



PROPOSED 2019 Operating Budget

2018 Budget	2018 Projections	Primary Committee	2019 Budget
\$ (864,916.94)	\$ (797,193.87)	Legislative & Political Affairs	\$ (906,495.94)
\$ (268,056.00)	\$ (269,182.93)	Risk Management	\$ (298,481.00)
\$ (1,529,834.63)	\$ (1,313,464.00)	Business Services & Technology	\$ (1,315,385.53)
\$ (321,827.00)	\$ (312,889.89)	Professional & Business Development	\$ (443,723.00)
\$ 3,058,497.94	\$ 3,708,642.46	Operations & Strategic Initiatives	\$ 3,106,793.02
\$73,863.37	\$ 1,015,911.77	* Net (Expense)/Income Totals *	\$ 142,707.55

LEGISLATIVE & POLITICAL AFFAIRS							
2018 Approved	2018 Projections	Code					2019
PROJECTED INCOME							
\$ -							
\$ -		TOTAL PROJECTED INCOME					\$ -
PROJECTED DIRECT (EXPENSES)							
\$ (18,820.00)	\$ (14,100.00)	605	AWARDS/GIFTS				\$ (18,820.00)
\$ (135,285.00)	\$ (125,007.25)	630	CATERING/HOTEL				\$ (144,535.00)
\$ -	\$ -	632	COPYING				\$ (1,000.00)
\$ (302,074.00)	\$ (305,824.00)	639	DUES/COMMITMENTS				\$ (333,413.00)
\$ (1,750.00)	\$ (1,690.00)	770	SUPPLIES				\$ (1,750.00)
\$ (6,000.00)	\$ (2,100.00)	781	PRINTING				\$ (6,000.00)
\$ (32,540.00)	\$ (23,140.00)	786	PROMOTION				\$ (32,540.00)
\$ (10,000.00)	\$ (10,000.00)	787	SPEAKER FEES				\$ (10,000.00)
\$ (48,383.82)	\$ (23,643.50)	788	STAFF EXPENSE				\$ (2,000.00)
\$ (8,264.12)	\$ (8,239.12)	790	SUBSCRIPTIONS/REFERENCE				\$ (8,254.12)
\$ (259,800.00)	\$ (249,450.00)	810	PROFESSIONAL/CONTRACT FEES				\$ (259,800.00)
\$ -	\$ -	860	CONFERENCES				\$ (29,800.00)
\$ (42,000.00)	\$ (34,000.00)	867	TRAVEL/OTHER				\$ (58,583.82)
\$ (864,916.94)	\$ (797,193.87)	TOTAL DIRECT (EXPENSES)					\$ (906,495.94)
\$ (864,916.94)	\$ (797,193.87)	TOTAL NET (EXPENSES)/INCOME					\$ (906,495.94)

