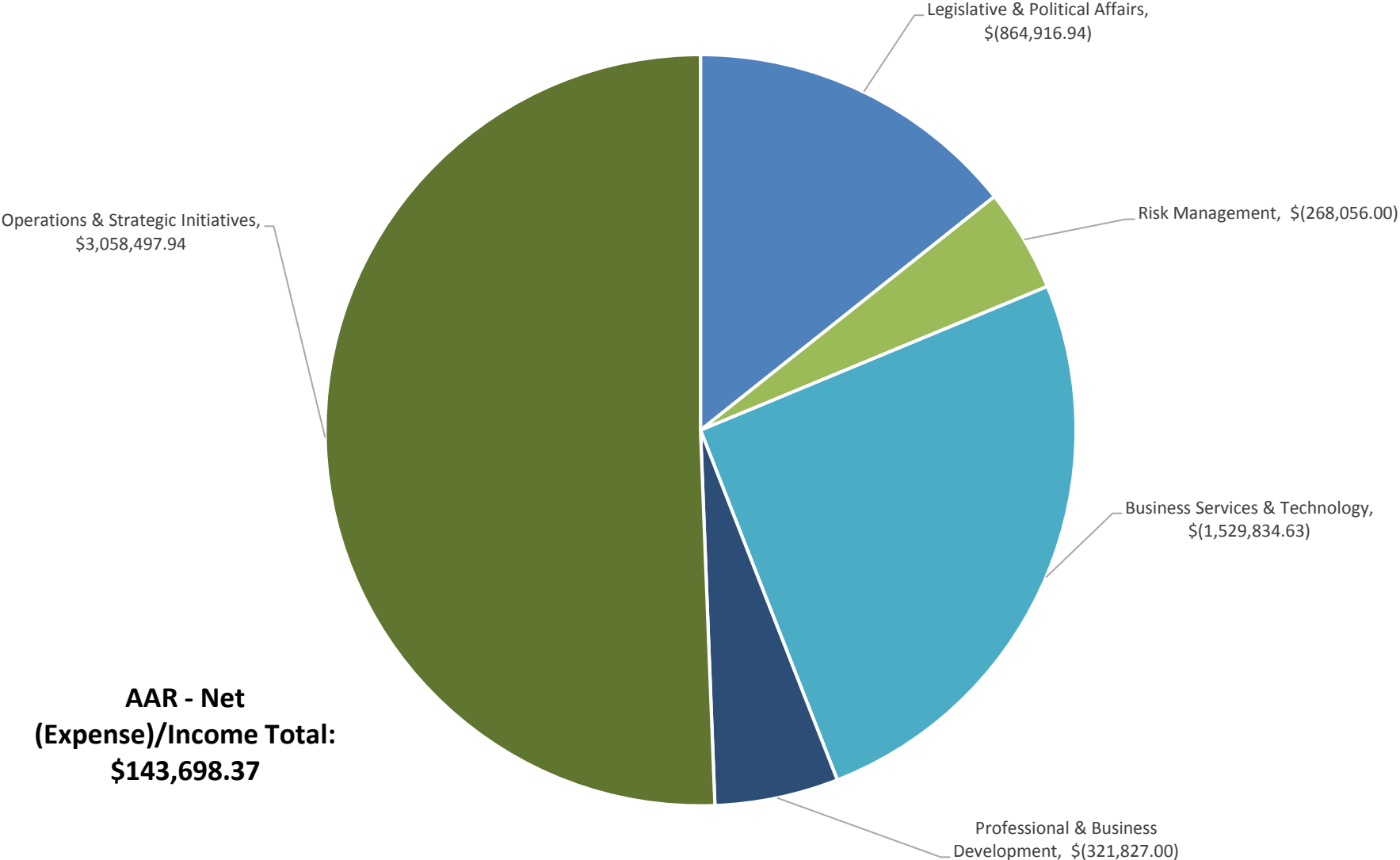




2018 Operating and Capital Budget

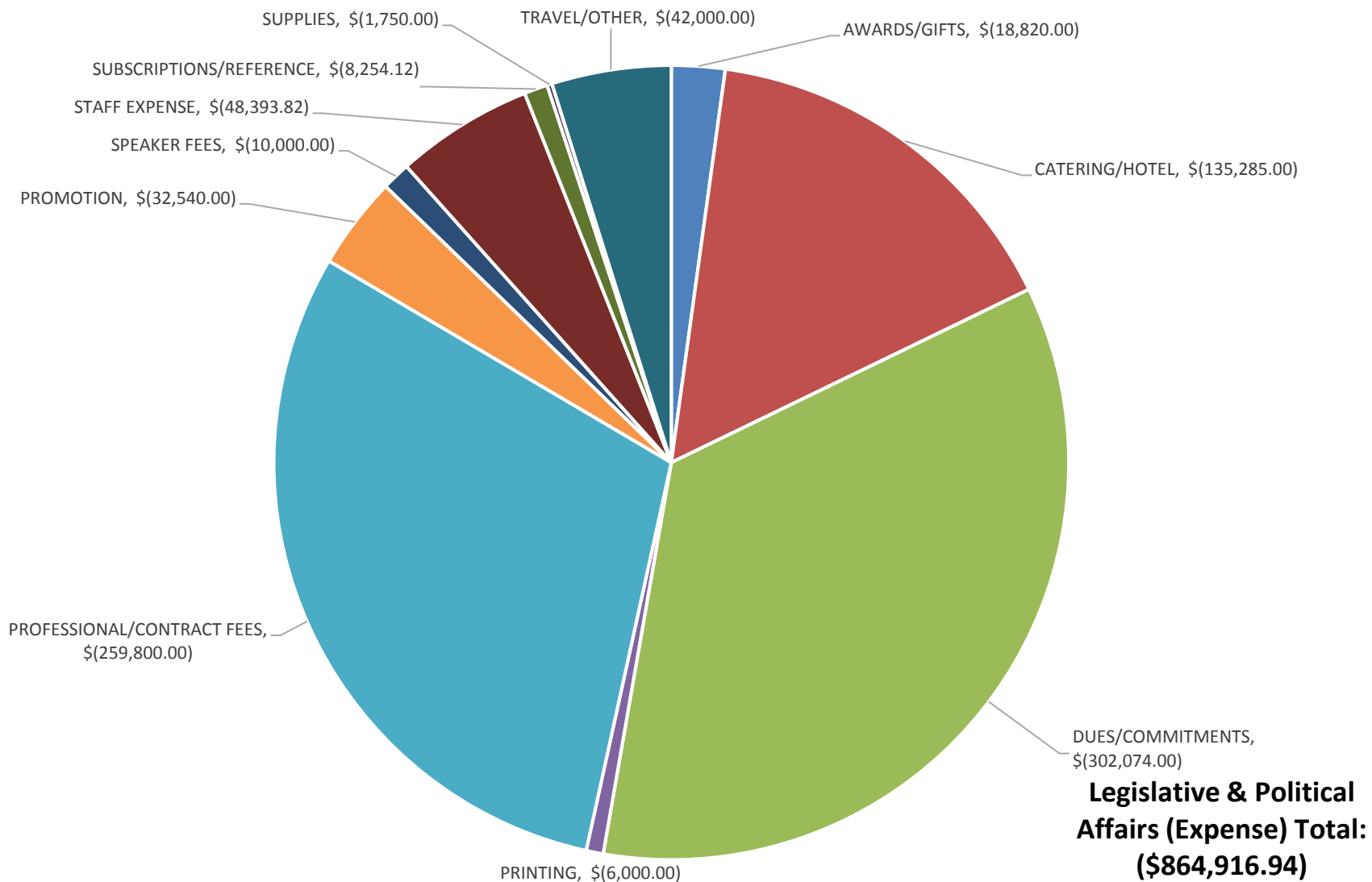
2017 Budget	2017 Projections	Areas by Primary Committee	2018
\$ (421,672.85)	\$ (405,595.34)	Legislative & Political Affairs	\$ (864,916.94)
\$ (269,379.00)	\$ (224,634.00)	Risk Management	\$ (268,056.00)
\$ (1,181,911.43)	\$ (928,799.23)	Business Services & Technology	\$ (1,529,834.63)
\$ (298,636.00)	\$ (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							
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



LEGISLATIVE AND POLITICAL AFFAIRS

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)

LEGISLATIVE AND POLITICAL AFFAIRS

