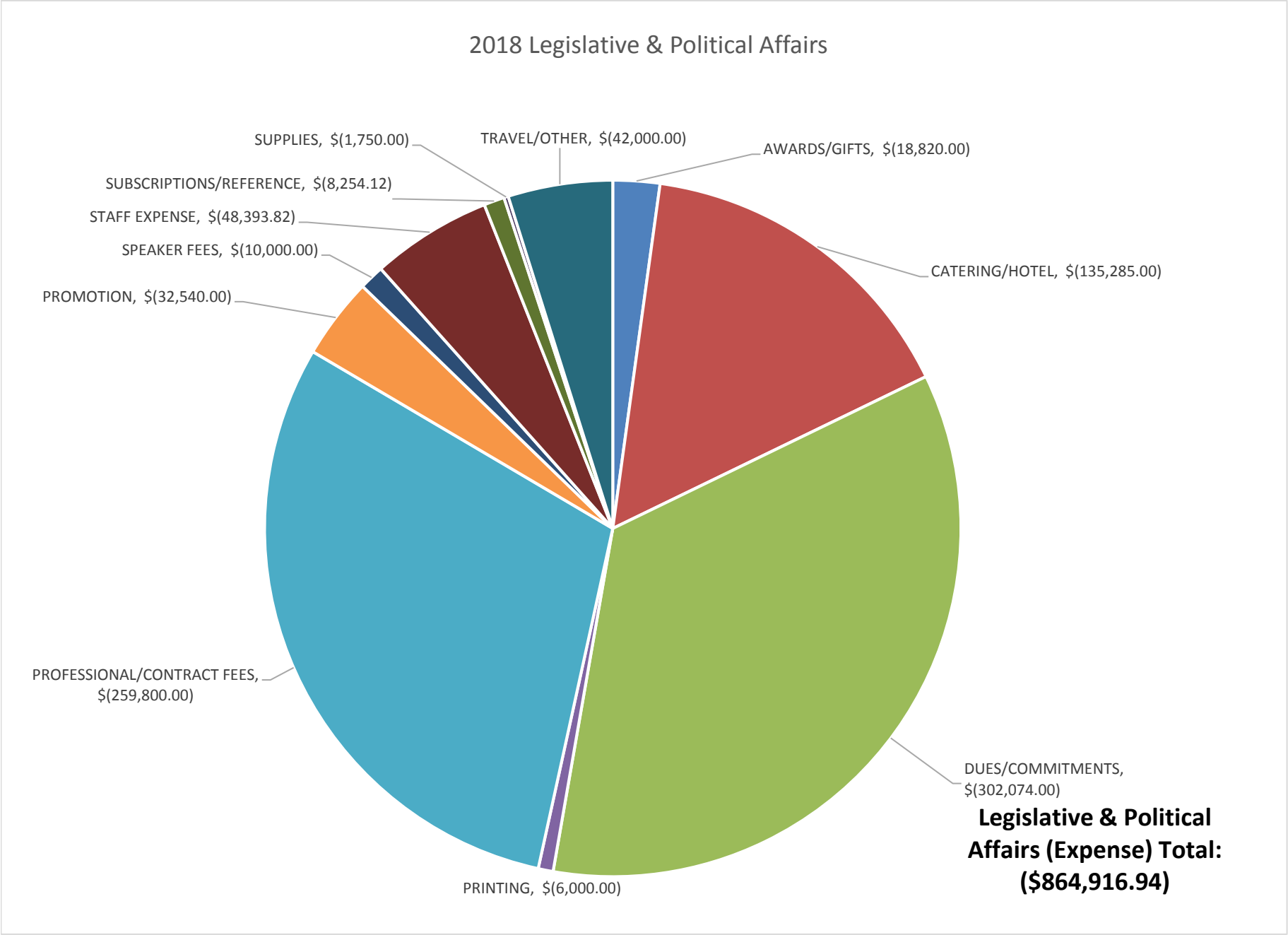
PROPOSED 2018 Operating and Capital Budget

2017 Budget	2017 Projections	Areas by Primary Committee	2018
$ (421,672.85)	$ (405,595.34)	**Legislative & Political Affairs**	$ (864,916.94)
$ (269,379.00)	$ (224,634.00)	**Risk Management**	$ (268,056.00)
$ (1,181,911.43)	$ (928,799.23)	**Business Services & Technology**	$ (1,529,834.63)
$ (298,636.00)	$ (196,561.65)	**Professional & Business Development**	$ (321,827.00)
$ 2,850,099.46	$ 3,623,203.54	**Operations & Strategic Initiatives**	$ 3,058,497.94
$678,500.18	$ 1,867,613.32	*** Net (Expense)/Income Totals ***	**$ 73,863.37**


2018 AAR Total
Legislative & Political Affairs, $(864,916.94)
Risk Management, $(268,056.00)
Business Services & Technology, $(1,529,834.63)
Professional & Business Development, $(321,827.00)
Operations & Strategic Initiatives, $3,058,497.94
AAR - Net (Expense)/Income Total: $143,698.37

LEGISLATIVE & POLITICAL AFFAIRS				
2017 Approved	2017 Projections	Code		2018
PROJECTED INCOME				
$ -				
$ -		TOTAL PROJECTED INCOME		$ -
PROJECTED DIRECT (EXPENSES)				
$ (14,200.00)	$ (12,100.00)	605	AWARDS/GIFTS	$ (18,820.00)
$ (99,085.00)	$ (121,545.00)	630	CATERING/HOTEL	$ (135,285.00)
$ (11,250.00)	$ (11,315.00)	639	DUES/COMMITMENTS	$ (302,074.00)
$ (6,000.00)	$ (2,100.00)	781	PRINTING	$ (6,000.00)
$ (164,800.00)	$ (164,450.00)	810	PROFESSIONAL/CONTRACT FEES	$ (259,800.00)
$ (28,540.00)	$ (17,140.00)	786	PROMOTION	$ (32,540.00)
$ (10,000.00)	$ (10,000.00)	787	SPEAKER FEES	$ (10,000.00)
$ (46,283.82)	($29,579.93)	788	STAFF EXPENSE	$ (48,393.82)
$ (8,264.12)	$ (8,039.12)	790	SUBSCRIPTIONS/REFERENCE	$ (8,254.12)
$ (1,750.00)	$ (1,690.00)	770	SUPPLIES	$ (1,750.00)
$ (31,499.91)	$ (27,636.29)	869	TRAVEL/OTHER	$ (42,000.00)
$ (421,672.85)	$ (405,595.34)	TOTAL DIRECT (EXPENSES)		$ (864,916.94)
$ (421,672.85)	$ (405,595.34)	TOTAL NET (EXPENSES)/INCOME		$ (864,916.94)

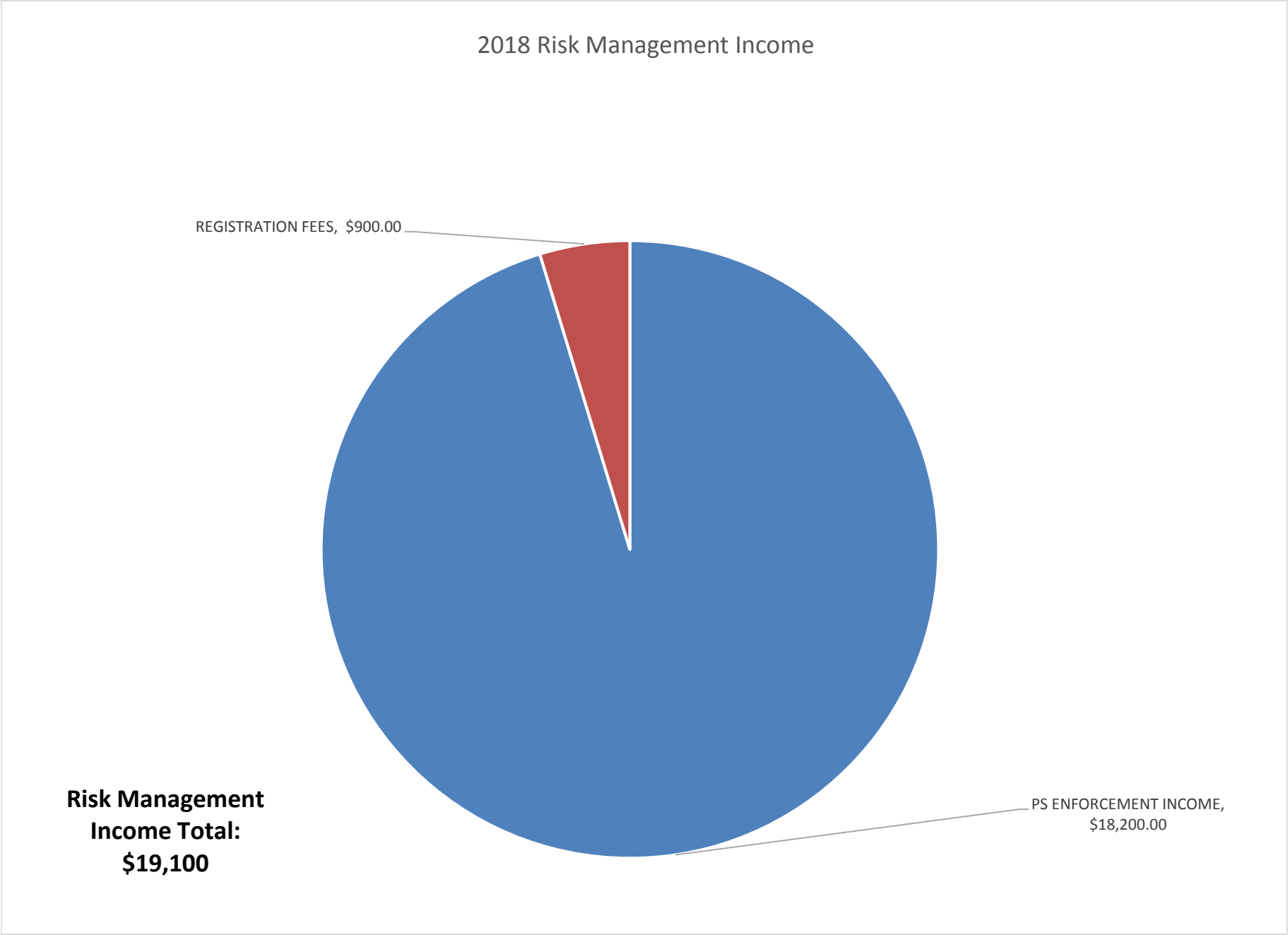

2018 Legislative & Political Affairs
SUPPLIES, $(1,750.00)
TRAVEL/OTHER, $(42,000.00)
AWARDS/GIFTS, $(18,820.00)
SUBSCRIPTIONS/REFERENCE, $(8,254.12)
STAFF EXPENSE, $(48,393.82)
SPEAKER FEES, $(10,000.00)
CATERING/HOTEL, $(135,285.00)
PROMOTION, $(32,540.00)
PROFESSIONAL/CONTRACT FEES, $(259,800.00)
DUES/COMMITMENTS, $(302,074.00)
PRINTING, $(6,000.00)
Legislative & Political Affairs (Expense) Total: ($864,916.94)

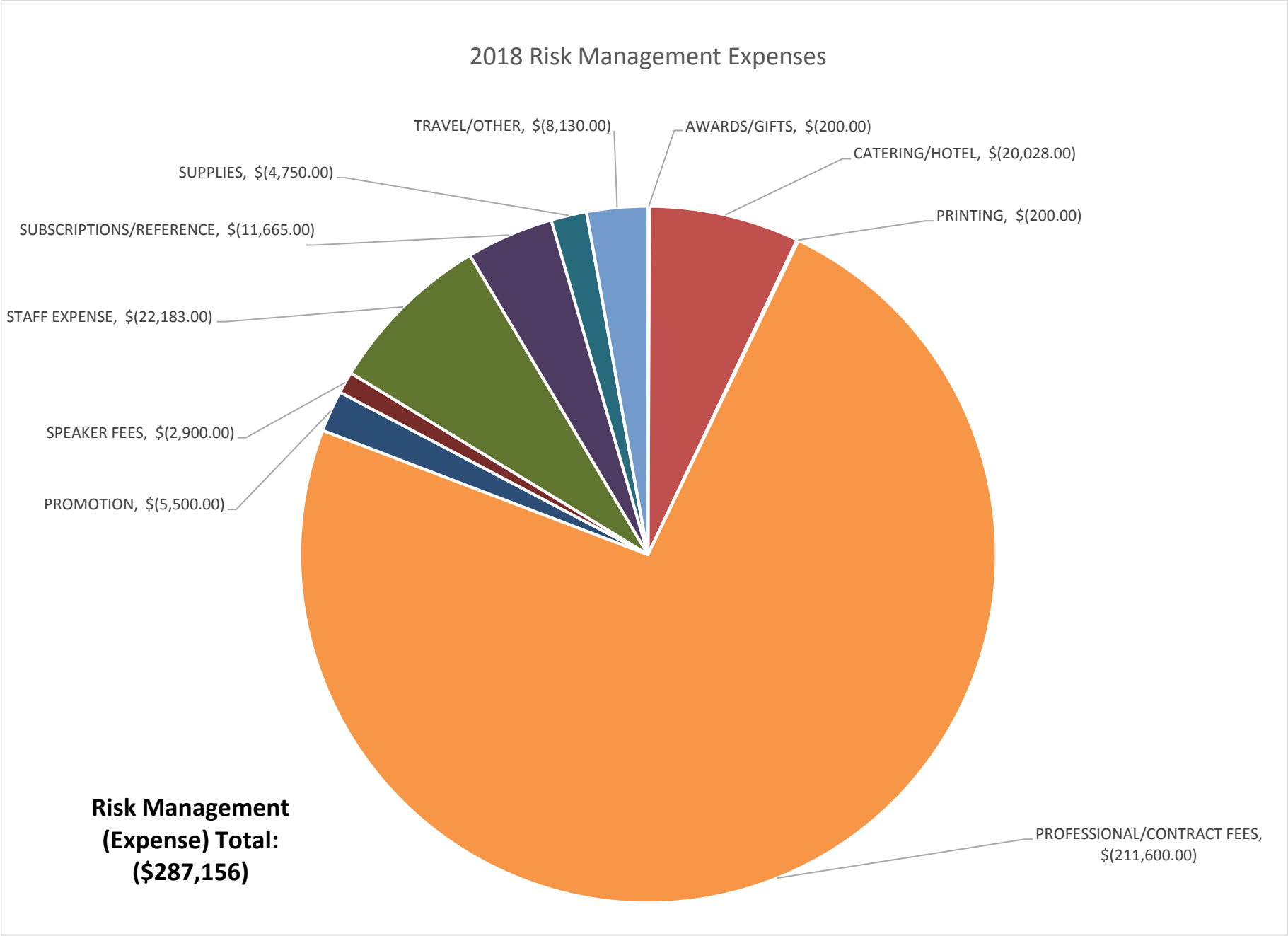
Code	Category	2017 Approved	2017 Projections		Rate	Item	Price	Item	Price	Item	2018 Total
				FEDERAL LIAISON SUPPORT - 1575							
788	Staff Expense	$ (2,000.00)	($1,100.00)	NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	5	days	2	staff	$ (2,000.00)
		$ (3,200.00)	($2,947.93)	NAR Legislative (D.C.) - Hotel	$ (320.00)	night	5	nights	2	staff	$ (3,200.00)
		$ (1,200.00)	($1,200.00)	NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	1	time	2	staff	$ (1,200.00)
869	Travel/Other	$ (23,999.91)	($19,636.29)	FPC NAR DC Meetings	$ (3,000.00)	per member	1	time	11	members	$ (33,000.00)
		$ (30,399.91)	**$ (24,884.22)**								**$ (39,400.00)**
				FUNDRAISING/GRASSROOTS SUPPORT - 1560							
605	Awards/Gifts	$ (3,000.00)	$ (4,000.00)	Local Association Year-End Awards	$ (4,050.00)	award	1		1		$ (4,050.00)
		$ (3,200.00)	$ (2,500.00)	RAPAC Recognition Pins	$ (4,320.00)	order	1		1		$ (4,320.00)
		$ (5,000.00)	$ (3,000.00)	Major Investor Gift	$ (6,750.00)	order	1	time	5000	members	$ (6,750.00)
		$ (2,000.00)	$ (2,000.00)	President Circle Gift	$ (2,700.00)	order	1	time	2000	members	$ (2,700.00)
		$ (1,000.00)	$ (600.00)	RAPAC Promotion Materials	$ (1,000.00)	order	1	time	1000	members	$ (1,000.00)
630	Catering/Hotel	$ (16,000.00)	$ (16,000.00)	RAPAC Rally Ride	$ (20,000.00)	annual	1	time	1	members	$ (20,000.00)
639	Dues/Commitments	$ (250.00)	$ (250.00)	SOS Standing Committee Renewal	$ (250.00)	annual	1	time	1		$ (250.00)
				REALTOR® Party PSF Allocation at $3 per member plus $123,710	$ (269,759.00)	annual	1	time	1		$ (269,759.00)
		$ (10,000.00)	$ (10,000.00)	Platinum R	$ (10,000.00)	annual	1	each	1		$ (10,000.00)
810	Professional/Contract Fees	$ (9,100.00)	$ (9,100.00)	Annual Audit	$ (9,100.00)	audit	1	audit	1		$ (9,100.00)
		$ -	$ -	REALTOR® Party Plus	$ (95,000.00)	annual	1	each	1		$ (95,000.00)
786	Promotion	$ (1,500.00)	$ (1,020.00)	October Leadership Fundraiser	$ (1,500.00)	drawing	1	each	1		$ (1,500.00)
		$ (1,500.00)	$ (1,100.00)	Spring Conference RAPAC Promotion	$ (1,500.00)	drawing	1	each	1		$ (1,500.00)
		$ (1,020.00)	$ (500.00)	Online Fundraising Program	$ (1,020.00)	drawing	1	each	1		$ (1,020.00)
		$ (4,000.00)	$ (2,000.00)	Statewide RAPAC Planning Session	$ (6,000.00)	training	1	each	1		$ (6,000.00)
770	Supplies	$ (300.00)	$ (340.00)	Spring Conference Supplies	$ (300.00)	annual	1		1		$ (300.00)
		$ (300.00)	$ (200.00)	October Leadership Supplies	$ (300.00)	annual	1		1		$ (300.00)
		$ (1,000.00)	$ (1,000.00)	RAPAC Rally Ride Supplies	$ (1,000.00)	annual	1	time	1		$ (1,000.00)
		$ (59,170.00)	**$ (53,610.00)**								**$ (434,549.00)**
				GOVERNMENTAL AREA SUPPORT - 1501							
630	Catering/Hotel	$ (370.00)	$ (130.00)	Work Group Lunches	$ (9.25)	each	5	meetings	8	members	$ (370.00)
		$ (315.00)	$ (315.00)	Legislative Committee	$ (1.50)	each	7	meetings	30	members	$ (315.00)
		$ (1,500.00)	$ (1,500.00)	Legislative Committee Thank You Lunch	$ (1,500.00)	annual	1	meetings	30	members	$ (1,500.00)
		$ (1,000.00)	$ (1,000.00)	RAPAC Trustees Thank You Lunch	$ (1,000.00)	annual	1	meetings	20	members	$ (1,000.00)
		$ (1,000.00)	$ (1,000.00)	RIMC Thank You Lunch	$ (1,000.00)	annual	1	meetings	20	members	$ (1,000.00)
		$ (1,000.00)	$ (1,000.00)	LPAC Thank You Lunch	$ (1,000.00)	annual	1	meetings	25	members	$ (1,000.00)
781	Printing	$ (2,000.00)	$ (1,100.00)	In-house Printing	$ (2,000.00)	annual	1		1		$ (2,000.00)
788	Staff Expense	$ (460.00)	$ (312.00)	Spring Conference - Mileage	$ (115.00)		1	trip	4	staff	$ (460.00)
		$ (780.00)	$ (240.00)	Spring Conference - Daily Expense	$ (65.00)	per diem	4	days	3	staff	$ (780.00)
		$ (2,250.00)	$ (1,000.00)	Spring Conference - Hotel		night	3	nights	5	staff	
		$ (750.00)	$ -	Spring Conference (NAR Staff) - Hotel	$ (187.50)	night	2	nights	2	staff	$ (750.00)
		$ (2,500.08)	$ (2,000.00)	Local Association Visits - Hotel	$ (208.34)	night	3	nights	4	staff	$ (2,500.08)
		$ (2,730.00)	$ (1,500.00)	Local Association Visits - Daily Expense	$ (65.00)	per diem	14	trips	3	staff	$ (2,730.00)
		$ (7,603.74)	$ (3,720.00)	Local Association Visits - Mileage	$ (0.54)	per mile	1	trip	14081	miles	$ (7,603.74)
		$ (24,258.82)	**$ (14,817.00)**								**$ (22,008.82)**
				GOVERNMENTAL COMMUNICATIONS - 1585							
781	Printing	$ (4,000.00)	$ (1,000.00)	Governmental Programs Communications (Print/Audio/Video)	$ (4,000.00)		1	time	1	time	$ (4,000.00)
786	Promotion	$ (10,000.00)	$ (2,000.00)	CFA Outreach Services	$ (10,000.00)		1	time	1	time	$ (10,000.00)
810	Professional/Contract Fees	$ (400.00)	$ (300.00)	AZ News Service Trade and Professional Association	$ (400.00)		1		1		$ (400.00)
		$ (700.00)	$ (600.00)	AZ Capitol Times Book of Lobbyists	$ (350.00)		1	time	2	ads	$ (700.00)
		$ (700.00)	$ (550.00)	AZ News Service Citizen Government Directory	$ (700.00)		1		1		$ (700.00)