LEGISLATIVE AND POLITICAL AFFAIRS

A	B	C	D	E	F	G	H	I	J	K	L
Code	Category	2018 Approved	2018 Projections		Rate	Item	Qty	Item	Qty	Item	2019 Total
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)	
632	Copying	\$ -	\$ -	Copying	\$ (1,000.00)	annual	1	1		\$ (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)		Arizona REALTOR® Conference - Mileage	\$ -		1 trip	4 staff		\$ -	
		\$ (780.00)	\$ (240.00)	Arizona REALTOR® Conference - Daily Expense	\$ -	per diem	4 days	3 staff		\$ -	
		\$ (750.00)		Arizona REALTOR® Conference (NAR Staff) - Hotel	\$ -	night	2 nights	2 staff		\$ -	
		\$ (2,500.08)	\$ (2,000.00)	Local Association Visits - Hotel	\$ -	night	3 nights	4 staff		\$ -	
		\$ (2,730.00)	\$ (1,500.00)	Local Association Visits - Daily Expense	\$ -	per diem	14 trips	3 staff		\$ -	
		\$ (7,603.74)	\$ (3,720.00)	Local Association Visits - Mileage	\$ -	per mile	1 trip	14081 miles		\$ -	
860	Conferences	\$ -		Arizona REALTOR® Conference - Mileage	\$ (115.00)		1 trip	4 staff		\$ (460.00)	
		\$ -	\$ -	Arizona REALTOR® Conference - Daily Expense	\$ (65.00)	per diem	4 days	3 staff		\$ (780.00)	
867	Travel	\$ -		Arizona REALTOR® Conference (NAR Staff) - Hotel	\$ (187.50)	night	2 nights	2 staff		\$ (750.00)	
867.2	Staff Travel	\$ -	\$ -	Local Association Visits - Hotel	\$ (208.34)	night	3 nights	4 staff		\$ (2,500.08)	
		\$ -	\$ -	Local Association Visits - Daily Expense	\$ (65.00)	per diem	14 trips	3 staff		\$ (2,730.00)	
		\$ -	\$ -	Local Association Visits - Mileage	\$ (0.54)	per mile	1 trip	14081 miles		\$ (7,603.74)	
		\$ (22,008.82)	\$ (13,505.00)							\$ (23,008.82)	
LEGISLATIVE ADVOCACY - 1510											
639	Dues /Commitments	\$ (1,065.00)	\$ (1,065.00)	Phoenix Chamber of Commerce	\$ (1,065.00)	annual	1	1		\$ (1,065.00)	
		\$ (11,000.00)	\$ (15,000.00)	Arizona Chamber of Commerce	\$ (20,000.00)	annual	1 time	1 staff		\$ (20,000.00)	
		\$ (10,000.00)	\$ (10,000.00)	Arizona Tax Research Association	\$ (10,000.00)	annual	1 time	1 staff		\$ (10,000.00)	
786	Promotion	\$ (10,000.00)	\$ (10,000.00)	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	\$ -	sponsorship	1 annual	2 sponsorships		\$ -	
		\$ (1,100.00)	\$ (600.00)	American Legislative Economic Council (ALEC) Conference - Airfare	\$ -	airfare	1 trip	2 staff		\$ -	
		\$ (2,000.00)	\$ (1,200.00)	American Legislative Economic Council (ALEC) Conference - Hotel	\$ -	night	4 days	2 staff		\$ -	
		\$ (1,000.00)	\$ (1,000.00)	American Legislative Economic Council (ALEC) Conference - Daily Expense	\$ -	per diem	5 days	2 staff		\$ -	
		\$ (1,000.00)	\$ (400.00)	GAD Seminar - Daily Expense	\$ -	per diem	5 days	2 staff		\$ -	
		\$ (3,000.00)	\$ (700.00)	GAD Seminar - Hotel	\$ -	night	5 days	2 staff		\$ -	
		\$ (1,000.00)	\$ (650.00)	GAD Seminar - Airfare	\$ -	airfare	1 time	2 staff		\$ -	
		\$ (900.00)	\$ (450.00)	GAD Seminar - Registration	\$ -	registration	1 time	2 staff		\$ -	
		\$ (900.00)	\$ (900.00)	NAR EXPO (San Francisco, CA) - Airfare	\$ -	airfare	1 time	2 staff		\$ -	
		\$ (900.00)	\$ (900.00)	NAR EXPO (San Francisco, CA) - Registration	\$ -	registration	1 time	2 staff		\$ -	
		\$ (3,500.00)	\$ (2,400.00)	NAR EXPO (San Francisco, CA) - Hotel	\$ -	night	5 nights	2 staff		\$ -	
		\$ (2,000.00)	\$ (1,000.00)	NAR EXPO (San Francisco, CA) - Daily Expense	\$ -	per diem	5 days	2 staff		\$ -	
		\$ (500.00)		NCSL Conference - National Council of State Governments - Daily Expense	\$ -	per diem	5 days	1 staff		\$ -	
		\$ (550.00)		NCSL Conference - National Council of State Governments - Airfare	\$ -	airfare	1 time	1 staff		\$ -	
		\$ (500.00)	\$ (1,000.00)	NCSL Conference - National Council of State Governments - Sponsorship	\$ -	annual	1 time	1 sponsorship		\$ -	
		\$ (1,000.00)		NCSL Conference - National Council of State Governments - Hotel	\$ -	night	4 nights	1 staff		\$ -	
		\$ (300.00)		NAR Campaign School - Daily Expense	\$ -	per diem	3 days	1 staff		\$ -	
		\$ (400.00)		NAR Campaign School - Hotel	\$ -	night	2 days	1 staff		\$ -	
		\$ (100.00)		NAR Campaign School - Registration	\$ -	registration	1 time	1 staff		\$ -	
		\$ (350.00)		NAR Campaign School - Airfare	\$ -	airfare	1 time	1 staff		\$ -	
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)	