		\$ (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	1	staff	\$ (11,000.00)	
		\$ -	\$ -	Arizona Tax Research Association	\$ (10,000.00)	annual	1	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 - AV	\$ (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	\$ (9,000.00)	
		\$ (95,550.00)	\$ (118,750.00)							\$ (129,250.00)	

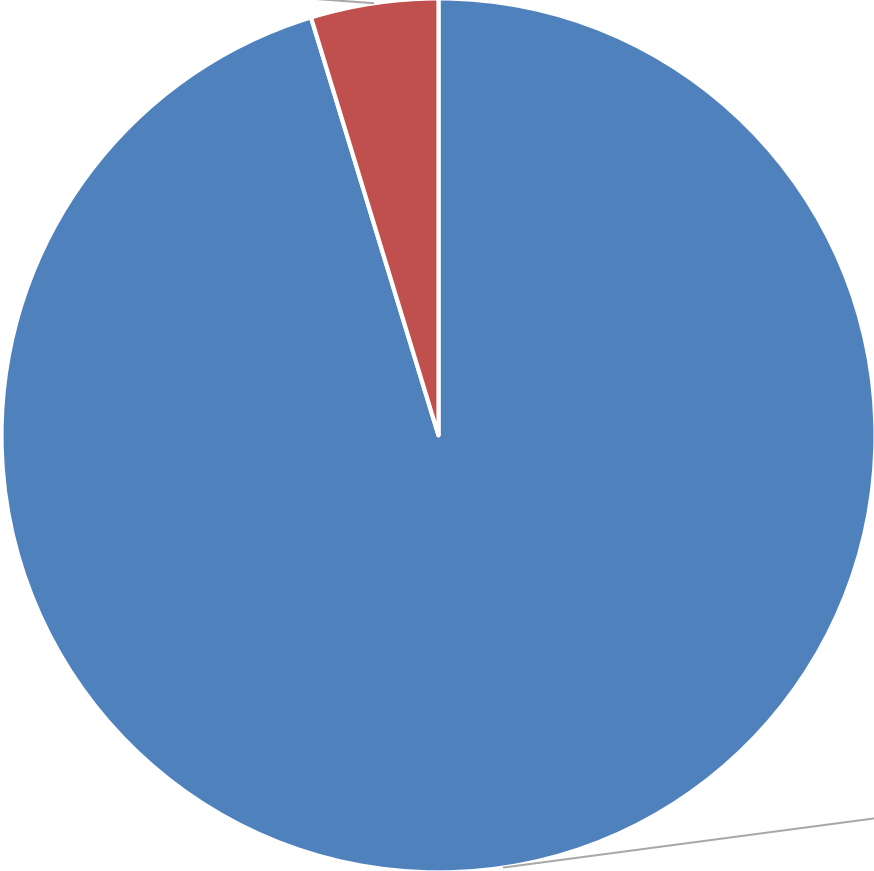
LEGISLATIVE AND POLITICAL AFFAIRS

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)							\$ (864,916.94)
		\$ (421,672.85)	\$ (405,595.34)							\$ (864,916.94)
										\$ (864,916.94)
										\$ -
										\$ (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