		$ (15,800.00)	$ (4,450.00)								$ (15,800.00)
				0							
639	Dues /Commitments	$ (1,000.00)	$ (1,065.00)	Phoenix Chamber of Commerce	$ (1,065.00)	annual	1		1		$ (1,065.00)
		$ -	$ -	Arizona Chamber of Commerce	$ (11,000.00)	annual	1	time	1	staff	$ (11,000.00)
		$ -	$ -	Arizona Tax Research Association	$ (10,000.00)	annual	1	time	1	staff	$ (10,000.00)
810	Professional/Contract Fees	$ (130,000.00)	$ (130,000.00)	Contract Lobbyist Fees	$ (130,000.00)	annual	1		1		$ (130,000.00)
		$ (3,900.00)	$ (3,900.00)	LOLA Access	$ (3,900.00)	annual	1		1		$ (3,900.00)
786	Promotion	$ (8,000.00)	$ (8,000.00)	Promotion Fund	$ (10,000.00)	annual	1		1		$ (10,000.00)
		$ (2,520.00)	$ (2,520.00)	Cellular Device	$ (105.00)	staff	12	months	2	staff	$ (2,520.00)
788	Staff Expense	$ (1,160.00)	$ (1,160.00)	American Legislative Economic Council (ALEC) Conference - Sponsorship	$ (580.00)	sponsorship	1	annual	2	sponsorships	$ (1,160.00)
		$ (1,100.00)	$ (600.00)	American Legislative Economic Council (ALEC) Conference - Airfare	$ (550.00)	airfare	1	trip	2	staff	$ (1,100.00)
		$ (2,000.00)	$ (1,200.00)	American Legislative Economic Council (ALEC) Conference - Hotel	$ (250.00)	night	4	days	2	staff	$ (2,000.00)
		$ (1,000.00)	$ (1,000.00)	American Legislative Economic Council (ALEC) Conference - Daily Expense	$ (100.00)	per diem	5	days	2	staff	$ (1,000.00)
		$ (400.00)	$ (800.00)	GAD Seminar - Daily Expense	$ (100.00)	per diem	5	days	2	staff	$ (1,000.00)
		$ (1,200.00)	$ (1,400.00)	GAD Seminar - Hotel	$ (300.00)	night	5	days	2	staff	$ (3,000.00)
		$ (500.00)	$ (1,300.00)	GAD Seminar - Airfare	$ (500.00)	airfare	1	time	2	staff	$ (1,000.00)
		$ (450.00)	$ (900.00)	GAD Seminar - Registration	$ (450.00)	registration	1	time	2	staff	$ (900.00)
		$ (900.00)	$ (900.00)	NAR EXPO (Chicago, IL) - Airfare	$ (450.00)	airfare	1	time	2	staff	$ (900.00)
		$ (900.00)	$ (900.00)	NAR EXPO (Chicago, IL) - Registration	$ (450.00)	registration	1	time	2	staff	$ (900.00)
		$ (3,000.00)	$ (2,400.00)	NAR EXPO (Chicago, IL) - Hotel	$ (350.00)	night	5	nights	2	staff	$ (3,500.00)
		$ (1,500.00)	$ (1,000.00)	NAR EXPO (Chicago, IL) - Daily Expense	$ (200.00)	per diem	5	days	2	staff	$ (2,000.00)
		$ (500.00)	$ -	NCSL Conference - National Council of State Governments - Daily Expense	$ (100.00)	per diem	5	days	1	staff	$ (500.00)
		$ (550.00)	$ -	NCSL Conference - National Council of State Governments - Airfare	$ (550.00)	airfare	1	time	1	staff	$ (550.00)
		$ (500.00)	$ (1,000.00)	NCSL Conference - National Council of State Governments - Sponsorship	$ (500.00)	annual	1	time	1	sponsorship	$ (500.00)
		$ (1,000.00)	$ -	NCSL Conference - National Council of State Governments - Hotel	$ (250.00)	night	4	nights	1	staff	$ (1,000.00)
		$ (300.00)	$ -	NAR Campaign School - Daily Expense	$ (100.00)	per diem	3	days	1	staff	$ (300.00)
		$ (400.00)	$ -	NAR Campaign School - Hotel	$ (200.00)	night	2	days	1	staff	$ (400.00)
		$ (100.00)	$ -	NAR Campaign School - Registration	$ (110.00)	registration	1	time	1	staff	$ (110.00)
		$ (350.00)	$ -	NAR Campaign School - Airfare	$ (350.00)	airfare	1	time	1	staff	$ (350.00)
790	Subscriptions/Reference	$ (110.00)	$ (110.00)	Phoenix Business Journal	$ (100.00)	annual	1	year	1	subscription	$ (100.00)
		$ (3,450.00)	$ (3,450.00)	AZ News/Leg. Report	$ (575.00)	annual	6	months	1	subscription	$ (3,450.00)
		$ (900.00)	$ (900.00)	AZ New Service Legislative Subscription	$ (900.00)	annual	1	copy	1	subscription	$ (900.00)
		$ (159.12)	$ (159.12)	Arizona Capitol Times (Weekly)	$ (3.06)	annual	52	weeks	1	year	$ (159.12)
		$ (25.00)		AZ Capitol Times Mobile App	$ (25.00)	time	1	app	1	time	$ (25.00)
		$ (3,420.00)	$ (3,420.00)	AZ News Svc/Yellow Sheets (1 annual)	$ (285.00)	annual	12	months	1	subscription	$ (3,420.00)
		$ (200.00)		Miscellaneous	$ (200.00)	annual	1	time	1	time	$ (200.00)
		$ (171,494.12)	$ (168,084.12)								$ (198,909.12)
				LEGISLATIVE POLICY DEVELOPMENT - 1550							
630	Catering/Hotel	$ (600.00)	$ (300.00)	REALTOR Caucus Miscellaneous	$ (600.00)		1	time	1		$ (600.00)
		$ (1,300.00)	$ (1,300.00)	REALTOR Caucus - A/V	$ (1,500.00)	audio/visual	1	event	1		$ (1,500.00)
		$ (4,000.00)	$ (4,000.00)	REALTOR Caucus - Room Rental	$ (800.00)	per room	5	rooms	1		$ (4,000.00)
		$ (17,000.00)	$ (17,000.00)	REALTOR Caucus - Catering	$ (85.00)		1	time	200	attendees	$ (17,000.00)
	-			REALTOR Caucus - Speaker Fees							
		$ (55,000.00)	$ (78,000.00)	Legislative Events (REALTOR Day, other event(s))	$ (80,000.00)		1	events	1		$ (80,000.00)
		$ -	$ -	Legislative Industry Partners Event	$ (2,000.00)	annual	1	events	1		$ (2,000.00)
		$ -	$ -	Legislative Play Date	$ (5,000.00)	annual	1	time	1		$ (5,000.00)
787	Speaker	$ (10,000.00)	$ (10,000.00)	REALTOR Caucus - Speaker Fees	$ (10,000.00)	annual	1	time	1		$ (10,000.00)
770	Supplies	$ (150.00)	$ (150.00)	Miscellaneous Supplies	$ (150.00)		1	time	1		$ (150.00)
869	Travel/Other	$ (7,500.00)	$ (8,000.00)	REALTOR Caucus Mileage Reimbursements	$ (9,000.00)		1	event	1	time	$ (9,000.00)
		$ (95,550.00)	$ (118,750.00)								$ (129,250.00)

				LOCAL LOBBYING SUPPORT - 1545							
788	Staff Expense	$ (3,000.00)	$ (1,000.00)	In-state & National Meetings	$ (3,000.00)		1		1	staff	$ (3,000.00)
		$ (3,000.00)	**$ (1,000.00)**								**$ (3,000.00)**
				POLITICAL RESEARCH - 1596							
810	Professional/Contract Fees	$ (20,000.00)	$ (20,000.00)	Research, Policy	$ (20,000.00)		1		1	fee	$ (20,000.00)
		$ (20,000.00)	**$ (20,000.00)**								**$ (20,000.00)**
				ELECTION YEAR ACTIVITIES - 1580							
788	Staff Expense		$ -	Candidate Interviews Mileage			1		1	staff	$ -
		$ (2,000.00)	-	Get Out The Vote Campaign	$ (2,000.00)		1		1	staff	$ (2,000.00)
		$ (2,000.00)	**$ -**								**$ (2,000.00)**
		$ (421,672.85)	$ (405,595.34)	**TOTAL (EXPENSE)**							$ (864,916.94)
				TOTAL INCOME							$ -
		$ (421,672.85)	**$ (405,595.34)**	**TOTAL NET (EXPENSE)/INCOME**							**$ (864,916.94)**

RISK MANAGEMENT				
2017 Approved	2017 Projections	Code		2018
PROJECTED INCOME				
$ 14,900.00	$ 21,900.00	440	PS ENFORCEMENT INCOME	$ 18,200.00
$ 900.00	$ 550.00	440	REGISTRATION FEES	$ 900.00
$ 15,800.00	**$ 22,450.00**	**TOTAL PROJECTED INCOME**		**$ 19,100.00**
PROJECTED DIRECT (EXPENSES)				
$ (200.00)	$ (100.00)	605	AWARDS/GIFTS	$ (200.00)
$ (21,920.00)	$ (15,354.00)	630	CATERING/HOTEL	$ (20,028.00)
		639	DUES/COMMITMENTS	
$ -	$ -	780	POSTAGE	$ -
$ (200.00)	$ -	781	PRINTING	$ (200.00)
$ (207,000.00)	$ (193,830.00)	810	PROFESSIONAL/CONTRACT FEES	$ (211,600.00)
$ (5,500.00)	$ (250.00)	786	PROMOTION	$ (5,500.00)
$ (2,900.00)	$ 850.00	787	SPEAKER FEES	$ (2,900.00)
$ (23,114.00)	$ (20,500.00)	788	STAFF EXPENSE	$ (22,183.00)
$ (12,325.00)	$ (9,800.00)	790	SUBSCRIPTIONS/REFERENCE	$ (11,665.00)
$ (4,250.00)	$ (600.00)	770	SUPPLIES	$ (4,750.00)
$ -	$ -	850	TELEPHONE	$ -
$ (7,770.00)	$ (7,500.00)	869	TRAVEL/OTHER	$ (8,130.00)
$ (285,179.00)	**$ (247,084.00)**	TOTAL DIRECT (EXPENSES)		**$ (287,156.00)**
$ (269,379.00)	**$ (224,634.00)**	TOTAL NET (EXPENSES)/INCOME		**$ (268,056.00)**


2018 Risk Management Income
REGISTRATION FEES, $900.00
PS ENFORCEMENT INCOME, $18,200.00
Risk Management Income Total: $19,100


2018 Risk Management Expenses
TRAVEL/OTHER, $(8,130.00)
AWARDS/GIFTS, $(200.00)
CATERING/HOTEL, $(20,028.00)
SUPPLIES, $(4,750.00)
PRINTING, $(200.00)
SUBSCRIPTIONS/REFERENCE, $(11,665.00)
STAFF EXPENSE, $(22,183.00)
SPEAKER FEES, $(2,900.00)
PROMOTION, $(5,500.00)
Risk Management (Expense) Total: ($287,156)
PROFESSIONAL/CONTRACT FEES, $(211,600.00)

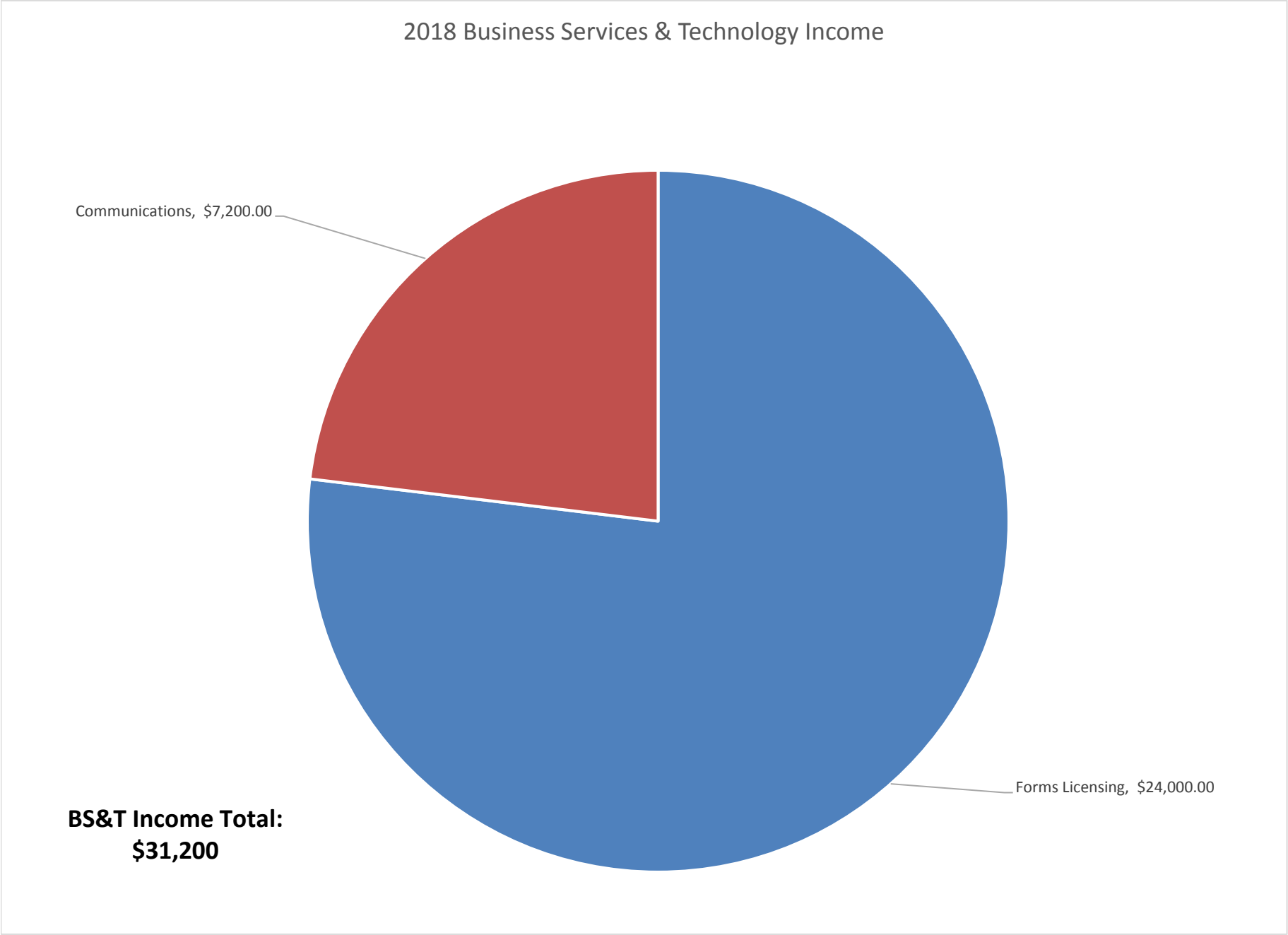
Code		2017 Approved	2017 Projections		Rate	Item	Price	Item	Price	Item	2018 Total
				ALTERNATIVE DISPUTE RESOLUTION - 1615							
630	Catering/Hotel	$ (1,000.00)	$ (1,000.00)	Mediation/Ombudsman Training	$ (20.00)	catering	50	attendees	1	time	$ (1,000.00)
810	Professional/Contract Fees	$ (1,500.00)	$ (1,430.00)	Ombudsman Insurance Policy	$ (1,500.00)	policy	1		1		$ (1,500.00)
787	Speaker Fees	$ (900.00)	$ (900.00)	Mediation/Ombudsman Training	$ (900.00)	speaker fee	1		1		$ (900.00)
869	Travel/Other	$ (1,500.00)	$ (1,500.00)	Mediator travel	$ (150.00)	travel	10	mediations	1	time	$ (1,500.00)
		$ (4,900.00)	**$ (4,830.00)**								**$ (4,900.00)**
				FORMS DEVELOPMENT - 1650							
630	Catering/Hotel	$ (840.00)	$ (200.00)	Forms Work Group Meeting	$ (14.00)	catering	15	lunches	3	meetings	$ (630.00)
810	Professional/Contract Fees	$ (6,500.00)	$ (6,500.00)	Translation Fees/Copyright Fees (8) Forms	$ (7,500.00)		1		1		$ (7,500.00)
		$ (7,340.00)	**$ (6,700.00)**								**$ (8,130.00)**
				LEGAL HOTLINE - 1665 (Dues)							
781	Printing	$ (200.00)	$ -	Legal Hotline Letterhead	$ (200.00)	printing	1		1		$ (200.00)
810	Professional/Contract Fees	$ (177,500.00)	$ (177,500.00)	Legal Services	$ (180,000.00)	fee	1		1		$ (180,000.00)
		$ -		Other Legal Fees							
		$ (500.00)	$ (400.00)	Other Fees (postage/copying, etc. costs)	$ (500.00)		12	months	1		$ (500.00)
850	Telephone	$ -		Qwest Monthly Charges							
		$ -		800 Number Usage Charge (TW Telecom 12 Months)							
		$ (178,200.00)	**$ (177,900.00)**								**$ (180,700.00)**
				LEGAL SUPPORT - 1602							
630	Catering/Hotel			Miscellaneous Work Group Meetings							
810	Professional/Contract Fees	$ (15,000.00)	$ (5,000.00)	Outside Legal	$ (15,000.00)		1		1		$ (15,000.00)
790	Subscriptions/Reference	$ -		Miscellaneous							
		$ (750.00)	$ (400.00)	Legal Publications	$ (750.00)	subscriptions	1		1		$ (750.00)
		$ (4,300.00)	$ (4,300.00)	Legal Research - West Law	$ (4,550.00)	subscriptions	1		1		$ (4,550.00)
		$ (3,500.00)	$ (2,000.00)	County/State Bar Dues/CLE/ACC	$ (2,500.00)	dues	1		1		$ (2,500.00)
		$ (200.00)	$ (200.00)	WCR	$ (200.00)	dues	1		1		$ (200.00)
869	Travel/Other	$ (2,000.00)	$ (2,000.00)	RMC Chair/Vice Chair	$ (2,000.00)	travel	1		1		$ (2,000.00)
		$ (25,750.00)	**$ (13,900.00)**								**$ (25,000.00)**
				LEGAL/LEGISLATIVE OUTREACH & EDUCATION - 1603							
630	Catering/Hotel	$ -	$ -	Lunch	$ -						$ -
786	Promotion	$ -		Member Initiatives	$ -						$ -
770	Supplies	$ -	$ -	Materials	$ -						$ -
869	Travel/Other	$ -		Instructor Travel	$ -						$ -
		$ -	**$ -**								**$ -**

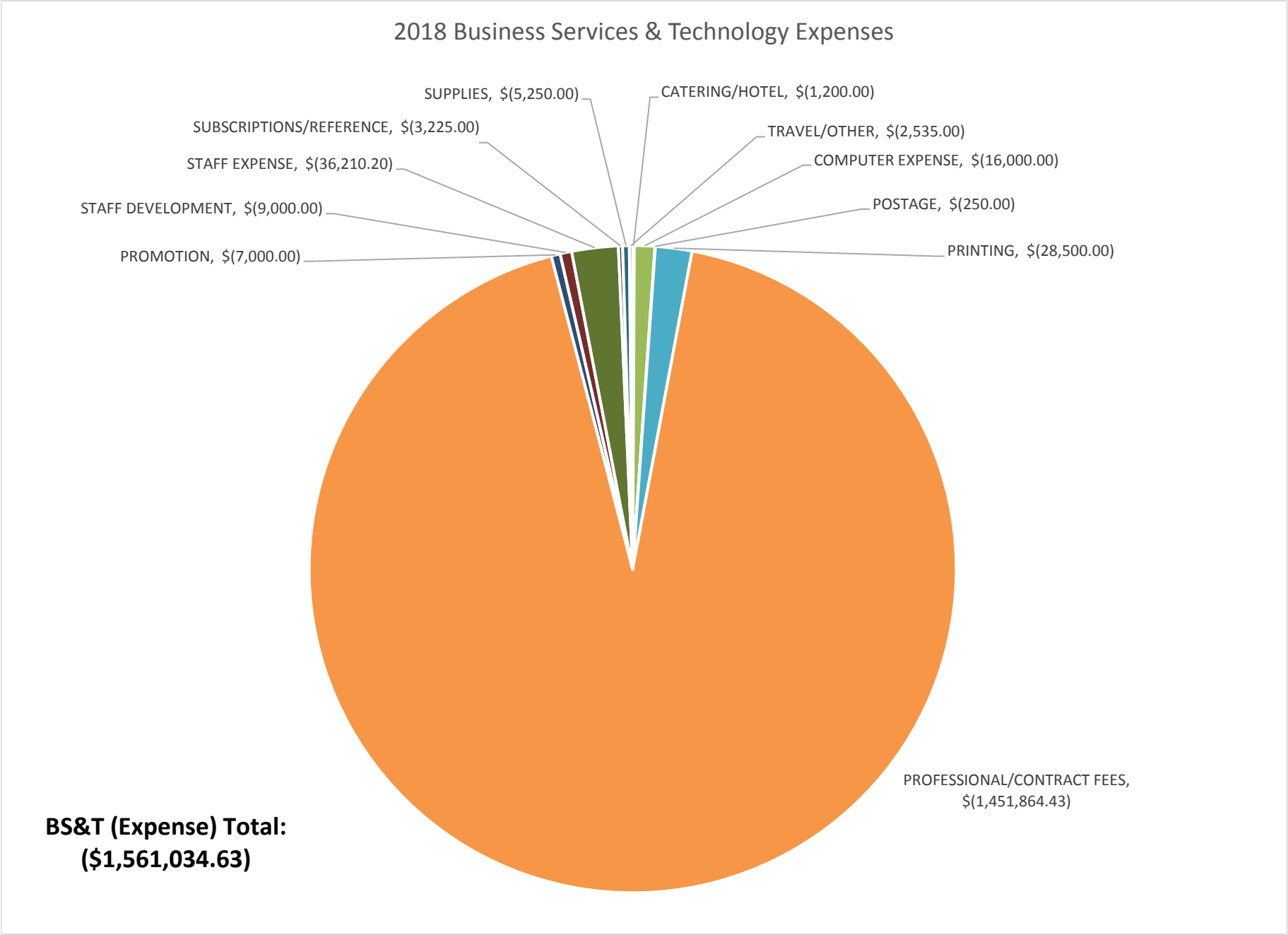
PROFESSIONAL STANDARDS ENFORCEMENT - 1605 (Dues)											
INCOME											
440	PS Enforcement	$ -		Code of Ethics & Arbitration Manual Sales		per manual	2	manuals	1	time	
		$ 1,000.00	$ 2,000.00	Appeal Fees Retained	$ 500.00	appeals	2	hearings	1	time	$ 1,000.00
		$ 2,000.00	$ 7,000.00	Arbitration Deposits Retained	$ 500.00	deposits	7	hearings	1	time	$ 3,500.00
		$ 500.00	$ 500.00	Ethics Citation Fee	$ 250.00	fee	2	violations	1	time	$ 500.00
		$ 3,900.00	$ 3,900.00	Ethics Administrative Fees	$ 300.00	fee	14	fees	1	time	$ 4,200.00
		$ 7,500.00	$ 8,500.00	Ethics Retained Fines/Deposits	$ 1,000.00		9	fees	1		$ 9,000.00
		$ 14,900.00	**$ 21,900.00**								**$ 18,200.00**
EXPENSE											
605	Awards/Gifts	$ (200.00)	$ (100.00)	Committee Recognition	$ (200.00)	recognition	1		1		$ (200.00)
630	Catering/Hotel	$ (1,250.00)	$ (750.00)	Lunches (GVC)	$ (70.00)	lunch	12	lunches	1	meetings	$ (840.00)
		$ (2,340.00)	$ (1,500.00)	Lunches (PS Panels)	$ (6.00)	lunch	6	lunches	28	hearings	$ (1,008.00)
810	Professional/Contract Fees	$ (6,000.00)	$ (3,000.00)	Court Reporter	$ (200.00)	court reporter	28	hearings	1	time	$ (5,600.00)
788	Staff Expense	$ (825.00)	$ (2,000.00)	Hotel	$ (165.00)	night	5	nights	1	time	$ (825.00)
		$ (2,175.00)		Car Rental & Gas	$ (145.00)	rental	15	days	1	time	$ (2,175.00)
		$ -		Daily Expense (Misc Per Diem)							
		$ -		Mileage		mileage		miles		time	
		$ -		AAA Auto Services Premier Plan							
790	Subscriptions/Reference	$ (40.00)	$ (1,800.00)	CEAM (for AAR GVC & PSC members & staff) - Shipping	$ (40.00)	shipping	1		1		$ (40.00)
		$ (1,300.00)		CEAM (for AAR GVC & PSC members & staff)	$ (20.00)	CEAM	65	books	1		$ (1,300.00)
		$ (1,080.00)		Professionalism in Real Estate	$ (6.00)	booklet	180	books	1		$ (1,080.00)
		$ -		Code of Ethics (for complaint packages) - Shipping							
		$ (20.00)		Professionalism in Real Estate - Shipping	$ (20.00)		1		1		$ (20.00)
		$ -		Code of Ethics (for complaint packages)							
770	Supplies	$ (500.00)	$ (300.00)	General	$ (500.00)		1		1		$ (500.00)
850	Telephone	$ -		Conference Calls							
869	Travel/Other	$ (135.00)	$ (4,000.00)	Meals	$ (27.00)	meal	5	meals	1		$ (135.00)
		$ (2,640.00)		Panel Member Mileage	$ (2,750.00)	mileage	1	miles	1	hearing	$ (2,750.00)
		$ (1,000.00)		Hearing Panel Chair Travel (Mileage)	$ (1,250.00)	mileage	1	miles	1	hearing	$ (1,250.00)
		$ (495.00)		Hotel (Panel Chairs)	$ (165.00)	night	3	nights	1		$ (495.00)
		$ (20,000.00)	**$ (13,450.00)**								**$ (18,218.00)**
PROFESSIONAL STANDARDS TRAINING - 1610											
INCOME											
440	Registration Fees	$ -	$ -	Online Class Registration							
		$ 900.00	$ 550.00	Workshop Registration	$ 75.00	registration	12	registrants	1	time	$ 900.00
		$ 900.00	**$ 550.00**								**$ 900.00**
EXPENSE											
630	Catering/Hotel	$ (1,100.00)	$ (10,154.00)	Workshop Room Charges (A/V,Projector,Microphones)	$ (1,100.00)		1		1		$ (1,100.00)
		$ (390.00)		Hearing Panel Chair Training (includes 19 comps, lunch & breaks)	$ 15.00	catering	30	meals	1		$ (450.00)
		$ (13,000.00)		Workshop Breaks & Lunch (includes 200 AAR comps)	$ (65.00)	catering	200	meals	1		$ (13,000.00)
810	Professional/Contract Fees	$ -		Videographer							$ (1,500.00)
787	Speaker Fees	$ (2,000.00)	$ 1,750.00	PS Workshop	$ (2,000.00)	speaker fee	1		1		$ (2,000.00)
		$ -		Additional PS Training							
790	Subscriptions/Reference	$ (325.00)	$ (1,100.00)	NAR Materials/Code for Training Courses	$ (325.00)	subscription	1		1		$ (325.00)
		$ (810.00)		Online Registration Fees	$ (4.50)	fee	200	attendees	1		$ (900.00)
770	Supplies	$ (500.00)	$ (300.00)	General	$ (500.00)		1		1		$ (500.00)
869	Travel/Other	$ -		PS Workshop Instructor Travel (airfare, hotel,expenses)					1		
		$ (18,125.00)	**$ (9,804.00)**								**$ (19,775.00)**