LEGISLATIVE AND POLITICAL AFFAIRS

A	B	C	D	E	F	G	H	I	J	K	L	
56		\$ (25.00)		AZ Capitol Times Mobile App	\$ (25.00)	time		1 app		1 time	\$ (25.00)	
57		\$ (3,420.00)	\$ (3,420.00)	AZ News Svc/Yellow Sheets (1 annual)	\$ (285.00)	annual		12 months		1 subscription	\$ (3,420.00)	
58		\$ (200.00)	\$ (200.00)	Miscellaneous	\$ (200.00)	annual		1 time		1 time	\$ (200.00)	
59	810	Professional/Contract Fees	\$ (130,000.00)	\$ (130,000.00)	Contract Lobbyist Fees	\$ (130,000.00)	annual	1		1	\$ (130,000.00)	
60		\$ (3,900.00)	\$ (3,900.00)	LOLA Access	\$ (3,900.00)	annual		1		1	\$ (3,900.00)	
61	860	Conferences	\$ -	\$ -	American Legislative Economic Council (ALEC) Conference - Sponsorship	\$ (580.00)	sponsorship	1 annual		2 sponsorships	\$ (1,160.00)	
62		\$ -	\$ -	American Legislative Economic Council (ALEC) Conference - Airfare	\$ (550.00)	airfare		1 trip		2 staff	\$ (1,100.00)	
63		\$ -	\$ -	American Legislative Economic Council (ALEC) Conference - Hotel	\$ (250.00)	night		4 days		2 staff	\$ (2,000.00)	
64		\$ -	\$ -	American Legislative Economic Council (ALEC) Conference - Daily Expense	\$ (100.00)	per diem		5 days		2 staff	\$ (1,000.00)	
65		\$ -	\$ -	GAD Seminar - Daily Expense	\$ (100.00)	per diem		5 days		2 staff	\$ (1,000.00)	
66		\$ -	\$ -	GAD Seminar - Hotel	\$ (300.00)	night		5 days		2 staff	\$ (3,000.00)	
67		\$ -	\$ -	GAD Seminar - Airfare	\$ (500.00)	airfare		1 time		2 staff	\$ (1,000.00)	
68		\$ -	\$ -	GAD Seminar - Registration	\$ (450.00)	registration		1 time		2 staff	\$ (900.00)	
69		\$ -	\$ -	NAR EXPO (San Francisco, CA) - Airfare	\$ (450.00)	airfare		1 time		2 staff	\$ (900.00)	
70		\$ -	\$ -	NAR EXPO (San Francisco, CA) - Registration	\$ (450.00)	registration		1 time		2 staff	\$ (900.00)	
71		\$ -	\$ -	NAR EXPO (San Francisco, CA) - Hotel	\$ (350.00)	night		5 nights		2 staff	\$ (3,500.00)	
72		\$ -	\$ -	NAR EXPO (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem		5 days		2 staff	\$ (2,000.00)	
73		\$ -	\$ -	NCSL Conference - National Council of State Governments - Daily Expense	\$ (100.00)	per diem		5 days		1 staff	\$ (500.00)	
74		\$ -	\$ -	NCSL Conference - National Council of State Governments - Airfare	\$ (550.00)	airfare		1 time		1 staff	\$ (550.00)	
75		\$ -	\$ -	NCSL Conference - National Council of State Governments - Sponsorship	\$ (500.00)	annual		1 time		1 sponsorship	\$ (500.00)	
76		\$ -	\$ -	NCSL Conference - National Council of State Governments - Hotel	\$ (250.00)	night		4 nights		1 staff	\$ (1,000.00)	
77		\$ -	\$ -	NAR Campaign School - Daily Expense	\$ (100.00)	per diem		3 days		1 staff	\$ (300.00)	
78		\$ -	\$ -	NAR Campaign School - Hotel	\$ (200.00)	night		2 days		1 staff	\$ (400.00)	
79		\$ -	\$ -	NAR Campaign School - Registration	\$ (100.00)	registration		1 time		1 staff	\$ (100.00)	