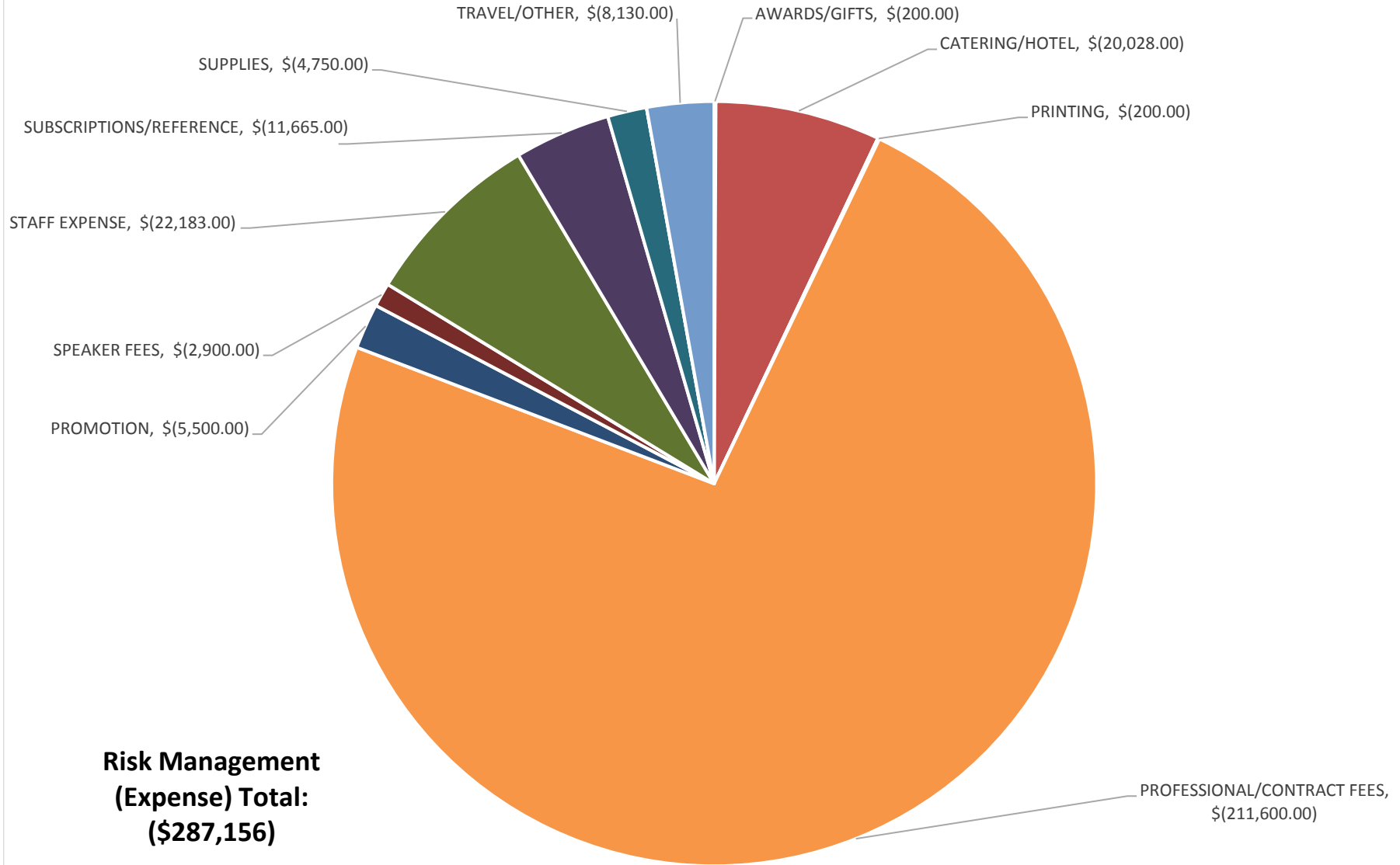
REGISTRATION FEES, \$900.00



PS ENFORCEMENT INCOME,
\$18,200.00

**Risk Management
Income Total:
\$19,100**

2018 Risk Management Expenses



RISK MANAGEMENT

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	\$ -						\$ -
		\$ -	\$ -								\$ -

RISK MANAGEMENT

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

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	staff \$ (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						