RISK MANAGEMENT PUBLICATIONS - 1625 (Primarily Fees)											
780	Postage		$ -	Postage/Shipping							
781	Printing	$ -	$ -	Pool Barrier							
		$ -	$ -	Homebuyer's Checklist (10000)							
		$ -	$ -	Pool Barrier							
		$ -	$ -	Homebuyer's Checklist (10000)							
		$ -	$ -	Lead-Based Paint (English) (4000)							
786	Promotion	$ (4,500.00)	$ -	Text Alert System	$ (4,500.00)		1		1		$ (4,500.00)
		$ -	$ -	Promotion of Brochures (email and print)							
		$ (4,500.00)	**$ -**								**$ (4,500.00)**
RISK MANAGEMENT/TASK FORCE/WORK GROUP SUPPORT - 1601 (Dues)											
605	Awards/Gifts	$ -	$ -	Recognition	$ -						
630	Catering/Hotel	$ (2,000.00)	$ (1,750.00)	Group Meetings	$ (500.00)	meal	4	times			$ (2,000.00)
780	Postage			Postage for all Work Groups and Programs							
786	Promotion	$ (1,000.00)	$ (250.00)	Member expenses	$ (1,000.00)		1		1		$ (1,000.00)
788	Staff Expense	$ (585.00)	$ (18,500.00)	Spring Conference - Daily Expense		per diem		days		staff	
		$ (309.00)	$ -	Spring Conference - Mileage	$ (21.00)	mileage	3	days	1	staff	$ (63.00)
		$ (1,260.00)	$ -	Spring Conference - Hotel		night		nights		staff	
		$ -	$ -	Leadership Conference							
		$ -	$ -	Leadership Conference							
		$ -	$ -	Leadership Conference							
		$ (225.00)	$ -	General Counsel Meeting - Daily Expense	$ (75.00)	per diem	3	days	1	staff	$ (225.00)
		$ (500.00)	$ -	General Counsel Meeting - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (750.00)	$ -	General Counsel Meeting - Hotel	$ (250.00)	night	3	nights	1	staff	$ (750.00)
		$ (200.00)	$ -	General Counsel Meeting - Room Rentals	$ (200.00)	conf room	1		1		$ (200.00)
		$ -	$ -	AE Institute (Charlotte) - Hotel	$ (250.00)	per diem	3	nights	1	staff	$ (750.00)
		$ -	$ -	AE Institute (Charlotte) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ -	$ -	AE Institute (Charlotte) - Daily Expense	$ (75.00)	per diem	3	days	1	staff	$ (225.00)
		$ -	$ -	AE Institute (Charlotte) - Registration	$ (300.00)	registration	1	time	1	staff	$ (300.00)
		$ -	$ -	AZ AE Workshop - Daily Expense							
			$ -	AZ AE Workshop - Mileage							
		$ -	$ -	AZ AE Workshop - Hotel							

		$ (4,000.00)	$ -	In-state Travel & Expense (outreach activities and RM related issues)	$ (4,000.00)	travel	1		1	staff	$ (4,000.00)
		$ (3,000.00)	$ -	NAR EXPO (Boston) - Hotel	$ (320.00)	night	5	nights	2	staff	$ (3,200.00)
		$ (900.00)	$ -	NAR EXPO (Boston) -Airfare	$ (600.00)	airfare	1	time	2	staff	$ (1,200.00)
		$ (1,500.00)	$ -	NAR EXPO (Boston) - Daily Expense	$ (200.00)	per diem	5	days	2	staff	$ (2,000.00)
		$ (900.00)	$ -	NAR EXPO (Boston) - Registration	$ (450.00)	registration	1	time	2	staff	$ (900.00)
		$ (1,920.00)	$ -	NAR Legislative (D.C.) - Hotel	$ (320.00)	night	6	nights	1	staff	$ (1,920.00)
		$ (1,200.00)	$ -	NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	6	days	1	staff	$ (1,200.00)
				NAR Legislative (D.C.) - Registration	$ (450.00)		1	time	1	staff	$ (450.00)
		$ (600.00)	$ -	NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (900.00)	$ -	PS Administrator Training (Denver) - Hotel		night		nights	1	staff	
		$ (300.00)	$ -	PS Administrator Training (Denver) - Daily Expense		per diem		days	1	staff	
		$ (625.00)	$ -	PS Administrator Training (Denver) - Registration		registration		time	1	staff	
		$ (440.00)	$ -	PS Administrator Training (Denver) - Airfare		airfare		time	1	staff	
			$ -	Mediation Training (Chicago) - Hotel							
			$ -	Mediation Training (Chicago) - Registration							
			$ -	Mediation Training (Chicago) - Daily Expense							
			$ -	Mediation Training (Chicago) - Airfare							
790	Subscriptions/Reference	$ -	$ -	Miscellaneous Publications/DVDs							
770	Supplies	$ (3,250.00)	$ -	General (Copies)	$ (3,750.00)	supplies	1		1		$ (3,750.00)
		$ (26,364.00)	**$ (20,500.00)**								**$ (25,933.00)**
		$ (285,179.00)	$ (247,084.00)	**TOTAL (EXPENSE)**							$ (287,156.00)
		$ 15,800.00	$ 22,450.00	TOTAL INCOME							$ 19,100.00
		$ (269,379.00)	**$ (224,634.00)**	**TOTAL NET (EXPENSE)/INCOME**							**$ (268,056.00)**

BUSINESS SERVICES & TECHNOLOGY									
2017 Approved	2017 Projections	Code							2018
PROJECTED INCOME									
$ 43,000.00	$ 44,000.00	433	Forms Licensing						$ 24,000.00
$ 7,200.00	$ 8,400.00	466	Communications						$ 7,200.00
$ 50,200.00	$ 52,400.00		TOTAL PROJECTED INCOME						$ 31,200.00
PROJECTED DIRECT (EXPENSES)									
$ -	$ -	605	AWARDS/GIFTS						$ -
$ (1,200.00)	$ (1,200.00)	630	CATERING/HOTEL						$ (1,200.00)
$ (13,500.00)	$ (11,000.00)	631	COMPUTER EXPENSE						$ (16,000.00)
$ (250.00)	$ (200.00)	780	POSTAGE						$ (250.00)
$ (28,500.00)	$ (26,000.00)	781	PRINTING						$ (28,500.00)
$ (1,109,624.83)	$ (899,957.83)	810	PROFESSIONAL/CONTRACT FEES						$ (1,451,864.43)
$ (13,500.00)	$ (2,200.00)	786	PROMOTION						$ (7,000.00)
$ (8,000.00)	$ (3,200.00)	540	STAFF DEVELOPMENT						$ (9,000.00)
$ (47,376.60)	$ (29,356.40)	788	STAFF EXPENSE						$ (36,210.20)
$ (2,675.00)	$ (2,150.00)	790	SUBSCRIPTIONS/REFERENCE						$ (3,225.00)
$ (4,950.00)	$ (3,400.00)	770	SUPPLIES						$ (5,250.00)
$ (2,535.00)	$ (2,535.00)	869	TRAVEL/OTHER						$ (2,535.00)
$ (1,232,111.43)	$ (981,199.23)		TOTAL DIRECT (EXPENSES)						$ (1,561,034.63)
$ (1,181,911.43)	$ (928,799.23)		TOTAL NET (EXPENSES)/INCOME						$ (1,529,834.63)


2018 Business Services & Technology Income
Communications, $7,200.00
Forms Licensing, $24,000.00
BS&T Income Total:
$31,200


2018 Business Services & Technology Expenses
SUPPLIES, $(5,250.00)
CATERING/HOTEL, $(1,200.00)
SUBSCRIPTIONS/REFERENCE, $(3,225.00)
TRAVEL/OTHER, $(2,535.00)
STAFF EXPENSE, $(36,210.20)
COMPUTER EXPENSE, $(16,000.00)
STAFF DEVELOPMENT, $(9,000.00)
POSTAGE, $(250.00)
PROMOTION, $(7,000.00)
PRINTING, $(28,500.00)
PROFESSIONAL/CONTRACT FEES, $(1,451,864.43)
BS&T (Expense) Total: ($1,561,034.63)

Code		2017 Approved	2017 Projections		Rate	Item	Price	Item	Price	Item	2018 Total	✓
				SOFTWARE DEVELOPMENT - 1710								
810	Professional/Contract Fees	$ (4,700.00)	$ (4,000.00)	Visual Studio Enterprise(upgrade/renewal)		renewal	1	license	1	yearly		✓
		$ (1,595.00)	$ (1,595.00)	Telerek License	$ (2,000.00)	renewal	1	license	1	yearly	$ (2,000.00)	
		$ (1,188.00)	$ (1,188.00)	Telerek Platform	$ (1,188.00)	renewal	1	license	1	yearly	$ (1,188.00)	
		$ -		Auth0	$ (150.00)		1	license	1	yearly	$ (150.00)	✓
		$ (1,795.00)	$ (1,795.00)	SQL Redgate	$ (1,795.00)	renewal	1		1	yearly	$ (1,795.00)	
		$ -		Avangate SkyVia.com	$ (1,000.00)						$ (1,000.00)	✓
		$ (5,000.00)	$ (5,000.00)	Outsourced Consulting	$ (20,000.00)	consulting	1	license	1	yearly	$ (20,000.00)	
		$ (10,000.00)	$ (10,000.00)	Microsoft Azuare Subscription	$ (10,000.00)	protection	1	license	1	yearly	$ (10,000.00)	
		$ (6,600.00)	$ (3,600.00)	Microsoft Azuare Subscription (Production)		renewal	1	license	1	yearly		
		$ (5,000.00)	$ (2,000.00)	Clover ETL IIS / Data Access		renewal	1	license	1	yearly		✓
		$ (1,735.00)	$ (1,735.00)	Altova EDI, Adobe PDF, etc.		renewal	1	license	1	yearly		✓
		$ (2,500.00)	$ (2,500.00)	Security Tools (apps, EDI, hosting, certs)		renewal	1	license	1	yearly		
		$ (1,400.00)	$ (1,400.00)	EDI Membership with ASC (x12)		renewal	1	license	1	yearly		
		$ (2,337.00)	$ (2,337.00)	Utility Software - Dev Fees (Apple, Android)		applications	1	app	1	yearly		
		$ (700.00)	$ (700.00)	Utility Software (Devart, UE, SB)		applications	1	app	1	yearly		
		$ (870.33)	$ (870.33)	Domains	$ (870.33)	total	1	total	1	yearly	$ (870.33)	
631	Computer Service & Expense	$ (1,000.00)	$ (1,000.00)	Memory/Drives	$ (1,000.00)	total	1	total	1	yearly	$ (1,000.00)	
		$ (46,420.33)	**$ (39,720.33)**	**1710 Total**							**$ (38,003.33)**	

				BUSINESS SERVICES DEPARTMENT - 1770								
				INCOME								
433	Forms Licensing	$ 12,000.00	$ 12,000.00	Forms Licensing - DotLoop	$ 1,000.00	license	1	license	12	months	$ 12,000.00	
		$ 11,000.00	$ 12,000.00	Forms Licensing - Real Estate Digital		license	1	license	11	months		
		$ 12,000.00	$ 12,000.00	Forms Licensing - Instanet Solutions		license	1	license	12	months		
		$ 8,000.00	$ 8,000.00	Forms Licensing - Reesio	$ 1,000.00	license	1	license	8	months	$ 12,000.00	
		$ 43,000.00	**$ 44,000.00**	**1770 INCOME**							**$ 24,000.00**	
				EXPENSE								
630	Catering/Hotel	$ (1,200.00)	$ (1,200.00)	Catering	$ (1,200.00)	session	1	session	1	time	$ (1,200.00)	
810	Professional/Contract Fees	$ (184,800.00)	$ (150,500.00)	e-signature Fees	$ (4.20)	$/Yr/Member	1	annual	48683	members	$ (204,468.60)	
		$ (276,562.50)	$ (267,787.50)	zipForm® Fees	$ (6.25)	$/Yr/Member	1	annual	48683	members	$ (304,268.75)	
		$ (10,000.00)		zipForm® Form Change Fees	$ (50.00)	per page	200	pages			$ (10,000.00)	
		$ (40,800.00)	$ (21,500.00)	ClickDimensions	$ (50,000.00)	5 Million Emails	1	annual			$ (50,000.00)	
		$ (15,000.00)		Abacus Law	$ (740.00)	3 Yr renew	12	months			$ (8,880.00)	
		$ (107,800.00)	$ (97,200.00)	TechHelpline	$ (2.25)	$/Yr/Member	1	annual	48683	members	$ (109,536.75)	
				Clareity SSO Implementation	$ (45,000.00)		1	one-time			$ (45,000.00)	
				Clareity SSO	$ (173,000.00)		1	annual			$ (173,000.00)	
786	Promotion	$ (2,500.00)	$ (1,000.00)	Promotional Expense	$ (5,000.00)	promotion	1		1		$ (5,000.00)	
788	Staff Expense	$ (500.00)	$ (400.00)	Miscellaneous Travel	$ (500.00)	travel	1		1		$ (500.00)	
		$ (1,350.00)	$ (750.00)	Mileage	$ (0.54)	miles	2500	miles	1	annual	$ (1,350.00)	
		$ (780.00)	$ (500.00)	Daily Expense	$ (65.00)	per diem	12	days	1	staff	$ (780.00)	
		$ (900.00)	$ (250.00)	Auto Rental	$ (225.00)	rental	4	rentals	1	staff	$ (900.00)	
		$ (1,380.00)	$ (500.00)	Hotel/Lodging	$ (115.00)	night	12	nights	1	staff	$ (1,380.00)	
		$ (643,572.50)	**$ (541,587.50)**	**1770 Expense**							**$ (916,264.10)**	
		$ (600,572.50)	**$ (497,587.50)**	**1770 Net**							**$ (892,264.10)**	

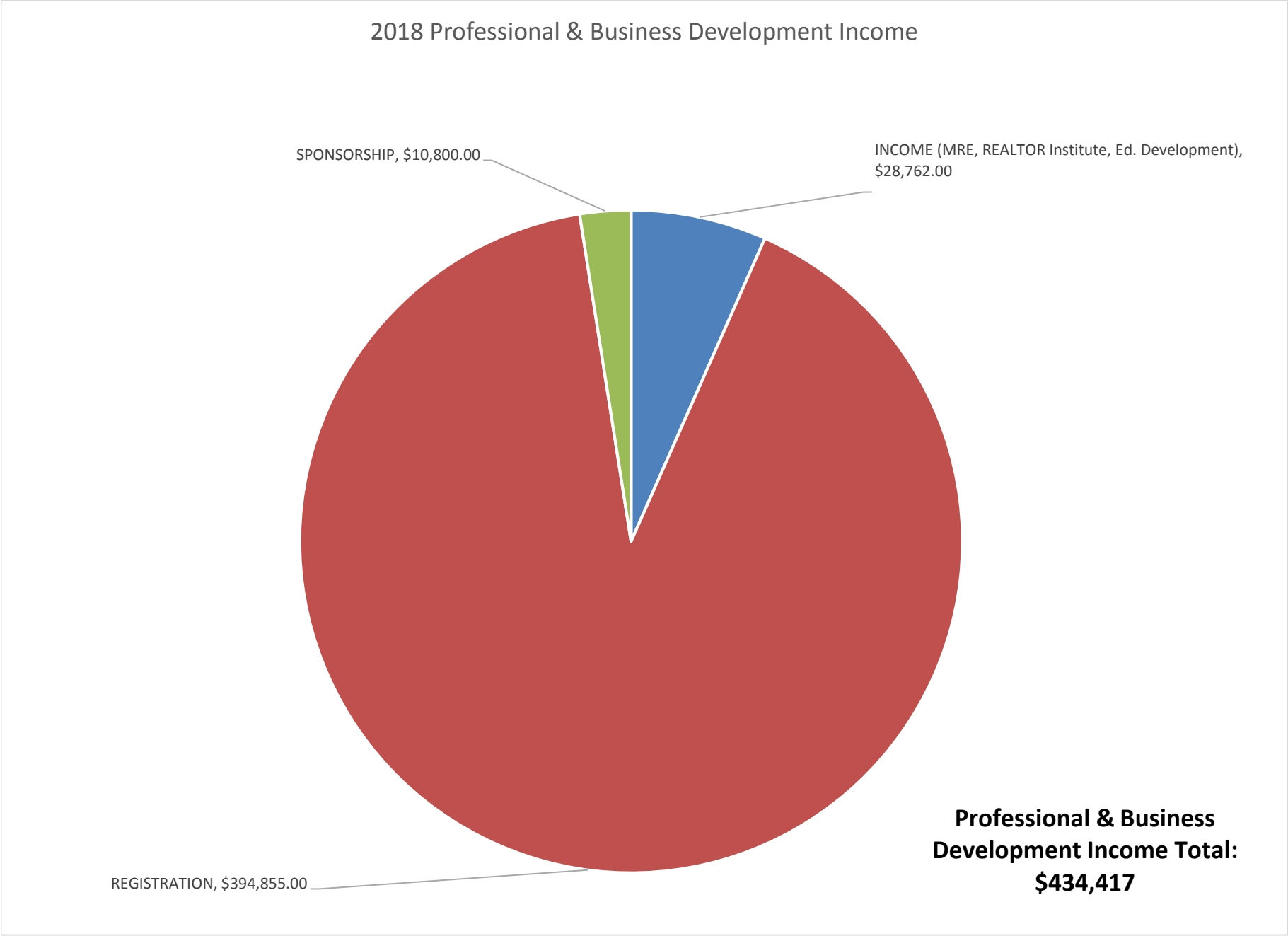
BUSINESS SERVICES AND TECHNOLOGY SUPPORT - 1701												
630	Catering/Hotel											
780	Postage	$ (250.00)	$ (200.00)	All Programs	$ (250.00)						$ (250.00)	
781	Printing	$ (2,500.00)		Printing/Copies	$ (2,500.00)						$ (2,500.00)	
540	Staff Development	$ (4,000.00)	$ (1,200.00)	Technical Training/Education (CES, Defco	$ (5,000.00)	training	1	year	1	time	$ (5,000.00)	
788	Staff Expense	$ (300.00)	$ (25.00)	Leadership Conference - Daily Expense	$ (50.00)	per diem	3	days	2	staff	$ (300.00)	
		$ (16.20)	$ -	Leadership Conference - Mileage	$ (0.54)	per mile	15	miles	2	staff	$ (16.20)	
		$ (1,350.00)	$ (1,350.00)	Leadership Conference - Charging Station		3 day rental						
		$ (840.00)	$ (840.00)	Spring Conference - Hotel		night	0	nights	0	staff		
		$ (205.20)	$ (105.00)	Spring Conference - Mileage	$ (0.54)	miles	50	miles	1	staff	$ (27.00)	
		$ (260.00)	$ (300.00)	Spring Conference - Daily Expense		per diem	0	days	0	staff		
		$ (1,350.00)		Spring Conference - Charging Station		3 day rental						
		$ (500.00)	$ -	IT Directors Conference - Airfare	$ (500.00)	airfare	1	flight	1	staff	$ (500.00)	
		$ (750.00)	$ -	IT Directors Conference - Hotel	$ (250.00)	night	3	nights	1	staff	$ (750.00)	
		$ (225.00)	$ -	IT Directors Conference - Daily Expense	$ (75.00)	per diem	3	days	1	staff	$ (225.00)	
		$ (540.00)	$ (100.00)	Miscellaneous In-state Travel	$ (0.54)	per mile	1000	miles	1		$ (540.00)	
		$ (450.00)	$ (600.00)	NAR EXPO (Boston) - Airfare	$ (600.00)	airfare	1	flight	1	staff	$ (600.00)	
		$ (600.00)	$ (400.00)	NAR EXPO (Boston) - Daily Expense	$ (200.00)	per diem	4	nights	1	staff	$ (800.00)	
		$ (1,200.00)	$ (1,000.00)	NAR EXPO (Boston) - Hotel	$ (320.00)	night	4	nights	1	staff	$ (1,280.00)	
		$ (450.00)	$ (450.00)	NAR EXPO (Boston) - Registration	$ (450.00)	registration	1		1	staff	$ (450.00)	
		$ (600.00)	$ (600.00)	NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	1		1	staff	$ (600.00)	
		$ (1,000.00)	$ (1,000.00)	NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	5	nights	1	staff	$ (1,000.00)	
		$ (1,600.00)	$ (1,600.00)	NAR Legislative (D.C.) - Hotel	$ (320.00)	night	5	nights	1	staff	$ (1,600.00)	
				NAR Legislation (D.C.) - Registration	$ (450.00)	registration	1		1	staff	$ (450.00)	
		$ (900.00)	$ (350.00)	RAMCON - Airfare		airfare	1	flight	2	staff		
		$ (600.00)	$ (225.00)	RAMCON - Daily Expense		per diem	4	nights	2	staff		
		$ (2,400.00)	$ (500.00)	RAMCON - Hotel		night	4	nights	2	staff		
		$ (10,000.00)	$ (10,000.00)	RAMCON - 2018 Conference Deposits	$ (10,000.00)						$ (10,000.00)	
		$ (325.00)	$ (325.00)	RE Connect Conference - Airfare	$ (325.00)	airfare	1	flight	1	staff	$ (325.00)	
		$ (750.00)	$ (750.00)	RE Connect Conference - Registration	$ (750.00)	night	1		1	staff	$ (750.00)	
		$ (1,260.00)	$ (1,260.00)	RE Connect Conference - Hotel	$ (315.00)	hotel	4	nights	1	staff	$ (1,260.00)	
		$ (300.00)	$ (300.00)	RE Connect Conference - Daily Expense	$ (75.00)	per diem	4	nights	1	staff	$ (300.00)	
790	Subscriptions/Reference	$ (200.00)	$ (200.00)	Books, Periodicals and Reference Texts	$ (750.00)	subscriptions	1		1		$ (750.00)	
770	Supplies	$ (1,200.00)	$ (1,000.00)	Miscellaneous Supplies	$ (1,500.00)	supplies	1		1		$ (1,500.00)	
869	Travel/Other	$ (325.00)	$ (325.00)	RE Connect Conference - Airfare	$ (325.00)	airfare	1		1	chair	$ (325.00)	
		$ (750.00)	$ (750.00)	RE Connect Conference - Registration	$ (750.00)	registration	1		1	chair	$ (750.00)	
		$ (1,160.00)	$ (1,160.00)	RE Connect Conference - Hotel	$ (290.00)	night	4	nights	1	chair	$ (1,160.00)	
		$ (300.00)	$ (300.00)	RE Connect Conference - Daily Expense	$ (75.00)	per diem	4	nights	1	chair	$ (300.00)	
		$ (39,456.40)	**$ (27,215.00)**	**1701 Total**							**$ (34,308.20)**	