80		\$ -	\$ -	NAR Campaign School - Airfare	\$ (350.00)	airfare		1 time		1 staff	\$ (350.00)	
81		\$ (198,909.12)	\$ (193,084.12)								\$ (207,899.12)	
82												
83				LOCAL LOBBYING SUPPORT - 1545								
84	788	Staff Expense	\$ (3,000.00)	\$ (1,000.00)	In-state & National Meetings	\$ -		1		1 staff	\$ -	
85	867.2	Staff Travel	\$ -	\$ -	In-state & National Meetings	\$ (3,000.00)		1		1 staff	\$ (3,000.00)	
86		\$ (3,000.00)	\$ (1,000.00)								\$ (3,000.00)	
87												
88				LEGISLATIVE POLICY DEVELOPMENT - 1550								
89	630	Catering/Hotel	\$ (600.00)	\$ (300.00)	REALTOR Caucus Miscellaneous	\$ (600.00)		1 time		1	\$ (600.00)	
90		\$ (1,500.00)	\$ (1,500.00)	REALTOR Caucus - Audio/Visual	\$ (1,500.00)	audio/visual		1 event		1	\$ (1,500.00)	
91		\$ (4,000.00)	\$ (4,000.00)	REALTOR Caucus - Room Rental	\$ (800.00)	per room		5 rooms		1	\$ (4,000.00)	
92		\$ (17,000.00)	\$ (17,000.00)	REALTOR Caucus - Catering	\$ (85.00)			1 time		250 attendees	\$ (21,250.00)	
93		\$ (80,000.00)	\$ (75,762.25)	Legislative Events (REALTOR Day, other event(s))	\$ (80,000.00)			1 events		1	\$ (80,000.00)	
94		\$ (2,000.00)	\$ (1,500.00)	Legislative Industry Partners Event	\$ (2,000.00)	annual		1 events		1	\$ (2,000.00)	
95		\$ (5,000.00)	\$ (5,000.00)	Legislative Play Date	\$ (5,000.00)	annual		1 time		1	\$ (5,000.00)	
96	770	Supplies	\$ (150.00)	\$ (150.00)	Miscellaneous Supplies	\$ (150.00)		1 time		1	\$ (150.00)	
97	787	Speaker	\$ (10,000.00)	\$ (10,000.00)	REALTOR Caucus - Speaker Fees	\$ (10,000.00)	annual	1 time		1	\$ (10,000.00)	
98	867	Travel	\$ (9,000.00)	\$ (9,000.00)	REALTOR Caucus Mileage Reimbursements	\$ (9,000.00)		1 event		1 time	\$ (9,000.00)	
99		\$ (129,250.00)	\$ (119,212.25)								\$ (133,500.00)	
100												
101				FUNDRAISING/GRASSROOTS SUPPORT - 1560								
102	605	Awards/Gifts	\$ (4,050.00)	\$ (4,000.00)	Local Association Year-End Awards	\$ (4,050.00)	award	1		1	\$ (4,050.00)	
103		\$ (4,320.00)	\$ (3,000.00)	RAPAC Recognition Pins	\$ (4,320.00)	order		1		1	\$ (4,320.00)	
104		\$ (6,750.00)	\$ (4,000.00)	Major Investor Gift	\$ (6,750.00)	order		1 time		5000 members	\$ (6,750.00)	
105		\$ (2,700.00)	\$ (2,500.00)	President Circle Gift	\$ (2,700.00)	order		1 time		2000 members	\$ (2,700.00)	
106		\$ (1,000.00)	\$ (600.00)	RAPAC Promotion Materials	\$ (1,000.00)	order		1 time		1000 members	\$ (1,000.00)	
107	630	Catering/Hotel	\$ (20,000.00)	\$ (20,000.00)	RAPAC Rally Ride	\$ (25,000.00)	annual	1 time		1 members	\$ (25,000.00)	
108	639	Dues/Commitments	\$ (250.00)	\$ (250.00)	SOS Standing Committee Renewal	\$ (250.00)	annual	1 time		1	\$ (250.00)	
109		\$ (269,759.00)	\$ (269,509.00)	REALTOR® Party PSF Allocation at \$6 per member plus	\$ (292,098.00)	annual		1 time		1	\$ (292,098.00)	
110		\$ (10,000.00)	\$ (10,000.00)	Platinum R	\$ (10,000.00)	annual		1 each		1	\$ (10,000.00)	