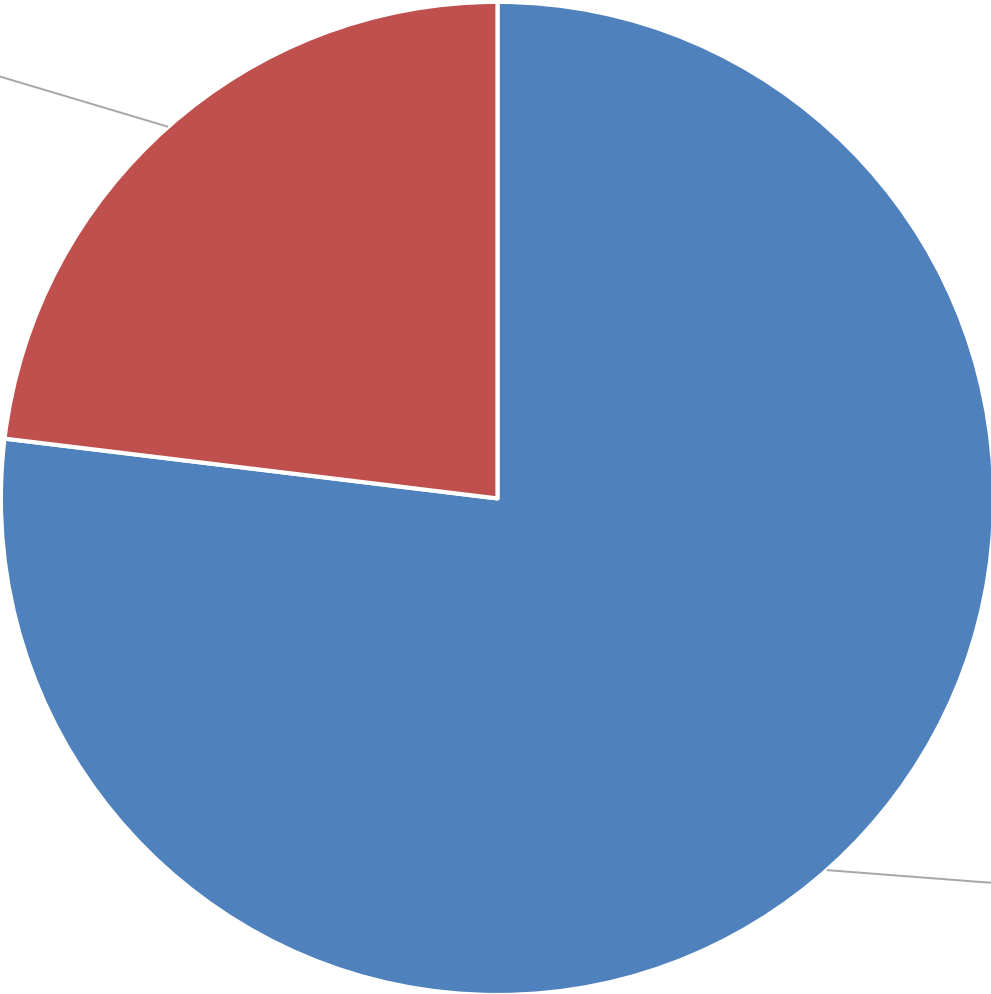
RISK MANAGEMENT

		\$ (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

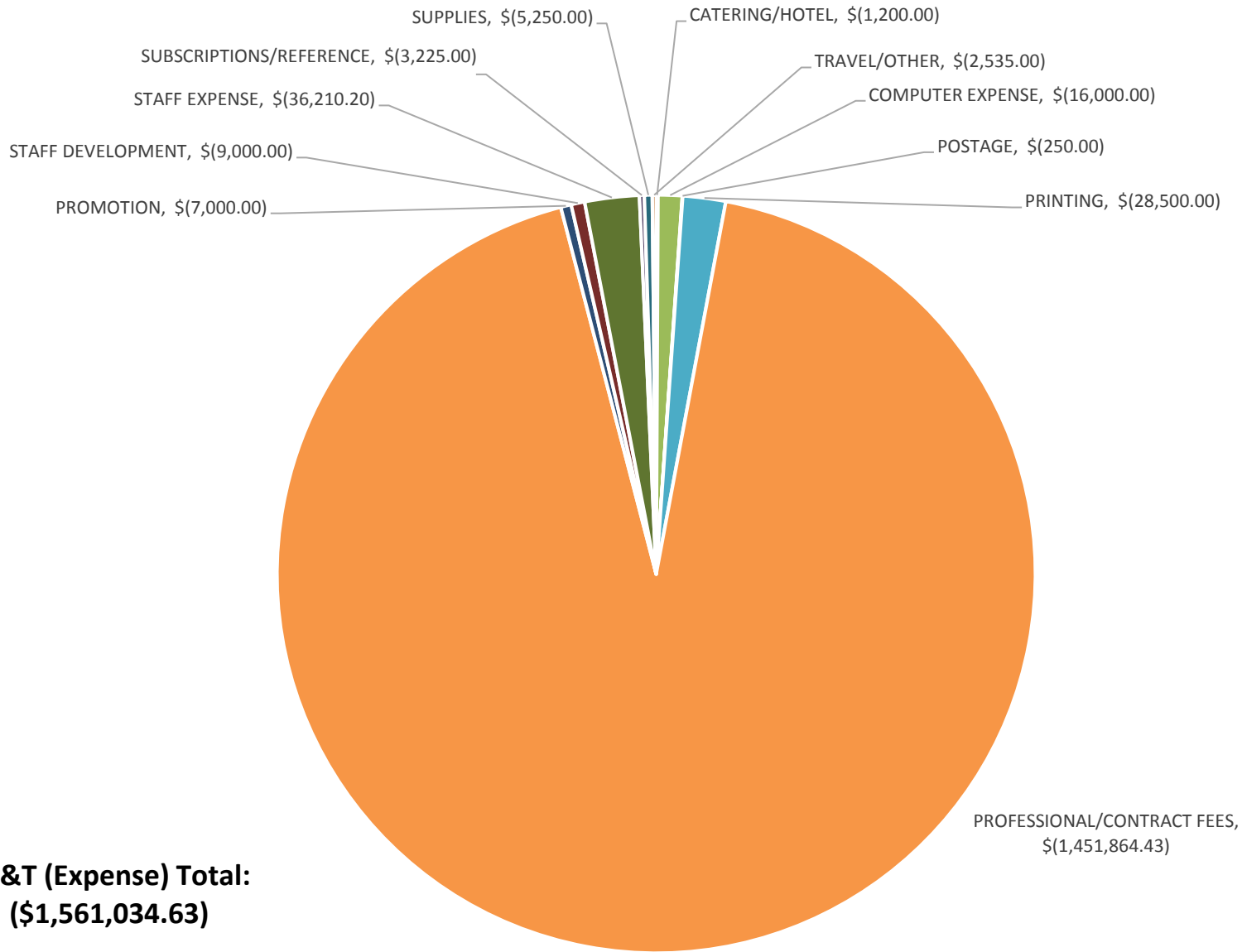
Communications, \$7,200.00



Forms Licensing, \$24,000.00

**BS&T Income Total:
\$31,200**

2018 Business Services & Technology Expenses



BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

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 Azure Subscription	\$ (10,000.00)	protection		1 license		1 yearly	\$ (10,000.00)	
		\$ (6,600.00)	\$ (3,600.00)	Microsoft Azure 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, COMMUNICATIONS and TECHNOLOGY

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, COMMUNICATIONS and TECHNOLOGY