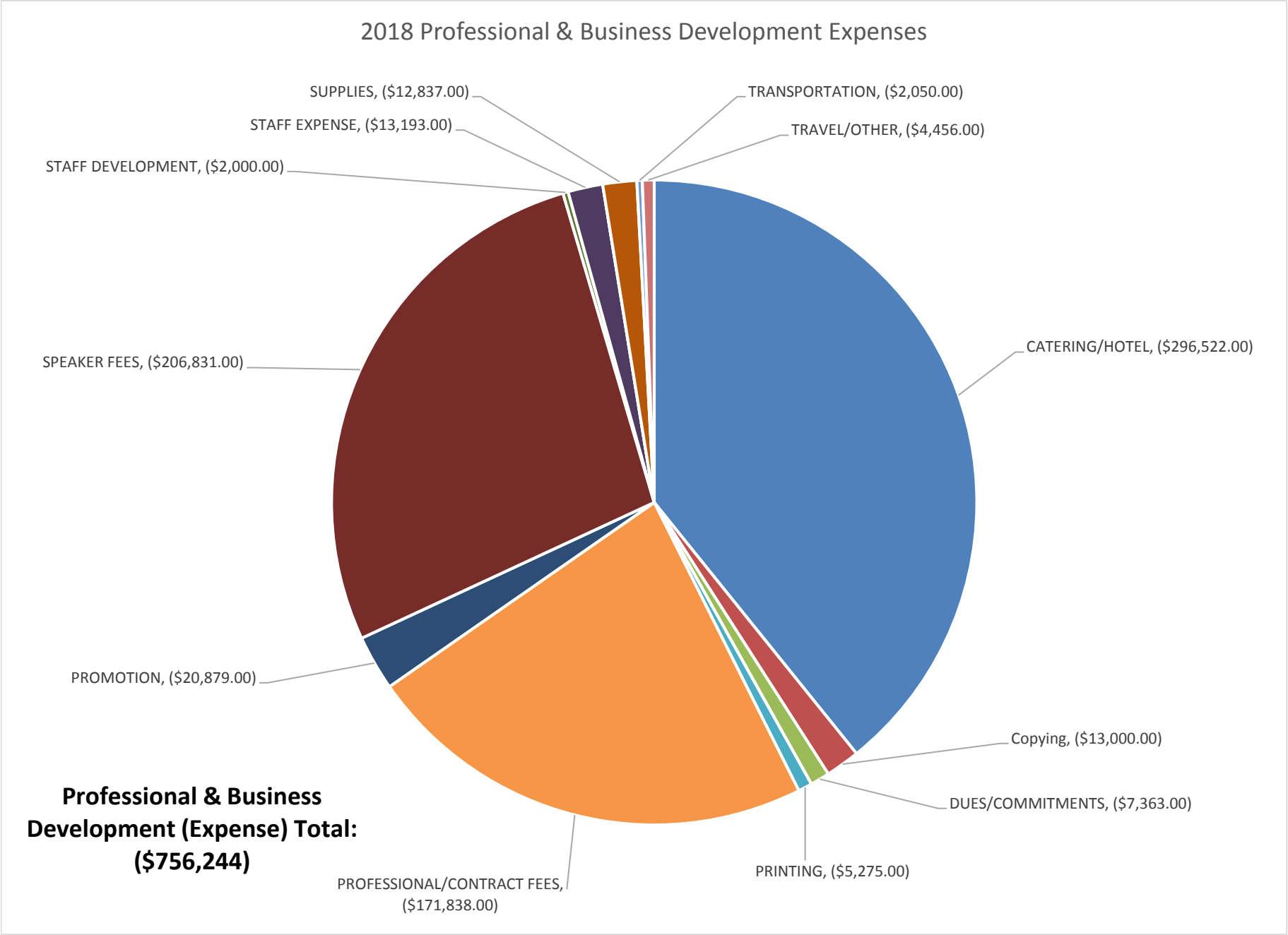
IT RESOURCES AND SECURITY MANAGEMENT - 1730											
631	Computer Expense	$ (12,500.00)	$ (10,000.00)	Desktop/Laptop Maintenance & Support	$ (15,000.00)		1		1		$ (15,000.00)
810	Professional/Contract Fees	$ (1,250.00)	$ (1,200.00)	Infrastructure Server Imaging Veritas/Sym	$ (1,250.00)						$ (1,250.00)
		$ (1,000.00)	$ (1,000.00)	Infrastructure - SSL Licenses	$ (1,500.00)	renewal	1	license	1	yearly	$ (1,500.00)
		$ (3,000.00)	$ (1,594.00)	Infrastructure - ExaGrid Licensing	$ (3,000.00)	renewal	1	units	1	yearly	$ (3,000.00)
		$ -		Doodle.com	$ (70.00)		1	units	1	yearly	$ (70.00)
		$ (1,500.00)	$ (648.00)	Infrastructure - Webex Web/Video Confere	$ (125.00)	service	12	months	1		$ (1,500.00)
				MindJet	$ (99.00)						$ (99.00)
				Office 365	$ (12,500.00)						$ (12,500.00)
				ValorGlobal	$ (60,000.00)		1	Year			$ (60,000.00)
				ValorGlobal Projects	$ (40,000.00)		1	Year			$ (40,000.00)
		$ (25,000.00)	$ (25,000.00)	Infrastructure - RAMCO AMS Conversion			1		1		
		$ (52,344.00)	$ (27,000.00)	Infrastructure - RAMCO AMS Licensing	$ (4,500.00)	per month	12	months	1	office	$ (54,000.00)
		$ (1,600.00)	$ (1,500.00)	Infrastructure - Domain and Hosting Fees	$ (5,000.00)	fee	1		1		$ (5,000.00)
		$ (10,000.00)	$ (9,440.00)	Infrastructure - BlueJeans Videoconferenc	$ (10,000.00)	license	1		1		$ (10,000.00)
		$ (10,000.00)	$ (10,000.00)	Infrastructure - IVCI	$ (10,000.00)	license	1		1		$ (10,000.00)
		$ -		Infrastructure - IVCI (Svc Maint Agree)	$ (15,000.00)						$ (15,000.00)
		$ (5,000.00)	$ (4,000.00)	Infrastructure - Cisco Switch SmartNet	$ (5,000.00)		1		1		$ (5,000.00)
		$ (3,000.00)	$ (2,000.00)	Infrastructure - Cisco Main Switch Maint.	$ (3,000.00)		1		1		$ (3,000.00)
				Infrastructure Cisco - Firewall - Lic	$ (10,000.00)		1	Year			$ (10,000.00)
		$ (1,500.00)	$ (1,350.00)	Infrastructure - Fax Service	$ (3,000.00)	annual	1	year	1		$ (3,000.00)
		$ -		Infrastructure - UPS Maintenance	$ (1,500.00)						$ (1,500.00)
		$ (750.00)	$ (750.00)	GoDaddy - Hosting (6 live active)	$ (750.00)	renewal			1	yearly	$ (750.00)
		$ (2,000.00)	$ (2,000.00)	GoDaddy - Domains	$ (3,000.00)	renewal			1	yearly	$ (3,000.00)
		$ (295.00)	$ (295.00)	HostTracker	$ (295.00)		1		1		$ (295.00)
		$ (120.00)	$ (120.00)	WeTransfer	$ (120.00)						$ (120.00)
		$ (60.00)	$ (60.00)	Sharefile	$ (60.00)						$ (60.00)
		$ (125.00)	$ (125.00)	Siber RoboForm® Goodsync	$ (125.00)						$ (125.00)
		$ (72.00)	$ (72.00)	Add Event	$ (6.00)		12	months	1		$ (72.00)
		$ (150.00)	$ (150.00)	REALTOR® Assn. - Michelle Domain	$ (150.00)						$ (150.00)
		$ (240.00)	$ (240.00)	Ninte Pro	$ (240.00)						$ (240.00)
		$ (660.00)	$ (660.00)	Cox Communications - Rm 4 Line	$ (75.00)		12	months	1		$ (900.00)
		$ (4,800.00)	$ (4,800.00)	Citrix - GoToWebinar	$ (400.00)		12	months	1		$ (4,800.00)
		$ (24,000.00)	$ (24,000.00)	ViaWest (Rack + Internet)	$ (2,000.00)		12	months	1		$ (24,000.00)
				Security - Network Layer Vulnerability Scai	$ (10,000.00)	Every other year - next 2018					$ (10,000.00)
		$ (750.00)	$ (750.00)	Temperature Alert	$ (750.00)		1		1		$ (750.00)
		$ (2,500.00)	$ (2,500.00)	Trans-West Phone Warranty	$ (3,000.00)		1		1		$ (3,000.00)
		$ (60,000.00)		Check Point - Firewall Subscription Pkg.			1	Year			
		$ (1,500.00)		Check Point - Capsule Subscription			1	Year			
		$ (1,800.00)		Check Point - Mobile Threat Prevention Subscription			1	Year			
		$ (4,200.00)		Check Point - Anti-Virus Licensing & Support			1	Year			
		$ (500.00)		Aruba Wireless Support							
		$ -		Security - Network Layer Vulnerability Scai	$ (10,000.00)	Every other year - next 2018					$ (10,000.00)
		$ (2,900.00)	$ (2,900.00)	Security - WebSense Triton (Mailboxes)	$ (2,900.00)						$ (2,900.00)
		$ (1,300.00)	$ (1,200.00)	Security - WebSense Web (Internet)	$ (1,300.00)						$ (1,300.00)
		$ (10,000.00)	$ (35,000.00)	Consulting - Security Systems and Proced	$ (10,000.00)	consulting	1		1		$ (10,000.00)
		$ (10,000.00)	$ (60,000.00)	Consulting - Network Architecture	$ (10,000.00)	development	1		1		$ (10,000.00)
		$ (256,416.00)	**$ (230,354.00)**	**1730 Total**							**$ (333,881.00)**

				COMMUNICATIONS - 1780							
				INCOME							
466.2	Advertising Income	$ 7,200.00	$ 7,200.00	Ads (AAR Email Blasts)	$ 7,200.00		1		1		$ 7,200.00
466.3	Income	$ -	$ 1,200.00	Website Banner Ads							
466.1		$ -		Print AZR Subscription							
		$ 7,200.00	**$ 8,400.00**	**1780 INCOME**							**$ 7,200.00**
				EXPENSE							
781	Printing	$ (26,000.00)	$ (26,000.00)	Promotional Materials - Member Booklets	$ (26,000.00)		1		1		$ (26,000.00)
810	Professional/Contract Fees	$ (3,000.00)	$ (3,000.00)	Website Hosting	$ (3,000.00)		1		1		$ (3,000.00)
		$ (10,000.00)	$ (6,000.00)	Web Consulting	$ (10,000.00)		1		1		$ (10,000.00)
		$ (18,000.00)	$ (12,000.00)	Website Maintenance	$ (1,500.00)		12		1		$ (18,000.00)
		$ -	$ (7,000.00)	Commercial Member Project (moved to 786)							
		$ (3,000.00)	$ (1,000.00)	Web Plug-ins/Software	$ (3,000.00)		1		1		$ (3,000.00)
		$ (66,000.00)	$ (52,500.00)	Social Media Mgt	$ (66,000.00)						$ (66,000.00)
		$ (25,000.00)	$ (14,000.00)	Video Production	$ (25,000.00)		1		1		$ (25,000.00)
		$ (36,000.00)		PR - PR firm retainer fee	$ (36,000.00)						$ (36,000.00)
		$ (15,000.00)		PR - Annual Special Project	$ (15,000.00)						$ (15,000.00)
		$ (1,350.00)		PR - Media monitoring and clips	$ (1,350.00)						$ (1,350.00)
		$ (1,000.00)	$ (1,000.00)	Social Media Ads	$ (1,500.00)		1		1		$ (1,500.00)
		$ (500.00)	$ (500.00)	Headshot Photos (President)	$ (500.00)		1		1		$ (500.00)
		$ -		GroupTexting	$ (2,500.00)		1		1		$ (2,500.00)
		$ (396.00)	$ (396.00)	UBIT	$ (396.00)		1		1		$ (396.00)
			$ (1,500.00)	Getty Images	$ (2,500.00)		1		1		$ (2,500.00)
		$ (2,500.00)	$ (2,500.00)	Clipart Subscription	$ (2,500.00)		1		1		$ (2,500.00)
		$ (900.00)	$ (900.00)	Font Packages	$ (900.00)		1		1		$ (900.00)
		$ (1,680.00)	$ (600.00)	Adobe Creative Suite (annual)	$ (840.00)		2	licenses	1		$ (1,680.00)
		$ (1,000.00)	$ (1,000.00)	Creative Manager Software	$ (1,000.00)		1		1		$ (1,000.00)
786	Promotion	$ (2,000.00)	$ -	Contest Prizes	$ (2,000.00)		1		1		$ (2,000.00)
		$ (2,000.00)	$ (1,200.00)	Event Sponsorships							
		$ (7,000.00)		Commercial Event Sponsorships							
540	Staff Development	$ (4,000.00)	$ (2,000.00)	Training/Seminars	$ (2,000.00)		1		2	staff	$ (4,000.00)
788	Staff Expense	$ (3,000.00)	$ (1,250.00)	NAR EXPO - (Boston) - Hotel	$ (320.00)	night	5	nights	1	staff	$ (1,600.00)
		$ (1,800.00)	$ (600.00)	NAR EXPO - (Boston) - Daily Expense	$ (200.00)	per diem	6	days	1	staff	$ (1,200.00)
		$ (900.00)	$ (600.00)	NAR EXPO - (Boston) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (900.00)	$ (450.00)	NAR EXPO - (Boston) - Registration	$ (450.00)	registration	1	time	1	staff	$ (450.00)
				NAR - Comm. Director Institute - Travel	$ (500.00)		1	time	1	staff	$ (500.00)
				NAR - Comm. Director Institute - Daily Exp	$ (75.00)	night	4	days	1	staff	$ (300.00)
				NAR - Comm. Director Institute - Hotel	$ (300.00)		3	nights	1	staff	$ (900.00)
		$ (250.00)	$ (250.00)	NAR - Comm. Director Institute - Reg	$ (125.00)		1	time	1	staff	$ (125.00)
				NAREE - Comm. Director - Travel	$ (500.00)		1	time	1	staff	$ (500.00)
				NAREE - Comm. Director - Daily Exp.	$ (75.00)	night	4	days	1	staff	$ (300.00)
				NAREE - Comm. Director - Hotel	$ (300.00)		3	nights	1	staff	$ (900.00)
				NAREE - Comm. Director - Reg.	$ (125.00)		1	time	1	staff	$ (125.00)
		$ (1,600.00)		NAR Midyear - (Washington DC) - Hotel		night	5	nights	1	staff	
		$ (1,200.00)		NAR Midyear - (Washington DC) - Daily Expense		per diem	6	days	1	staff	
		$ (600.00)		NAR Midyear - (Washington DC) - Airfare		airfare	1	time	1	staff	
		$ (840.00)	$ (420.00)	Spring Conference - Hotel		night	3	nights	2	staff	
		$ (400.00)	$ (200.00)	Spring Conference - Daily Expense		per diem	4	days	1	staff	
		$ (205.20)	$ (106.40)	Spring Conference - Mileage	$ (0.54)	per mile	50	miles	1	staff	$ (27.00)
		$ -		Miscellaneous In-state Travel							
		$ (2,000.00)	$ (1,000.00)	Outreach Travel	$ (2,000.00)		1		1		$ (2,000.00)

790	Subscriptions/Reference	$ (500.00)	$ (500.00)	References and Texts	$ (500.00)		1		1		$ (500.00)	
		$ (170.00)	$ (150.00)	Feedblitz	$ (170.00)		1		1		$ (170.00)	
		$ (300.00)	$ (300.00)	Business Intelligence Subscription	$ (300.00)		1		1		$ (300.00)	
		$ -	$ (400.00)	Other References								
		$ (780.00)		Survey Monkey Subscription	$ (780.00)		1		1		$ (780.00)	
		$ (600.00)	$ (600.00)	Uberflip	$ (600.00)		1		1		$ (600.00)	
		$ (125.00)	$ -	Hootsuite	$ (125.00)		1		1		$ (125.00)	
770	Supplies	$ (750.00)	$ (650.00)	Miscellaneous Art Supplies	$ (750.00)		1		1		$ (750.00)	
		$ (2,500.00)	$ (1,500.00)	Recording Studio Supplies	$ (2,500.00)		1		1		$ (2,500.00)	
		$ (500.00)	$ (250.00)	President's Scrapbook	$ (500.00)		1		1		$ (500.00)	
		$ (246,246.20)	**$ (142,322.40)**	**1780 Expense**							**$ (238,578.00)**	
		$ (239,046.20)	**$ (133,922.40)**	**1780 Net**							**$ (231,378.00)**	
		$ (1,232,111.43)	$ (981,199.23)	**GRAND TOTAL (EXPENSE)**							$ (1,561,034.63)	
		$ 50,200.00	$ 52,400.00	**GRAND TOTAL INCOME**							$ 31,200.00	
		$ (1,181,911.43)	**$ (928,799.23)**	**GRAND TOTAL NET**							**$ (1,529,834.63)**	

PROFESSIONAL & BUSINESS DEVELOPMENT				
2017 Approved	2017 Projections	Code		2018
PROJECTED INCOME				
$ 28,875.00	$ 33,235.00		INCOME (MRE, REALTOR Institute, Ed. Development)	$28,762.00
$225,776.00	$258,731.00		REGISTRATION	$394,855.00
$ 10,750.00	$ 10,750.00		SPONSORSHIP	$10,800.00
$ 265,401.00	**$ 302,716.00**		**TOTAL PROJECTED INCOME**	**$434,417.00**
PROJECTED DIRECT (EXPENSES)				
$ (145,980.00)	$ (127,829.15)	630	CATERING/HOTEL	($296,522.00)
$ (13,000.00)	$ (13,000.00)	632	Copying	($13,000.00)
$ (19,145.00)	$ (18,858.00)	639	DUES/COMMITMENTS	($7,363.00)
($900.00)	$0.00	780	POSTAGE	$0.00
$ (2,350.00)	$ (1,967.62)	781	PRINTING	($5,275.00)
$ (147,690.00)	$ (132,160.37)	810	PROFESSIONAL/CONTRACT FEES	($171,838.00)
$ (20,890.00)	$ (19,522.08)	786	PROMOTION	($20,879.00)
$ (173,006.00)	$ (152,999.16)	787	SPEAKER FEES	($206,831.00)
$ (3,500.00)	$ (3,000.00)	540	STAFF DEVELOPMENT	($2,000.00)
$ (12,742.00)	$ (10,296.22)	788	STAFF EXPENSE	($13,193.00)
$ -	$ -	790	SUBSCRIPTIONS/REFERENCE	$0.00
$ (13,657.00)	$ (12,125.05)	770	SUPPLIES	($12,837.00)
$ (4,265.00)	$ (1,496.00)	855	TRANSPORTATION	($2,050.00)
$ (6,912.00)	$ (6,024.00)	867	TRAVEL/OTHER	($4,456.00)
$ (564,037.00)	**$ (499,277.65)**		**TOTAL DIRECT (EXPENSES)**	**$ (756,244.00)**
$ (298,636.00)	**$ (196,561.65)**		**TOTAL NET (EXPENSES)/INCOME**	**$ (321,827.00)**


2018 Professional & Business Development Income
SPONSORSHIP, $10,800.00
INCOME (MRE, REALTOR Institute, Ed. Development), $28,762.00
REGISTRATION, $394,855.00
Professional & Business Development Income Total: $434,417


2018 Professional & Business Development Expenses
SUPPLIES, ($12,837.00)
TRANSPORTATION, ($2,050.00)
STAFF EXPENSE, ($13,193.00)
TRAVEL/OTHER, ($4,456.00)
STAFF DEVELOPMENT, ($2,000.00)
CATERING/HOTEL, ($296,522.00)
SPEAKER FEES, ($206,831.00)
PROMOTION, ($20,879.00)
Copying, ($13,000.00)
DUES/COMMITMENTS, ($7,363.00)
PRINTING, ($5,275.00)
PROFESSIONAL/CONTRACT FEES, ($171,838.00)
Professional & Business Development (Expense) Total: ($756,244)

PROFESSIONAL AND BUSINESS DEVELOPMENT

Code		2017 Approved	2017 Projections		Rate	Item	Price	Item	Price	Item	2018 TOTAL
				BROKER UNIVERSITY - 1875							
				INCOME							
460.1	Registration			My Broker Coach Program							
		$1,125.00	$1,100.00	BMC (package) live streaming	$ 55.00	registration fee	1	offering	20	students	$ 1,100.00
		$256.00	$120.00	Broker Profitability Revenue Share (Florida)	$ 12.00	royalty share	1	offerings	10	attendees	$ 120.00
		$6,320.00	$0.00	Broker Summit (live attendees)	$ 79.00	registration fee	1	offering	70	attendees	$ 5,530.00
		$3,540.00	$0.00	Broker Summit (remote attendees)							
		$ 11,241.00	**$ 1,220.00**	**TOTAL**							**$ 6,750.00**
				EXPENSE							
630	Catering/Hotel	$ -	$ (30.00)	Broker Brief Webinars - panel lunch	$ (9.00)	meal	4	webinars	4	panelists	$ (144.00)
		$ (30.00)		BMC Live Streamed - instructor lunch	$ (15.00)	meal	2	days	1	seminar	$ (30.00)
		$ (4,565.00)	$ -	Broker Summit Meal Package	$ (55.00)	meal	75	attendees	1	time	$ (4,125.00)
			$ -	Broker Summit AV/Production	$ (1,500.00)	fee	1	days	1		$ (1,500.00)
810	Professiona/Contract Fees			Mack in Minute Video Editing	$ (60.00)	per hour	12	videos	1	time	$ (720.00)
		$ (4,000.00)	$ -	Live Stream Broker Summit							
		$ (600.00)	$ -	Broker Summit Live Stream Revenue Share							
		$ (250.00)	$ (250.00)	BMC Live Streamed Revenue Fee Share	$ (10.00)	fee	20	students	1	pkg	$ (200.00)
		$ (129.00)	$ -	Live Stream Delivery Platform License							
		$ (240.00)	$ (240.00)	Broker Brief Webinar Recording Edits	$ (60.00)	hour	4	webinars	1	hour	$ (240.00)
		$ (150.00)	$ -	ASCAP/BMI Music License for Summit	$ (125.00)	license	1	time	1	summit	$ (125.00)
787	Speaker Fees	$ (3,000.00)	$ -	Broker Summit							
		$ (200.00)	$ (100.00)	Broker Brief Webinar Series Honorariums	$ (25.00)	gift cards	4	webinars	2	giests	$ (200.00)
		$ (900.00)	$ (900.00)	BMC - Speaker Fee	$ (125.00)	per hours	9	hours	1	pkg	$ (1,125.00)
		$ (237.00)	$ -	BMC - Travel Expense							
		$ (350.00)	$ -	BMC - Hotel							
788	Staff Expense	$ (12.00)	$ -	Mileage to Broker Summit Location	$ (12.00)	mileage	1	time	1		$ (12.00)
770	Supplies	$ (600.00)	$ (587.00)	Broker Outreach Gifts	$ (60.00)	each	10	time	1	brokers	$ (600.00)
		$ (300.00)	$ -	Summit Supplies	$ (300.00)		1	time	1	classes	$ (300.00)
855	Transportation	$ (200.00)	$ (150.00)	Ship Materials to Remote Locations	$ (30.00)	shipments	5	locations	1	time	$ (150.00)
		$ (15,763.00)	$ (2,257.00)	**TOTAL**							$ (9,471.00)
		$ (4,522.00)									**$ (2,721.00)**

EDUCATION DEVELOPMENT - 1871												
INCOME												
461.1	Income			Online CE Affinity Partnership Share	$ 28.00	income	4	times	1		$ 112.00
461.2	Income	$ 1,200.00	$ 2,100.00	Online Affinity Partnership Income	$ 600.00	income	4	times	1	time	$ 2,400.00
		$ 1,200.00	**$ 2,100.00**	**TOTAL**							**$ 2,512.00**
EXPENSE											
639	Dues/Commitments	$ (1,969.00)	$ (1,000.00)	Industry Association Dues/Subscriptions	$ (1,000.00)		1		1		$ (1,000.00)
		$ (800.00)	$ (800.00)	Education software	$ (800.00)	subscriptions	1	time	1	license	$ (800.00)
		$ (500.00)	$ -	Fotolia Subscription							
810	Professional/Contract Fees	$ (6,000.00)	$ (4,000.00)	Curriculum Development Fees	$ (3,000.00)	fee	2	classes	1	time	$ (6,000.00)
		$ (2,000.00)	$ (1,200.00)	Curriculum activity class enhancements	$ (300.00)	honorarioum	4	classes	1		$ (1,200.00)
		$ (3,000.00)	$ (3,000.00)	LMS Annual License	$ (3,000.00)		1		1		$ (3,000.00)
		$ (2,500.00)		Reteach.us website maintenance							
				Contract Conversation Video Editing	$ (900.00)	per video	4	videos	1		$ (3,600.00)
		$ (600.00)	$ (600.00)	Mack in a Minute Video Editing							
		$ (35.00)		ADRE Instructor (new/renewal)							
		$ (100.00)	$ (100.00)	ADRE Instructor Expedited (add course)	$ (10.00)	fee	10	instructors	1		$ (100.00)
		$ (300.00)	$ (90.00)	ADRE Course License Fees - Courses	$ (15.00)	fee	10	courses	1		$ (150.00)
		$ (200.00)	$ (100.00)	ADRE Course License Fees - Remote Courses	$ (25.00)	fee	12	courses	1		$ (300.00)
		$ (250.00)	$ (250.00)	ADRE School Renewal							
		$ (35.00)	$ (35.00)	ADRE School Admin. Renewal							
		$ (2,000.00)	$ (1,500.00)	Gamification Development/software	$ (2,000.00)		1		1		$ (2,000.00)
540	Staff Development	$ (2,500.00)	$ (2,000.00)	DevLearn Conference and Training							
				Ed program webinars/classes	$ (1,000.00)		1		1		$ (1,000.00)
770	Supplies	$ (750.00)	$ (750.00)	Resources and Supplies	$ (750.00)	fee	1	time	1		$ (750.00)
		$ (750.00)	$ (750.00)	Research							
		$ (24,289.00)	$ (16,175.00)	**TOTAL**							$ (19,900.00)
		$ (23,089.00)	**$ (14,075.00)**								**$ (17,388.00)**