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L
111	770	Supplies	\$ (300.00)	\$ (340.00)	Arizona REALTOR® Conference Supplies	\$ (300.00)	annual	1		1		\$ (300.00)
112			\$ (300.00)	\$ (200.00)	October Leadership Supplies	\$ (300.00)	annual	1		1		\$ (300.00)
113			\$ (1,000.00)	\$ (1,000.00)	RAPAC Rally Ride Supplies	\$ (1,000.00)	annual	1	time	1		\$ (1,000.00)
114	786	Promotion	\$ (1,020.00)	\$ (1,020.00)	October Leadership Fundraiser	\$ (1,020.00)	drawing	1	each	1		\$ (1,020.00)
115			\$ (1,500.00)	\$ (1,100.00)	Arizona REALTOR® Conference RAPAC Promotion	\$ (1,500.00)	drawing	1	each	1		\$ (1,500.00)
116			\$ (1,500.00)	\$ (500.00)	Online Fundraising Program	\$ (1,500.00)	drawing	1	each	1		\$ (1,500.00)
117			\$ (6,000.00)	\$ (6,000.00)	Statewide RAPAC Planning Session	\$ (6,000.00)	training	1	each	1		\$ (6,000.00)
118	810	Professional/Contract Fees	\$ (9,100.00)	\$ (9,100.00)	Annual Audit	\$ (9,100.00)	audit	1	audit	1		\$ (9,100.00)
119			\$ (95,000.00)	\$ (95,000.00)	REALTOR® Party Plus	\$ (95,000.00)	annual	1	each	1		\$ (95,000.00)
120			\$ (434,549.00)	\$ (428,119.00)								\$ (461,888.00)
121												
122					FEDERAL LIAISON SUPPORT - 1575							
123	788	Staff Expense	\$ (2,000.00)	(\$700.00)	NAR Legislative (D.C.) - Daily Expense	\$ -	per diem	5	days	2	staff	\$ -
124			\$ (3,200.00)	(\$1,473.50)	NAR Legislative (D.C.) - Hotel	\$ -	night	5	nights	2	staff	\$ -
125			\$ (1,200.00)	(\$650.00)	NAR Legislative (D.C.) - Airfare	\$ -	airfare	1	time	2	staff	\$ -
126	860	Conferences	\$ -	\$0.00	NAR Legislative (D.C.) - Daily Expense	\$ (200.00)	per diem	5	days	2	staff	\$ (2,000.00)
127			\$ -	\$0.00	NAR Legislative (D.C.) - Hotel	\$ (320.00)	night	5	nights	2	staff	\$ (3,200.00)
128			\$ -	\$0.00	NAR Legislative (D.C.) - Airfare	\$ (600.00)	airfare	1	time	2	staff	\$ (1,200.00)
129	867	Travel/Other	\$ (33,000.00)	(\$25,000.00)	FPC NAR DC Meetings	\$ (3,000.00)	per member	1	time	11	members	\$ (33,000.00)
130			\$ (39,400.00)	\$ (27,823.50)								\$ (39,400.00)
131												
132					ELECTION YEAR ACTIVITIES - 1580							
133	788	Staff Expense	\$ (2,000.00)	-	Get Out The Vote Campaign	\$ (2,000.00)		1		1	staff	\$ (2,000.00)
134			\$ (2,000.00)	\$ -								\$ (2,000.00)
135												
136					GOVERNMENTAL COMMUNICATIONS - 1585							
137	781	Printing	\$ (4,000.00)	\$ (1,000.00)	Governmental Programs Communications (Print/Audio/Video)	\$ (4,000.00)		1	time	1	time	\$ (4,000.00)
138	786	Promotion	\$ (10,000.00)	\$ (2,000.00)	CFA Outreach Services	\$ (10,000.00)		1	time	1	time	\$ (10,000.00)
139	810	Professional/Contract Fees	\$ (400.00)	\$ (300.00)	AZ News Service Trade and Professional Association	\$ (400.00)		1		1		\$ (400.00)
140			\$ (700.00)	\$ (600.00)	AZ Capitol Times Book of Lobbyists	\$ (350.00)		1	time	2	ads	\$ (700.00)
141			\$ (700.00)	\$ (550.00)	AZ News Service Citizen Government Directory	\$ (700.00)		1		1		\$ (700.00)
142			\$ (15,800.00)	\$ (4,450.00)								\$ (15,800.00)
143												
144					POLITICAL RESEARCH - 1596							
145	810	Professional/Contract Fees	\$ (20,000.00)	\$ (10,000.00)	Research, Policy	\$ (20,000.00)		1		1	fee	\$ (20,000.00)
146			\$ (20,000.00)	\$ (10,000.00)								\$ (20,000.00)
147												
148			\$ (864,916.94)	\$ (797,193.87)								\$ (906,495.94)
149												\$ -
150			\$ (864,916.94)	\$ (797,193.87)								\$ (906,495.94)