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)

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

IT RESOURCES AND SECURITY MANAGEMENT - 1730									
631	Computer Expense	\$ (12,500.00)	\$ (10,000.00)	Desktop/Laptop Maintenance & Support	\$ (15,000.00)		1		\$ (15,000.00)
810	Professional/Contract Fees	\$ (1,250.00)	\$ (1,200.00)	Infrastructure Server Imaging Veritas/Symantec	\$ (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 Conference	\$ (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 Videoconferencing	\$ (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 Scans	\$ (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 Scans	\$ (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 Procedures	\$ (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)

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

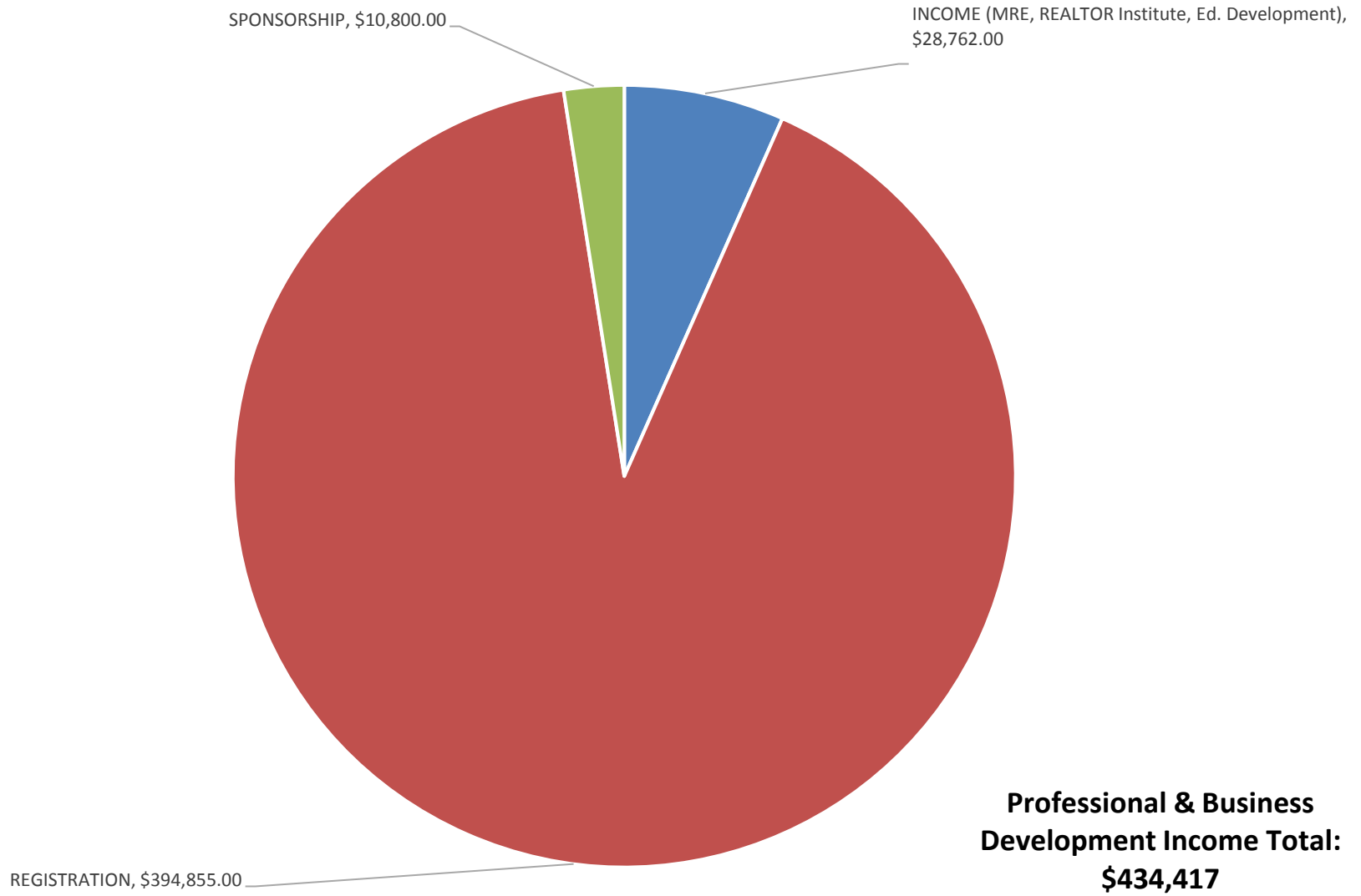
COMMUNICATIONS - 1780										
INCOME										
466.2	Advertising Income	\$ 7,200.00	\$ 7,200.00	Ads (AAR Email Blasts)	\$ 7,200.00			1	1	\$ 7,200.00
466.3	Income	\$ -	\$ 1,200.00	Website Banner Ads						
466.1		\$ -		Print AZR Subscription						
		\$ 7,200.00	\$ 8,400.00	1780 INCOME						\$ 7,200.00
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)