EDUCATION OUTREACH - 1870												
				INCOME								
462	Registration	$ 5,900.00	$ 8,596.00	1-Day REBAC - Live Classes								
		$ 2,450.00		REBAC ABR - Live Streamed Classes	$ 159.00	registration fees	1	class	30	students	$ 4,770.00
		$ 24,000.00	$ 21,710.00	Monthly C/E - Live Streamed Classes	$ 35.00	registration pkg	12	days	45	students	$ 18,900.00
				Monthly C/E - Live Streamed Classes	$ 20.00	registration single	24	classes	15	students	$ 7,200.00
		$ -		Trends Summit							
		$ 32,350.00	**$ 30,306.00**	**TOTAL**							**$ 30,870.00**
				EXPENSE							
630	Catering/Hotel	$ (210.00)	$ (180.00)	Live Streamed class instructor lunches	$ (15.00)	lunch	12	days	1		$ (180.00)
				Live Streamed ABR instructor lunch	$ (15.00)	lunch	2	days	1		$ (30.00)
		$ (4,960.00)	$ (4,960.00)	Trends Summit	$ (62.00)	meal pkg	80	attendees	1		$ (4,960.00)
		$ (450.00)	$ -	Education Chair Workshop	$ -						$ -
810	Professional/Contract Fees	$ (4,000.00)	$ (4,000.00)	Trends Summit Live Streaming	$ (4,000.00)	fee	1		1		$ (4,000.00)
		$ (2,000.00)	$ (3,120.00)	REBAC Royalty Fees - Live & Live Streamed				days			
		$ (1,000.00)		REBAC Royalty Fees - Live Streamed classes				days			
				ABRlive streamed fee share	$ (10.00)	fee	30	students	1		$ (300.00)
		$ -		Live REBAC Revenue Share (no profit projected)							
				ABR class royalty fees	$ (60.00)	fee	30	students	1		$ (1,800.00)
		$ (12,000.00)	$ (6,370.00)	Live Streamed Monthly C/E Revenue Share	$ (10.00)	fee	45	students	12	days	$ (5,400.00)
				Live Streamed Monthly C/E Revenue Share	$ (10.00)	fee	15	students	24	classes	$ (3,600.00)
		$ (500.00)	$ -	Live Streamed REBAC Revenue Share							
787	Speaker Fees	$ (129.00)		Live Streamed Delivery System License							
		$ (2,800.00)	$ (3,403.00)	REBAC Live Classes - Speaker							
		$ (1,000.00)		REBAC Live Classes - Travel							
		$ (700.00)		REBAC Live Classes - Hotel							
		$ (1,400.00)		REBAC Live Streamed Classes - Instructor Fees	$ (125.00)	per hours	13	hours	1	class	$ (1,625.00)
		$ (500.00)		REBAC Live Streamed Classes - Travel							
		$ (350.00)		REBAC Live Streamed Classes - Hotel							
		$ (7,200.00)	$ (10,189.00)	C/E Live Streamed - Fee	$ (150.00)	per hours	3	hours	24	classess	$ (10,800.00)
		$ (4,800.00)		C/E Live Streamed - Travel	$ (400.00)	mileage/hotel	6	days	1		$ (2,400.00)
		$ (30,000.00)	$ (20,000.00)	Trends Summit	$ (20,000.00)		1		1		$ (20,000.00)
788	Staff Expense	$ (72.00)	$ (55.00)	Mileage to Live Classes	$ (12.00)	mileage	1	time	1	classess	$ (12.00)
770	Supplies	$ (850.00)	$ (850.00)	Class Supplies	$ (850.00)	supplies	1	time	1	time	$ (850.00)
		$ (150.00)	$ (150.00)	Monitor Appreciation	$ (5.00)	gift cards	24	monitors	1		$ (120.00)
855	Transportation	$ (2,800.00)	$ (645.00)	Live Streamed CE Class materials	$ (30.00)	shipment	12	days	1		$ (360.00)
				ABR Live Streamed Class Materials	$ (30.00)	shipment	1	class	5	locations	$ (150.00)
		$ (77,871.00)	$ (53,922.00)	**TOTAL**							$ (56,587.00)
		$ (45,521.00)	**$ (23,616.00)**								**$ (25,717.00)**

LEADERSHIP TRAINING - 1840												
				INCOME								
464	Registration	$ 6,000.00	$ 6,000.00	Conference Registration	$ 125.00	registration fee	100	registrants	1	time		$12,500.00
				Comp-'PP, Exec Com, speakers, staff, guests								
		$ 6,400.00	$ 6,400.00	Conference Dinner Tickets	$ 80.00	ticket fee	98	registrants	1	time		$7,840.00
440.9	Sponsorship	$ 1,000.00	$ 1,000.00	Dinner Wine Sponsorship	$ 1,000.00		1		1	time		$1,000.00
		$ 13,400.00	**$ 13,400.00**	**TOTAL**								**$ 21,340.00**
				EXPENSE								
630	Catering/Hotel	$ (8,000.00)	$ (8,000.00)	Conf A/V	$ (12,000.00)		1	time	1	time		$ (12,000.00)
		$ (2,000.00)	$ (2,000.00)	Conf Dinner Wine	$ (45.00)	per bottle	20	tables	2	per table		$ (1,800.00)
				Confeence Room rental	$ (3,000.00)		1		1			$ (3,000.00)
		$ (2,800.00)	$ (2,800.00)	Conf Day 2 Continental	$ (30.00)	breakfast	1		100	registrants		$ (3,000.00)
		$ (7,200.00)	$ (7,200.00)	Conf Meal Package Day 1 (breakfast, breaks, lunch)	$ (100.00)	meal cost	1		100	registrants		$ (10,000.00)
		$ (3,600.00)	$ (3,600.00)	Conf Meal Packages Day 1 (comps)	$ (100.00)	meal cost	1		50	comps		$ (5,000.00)
		$ (4,800.00)	$ (4,800.00)	Conf Installation Dinner	$ (105.00)	dinner tickets	1		98	registrants		$ (10,290.00)
		$ (8,080.00)	$ (8,080.00)	Conf Installation Dinner Comps (pp, exec com, guests, staff, speakers)	$ (105.00)	dinner tickets	1		90	comps		$ (9,450.00)
		$ (2,300.00)	$ (2,300.00)	Conf Reception	$ (2,300.00)		1		1			$ (2,300.00)
		$ (4,600.00)	$ (3,436.32)	LTA Module 1 (November)	$ (4,600.00)	meal pkg	1		1			$ (4,600.00)
		$ (4,600.00)	$ (3,019.07)	LTA Module 2 (January)	$ (4,600.00)	meal pkg	1		1			$ (4,600.00)
		$ (4,600.00)	$ (3,436.32)	LTA Module 3 (February)	$ (4,600.00)	meal pkg	1		1			$ (4,600.00)
		$ (4,600.00)	$ (3,207.08)	LTA Module 4 (March)	$ (4,600.00)	meal pkg	1		1			$ (4,600.00)
		$ (600.00)	$ (250.00)	LTA Event at Convention	$ (600.00)		1		1			$ (600.00)
		$ (600.00)	$ -	LTA Room Rental/AV	$ (600.00)	fee	1	time	4	times		$ (2,400.00)
		$ (500.00)	$ -	Leadership Open Workshop room rental	$ (500.00)	rate	1	time	1			$ (500.00)
		$ (1,250.00)	$ -	Leadership Open Workshop (b/lunch)	$ (35.00)	meal pkg	1	time	25	registrants		$ (875.00)
781	Printing	$ (400.00)	$ (400.00)	Conf Printing	$ (400.00)	banner	1	time	1	time		$ (400.00)
		$ (200.00)	$ (200.00)	LTA Coins			1	time	1	time		
				LTA student journals	$ (15.00)	per book	1	time	25	registrants		$ (375.00)
810	Professional/Contract Fees	$ (3,000.00)	$ (3,000.00)	Table Centerpieces	$ (4,000.00)	fee	1	time	1	time		$ (4,000.00)
		$ (375.00)	$ (375.00)	LTA Assessment	$ (15.00)		1		25	assessmen		$ (375.00)
		$ (4,000.00)	$ (4,000.00)	Production	$ (15,000.00)		1	time	1	time		$ (15,000.00)
		$ (900.00)	$ (800.00)	Conf Regonline Fees	$ (5.00)	fee	160	registrants	1	time		$ (800.00)
		$ (3,500.00)	$ (2,100.00)	Conf Videographer for commercial shoot								
		$ (1,200.00)	$ (1,200.00)	Conf Photographer	$ (1,200.00)	fee	1	time	1	time		$ (1,200.00)
		$ (150.00)	$ (125.00)	ASCAP/BMI music license - conf	$ (125.00)	fee	1	time	1	time		$ (125.00)
		$ (150.00)	$ (125.00)	ASCAP/BMI music icense - LTA	$ (125.00)	fee	1	time	1	time		$ (125.00)
787	Speaker Fees	$ (20,000.00)	$ (20,000.00)	Conference Speakers	$ (30,000.00)	fee	1	time	1	time		$ (30,000.00)
		$ (4,000.00)	$ (4,958.56)	LTA 1: Speaker Fee	$ (2,000.00)	fee	2	speakers	1			$ (4,000.00)
		$ (800.00)		LTA 1: Speaker Lodging	$ (200.00)	rate	2	speakers	2	nights		$ (800.00)
		$ (364.00)		LTA 1: Speaker Mileage	$ (364.00)	mileage	1		1			$ (364.00)
		$ (4,000.00)	$ (4,958.56)	LTA 2: Speaker Fee	$ (2,000.00)		2	speakers	1			$ (4,000.00)
		$ (800.00)		LTA 2: Speaker lodging	$ (200.00)	rate	2	speakers	2	nights		$ (800.00)
		$ (364.00)		LTA 2: Speaker Mileage	$ (364.00)	mileage	1		1			$ (364.00)
		$ (4,000.00)	$ (4,958.56)	LTA 3: Speaker Fee	$ (2,000.00)	fee	2	speakers	1			$ (4,000.00)
		$ (800.00)		LTA 3: Speaker Lodging	$ (200.00)	rate	2	speakers	2	nights		$ (800.00)
		$ (364.00)		LTA 3: Speaker Mileage	$ (364.00)	mileage	1		1			$ (364.00)
		$ (4,000.00)	$ (4,958.46)	LTA 4: Speaker Fee	$ (2,000.00)	fee	2	speakers	1			$ (4,000.00)
		$ (800.00)		LTA 4: Speaker Lodging	$ (200.00)	rate	2	speakers	2	nights		$ (800.00)

		$ (364.00)		LTA 4: Speaker Mileage	$ (364.00)		1		1		$ (364.00)
		$ (200.00)	$ (456.00)	LTA Guest Speaker	$ (600.00)	rate	1		1		$ (600.00)
		$ (2,000.00)	$ -	Leadership Open Workshop speaker	$ (6,000.00)	fee	1	speaker	1		$ (6,000.00)
		$ (364.00)	$ -	Leadership Open Workshop speaker travel	$ (600.00)	mileage	1		1		$ (600.00)
		$ (400.00)	$ -	Leadership Open Workshop speaker lodging	$ (275.00)	rate	1	speakers	1	night	$ (275.00)
867	Travel/Other	$ -		LTA Officer - Travel							
		$ (856.00)	$ (856.00)	LTA President-elect travel							
		$ (1,600.00)	$ (1,156.00)	LTA President-elect lodging							
		$ (856.00)	$ (856.00)	LTA FVP travel	$ (214.00)	mileage	4	modules	1		$ (856.00)
		$ (1,600.00)	$ (1,156.00)	LTA FVP lodging	$ (200.00)	rate	4	modules	2	days	$ (1,600.00)
788	Staff Expense	$ (50.00)		Travel							
770	Supplies	$ (300.00)		Miscellaneous	$ (300.00)		1		1	time	$ (300.00)
		$ (1,000.00)	$ (750.00)	LTA Supplies	$ (1,000.00)		1		1		$ (1,000.00)
		$ (2,400.00)	$ (2,400.00)	Conf Attendee Packet/Portfolio	$ (2,400.00)		1		1	time	$ (2,400.00)
		$ (126,287.00)	$ (111,917.93)	**TOTAL**							$ (166,302.00)
		$ (112,887.00)	**$ (98,517.93)**								**$ (144,962.00)**

CERTIFIED RESIDENTIAL PROPERTY MANAGEMENT CERTIFICATION - 1825											
INCOME											
472	Registration	$ 18,960.00	$ 22,952.00	Live PM Bootcamp	$ 79.00	reg fees	60	attendees	7	classes	$ 33,180.00
		$ 1,500.00	$ 4,280.00	Live 3-hour classes	$ 25.00	reg fees	30	attendees	4	classes	$ 3,000.00
				Property Management Summit	$ 69.00	reg fees	75	attendees	1	time	$ 5,175.00
				Live Streamed C/E Classes	$ 35.00	reg pkg	53	attendees	9	days	$ 16,695.00
		$ 10,000.00	$ 14,700.00	Live Streamed C/E Classes	$ 20.00	reg fee singles	17	attendees	18	classes	$ 6,120.00
		$ 30,460.00	**$ 41,932.00**	**TOTAL**		-					**$ 64,170.00**
EXPENSE											
639	Dues/Commitments	$ (195.00)	$ (195.00)	NARPM Dues	$ (195.00)	membership	1		1	time	$ (195.00)
810	Professional Contract Fees	$ (4,000.00)	$ (2,780.00)	Live Streamed c/e class fee share	$ (10.00)	pkg fee	53	students	9	days	$ (4,770.00)
				Live Streamed c/e class fee share	$ (10.00)	single class	17	students	18	classes	$ (3,060.00)
		$ (140.00)	$ (1,129.00)	Live 3-hour class revenue share	$ (175.00)	share	4	classes	1		$ (700.00)
		$ (5,850.00)	$ (7,667.00)	Live Bootcamp revenue shares	$ (1,222.00)	share	7	classes	1		$ (8,554.00)
		$ (240.00)	$ (240.00)	Webinar recording edits	$ (60.00)	hour	4	webinars	1		$ (240.00)
630	Catering	$ (60.00)	$ (100.00)	Instructor Lunch - Live Streamed Classes	$ (15.00)	meal	9	days	1		$ (135.00)
				Property Management Summit	$ (50.00)	meals	80	attendees	1		$ (4,000.00)
786	Promotion	$ -		Table Banner	$ (179.00)	banner	1	time	1		$ (179.00)
		$ (300.00)	$ (200.00)	FaceBook Ads	$ (50.00)	ad	4	ads	1	time	$ (200.00)
				Facebook Ads - Summit	$ (50.00)	ad	2	ads	1		$ (100.00)
		$ (400.00)	$ (400.00)	Brochures							
787	Speaker Fees	$ (7,200.00)	$ (7,200.00)	PM Bootcamp	$ (900.00)	per instructor	2	instructors	7	classes	$ (12,600.00)
		$ (2,400.00)	$ (2,772.00)	Live Streamed CE Classess	$ (150.00)	per hour	3	hours	9	classes	$ (4,050.00)
		$ (600.00)	$ (2,150.00)	Live 3-hour classes	$ (125.00)	per hour	3	hours	4	classes	$ (1,500.00)
		$ (200.00)	$ (200.00)	Webinar Honorariums	$ (25.00)	gift card	4	webinars	1		$ (100.00)
				Property Management Summit	$ (1,000.00)	speaker	1	speaker	1		$ (1,000.00)
855	Transportation	$ (800.00)	$ (276.00)	Live Streamed Class Materials	$ (22.00)		9	days	5	locations	$ (990.00)
788	Staff Expense	$ (100.00)	$ (80.00)	Live Class Material Delivery	$ (10.00)	mileage	11	classes	1		$ (110.00)
770	Supplies	$ (400.00)	$ (400.00)	Pins	$ (200.00)		1		1		$ (200.00)
		$ (100.00)	$ (100.00)	Certificate Paper	$ (100.00)		1		1	time	$ (100.00)
		$ (22,985.00)	$ (25,889.00)	**TOTAL**		$ -					$ (42,783.00)
		$ 7,475.00	**$ 16,043.00**			**-**					**$ 21,387.00**

MRES SOCIETY - 1855												
INCOME												
465	Income	$ 375.00	$ 425.00	MRE Society New Member Dues	$ 25.00	dues	20	new mbrs	1	time	$ 500.00
		$ -	$ -								
		$ 375.00	**$ 425.00**	**TOTAL**							**$ 500.00**
EXPENSE											
787	Speaker Fees	$ (300.00)	$ -	Value of Education/Paths videos	$ (50.00)	honorarium	6	videos	1		$ (300.00)
		$ (2,000.00)	$ (2,000.00)	MRES/GRI Special Class Instructor	$ (2,000.00)	fee	1		1		$ (2,000.00)
786	Promotion			Facebook Ads	$ (50.00)	per ad	2	ads	1		$ (100.00)
810	Professional/Contract Fees	$ (360.00)	$ (360.00)	Video Editing	$ (60.00)	hour	6	videos	1		$ (360.00)
770	Supplies	$ (400.00)	$ (400.00)	Pins							
		$ (400.00)	$ (400.00)	Certificates	$ (400.00)		1		1		$ (400.00)
		$ (50.00)	$ (50.00)	Gift Card Drawing	$ (50.00)	gift card	1	survey	1	drawing	$ (50.00)
		$ (500.00)	$ -	Brochures/Flyers	$ (500.00)		1		1		$ (500.00)
		$ (4,010.00)	$ (3,210.00)	**TOTAL**							$ (3,710.00)
		$ (3,635.00)	**$ (2,785.00)**								**$ (3,210.00)**
PROFESSIONAL & BUSINESS DEVELOPMENT SUPPORT - 1801											
630	Catering/Hotel	$ (500.00)	$ (650.00)	Workgroups/Committee	$ (800.00)		1	time	1	time	$ (800.00)
632	Copying	$ (13,000.00)	$ (13,000.00)	Workgroups/Conferences/Classes/General	$ (13,000.00)		1		1		$ (13,000.00)
639	Dues/Commitments	$ (1,000.00)	$ (1,000.00)	Elearning Guild Membership	$ (1,000.00)	annual fee	1	time	1	time	$ (1,000.00)
		$ (325.00)	$ (325.00)	RAPPD Summit Registration Fee	$ (325.00)	registration fee	1		1		$ (325.00)
		$ (475.00)	$ (475.00)	NAR EXPO (Chicago) - Registration Fee	$ (475.00)	registration fee	1	time	1	time	$ (475.00)
		$ (295.00)	$ (295.00)	ASAE Education dues	$ (295.00)	annual	1	time	1		$ (295.00)
		$ (229.00)	$ (299.00)	ATD Membership	$ (229.00)	annual	1	time	1		$ (229.00)
				Live Streaming Class Platform(Zoom)	$ (129.00)	fee	1	time	1		$ (129.00)
		$ (249.00)	$ (249.00)	Animoto	$ (249.00)	annual	1	time	1	time	$ (249.00)
		$ (599.00)	$ (599.00)	GoAnimate Video	$ (599.00)	annual	1	time	1	time	$ (599.00)
		$ (948.00)	$ (474.00)	Polleverywhere	$ (79.00)	fee	9	months	1		$ (711.00)
		$ (397.00)	$ (397.00)	Social MediaMarketing Institute dues	$ (397.00)	annual	1	time	1		$ (397.00)
		$ (199.00)	$ (199.00)	Vimeo subscription	$ (199.00)	annual	1	time	1		$ (199.00)
		$ (360.00)	$ (360.00)	Music license	$ (30.00)	month	12	monhts	1		$ (360.00)
		$ (225.00)	$ (225.00)	State Education Director Conference	$ (250.00)	registration fee	1	time	1	time	$ (250.00)
780	Postage	$ (900.00)	$ -	For all Committee, Workgroup and Programs							
810	Professional/Contract Fees	$ (10,000.00)	$ (10,000.00)	Marketing Consultant							
		$ (2,000.00)	$ (2,000.00)	Online Registration System Enhancements	$ (3,000.00)		1	time	1	time	$ (3,000.00)
		$ (1,000.00)	$ (1,000.00)	REBAC License	$ (1,000.00)		1	time	1	time	$ (1,000.00)
		$ (325.00)	$ (325.00)	Thermal Binding Machine Maintenance	$ (325.00)		1	time	1	time	$ (325.00)
		$ (240.00)	$ (240.00)	Survey Monkey	$ (240.00)		1	time	1	time	$ (240.00)
		$ (5,500.00)	$ (5,500.00)	Education Video Development	$ (2,000.00)		1		1		$ (2,000.00)
		$ (11,000.00)	$ (11,000.00)	EFT credit card fees for education programs	$ (11,000.00)	fees	1		1		$ (11,000.00)
		$ (2,500.00)	$ (1,500.00)	Reteach.us website enhancements/maintenance	$ (2,500.00)		1	time	1	time	$ (2,500.00)
781	Printing	$ -		Brochure/Banner	$ (1,000.00)		1	time	1		$ (1,000.00)
786	Promotion	$ (800.00)	$ (800.00)	Event Tables - Local Assoc expos	$ (500.00)		3	events	1	time	$ (1,500.00)
		$ -		Event Tables - Ed promotional materials	$ (200.00)		3	events	1		$ (600.00)
540	Staff Development	$ (1,000.00)	$ (1,000.00)	Staff Training (promotion/marketing)	$ (1,000.00)		1		1		$ (1,000.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