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

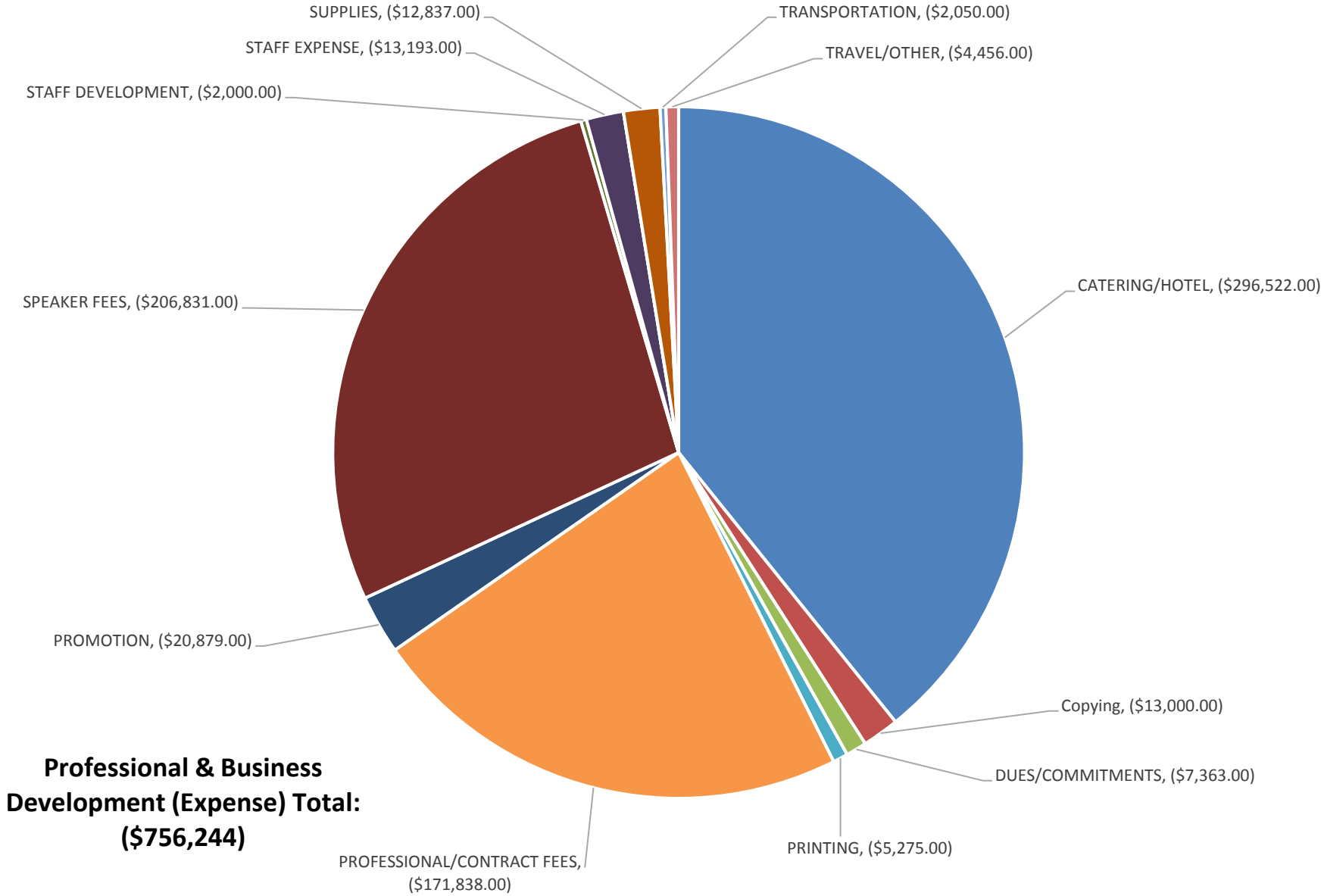
790	Subscriptions/Reference	\$ (500.00)	\$ (500.00)	References and Texts	\$ (500.00)		1		1	\$ (500.00)
		\$ (170.00)	\$ (150.00)	Feedblitz	\$ (170.00)		1		1	\$ (170.00)
		\$ (300.00)	\$ (300.00)	Business Intelligence Subscription	\$ (300.00)		1		1	\$ (300.00)
		\$ -	\$ (400.00)	Other References						
		\$ (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



2018 Professional & Business Development Expenses



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)

PROFESSIONAL AND BUSINESS DEVELOPMENT

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)	honorarium	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						
		\$ (600.00)	\$ (600.00)	Contract Conversation Video Editing	\$ (900.00)	per video	4 videos	1		\$ (3,600.00)
		\$ (35.00)		Mack in a Minute Video Editing						
		\$ (100.00)	\$ (100.00)	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)

PROFESSIONAL AND BUSINESS DEVELOPMENT

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)	

PROFESSIONAL AND BUSINESS DEVELOPMENT

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)
				Conf 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)

PROFESSIONAL AND BUSINESS DEVELOPMENT

		\$ (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)	

PROFESSIONAL AND BUSINESS DEVELOPMENT

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	

PROFESSIONAL AND BUSINESS DEVELOPMENT

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								\$ 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)								\$ (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)	\$ (229.00)	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)

PROFESSIONAL AND BUSINESS DEVELOPMENT

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	

PROFESSIONAL AND BUSINESS DEVELOPMENT

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)

PROFESSIONAL AND BUSINESS DEVELOPMENT

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, ldrshp, 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)		Karaoke night							
		\$ (1,000.00)		AAR Business: AAR Candidate Reception							
		\$ (100.00)		Planning Workgroup Lunch							
		\$ (300.00)		AAR Business: Executive Committee & Officer Meeting	\$ (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)