788	Staff Expense	$ (900.00)	$ (900.00)	NAR EXPO (Chicago) - Hotel	$ (320.00)	night	3	nights	1	time	$ (960.00)
		$ (450.00)	$ (450.00)	NAR EXPO (Chicago) - Daily Expense	$ (200.00)	per diem	3	days	1	staff	$ (600.00)
		$ (450.00)	$ (450.00)	NAR EXPO (Chicago) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (600.00)	$ (346.00)	NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	3	days	1	staff	$ (600.00)
		$ (960.00)	$ (918.00)	NAR Legislative (D.C.) - Hotel	$ (320.00)	night	3	nights	1	staff	$ (960.00)
		$ (600.00)	$ (444.00)	NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (179.00)	$ (525.00)	State Ed Director Conference - Airfare	$ (300.00)	airfare	1	time	1	staff	$ (300.00)
		$ (150.00)	$ (121.00)	State Ed Director Conference - Daily Expense	$ (75.00)	per diem	2	days	1	staff	$ (150.00)
		$ (498.00)	$ (340.00)	State Ed Director Conference - Hotel	$ (249.00)	night	2	nights	1	staff	$ (498.00)
		$ (300.00)	$ (205.00)	In-state Travel	$ (500.00)	mileage	1		1		$ (500.00)
		$ (900.00)	$ (514.00)	RAPDD - Hotel	$ (225.00)	night	4	nights	1	staff	$ (900.00)
		$ (561.00)	$ (346.00)	RAPDD - Airfare	$ (400.00)	airfare	1	time	1	staff	$ (400.00)
		$ (300.00)	$ (200.00)	RAPDD - Daily Expense	$ (75.00)	night	4	nights	1	staff	$ (300.00)
770	Supplies	$ (300.00)		Supplies	$ (300.00)		1		1		$ (300.00)
		$ (600.00)	$ (600.00)	Reference and Tools	$ (600.00)		1		1		$ (600.00)
		$ (692.00)	$ (692.00)	Thermal Binding Supplies	$ (692.00)		1		1		$ (692.00)
867	Travel/Other	$ (2,000.00)	$ (2,000.00)	PBD Chair Travel	$ (2,000.00)		1		1		$ (2,000.00)
		$ (64,506.00)	**$ (60,963.00)**	**TOTAL**							**$ (54,143.00)**

rCRMS - 1820												
INCOME												
468.1	Registration	$ 5,530.00	$ 1,580.00	Live Classes - 2 Day	$ 79.00	registration fee	1	classes	45	registrants	$ 3,555.00
		$ 16,520.00	$ 36,892.00	Live Classes - 1 Day	$ 59.00	registration fee	11	classes	45	registrants	$ 29,205.00
468.2	Registration	$ 1,960.00	$ 6,328.00	Remote Classes	$ 49.00	registration fee	5	classes	45	registrants	$ 11,025.00
		$ 24,010.00	**$ 44,800.00**	**TOTAL**							**$ 43,785.00**
EXPENSE											
630	Catering/Hotel	$ (30.00)	$ (30.00)	Live Streamed class Instructor lunch	$ (15.00)	lunch	5	classes	2	instructors	$ (150.00)
781	Printing	$ (500.00)	$ (500.00)	Promotional Brochures							
810	Professional/Contract Fees	$ (1,200.00)	$ -	Transcription Service							
		$ (400.00)	$ (340.00)	Live Streamed Class Fee Share	$ (10.00)	fee	5	classess	45	registrants	$ (2,250.00)
		$ (5,000.00)	$ (6,151.00)	Live 1-day Class Revenue Share	$ (423.00)	share	11	classes	1		$ (4,653.00)
				Live 2-day Class Revenue Share							
786	Promotion	$ (400.00)	$ (200.00)	Social Media Ads	$ (50.00)		4	ads	1	time	$ (200.00)
787	Speaker Fees	$ (4,800.00)	$ (14,400.00)	Live Classes - 1 Day	$ (900.00)	per day	1	instructors	6	instructors	$ (5,400.00)
		$ (2,400.00)	$ (3,600.00)	Live Classes - 1 Day	$ (900.00)	per day	2	instructors	5	classes	$ (9,000.00)
		$ (2,400.00)	$ (2,400.00)	Live Classes - 2 Day	$ (150.00)	per hour	12	hours	2	instructors	$ (3,600.00)
		$ (2,400.00)	$ (1,200.00)	Live Streamed Classes	$ (150.00)	per hours	6	hours	5	days	$ (4,500.00)
788	Staff Expense	$ (80.00)	$ (80.00)	Mileage (materials to local sites)	$ (9.00)	mileage	12	classes	1		$ (108.00)
855	Transportation	$ (120.00)	$ (80.00)	Live Locations							
		$ (138.00)	$ (138.00)	Live Streamed locations	$ (40.00)	shipping	5	classes	1	classes	$ (200.00)
		$ (19,868.00)	$ (29,119.00)	**TOTAL**							$ (30,061.00)
		$ 4,142.00	**$ 15,681.00**								**$ 13,724.00**

REALTOR INSTITUTE - 1815												
INCOME												
467.3	Income	$ 2,800.00	$ 5,800.00	Learning Library Bz Plan Class Revenue Share	$ 40.00	fee	100	students	1		$ 4,000.00
467.2	Income	$ 750.00	$ 1,000.00	Retest	$ 25.00	retest fee	30	students	1	time	$ 750.00
467.4	Income	$ 1,250.00	$ 1,500.00	New GRI Designee Fee	$ 25.00	fee	60	students	1	time	$ 1,500.00
467	Registration	$ 4,140.00	$ 5,490.00	Live Streamed Classes - Remote site	$ 59.00	registration fee	25	students	5	classes	$ 7,375.00
467.1	Income	$ 22,500.00	$ 22,410.00	GRI Class Provider Per-Student Fee	$ 15.00	royalty fee	1300	students	1		$ 19,500.00
		$ 31,440.00	**$ 36,200.00**	**TOTAL**							**$ 33,125.00**
EXPENSE											
630	Catering/Hotel	$ (650.00)		Administrator Meeting							
		$ (45.00)	$ (75.00)	Live Streamed Class Instructor Lunch	$ (25.00)	lunch	5	classes	1		$ (125.00)
		$ (500.00)		Ambassador Orientation	$ (25.00)	lunch	20	attendees	1		$ (500.00)
		$ (600.00)	$ (600.00)	Workgroup/Audition Meetings	$ (800.00)		1		1		$ (800.00)
		$ (1,440.00)	$ (1,440.00)	GRI Designee Class (webinar summit)							
781	Printing	$ (500.00)		Brochures/Poster							
			$ (600.00)	Live Stream student workbooks	$ (1,500.00)		1		1		$ (1,500.00)
810	Professional/Contract Fees	$ (750.00)	$ (1,340.00)	NAR Graduate Fee	$ (15.00)		1	time	150	designees	$ (2,250.00)
		$ (600.00)	$ (870.00)	Live Classroom Revenue Share	$ (10.00)	share	5	classes	25	registrants	$ (1,250.00)
		$ (3,000.00)	$ (3,000.00)	Online Learning Platform Updates	$ (3,000.00)	fees	1		1		$ (3,000.00)
		$ (4,000.00)	$ (4,000.00)	GRI Website Enhancements/Maintenance	$ (3,000.00)	fees	1		1		$ (3,000.00)
		$ (4,000.00)	$ (4,000.00)	Live Streaming GRI/MRES Class							
		$ (720.00)	$ (720.00)	Instructor Intro Videos-Editing	$ (60.00)	per hour	6	classes	2	hours	$ (720.00)
786	Promotion	$ (15,000.00)	$ (15,000.00)	Scholarships	$ (15,000.00)		1		1		$ (15,000.00)
		$ (450.00)	$ (200.00)	Social Media Ads	$ (50.00)	per ad	4	ads	1		$ (200.00)
		$ (300.00)	$ (300.00)	GRI Ribbons/Buttons	$ (300.00)		1		1		$ (300.00)
		$ (300.00)	$ (300.00)	Banner							
				Promotional materials	$ (300.00)		1		1		$ (300.00)
787	Speaker Fees	$ (1,800.00)	$ (1,800.00)	Live Class Instructor Fee	$ (750.00)	fee	1	time	5	classes	$ (3,750.00)
		$ (450.00)	$ (450.00)	Live Class Instructor Travel	$ (150.00)		1		5	classes	$ (750.00)
		$ (600.00)	$ (600.00)	Instructor Teaching Tip Webinars	$ (100.00)	honorarium	1	time	3	classes	$ (300.00)
		$ (3,000.00)	$ (3,000.00)	GRI Designee / MRES Class	$ (3,000.00)		1		1		$ (3,000.00)
788	Staff Expense	$ (800.00)	$ (800.00)	Staff Travel to GRI Classes	$ (110.00)	mileage	3	times	1		$ (330.00)
				Orientation assistance							
770	Supplies	$ (100.00)	$ (107.00)	Office Supplies	$ (200.00)		1		1		$ (200.00)
		$ (600.00)	$ (595.00)	GRI Pins	$ (6.00)	per pin	150	designees	1		$ (900.00)
		$ (600.00)	$ (600.00)	Certificate Paper	$ (600.00)		1		1		$ (600.00)
		$ (400.00)	$ (400.00)	Class Monitor Appreciation	$ (5.00)	per card	95	classes	1		$ (475.00)
		$ (100.00)	$ (100.00)	Refer a Friend Contest	$ (100.00)		1	survey	1	time	$ (100.00)
		$ (50.00)	$ (50.00)	Gift card for survey response drawing	$ (150.00)	gift card	1	survey	1	time	$ (150.00)
		$ (75.00)	$ (80.00)	Workbook Binding Supplies			1		1		
855	Transportation	$ (207.00)	$ (207.00)	Live Streamed Location Class Material Packets	$ (40.00)	shipping	5	classes	1	time	$ (200.00)
		$ (41,637.00)	$ (41,234.00)	**TOTAL**							$ (39,700.00)
		$ (10,197.00)	**$ (5,034.00)**								**$ (6,575.00)**

CONVENTION - 1860											
INCOME											
469	Registration	$ 46,540.00	$ 54,899.00	Registration Fees - Full	$ 289.00	registration fee	375	registrants	1	time	$ 108,375.00
		$ 9,875.00	$ 13,189.00	Registration Fees - Single Day	$ 179.00	registration fee	300	registrants	1	time	$ 53,700.00
				Comp Registrations (staff, spkr, ldrship, PP)		comp fee		registrants		time	
				Comp Ambassador Registrations		comp fee		registrants		time	
		$ 2,400.00	$ 3,375.00	WCR Lunch							
		$ 3,000.00	$ 2,940.00	WCR Reception							
		$ 2,700.00	$ -	Evening Event							
		$ 12,000.00	$ 12,000.00	Vendor Tables	$ 1,000.00	vendor table	12	tables	1	time	$ 12,000.00
				sponsors	$ 10,000.00						$ 10,000.00
		$ 1,050.00	$ -	Broker Breakfast							
		$ 77,565.00	**$ 86,403.00**	**TOTAL**		$ -					**$ 184,075.00**
EXPENSE											
630	Catering/Hotel	$ (3,000.00)	$ (43,675.36)	A/V	$ (8,000.00)		1	time	1		$ (8,000.00)
		$ (1,500.00)		Presidents Reception	$ (2,500.00)		1	time	1		$ (2,500.00)
		$ -		Arizona Business: Presidents/AE Breakfast							
		$ -									
		$ (700.00)		Reception	$ (35.00)	F&B	350	attendees	2	evenings	$ (24,500.00)
		$ (2,000.00)		Past Presidents Event							
		$ (3,600.00)		Karoake night							
		$ (1,000.00)		AAR Business: AAR Candidate Reception							
		$ (100.00)		Planning Workgroup Lunch							
		$ (300.00)		AAR Business: Executive Committee & Officer Me	$ (600.00)		1		1		$ (600.00)
		$ (385.00)		Break - Coffee - Friday (12 gallon)							
		$ (225.00)		Break - Danish - Friday (8 dz)							
		$ (1,750.00)		All Day Beverage Service - Day 1	$ (34.00)	Beverages	780	attendees	1		$ (26,520.00)
		$ (700.00)		Breaks - Day 3	$ (5,000.00)		1		1		$ (5,000.00)
		$ (1,260.00)		All Day Meal Package - Day 2	$ (178.00)	beverages	600	attendees	1		$ (106,800.00)
		$ (525.00)		Breaks - Wednesday pm							
		$ (770.00)		AAR Business: BOD and Caucus Coffee Svc.	$ (109.00)	gallon	12	gallons	1		$ (1,308.00)
		$ (420.00)		Breaks - Tuesday pm							
		$ (1,260.00)		Breakfast - Broker							
		$ (800.00)		Room Rental							
		$ (11,900.00)		Lunch - Wednesday							
		$ (10,200.00)		Lunch - Thursday							
		$ (240.00)		Morning danish - Friday							
		$ (480.00)		Morning danish - Wednesday							
		$ (450.00)		Morning Danish - Thursday							
		$ (700.00)		Vendor Tables							

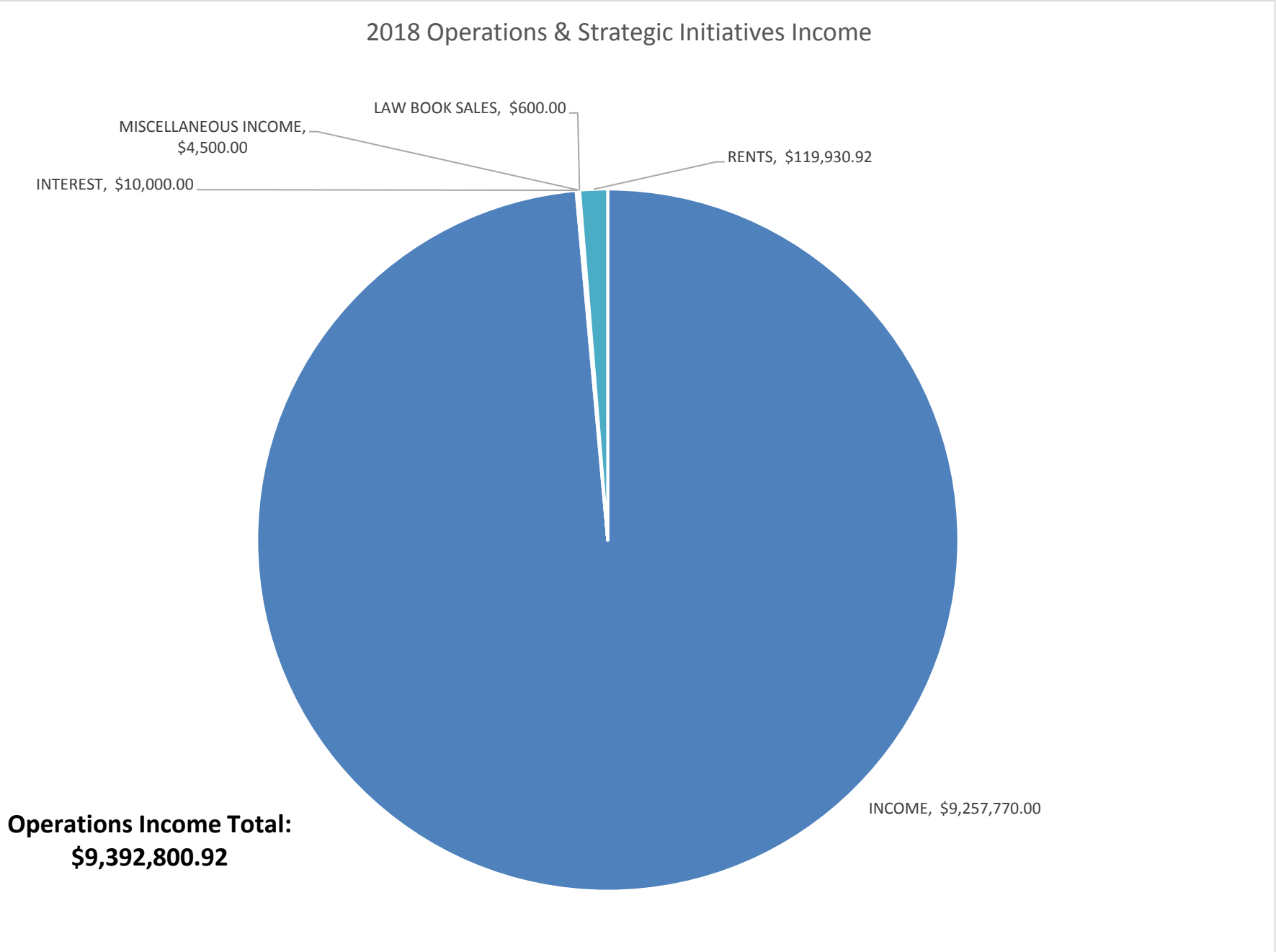
PROFESSIONAL AND BUSINESS DEVELOPMENT

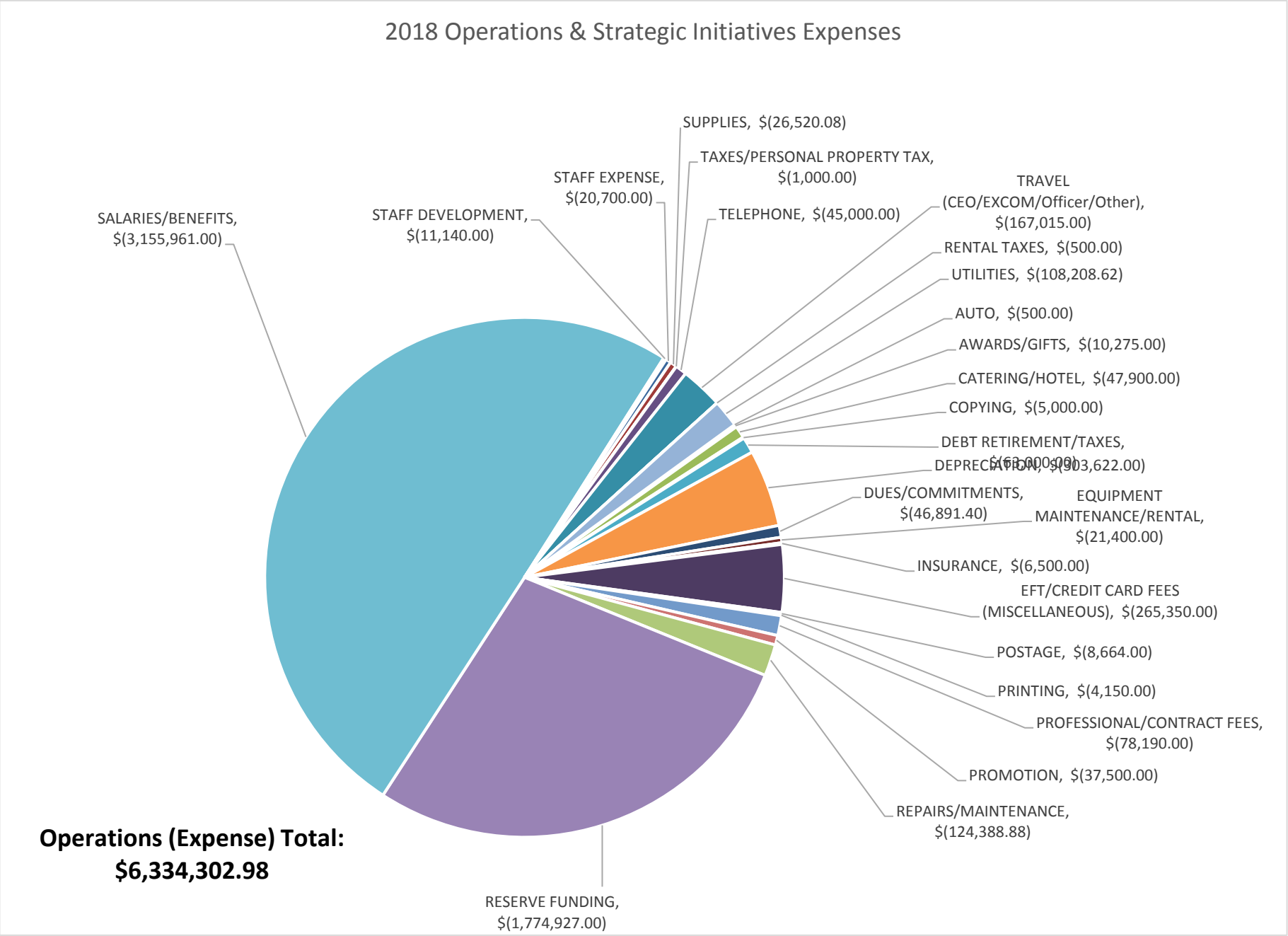
		$ (3,300.00)		WCR Reception							
		$ (2,625.00)		WCR Lunch							
781	Printing	$ (750.00)	$ (267.62)	Signage and misc. printing	$ (2,000.00)		1		1		$ (2,000.00)
810	Professional/Contract Fees	$ (2,465.00)	$ (27,793.37)	Regonline Fees	$ (5.00)	fee	1	fee	750	attendees	$ (3,750.00)
		$ (3,500.00)		Videographer (video for future promotions)	$ (3,500.00)	fee	1		1		$ (3,500.00)
		$ (5,000.00)		Video streaming (key note session)							
		$ -		Production	$ (20,000.00)		1		1		$ (20,000.00)
		$ (600.00)		Photobooth							
		$ (150.00)		ASCAP/BMI fee	$ (125.00)	fee	1		1		$ (125.00)
				REBAC Royalty Fees from Day 1	$ (20.00)	fee	1	time	500	attendees	$ (10,000.00)
		$ (12,800.00)		Meme and Snapchat GEO Filter development	$ (8,000.00)	fee	1		1		$ (8,000.00)
786	Promotion	$ (600.00)	$ (982.08)	Contest Prizes	$ (300.00)		2		1		$ (600.00)
		$ (600.00)		Facebook Ads	$ (50.00)	ad	4	ads	1		$ (200.00)
		$ (600.00)		Promotional Items	$ (600.00)		1		1		$ (600.00)
787	Speaker Fees	$ (2,700.00)	$ (32,145.02)	Designation/Certification Speakers	$ (3,500.00)		5	speakers	1		$ (17,500.00)
		$ (1,170.00)		CE Speaker lodging							
		$ (30,000.00)		Keynote Speaker Fees	$ (20,000.00)	fee	1	speakers	1		$ (20,000.00)
		$ (1,000.00)		Keynote Speaker	$ (10,000.00)	FEE	1	speakers	1		$ (10,000.00)
		$ (6,000.00)		Lunch speakers							
		$ -		Speakers	$ (6,000.00)	fee	1		1		$ (6,000.00)
788	Staff Expense	$ (2,080.00)	$ (1,472.22)	Lodging	$ (300.00)	night	3	nights	3	staff	$ (2,700.00)
		$ (100.00)		Daily Expense	$ (25.00)	daily expense	1	time	3	staff	$ (75.00)
		$ (440.00)		Mileage	$ (20.00)	mileage	1	time	4	3	$ (80.00)
		$ (110.00)		Site Meeting	$ (20.00)	mileage	2	meetings			$ (40.00)
770	Supplies	$ (500.00)	$ (814.05)	Materials	$ (750.00)		1		1		$ (750.00)
		$ (190.00)		Ambassador Appreciation							
855	Transportation	$ -		Ship Materials to Site							
		$ (121,545.00)	$ (107,149.72)	TOTAL							$ (281,148.00)
		$ (43,980.00)	**$ (20,746.72)**								**$ (97,073.00)**

INDUSTRY PARTNERS CONFERENCE - 1850											
INCOME											
471	Registration	$ 31,150.00	$ 33,375.00	Registration Fees	$ 89.00		375	attendees	1		$ 33,375.00
		$ 1,000.00	$ 1,000.00	Breakfast sponsor	$ 1,000.00	fee	1	sponsor	1		$ 1,000.00
				Break sponsors	$ 1,400.00	fee	1		1		$ 1,400.00
471	Sponsorship	$ 9,750.00	$ 9,750.00	Vendor Tables	$ 700.00	fee	14	vendor	1		$ 9,800.00
		$ 41,900.00	**$ 44,125.00**	**TOTAL**							**$ 45,575.00**
EXPENSE											
630	Catering/Hotel	$ (20,350.00)	$ (22,940.00)	Meals, A/V	$ (62.00)	F&B	370	attendees	1	time	$ (22,940.00)
		$ (750.00)	$ (750.00)	A/V	$ (750.00)		1		1		$ (750.00)
810	Professional/Contract Fees	$ (11,966.00)	$ (11,966.00)	Partner Revenue Share	$ (5,983.00)		2	shares	1	time	$ (11,966.00)
		$ (1,850.00)	$ (1,875.00)	Regonline Fees	$ (5.00)		375		1	time	$ (1,875.00)
		$ (200.00)	$ (200.00)	Facebook Ads	$ (100.00)	ads	2	ads	1		$ (200.00)
786	Promotion	$ (800.00)	$ (800.00)	Prizes	$ (800.00)		1		1	time	$ (800.00)
		$ (35,916.00)	$ (38,531.00)	**TOTAL**							$ (38,531.00)
		$ 5,984.00	**$ 5,594.00**								**$ 7,044.00**