PROFESSIONAL AND BUSINESS DEVELOPMENT

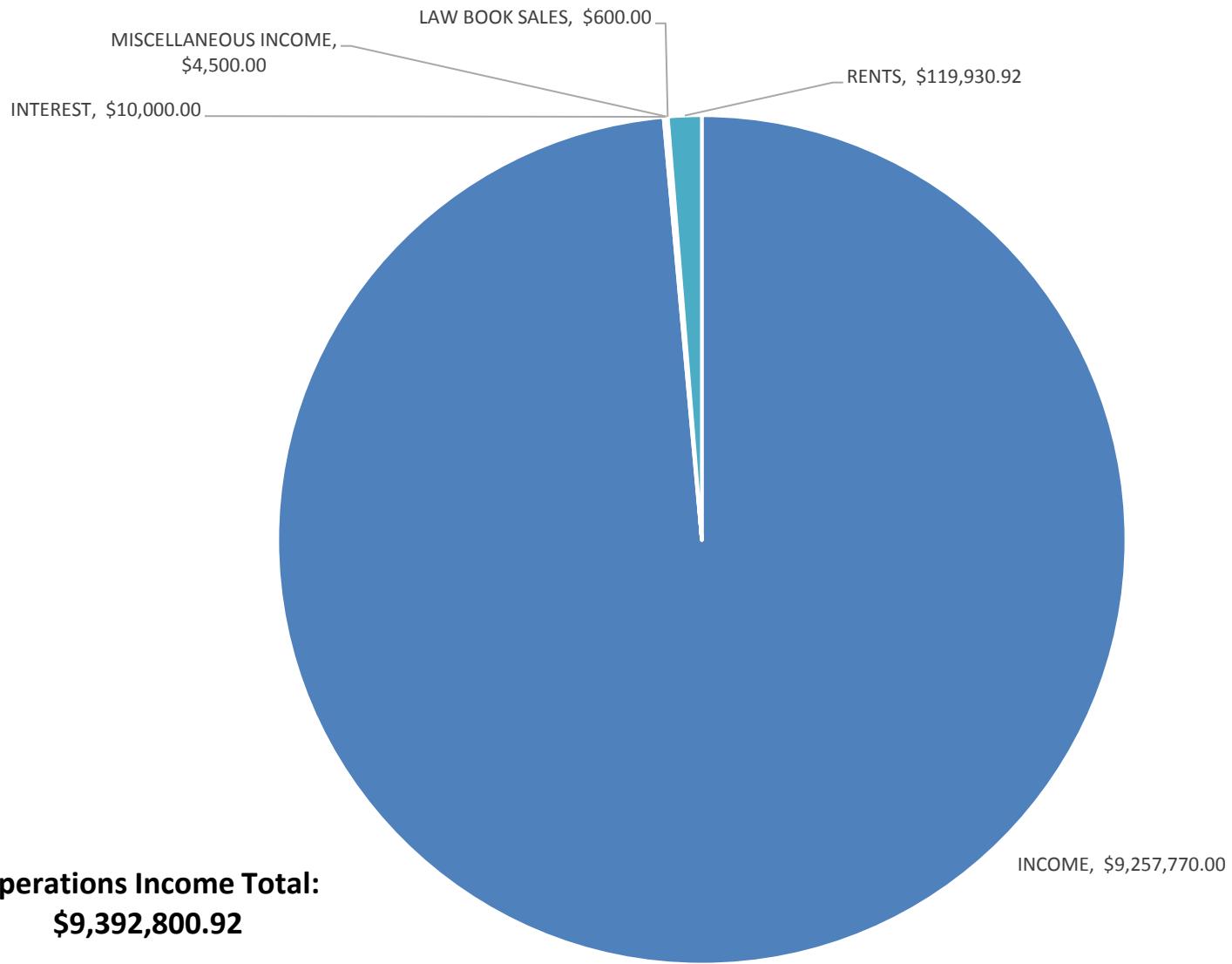
INDUSTRY PARTNERS CONFERENCE - 1850											
INCOME											
471	Registration	\$ 31,150.00	\$ 33,375.00	Registration Fees	\$ 89.00		375	attendees	1	\$ 33,375.00	
		\$ 1,000.00	\$ 1,000.00	Breakfast sponsor	\$ 1,000.00	fee	1	sponsor	1	\$ 1,000.00	
				Break sponsors	\$ 1,400.00	fee	1		1	\$ 1,400.00	
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	

PROFESSIONAL AND BUSINESS DEVELOPMENT

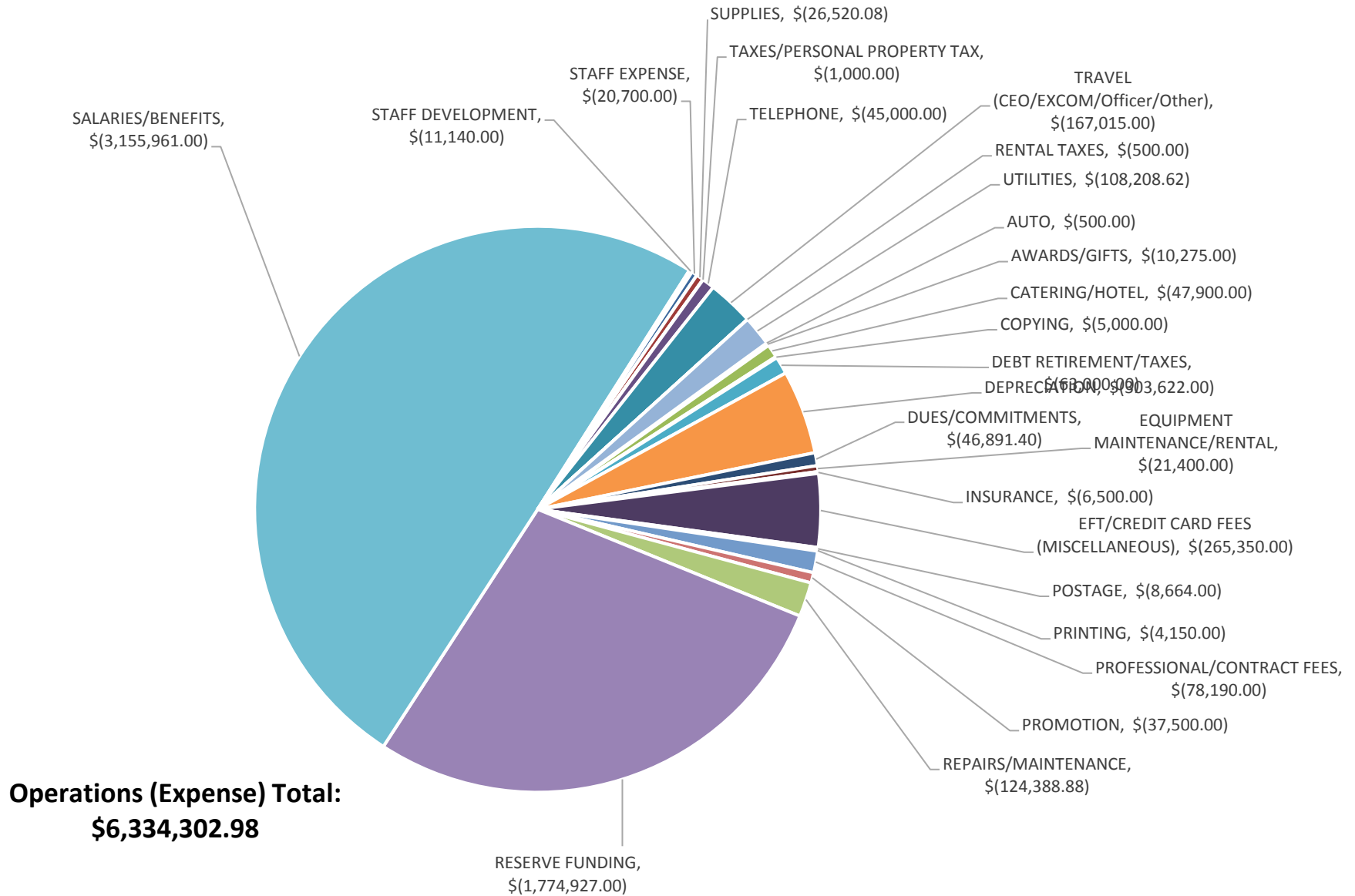
INSTRUCTOR DEVELOPMENT - 1872										
INCOME										
463.2	Registration	\$ 875.00	\$ -	Course in a Box						
				Instructor Forum (3 hour)	\$ 39.00	registration fee	15 registrants	1 class	\$ 585.00	
				Instructor Skills IDW	\$ 79.00	registration fee	5 registrants	1 class	\$ 395.00	
		\$ 585.00	\$ 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