INSTRUCTOR DEVELOPMENT - 1872											
INCOME											
463.2	Registration	$ 875.00	$ -	Course in a Box							
				Instructor Forum (3 hour)	$ 39.00	registration fee	15	registrants	1	class	$ 585.00
				Instructor Skills IDW	$ 79.00	registration fee	5	registrants	1	class	$ 395.00
		$ 585.00	$ 585.00	Instructor Skills IDW	$ 49.00	AAR Reg fee	15	registrants	1	class	$ 735.00
		$ -		Instructor Forum							
		$ 1,460.00	**$ 585.00**	**TOTAL**							**$ 1,715.00**
EXPENSE											
630	Catering/Hotel	$ (270.00)	$ (270.00)	Instructor Skills IDW	$ (21.00)	lunch	20	registrants	1	class	$ (420.00)
				Instructor Forum snacks	$ (6.00)	coffee/snack	15	registrants	1		$ (90.00)
		$ (250.00)	$ -	Course in a Box Training							
810	Professional/Contract Fees	$ (1,400.00)	$ (1,400.00)	Fees - Training Conferences/Webinars	$ (3,190.00)		1	time	1	time	$ (3,190.00)
786	Promotion	$ (100.00)	$ (100.00)	Bob Pike Webinar	$ -	fee	4	webinars	1		$ -
		$ (240.00)	$ (240.00)	Webinar recording edits	$ -	hr	4	webinars	1		$ -
				REEA Convention Registration	$ -		1		1		$ -
				ATD Conference Registration	$ -		1		1		$ -
787	Speaker Fees	$ (300.00)	$ (300.00)	Instructor Skills IDW	$ (3,000.00)	fee	1	class	1	time	$ (3,000.00)
		$ (400.00)	$ (400.00)	Teaching Tip Webinars	$ (100.00)	honorarium	4	webinars	1		$ (400.00)
		$ (3,500.00)	$ (3,500.00)	Live Streaming Trainer Workshop	$ (3,500.00)	fee	1	seminar	1		$ (3,500.00)
				Instructor Forum	$ (300.00)	honorarium	1		1		$ (300.00)
		$ (200.00)	$ -	Course in a Box Training							
788	Staff Expense	$ -	$ -	Instructor Summit Mileage	$ (8.00)		1		1		$ (8.00)
				REEA Convention hotel	$ (300.00)	per night	2	nights	1		$ (600.00)
				REEA Convention - daily expense	$ (75.00)	per day	2	days	1		$ (150.00)
				REEA Convention - airfare	$ (225.00)	airfare	1		1		$ (225.00)
		$ (600.00)	$ (600.00)	ATD Training Conference	$ (275.00)	room	3	nights	1	staff	$ (825.00)
		$ (250.00)	$ (250.00)	ATD Training Airfare	$ (400.00)	flight	1	flight	1	staff	$ (400.00)
				ATD Training Daily Expense	$ (75.00)	per day	2	days	1		$ (150.00)
		$ (1,200.00)	$ (1,200.00)	ATD Training Conference Registration							
639	Dues	$ (150.00)	$ (150.00)	REEA Membership	$ (150.00)	annual	1	membersh	1	annual	$ (150.00)
770	Supplies	$ (500.00)	$ (500.00)	Materials/Resources	$ (500.00)		1		1		$ (500.00)
		$ (9,360.00)	$ (8,910.00)	**TOTAL**							$ (13,908.00)
		$ (7,900.00)	**$ (8,325.00)**								**$ (12,193.00)**
		$ (564,037.00)	**$ (499,277.65)**	**TOTAL (EXPENSE)**							**$ (756,244.00)**
		$ 265,401.00	**$ 302,716.00**	TOTAL INCOME							**$ 434,417.00**
		$ (298,636.00)	**$ (196,561.65)**	**TOTAL NET (EXPENSE)/INCOME**							**$ (321,827.00)**

OPERATIONS & STRATEGIC INITIATIVES SUMMARY				
2017 Approved	2017 Projections	Code		2018
			PROJECTED INCOME	
$ 7,255,705.00	$ 7,559,040.00	430	INCOME	$ 9,257,770.00
$ 10,000.00	$ 11,000.00	410	INTEREST	$ 10,000.00
$ 2,000.00	$ 5,100.00	497	MISCELLANEOUS INCOME	$ 4,500.00
$ 400.00	$ 300.00	435	LAW BOOK SALES	$ 600.00
$ 118,045.14	$ 129,469.14	415	RENTS	$ 119,930.92
$ 7,386,150.14	**$ 7,704,909.14**		**TOTAL PROJECTED INCOME**	**$ 9,392,800.92**
			PROJECTED DIRECT (EXPENSES)	
$ (800.00)	$ (250.00)	551	AUTO	$ (500.00)
$ (9,775.00)	$ (9,775.00)	605	AWARDS/GIFTS	$ (10,275.00)
$ (40,800.00)	$ (32,879.00)	630	CATERING/HOTEL	$ (47,900.00)
$ (2,400.00)	$ (3,750.00)	632	COPYING	$ (5,000.00)
$ (60,750.00)	$ (58,815.00)	625	DEBT RETIREMENT/TAXES	$ (63,000.00)
$ (305,866.00)	$ (305,866.00)	700	DEPRECIATION	$ (303,622.00)
$ (65,777.60)	$ (63,489.60)	639	DUES/COMMITMENTS	$ (46,891.40)
$ (21,400.00)	$ (17,600.00)	640	EQUIPMENT MAINTENANCE/RENTAL	$ (21,400.00)
$ (6,500.00)	$ (5,925.00)	624	INSURANCE	$ (6,500.00)
$ (182,350.00)	$ (185,600.00)	690	EFT/CREDIT CARD FEES (MISCELLANEOUS)	$ (265,350.00)
$ (8,664.00)	$ (7,400.00)	780	POSTAGE	$ (8,664.00)
$ (4,120.00)	$ (600.00)	781	PRINTING	$ (4,150.00)
$ (78,745.00)	$ (66,725.00)	810	PROFESSIONAL/CONTRACT FEES	$ (78,190.00)
$ (30,000.00)	$ (30,000.00)	786	PROMOTION	$ (37,500.00)
$ (98,097.00)	$ (90,000.00)	621	REPAIRS/MAINTENANCE	$ (124,388.88)
$ (100,000.00)	$ -	750	RESERVE FUNDING	$ (1,774,927.00)
$ (3,155,961.00)	$ (2,886,752.00)	500	SALARIES/BENEFITS	$ (3,155,961.00)
$ (7,600.00)	$ (7,600.00)	540	STAFF DEVELOPMENT	$ (11,140.00)
$ (20,960.00)	$ (10,500.00)	788	STAFF EXPENSE	$ (20,700.00)
$ (26,200.08)	$ (22,199.00)	770	SUPPLIES	$ (26,520.08)
$ (4,000.00)	$ -	800	TAXES/PERSONAL PROPERTY TAX	$ (1,000.00)
$ (43,000.00)	$ (40,000.00)	850	TELEPHONE	$ (45,000.00)
$ (145,605.00)	$ (122,600.00)	867	TRAVEL (CEO/EXCOM/Officer/Other)	$ (167,015.00)
$ (3,800.00)	$ (500.00)	804	RENTAL TAXES	$ (500.00)
$ (112,880.00)	$ (112,880.00)	623	UTILITIES	$ (108,208.62)
$ (4,536,050.68)	**$ (4,081,705.60)**		**TOTAL DIRECT (EXPENSES)**	**$ (6,334,302.98)**
$ 2,850,099.46	**$ 3,623,203.54**		**TOTAL NET (EXPENSES)/INCOME**	**$ 3,058,497.94**


2018 Operations & Strategic Initiatives Income
LAW BOOK SALES, $600.00
MISCELLANEOUS INCOME, $4,500.00
RENTS, $119,930.92
INTEREST, $10,000.00
INCOME, $9,257,770.00
Operations Income Total:
$9,392,800.92


2018 Operations & Strategic Initiatives Expenses
SUPPLIES, $(26,520.08)
TAXES/PERSONAL PROPERTY TAX, $(1,000.00)
STAFF EXPENSE, $(20,700.00)
TRAVEL (CEO/EXCOM/Officer/Other), $(167,015.00)
SALARIES/BENEFITS, $(3,155,961.00)
STAFF DEVELOPMENT, $(11,140.00)
TELEPHONE, $(45,000.00)
RENTAL TAXES, $(500.00)
UTILITIES, $(108,208.62)
AUTO, $(500.00)
AWARDS/GIFTS, $(10,275.00)
CATERING/HOTEL, $(47,900.00)
COPYING, $(5,000.00)
DEBT RETIREMENT/TAXES, $(63,000.00)
DEPRECIATION, $(903,622.00)
DUES/COMMITMENTS, $(46,891.40)
EQUIPMENT MAINTENANCE/RENTAL, $(21,400.00)
INSURANCE, $(6,500.00)
EFT/CREDIT CARD FEES (MISCELLANEOUS), $(265,350.00)
POSTAGE, $(8,664.00)
PRINTING, $(4,150.00)
PROFESSIONAL/CONTRACT FEES, $(78,190.00)
PROMOTION, $(37,500.00)
REPAIRS/MAINTENANCE, $(124,388.88)
RESERVE FUNDING, $(1,774,927.00)
Operations (Expense) Total: $6,334,302.98

Code		2017 Approved	2017 Projections	Program Detail	Rate	Item	Price	Item	Price	Item	2018 Total
				GENERAL OVERHEAD - 1000							
				INCOME							
410	Gain on investments	$ 10,000.00	$ 11,000.00	RMA - Money Market Holding Account	$ 10,000.00	interest	$ 1.00	time	$ 1.00	year	$ 10,000.00
497	Miscellaneous Income	$ 2,000.00	$ 5,100.00	Miscellaneous Income	$ 4,500.00		$ 1.00		$ 1.00		$ 4,500.00
435	Law book sales	$ 400.00	$ 300.00	Law Book Sales	$ 600.00		1		1		$ 600.00
		$ 12,400.00	**$ 16,400.00**	**TOTAL**							**$ 15,100.00**
				EXPENSE							
551	Auto	$ (800.00)	$ (250.00)	Staff Mileage	$ (500.00)		1		1	staff	$ (500.00)
605	Awards/Gifts	$ (3,000.00)	$ (3,500.00)	Staff (Recognition, holiday party, etc.)	$ (3,000.00)		1		1		$ (3,000.00)
		$ (500.00)		Miscellaneous/Members (flowers, funerals, etc.)	$ (1,000.00)		1		1		$ (1,000.00)
639	Dues/Commitments	$ (10,800.00)	$ (11,500.00)	Arizona Chamber of Commerce (Moved to LPA)							
		$ -									
		$ (43.00)		Miscellaneous (Notary Bond , etc.)	$ (60.00)		1		1		$ (60.00)
		$ (50.00)		AZ Corp. Commission (fee/letters of good standing)	$ (50.00)		1		1		$ (50.00)
		$ (50.00)		Phoenix Privilege Fee	$ (50.00)		1		1		$ (50.00)
		$ -									
		$ (120.00)		Costco Membership	$ (135.00)		1		1		$ (135.00)
		$ -									
		$ (325.00)		ASAE Dues	$ (325.00)		1		1		$ (325.00)
		$ -		Law Book Sales Agreement	$ (1,400.00)		1		1		$ (1,400.00)
		$ -		Surety Bond - Renews June 2019							
640	Equipment Maintenance/Rental	$ (1,000.00)	$ (17,600.00)	Non-agreement Repairs	$ (1,000.00)		1		1		$ (1,000.00)
		$ (400.00)		Postage Machine	$ (400.00)		1		1		$ (400.00)
		$ (20,000.00)		Copier and Printer Leases	$ (20,000.00)		1		1		$ (20,000.00)
690	EFT/Credit Card Fees (Miscellaneous)	$ (170,000.00)	$ (185,600.00)	NAR EFT Fees **(2.45% of $155 *48,683 members) + RAPAC billing**	$ (250,000.00)		1		1		$ (250,000.00)
		$ -									
		$ (12,000.00)		Electronic Check Fees for Dues Paid Through eCommerce	$ (15,000.00)		1		1		$ (15,000.00)
		$ -									
		$ (350.00)		Stop Payment Fees, NSF Items	$ (350.00)		1		1		$ (350.00)
		$ -									
788	Staff Expense	$ -	$ -	Employee Headshots	$ (600.00)		1		1		$ (600.00)
781	Printing	$ (120.00)	$ (600.00)	Law eBook Conversion Fees	$ (150.00)		1		1		$ (150.00)
		$ (4,000.00)		Business Cards/Notes, Letterhead, Envelopes	$ (4,000.00)		1		1		$ (4,000.00)
810	Professional/Contract Fees	$ (1,000.00)	$ (34,500.00)	Paper Shredding	$ (45.00)		15	months	1		$ (675.00)
		$ (31,100.00)		Annual Audit	$ (33,750.00)		1		1		$ (33,750.00)
		$ (2,400.00)		Pension Plan Admin.							
		$ (1,560.00)		125 Plan Admin. (Wage Works)	$ (135.00)	month	12	months	1	time	$ (1,620.00)
		$ (420.00)		Basecamp Fees	$ (420.00)		1		1		$ (420.00)
540	Staff Development	$ (3,000.00)	$ (7,600.00)	General Training - Workshop (**CMLS Convention**, etc...)	$ (6,060.00)	miscellaneous	1	time	1	time	$ (6,060.00)
		$ (1,200.00)		November - Operations Staff - NAR EXPO (Boston) - Hotel	$ (320.00)	night	4	nights	1	staff	$ (1,280.00)
		$ (750.00)		November - Operations Staff - NAR EXPO (Boston) - Daily Expense	$ (200.00)	per diem	5	days	1	staff	$ (1,000.00)
		$ (450.00)		November - Operations Staff - NAR EXPO (Boston) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (450.00)		November - Operations Staff - NAR EXPO (Boston) - Registration	$ (450.00)	registration	1	time	1	staff	$ (450.00)
		$ (700.00)		State AE Meeting - Hotel	$ (350.00)	night	2	nights	1	CEO	$ (700.00)
		$ (200.00)		State AE Meeting - Daily Expense	$ (100.00)	per diem	2	days	1	CEO	$ (200.00)
		$ (600.00)		State AE Meeting - Airfare	$ (600.00)	airfare	1	time	1	CEO	$ (600.00)
		$ (250.00)		State AE Meeting - Registration	$ (250.00)	registration	1	time	1	CEO	$ (250.00)
770	Supplies	$ (18,000.00)	$ (19,700.00)	General (labels, scantron, badges, soda, paper, etc.)	$ (18,000.00)		1		1		$ (18,000.00)
		$ (1,300.08)		Coffee (Parks & Co.)	$ (108.34)		12		1		$ (1,300.08)
		$ (2,400.00)		Bottled Water/Coolers (Ready Refresh by Nestle)	$ (185.00)		12		1		$ (2,220.00)
		$ (1,800.00)		Checks/Invoices	$ (2,300.00)		1		1		$ (2,300.00)
		$ -									
800	Taxes/Personal Property	$ (4,000.00)	$ -	Personal Property Tax/Use Tax	$ (1,000.00)		1		1		$ (1,000.00)
850	Telephone	$ (43,000.00)	$ (40,000.00)	Long Distance, Data Lines, Mobile, Monthly Lines	$ (45,000.00)		1		1		$ (45,000.00)
		$ (338,138.08)	**$ (320,850.00)**	**TOTAL**							**$ (415,445.08)**

				RESERVE FUNDING - 1100								
700	Depreciation	$ (305,866.00)	$ (305,866.00)	2017 Capital Depreciation 3100 (based on 100% of 2016 Audit)	$ 303,622	depreciation	$ 1.00	time	$ 1.00	time	$ (303,622.00)
750	Reserve Funding	$ -		Issues Mobilization (Realtor Party)	$ (1,580,195.00)		1	time		time	$ (1,580,195.00)
		$ (100,000.00)	$ -	Operating Reserve	$ 2.00		48683	members			$ (97,366.00)
				Issues Mobilization	$ 2.00		48683	members			$ (97,366.00)
		$ (405,866.00)	**$ (305,866.00)**	**TOTAL**							**$ (2,078,549.00)**
				DUES - 1400							
430	Income	$ 7,247,705.00	$ 7,559,040.00	Represents +4% from 2017 budget	$ 190.00	year	48683	members	$ 1.00	time	$ 9,249,770.00
				FPUs of 46,811 to 48,683 FPU's							
		$ 8,000.00		Affiliate Dues	$ 8,000.00						$ 8,000.00
		$ 7,255,705.00	**$ 7,559,040.00**	**TOTAL**							**$ 9,257,770.00**
				OPERATIONS SUPPORT - 1901							
630	Catering/Hotel	$ (2,000.00)	$ (2,000.00)	Staff Meetings	$ (2,000.00)		1		1	staff	$ (2,000.00)
632	Copying	$ (2,400.00)	$ (3,750.00)	Operations Copies (Coded to each Primary Area in 2017)	$ (5,000.00)	annually	1	time	1	time	$ (5,000.00)
639	Dues/Commitments	$ (4,000.00)	$ (1,600.00)	CEO State Bar Dues/CLE Fees	$ (4,000.00)	annually	1	time	1	CEO	$ (4,000.00)
		$ -		CMLS Membership	$ (925.00)	annually	1	time	1	CEO	$ (925.00)
780	Postage	$ (1,664.00)	$ (7,400.00)	UPS (weekly pick-up fee)	$ (32.00)	week	52	weeks	1	svc chg	$ (1,664.00)
		$ (7,000.00)		Postage (all programs and general office)	$ (7,000.00)	annually	1	time	1	time	$ (7,000.00)
786	Promotion	$ (5,000.00)	$ (5,000.00)	AAR Events/Incentives	$ (5,000.00)	fee	1	time	1	time	$ (5,000.00)
		$ -	$ -	Sponsorships	$ (5,000.00)		1	time	1	time	$ (5,000.00)
788	Staff Expense	$ (800.00)	$ (500.00)	In-state Travel	$ (800.00)	travel	1	time	1	staff	$ (800.00)
		$ (22,864.00)	**$ (20,250.00)**	**TOTAL**							**$ (31,389.00)**
				ASSOCIATION RELATIONS - 1903							
810	Professional/Contracts	$ (2,500.00)	$ (2,500.00)	NAR Mandatory Core Standards Support	$ (2,500.00)		1		1		$ (2,500.00)
630	Catering/Hotel	$ (900.00)	$ (8,800.00)	AE Workshop - AAR Staff Hotel	$ (150.00)	night	1	nights	6	staff	$ (900.00)
		$ (900.00)		AE Workshop - AAR Staff Mileage (Senior VPS)	$ (150.00)		1	time	6	staff	$ (900.00)
		$ (5,000.00)		AE Workshop - Catering	$ (5,000.00)	breakfast/dinner	1	time	1	workshop	$ (5,000.00)
		$ (1,000.00)		AE Lunches/Breakfasts at AAR Meetings	$ (1,000.00)	lunch	2	lunches	1	time	$ (2,000.00)
		$ (2,500.00)		AEI State Night Out Dinner	$ (2,500.00)	dinner	1	time	1	dinner	$ (2,500.00)
		$ -		Past Presidents Dinner	$ (6,000.00)		1		1		$ (6,000.00)
788	Staff Expense	$ (2,000.00)		Office/Staff to Association Events	$ (2,000.00)		1		1		$ (2,000.00)
786	Promotion	$ (5,000.00)	$ (5,000.00)	Association Relations/Promotion/Line Officer Hosting	$ (5,000.00)		1		1		$ (5,000.00)
		$ (19,800.00)	**$ (16,300.00)**	**TOTAL**							**$ (26,800.00)**
				NATIONAL MEETINGS - 1905							
630	Catering/Hotel	$ (3,300.00)	$ (2,679.00)	AZ Reception at Region XI Conference (Albuquerque, NM)	$ (110.00)	attendees	30	each	1	event	$ (3,300.00)
639	Dues/Commitments	$ (34,389.60)	$ (50,389.60)	Region XI dues (pay Dec. 2017 for 2018)	$ (0.80)		48683	members	1	time	$ (38,946.40)
		$ (1,000.00)		Airfare Increase Pool - National Travel	$ (1,000.00)	miscellaneous	1	pool	1	pool	$ (1,000.00)
		$ (15,000.00)		MIPIM Sponsorship		sponsorship	1		1		
867	Travel/CEO (All travel in 867 for 2017)	$ (1,000.00)	$ (83,000.00)	February - President's Circle - (Maui, Hawaii) - Daily Expense (March 5-8, 2017)		per diem	4	days	1	CEO	
		$ (700.00)		February - President's Circle - (Maui, Hawaii) - Airfare		airfare	1	traveler	1	CEO	
		$ (495.00)		February - President's Circle - (Maui, Hawaii) - Registration		registration	1	time	1	CEO	
		$ (1,000.00)		March - AE Institute (Charlotte, NC) - Hotel	$ (250.00)	night	4	nights	1	CEO	$ (1,000.00)
		$ (500.00)		March - AE Institute (Charlotte, NC) - Daily Expense	$ (100.00)	per diem	5	days	1	CEO	$ (500.00)
		$ (400.00)		March - AE Institute (Charlotte, NC) - Airfare	$ (480.00)	airfare	1	traveler	1	CEO	$ (480.00)
		$ (575.00)		March - AE Institute (Charlotte, NC) - Registration	$ (575.00)	registration	1	time	1	CEO	$ (575.00)
		$ (200.00)		Meeting with NAR CEO - Daily Expense	$ (200.00)	per diem	2	days	1	CEO	$ (400.00)
		$ (500.00)		April - Region XI Conference (Albuquerque, NM) - Hotel	$ (300.00)	night	2	nights	1	CEO	$ (600.00)
		$ (300.00)		April - Region XI Conference (Albuquerque, NM) - Daily Expense	$ (100.00)	per diem	3	days	1	CEO	$ (300.00)
		$ (500.00)		April - Region XI Conference (Albuquerque, NM) - Airfare	$ (350.00)	airfare	1	traveler	1	CEO	$ (350.00)
		$ (1,920.00)		May - NAR Legislative (D.C.) - Hotel	$ (320.00)	night	7	nights	1	CEO	$ (2,240.00)
		$ (1,400.00)		May - NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	8	days	1	CEO	$ (1,600.00)
		$ (600.00)		May - NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	2	traveler	1	CEO	$ (1,200.00)
		$ (450.00)		August - NAR Leadership Summit (Chicago) - Daily Expense	$ (150.00)	per diem	3	days	1	CEO	$ (450.00)
		$ (450.00)		August - NAR Leadership Summit (Chicago) - Airfare	$ (450.00)	airfare	1	traveler	1	CEO	$ (450.00)
		$ (1,500.00)		November - NAR EXPO (Boston, MA) - Hotel	$ (320.00)	night	6	nights	1	CEO	$ (1,920.00)
		$ (750.00)		November - NAR EXPO (Boston, MA) - Daily Expense	$ (200.00)	per diem	6	days	1	CEO	$ (1,200.00)
		$ (450.00)		November - NAR EXPO (Boston, MA) - Airfare	$ (600.00)	airfare	2	traveler	1	CEO	$ (1,200.00)