2018 Operations & Strategic Initiatives Expenses



OPERATIONS AND STRATEGIC INITIATIVES

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	\$ (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	\$ (6,060.00)
		\$ (1,200.00)		November - Operations Staff - NAR EXPO (Boston) - Hotel	\$ (320.00)	night		4	nights	1	\$ (1,280.00)
		\$ (750.00)		November - Operations Staff - NAR EXPO (Boston) - Daily Expense	\$ (200.00)	per diem		5	days	1	\$ (1,000.00)
		\$ (450.00)		November - Operations Staff - NAR EXPO (Boston) - Airfare	\$ (600.00)	airfare		1	time	1	\$ (600.00)
		\$ (450.00)		November - Operations Staff - NAR EXPO (Boston) - Registration	\$ (450.00)	registration		1	time	1	\$ (450.00)
		\$ (700.00)		State AE Meeting - Hotel	\$ (350.00)	night		2	nights	1	\$ (700.00)
		\$ (200.00)		State AE Meeting - Daily Expense	\$ (100.00)	per diem		2	days	1	\$ (200.00)
		\$ (600.00)		State AE Meeting - Airfare	\$ (600.00)	airfare		1	time	1	\$ (600.00)
		\$ (250.00)		State AE Meeting - Registration	\$ (250.00)	registration		1	time	1	\$ (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)

OPERATIONS AND STRATEGIC INITIATIVES

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
				FPU's 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)

OPERATIONS AND STRATEGIC INITIATIVES

		\$ (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 Expense	\$ (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)

OPERATIONS AND STRATEGIC INITIATIVES

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) - Registration		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 (Charlotte, 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	registration	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	registration	1	staff	\$ (450.00)
		\$ (154,469.60)	\$ (142,468.60)	TOTAL							\$ (151,991.40)

OPERATIONS AND STRATEGIC INITIATIVES

EXECUTIVE COMMITTEE SUPPORT - 1920										
605	Awards/Gifts	\$ (175.00)	\$ (6,275.00)	Permanent Plaque Plates	\$ (175.00)			1		\$ (175.00)
		\$ (1,500.00)		DSA & Vision Award	\$ (1,500.00)			1		\$ (1,500.00)
		\$ (2,000.00)		President's Gift/Plaque	\$ (2,000.00)			1		\$ (2,000.00)
		\$ (100.00)		President-elect's Gavel	\$ (100.00)			1		\$ (100.00)
		\$ (2,500.00)		Recognition	\$ (2,500.00)			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		\$ (2,200.00)
		\$ (600.00)		April - Planning Session - Resort Charge	\$ (600.00)			1		\$ (600.00)
		\$ (12,000.00)		April - Planning Session - Meal(s)	\$ (12,000.00)			1		\$ (12,000.00)
		\$ (2,000.00)		January - 2019 Planning Session Deposit	\$ (2,000.00)			1		\$ (2,000.00)
		\$ (2,000.00)		May - 2019 Planning Session Deposit	\$ (2,000.00)			1		\$ (2,000.00)
		\$ (1,750.00)		ExCom Meeting - Lunches	\$ (350.00)			5 meetings		\$ (1,750.00)
		\$ (150.00)		ExCom Meeting - Snacks	\$ (50.00)			5 meetings		\$ (250.00)
		\$ (4,500.00)		October - ExCom Thank You Dinner (Leadership Conference)	\$ (4,500.00)			1		\$ (4,500.00)
770	Supplies	\$ (2,700.00)	\$ (2,499.00)	Swanepoel Reports	\$ (108.00)			25 books		\$ (2,700.00)
810	Professional/Contract Fees	\$ (5,000.00)	\$ -	National Facilitator for April Planning Session	\$ (12,500.00)	fee		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)

OPERATIONS AND STRATEGIC INITIATIVES

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)

OPERATIONS AND STRATEGIC INITIATIVES

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