		$ (450.00)		November - NAR EXPO (Boston, MA) - Registration	$ (450.00)	registration	1	time	1	CEO	$ (450.00)
867	Travel/Officer (All travel in 867 for 2017)	$ (1,500.00)		**President** - Misc. (registration fees, function tickets, etc.)	$ (1,500.00)	miscellaneous	1	pool	1	Pres	$ (1,500.00)
		$ (1,000.00)		February - President's Circle - (Maui, Hawaii) - Daily Expense (March 5-8, 2017)		per diem	4	days	1	Pres	
		$ (700.00)		February - President's Circle - (Maui, Hawaii) - Airfare		airfare	1	traveler	1	Pres	
		$ (495.00)		February - President's Circle - (Maui, Hawaii) - Registration		registration	1	time	1	Pres	
		$ (500.00)		April - President - Region XI Conference (Albuquerque, NM) - Hotel	$ (300.00)	night	2	nights	1	Pres	$ (600.00)
		$ (200.00)		April - President - Region XI Conference (Albuquerque,NM) - Daily Expense	$ (100.00)	per diem	2	days	1	Pres	$ (200.00)
		$ (500.00)		April - President - Region XI Conference (Albuquerque, NM) - Airfare	$ (350.00)	airfare	1	traveler	1	Pres	$ (350.00)
		$ (1,920.00)		May - President - NAR Legislative (D.C.) - Hotel	$ (320.00)	night	7	nights	1	Pres	$ (2,240.00)
		$ (1,400.00)		May - President - NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	8	days	1	Pres	$ (1,600.00)
		$ (600.00)		May - President - NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	2	traveler	1	Pres	$ (1,200.00)
		$ (1,500.00)		November - President - NAR EXPO (Boston, MA) - Hotel	$ (320.00)	night	6	nights	1	Pres	$ (1,920.00)
		$ (750.00)		November - President - NAR EXPO (Boston, MA) - Daily Expense	$ (200.00)	per diem	6	days	1	Pres	$ (1,200.00)
		$ (450.00)		November - President - NAR EXPO (Boston, MA) - Airfare	$ (600.00)	airfare	2	traveler	1	Pres	$ (1,200.00)
		$ (1,200.00)		**President-elect** - Misc. (registration fees, function tickets, etc.)	$ (1,200.00)	miscellaneous	1	pool	1	Pres-elect	$ (1,200.00)
		$ (1,000.00)		February - President's Circle - (Maui, Hawaii) - Daily Expense (March 5-8, 2017)		per diem	4	days	1	Pres-elect	
		$ (700.00)		February - President's Circle - (Maui, Hawaii) - Airfare		airfare	1	traveler	1	Pres-elect	
		$ (495.00)		February - President's Circle - (Maui, Hawaii) - Registration		registration	1	time	1	Pres-elect	
		$ (500.00)		April - President-elect - Region XI Conference (Albuquerque, NM) - Hotel	$ (300.00)	night	2	nights	1	Pres-elect	$ (600.00)
		$ (200.00)		April - President-elect - Region XI Conference (Albuquerque, NM) - Daily Exper	$ (100.00)	per diem	2	days	1	Pres-elect	$ (200.00)
		$ (500.00)		April - President-elect - Region XI Conference (Albuquerque, NM) - Airfare	$ (350.00)	airfare	1	traveler	1	Pres-elect	$ (350.00)
		$ (1,920.00)		May - President-elect - NAR Legislative (D.C.) - Hotel	$ (320.00)	night	7	nights	1	Pres-elect	$ (2,240.00)
		$ (1,400.00)		May - President-elect - NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	8	days	1	Pres-elect	$ (1,600.00)
		$ (600.00)		May - President-elect - NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	2	traveler	1	Pres-elect	$ (1,200.00)
		$ (450.00)		August - President-elect - NAR Leadership Summit (Chicago) - Daily Expense	$ (150.00)	per diem	3	days	1	Pres-elect	$ (450.00)
		$ (450.00)		August - President-elect - NAR Leadership Summit (Chicago) - Airfare	$ (450.00)	airfare	1	traveler	1	Pres-elect	$ (450.00)
		$ (1,500.00)		November - President-elect - NAR EXPO (Boston, MA) - Hotel	$ (320.00)	night	6	nights	1	Pres-elect	$ (1,920.00)
		$ (750.00)		November - President-elect - NAR EXPO (Boston, MA) - Daily Expense	$ (200.00)	per diem	6	days	1	Pres-elect	$ (1,200.00)
		$ (450.00)		November - President-elect - NAR EXPO (Boston, MA) - Airfare	$ (600.00)	airfare	2	traveler	1	Pres-elect	$ (1,200.00)
		$ (1,200.00)		**First VP** - Misc. (registration fees & function tickets)	$ (1,200.00)	miscellaneous	1	pool	1	First VP	$ (1,200.00)
		$ (1,000.00)		February - President's Circle - (Maui, Hawaii) - Daily Expense (March 5-8, 2017)		per diem	4	days	1	First VP	
		$ (700.00)		February - President's Circle - (Maui, Hawaii) - Airfare		airfare	1	traveler	1	First VP	
		$ (495.00)		February - President's Circle - (Maui, Hawaii) - Registration		registration	1	time	1	First VP	
		$ (500.00)		April - First VP - Region XI Conference (Albuquerque, NM) - Hotel	$ (300.00)	night	2	nights	1	First VP	$ (600.00)
		$ (200.00)		April - First VP - Region XI Conference (Albuquerque, NM) - Daily Expense	$ (100.00)	per diem	2	days	1	First VP	$ (200.00)
		$ (500.00)		April - First VP - Region XI Conference (Albuquerque, NM) - Airfare	$ (350.00)	airfare	1	traveler	1	First VP	$ (350.00)
		$ (1,920.00)		May - First VP - NAR Legislative (D.C.) - Hotel	$ (320.00)	night	7	nights	1	First VP	$ (2,240.00)
		$ (1,400.00)		May - First VP - NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	8	days	1	First VP	$ (1,600.00)
		$ (600.00)		May - First VP - NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	2	traveler	1	First VP	$ (1,200.00)
		$ (1,500.00)		November - First VP - NAR EXPO (Boston, MA) - Hotel	$ (320.00)	night	6	nights	1	First VP	$ (1,920.00)
		$ (750.00)		November - First VP - NAR EXPO (Boston, MA) - Daily Expense	$ (200.00)	per diem	6	days	1	First VP	$ (1,200.00)
		$ (450.00)		November - First VP - NAR EXPO (Boston, MA) - Airfare	$ (600.00)	airfare	2	traveler	1	First VP	$ (1,200.00)
		$ (1,200.00)		**Treasurer** - Misc. (registration fees & function tickets)	$ (1,200.00)	miscellaneous	1	pool	1	Treasurer	$ (1,200.00)
		$ (1,000.00)		February - President's Circle - (Maui, Hawaii) - Daily Expense (March 5-8, 2017)		per diem	4	days	1	Treasurer	
		$ (700.00)		February - President's Circle - (Maui, Hawaii) - Airfare		airfare	1	traveler	1	Treasurer	
		$ (495.00)		February - President's Circle - (Maui, Hawaii) - Registration		registration	1	time	1	Treasurer	
		$ (500.00)		April - Treasurer - Region XI Conference (Albuquerque, NM) - Hotel	$ (300.00)	night	2	nights	1	Treasurer	$ (600.00)
		$ (200.00)		April - Treasurer - Region XI Conference (Albuquerque, NM) - Daily Expense	$ (100.00)	per diem	2	days	1	Treasurer	$ (200.00)
		$ (500.00)		April - Treasurer - Region XI Conference (Albuquerque, NM) - Airfare	$ (350.00)	airfare	1	traveler	1	Treasurer	$ (350.00)
		$ (1,920.00)		May - Treasurer - NAR Legislative (D.C.) - Hotel	$ (320.00)	night	7	nights	1	Treasurer	$ (2,240.00)
		$ (1,400.00)		May - Treasurer - NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	8	days	1	Treasurer	$ (1,600.00)
		$ (600.00)		May - Treasurer - NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	2	traveler	1	Treasurer	$ (1,200.00)
		$ (1,500.00)		November - Treasurer - NAR EXPO (Boston, MA) - Hotel	$ (320.00)	night	6	nights	1	Treasurer	$ (1,920.00)
		$ (750.00)		November - Treasurer - NAR EXPO (Boston, MA) - Daily Expense	$ (200.00)	per diem	6	days	1	Treasurer	$ (1,200.00)
		$ (450.00)		November - Treasurer - NAR EXPO (Boston, MA) - Airfare	$ (600.00)	airfare	2	traveler	1	Treasurer	$ (1,200.00)

867	Travel/Other (All travel in 867 for 2017)	$ (3,840.00)		March - (Officer) -MIPIM Conference (Nice, France) - Hotel		night	6	nights	2	Officers	
		$ (3,000.00)		March - (Officer) -MIPIM Conference (Nice, France) - Daily Expense		per diem	6	days	2	Officers	
		$ (3,240.00)		March - (Officer) - MIPIM Conference (Nice, France) - Airfare		airfare	1	trip	2	Officers	
		$ (1,200.00)		March - (Officer) - MIPIM Conference (Nice, France) - Regisration		registration	1	time	2	Officers	
		$ (3,000.00)		May - Immediate Past President - NAR Legislative (D.C.)	$ (4,400.00)		1	time	1	Past Pres	$ (4,400.00)
		$ (3,000.00)		November - Immediate Past President - NAR EXPO (Boston, MA)	$ (3,800.00)		1	time	1	Past Pres	$ (3,800.00)
		$ (10,000.00)		Region XI 2019 RVP travel expenses	$ (15,000.00)		1		1	RVP	$ (15,000.00)
		$ -		November - NAR Directors - NAR Legislative (D.C.)	$ (4,400.00)		1	time		Director	$ (4,400.00)
		$ -		November - NAR Directors - NAR EXPO (Boston, MA)	$ (3,800.00)		1	time		Director	$ (3,800.00)
		$ -		November - NAR Directors - NAR EXPO (Boston, MA) - Registration	$ (450.00)	registration	1	time		Director	$ (450.00)
		$ (400.00)		Region 11 VP - Leadership Conference	$ (200.00)	hotel	2	nights	1	member	$ (400.00)
		$ (800.00)		Region 11 VP - Arizona Realtor Convention	$ (200.00)	hotel	4	nights	1	member	$ (800.00)
		$ (1,000.00)		National/Regional Expenses	$ (1,000.00)		1	pool	1	pool	$ (1,000.00)
788	Staff Expense	$ (2,000.00)	$ (6,400.00)	March - Operations Staff - NAR AEI (Charlotee, NC) - Hotel	$ (250.00)	night	4	nights	2	staff	$ (2,000.00)
		$ (1,000.00)		March - Operations Staff - NAR AEI (Charlotte, NC) - Daily Expense	$ (100.00)	per diem	5	days	2	staff	$ (1,000.00)
		$ (800.00)		March - Operations Staff - NAR AEI (Charlotte, NC) - Airfare	$ (480.00)	airfare	1	time	2	staff	$ (960.00)
		$ (1,050.00)		March - Operations Staff - NAR AEI (Charlotte, NC) - Registration	$ (525.00)	registration	1	registratio	2	staff	$ (1,050.00)
		$ (1,600.00)		May - Operations Staff - NAR Legislative (D.C.) - Hotel	$ (320.00)	night	5	nights	1	staff	$ (1,600.00)
		$ (1,200.00)		May - Operations Staff - NAR Legislative (D.C.) - Daily Expense	$ (200.00)	per diem	6	days	1	staff	$ (1,200.00)
		$ (600.00)		May - Operations Staff - NAR Legislative (D.C.) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (1,200.00)		November - Operations Staff - NAR EXPO (Boston, MA) - Hotel	$ (320.00)	night	4	nights	1	staff	$ (1,280.00)
		$ (750.00)		November - Operations Staff - NAR EXPO (Boston, MA) - Daily Expense	$ (200.00)	per diem	5	days	1	staff	$ (1,000.00)
		$ (450.00)		November - Operations Staff - NAR EXPO (Boston, MA) - Airfare	$ (600.00)	airfare	1	time	1	staff	$ (600.00)
		$ (450.00)		November - Operations Staff - NAR EXPO (Boston, MA) - Registration	$ (450.00)	registration	1	registratio	1	staff	$ (450.00)
		$ (154,469.60)	**$ (142,468.60)**	**TOTAL**							**$ (151,991.40)**

EXECUTIVE COMMITTEE SUPPORT - 1920											
605	Awards/Gifts	$ (175.00)	$ (6,275.00)	Permanent Plaque Plates	$ (175.00)		1		1		$ (175.00)
		$ (1,500.00)		DSA & Vision Award	$ (1,500.00)		1		1		$ (1,500.00)
		$ (2,000.00)		President's Gift/Plaque	$ (2,000.00)		1		1		$ (2,000.00)
		$ (100.00)		President-elect's Gavel	$ (100.00)		1		1		$ (100.00)
		$ (2,500.00)		Recognition	$ (2,500.00)		1		1		$ (2,500.00)
630	Catering/Hotel	$ (2,200.00)	$ (19,400.00)	April - Planning Session (A/V, Room Rental, Internet)	$ (2,200.00)		1		1		$ (2,200.00)
		$ (600.00)		April - Planning Session - Resort Charge	$ (600.00)		1		1		$ (600.00)
		$ (12,000.00)		April - Planning Session - Meal(s)	$ (12,000.00)		1		1		$ (12,000.00)
		$ (2,000.00)		January - 2019 Planning Session Deposit	$ (2,000.00)		1		1		$ (2,000.00)
		$ (2,000.00)		May - 2019 Planning Session Deposit	$ (2,000.00)		1		1		$ (2,000.00)
		$ (1,750.00)		ExCom Meeting - Lunches	$ (350.00)		5	meetings	1		$ (1,750.00)
		$ (150.00)		ExCom Meeting - Snacks	$ (50.00)		5	meetings	1		$ (250.00)
		$ (4,500.00)		October - ExCom Thank You Dinner (Leadership Conference)	$ (4,500.00)		1		1		$ (4,500.00)
770	Supplies	$ (2,700.00)	$ (2,499.00)	Swanepoel Reports	$ (108.00)		25	books	1		$ (2,700.00)
810	Professional/Contract Fees	$ (5,000.00)	$ -	National Facilitator for April Planning Session	$ (12,500.00)	fee	1		1		$ (12,500.00)
867	Travel/CEO	$ (140.00)	$ (37,100.00)	March - Arizona Realtor Convention - Hotel	$ (300.00)	night	3	night	1	CEO	$ (900.00)
		$ (100.00)		March - Arizona Realtor Convention - Daily Expense	$ (100.00)	per diem	4	days	1	CEO	$ (400.00)
		$ (150.00)		March - Arizona Realtor Convention - Mileage	$ (40.00)	day	1	rental	1	CEO	$ (40.00)
		$ (150.00)		October - Leadership Conference - Hotel	$ (230.00)	night	2	night	1	CEO	$ (460.00)
		$ (50.00)		October - Leadership Conference - Daily Expense	$ (50.00)	per diem	3	day	1	CEO	$ (150.00)
		$ (150.00)		October - Leadership Conference - Mileage	$ (60.00)	day	1	rental	1	CEO	$ (60.00)
		$ (1,500.00)		CEO Update Travel	$ (1,500.00)	misc expense	1	pool	1	CEO	$ (1,500.00)
867	Travel/ExCom	$ (4,620.00)		March - Arizona Realtor Convention - Hotel	$ (300.00)	night	3	nights	11	members	$ (9,900.00)
		$ (2,200.00)		March - Arizona Realtor Convention - Daily Expense	$ (50.00)	per diem	4	days	11	members	$ (2,200.00)
		$ (3,300.00)		October - Leadership Conference - Hotel	$ (230.00)	night	2	nights	11	members	$ (5,060.00)
		$ (1,650.00)		October - Leadership Conference - Daily Expense	$ (50.00)	per diem	3	days	11	members	$ (1,650.00)
		$ (8,475.00)		Mileage Pool for all ExCom Meetings and Conferences	$ (0.57)	mile	1000	miles	15	members	$ (8,550.00)
867	Travel/Officer	$ (1,680.00)		March -Arizona Realtor Convention - Hotel	$ (300.00)	night	3	nights	4	officers	$ (3,600.00)
		$ (800.00)		March - Arizona Realtor Convention - Daily Expense	$ (50.00)	per diem	4	days	4	officers	$ (800.00)
		$ (1,000.00)		October - Leadership Conference - Hotel	$ (230.00)	night	2	nights	4	officers	$ (1,840.00)
		$ (600.00)		October - Leadership Conference - Daily Expense	$ (50.00)	per diem	3	days	4	officers	$ (600.00)
		$ (6,000.00)		Officer Visits/Mileage Pool	$ (8,000.00)	mileage pool	1	pool	1	pool	$ (8,000.00)
		$ (9,000.00)		In-state Travel Hotel Rooms	$ (150.00)	night	15	nights	4	officers	$ (9,000.00)
		$ -	$ -	Line Officer Retreat	$ (2,500.00)	day	1	day	1	day	$ (2,500.00)
867	Travel/Other	$ (6,360.00)		April - Planning Session - Hotel	$ (200.00)	night	1	night	24	members	$ (4,800.00)
		$ (4,500.00)		April - Planning Session - Mileage	$ (4,500.00)	day	1	pool	1	pool	$ (4,500.00)
		$ (1,000.00)		RVPs Mileage Pool (local association visits)	$ (1,000.00)	misc expense	1	pool	1	pool	$ (1,000.00)
788	Staff Expense	$ (840.00)	$ (3,600.00)	March - Operations Staff - Arizona Realtor Convention - Hotel	$ (300.00)	night	3	nights	1	staff	$ (900.00)
		$ (400.00)		March - Operations Staff - Arizona Realtor Convention - Daily Expense	$ (50.00)	per diem	2	days	2	staff	$ (200.00)
		$ (400.00)		March - Operations Staff - Arizona Realtor Convention - Mileage	$ (50.00)	day	1	day	2	staff	$ (100.00)
		$ (2,120.00)		April - AAR Staff - Planning Session - Hotel	$ (200.00)	night	1	night	8	staff	$ (1,600.00)
		$ (800.00)		April - AAR Staff - Planning Session - Daily Expense	$ (50.00)	per diem	2	days	8	staff	$ (800.00)
		$ (1,000.00)		April - AAR Staff - Planning Session - Mileage	$ (125.00)	day	1	day	8	staff	$ (1,000.00)
		$ (800.00)		October - Operations Staff - Leadership Conference - Hotel	$ (230.00)	night	2	night	1	staff	$ (460.00)
		$ (300.00)		October - Operations Staff - Leadership Conference - Daily Expense	$ (50.00)	per diem	3	days	2	staff	$ (300.00)
		$ (400.00)		October - Operations Staff - Leadership Conference - Mileage	$ (50.00)	day	2		2	staff	$ (200.00)
		$ (99,660.00)	**$ (68,874.00)**	**TOTAL**							**$ (119,845.00)**

CONSUMER OUTREACH - 1955											
810	Professional/Contract Fees	$ (6,000.00)	$ (4,000.00)	Spokesperson Training - Officers	$ (6,000.00)		$ 1.00		$ 1.00		$ (6,000.00)
786	Promotion	$ (20,000.00)	$ (20,000.00)	Community Involvement/Community Service Awards	$ (20,000.00)		$ 1.00		$ 1.00		$ (20,000.00)
		$ -	$ -	Homeless Initiative	$ (2,500.00)		$ 1.00		$ 1.00		$ (2,500.00)
867	Travel/Other	$ (2,500.00)	$ (2,500.00)	Miscellaneous Travel (Officers)	$ (2,500.00)		$ 1.00		$ 1.00		$ (2,500.00)
		$ (28,500.00)	**$ (26,500.00)**	**TOTAL**							**$ (31,000.00)**
PERSONNEL - 1990											
525	Salaries/Benefits	$ (9,937.00)	$ (2,886,752.00)	Workers Compensation	$ -	fee	$ 1.00	time	$ 1.00	time	$ (9,937.00)
530		$ (187,686.00)		401K	$ -	contributions	$ 1.00	time	$ 1.00	time	$ (187,686.00)
510		$ (269,429.00)		Insurance	$ -	fee	$ 1.00	time	$ 1.00	time	$ (269,429.00)
503		$ (212,967.00)		Payroll Taxes/Fees	$ -	taxes	$ 1.00	time	$ 1.00	time	$ (212,967.00)
501		$ (2,475,942.00)		Salaries (30)	$ -	salaries	$ 1.00	time	$ 1.00	time	$ (2,475,942.00)
		$ (3,155,961.00)	**$ (2,886,752.00)**	**TOTAL**							**$ (3,155,961.00)**

				BUILDING - 6000							
				INCOME							
415	Rents	$ 30,448.00	$ 45,672.00	**AHCC** (expires 8/31/2018)	$ 4,202.46	month	$ 8.00	months	$ 1.00		$ 33,619.68
		$ 5,595.78	$ 11,359.44	**Dr. Sun** (expires 6/30/2019) (1/1/18-6/30/18)	$ 960.61	month	$ 6.00		$ 1.00		$ 5,763.66
		$ 5,763.66		**Dr. Sun** (expires 6/30/2019) (7/1/18-12/31/18)	$ 989.43	month	$ 6.00		$ 1.00		$ 5,936.58
		$ 6,067.24	$ 18,565.72	**Assoc. of Golf Merchandisers** (expires 4/30/2020) (1/1/18-4/30/18)	$ 1,562.31	month	$ 4.00	months	$ 1.00		$ 6,249.24
		$ 12,498.48		**Assoc. of Golf Merchandisers** (expires 4/30/2020) (5/1/18-12/31/18)	$ 1,609.18	month	$ 8.00	months	$ 1.00		$ 12,873.44
		$ 16,071.90	$ 19,382.72	**Southwest Institute** (expires 10/31/18) (1/1/18-10/31/18)	$ 1,655.41	month	$ 10.00	months	$ 1.00		$ 16,554.10
		$ 3,310.82		**Southwest Institute** (expires 10/31/18) (11/1/18 - 12/31/18)	$ 1,705.07	month	$ 2.00	months	$ 1.00		$ 3,410.14
		$ 16,989.78	$ 34,489.26	**Urban Fabric Builders** (expires 6/30/2019) (1/1/18-6/30/18)	$ 2,916.58	month	$ 6.00	months	$ 1.00		$ 17,499.48
		$ 17,499.48		**Urban Fabric Builders** (expires 6/30/2019) (7/1/18-12/31/18)	$ 3,004.10	month	$ 6.00	months	$ 1.00		$ 18,024.60
		$ 3,800.00		**Rental Tax Receipts**							$ -
		$ 118,045.14	**$ 129,469.14**	**TOTAL**							**$ 119,930.92**
				EXPENSE							
625	Real Estate Taxes	$ (60,750.00)	$ (58,815.00)	Property Taxes	$ (63,000.00)		1		1		$ (63,000.00)
804	Rental taxes	$ (3,800.00)	$ (500.00)	Rental Taxes	$ (500.00)		1		1		$ (500.00)
624	Insurance	$ (6,500.00)	$ (5,925.00)	Property Insurance (Osborn)	$ (6,500.00)		1		1		$ (6,500.00)
810	Professional/Contract Fees	$ (10,600.00)	$ (10,725.00)	Management Fees	$ (10,560.00)		1		1		$ (10,560.00)
		$ (40.00)		Permits/Fees	$ (40.00)		1		1		$ (40.00)
		$ (125.00)		Check Fees	$ (125.00)		1		1		$ (125.00)
		$ (18,000.00)	$ (15,000.00)	Leasing Agent Commission	$ (10,000.00)		1		1		$ (10,000.00)
621	Repairs/Maintenance	$ (3,500.00)	$ (90,000.00)	General Upkeep (lights, air filters, etc.)	$ (3,500.00)		1		1		$ (3,500.00)
		$ (1,900.00)		Pest Control	$ (2,100.00)		1		1		$ (2,100.00)
		$ (2,288.00)		Elevator	$ (4,934.00)		1		1		$ (4,934.00)
		$ (8,000.00)		Building/General	$ (6,500.00)		1		1		$ (6,500.00)
		$ (7,500.00)		HVAC - AZ Control Specialist Contract	$ (5,362.56)		1		1		$ (5,362.56)
		$ (5,200.00)		HVAC Service Contract	$ (7,740.00)		1		1		$ (7,740.00)
		$ (3,500.00)		HVAC Miscellaneous Repairs	$ (7,519.32)		1		1		$ (7,519.32)
		$ (2,450.00)		Security/Fire Alarm/Extinguishers	$ (3,724.00)		1		1		$ (3,724.00)
		$ (5,200.00)		Exterior Repairs/Maintenance	$ (10,400.00)		1		1		$ (10,400.00)
		$ (429.00)		Security Monitoring	$ (429.00)		1		1		$ (429.00)
		$ (14,000.00)		Interior Repairs/Maintenance	$ (23,780.00)		1		1		$ (23,780.00)
		$ (32,700.00)		Janitorial/Window Cleaning	$ (36,800.00)		1		1		$ (36,800.00)
		$ (5,000.00)		Pictures/Furnishings	$ (5,000.00)		1		1		$ (5,000.00)
		$ (6,430.00)		Landscaping - Maintenance	$ (6,600.00)		1		1		$ (6,600.00)
623	Utilities	$ (102,780.00)	$ (112,880.00)	Electricity	$ (99,725.00)		1		1		$ (99,725.00)
		$ (8,500.00)		Sewer/Water	$ (7,179.50)		1		1		$ (7,179.50)
		$ (1,600.00)		Trash	$ (1,304.12)		1		1		$ (1,304.12)
		$ (310,792.00)	**$ (293,845.00)**	**TOTAL**	**$ (323,322.50)**						**$ (323,322.50)**
		$ (4,536,050.68)	$ (4,081,705.60)	**TOTAL (EXPENSE)**							$ (6,334,302.98)
		$ 7,386,150.14	$ 7,704,909.14	TOTAL INCOME							$ 9,392,800.92
		$ 2,850,099.46	**$ 3,623,203.54**	**TOTAL NET (EXPENSE)/INCOME**							**$ 3,058,497.94**