RISK MANAGEMENT							
2018 Approved	2018 Projections	Code					2019
PROJECTED INCOME							
\$ 18,200.00	\$ 18,200.00	440	PS ENFORCEMENT INCOME				\$ 19,700.00
\$ 900.00	\$ -	440	REGISTRATION FEES				\$ -
\$ 19,100.00	\$ 18,200.00	TOTAL PROJECTED INCOME					\$ 19,700.00
PROJECTED DIRECT (EXPENSES)							
\$ (200.00)	\$ (200.00)	605	AWARDS/GIFTS				\$ (200.00)
\$ (20,028.00)	\$ (16,070.33)	630	CATERING/HOTEL				\$ (20,428.00)
\$ (4,750.00)	\$ (900.00)	770	SUPPLIES				\$ (4,750.00)
\$ (200.00)	\$ -	781	PRINTING				\$ (200.00)
\$ (5,500.00)	\$ (100.00)	786	PROMOTION				\$ (4,750.00)
\$ (2,900.00)	\$ (2,650.00)	787	SPEAKER FEES				\$ (3,400.00)
\$ (22,183.00)	\$ (16,237.25)	788	STAFF EXPENSE				\$ -
\$ (11,665.00)	\$ (9,915.00)	790	SUBSCRIPTIONS/REFERENCE				\$ (10,965.00)
\$ (211,600.00)	\$ (233,430.35)	810	PROFESSIONAL/CONTRACT FEES				\$ (240,200.00)
\$ -	\$ -	860	CONFERENCES				\$ (16,158.00)
\$ (8,130.00)	\$ (7,880.00)	867	TRAVEL/OTHER				\$ (17,130.00)
\$ (287,156.00)	\$ (287,382.93)	TOTAL DIRECT (EXPENSES)					\$ (318,181.00)
\$ (268,056.00)	\$ (269,182.93)	TOTAL NET (EXPENSES)/INCOME					\$ (298,481.00)

RISK MANAGEMENT

1	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2018 Approved	2018 Projections		Rate	Item	Qty	Item	Qty	Item	2019 Total
2	RISK MANAGEMENT/TASK FORCE/WORK GROUP SUPPORT - 1601 (Dues)											
3												
4	630	Catering/Hotel	\$ (2,000.00)	\$ (2,000.00)	Group Meetings	\$ (500.00)	meal	4	times	1		\$ (2,000.00)
5	770	Supplies	\$ (3,750.00)		General (Copies)	\$ (3,750.00)	supplies	1		1		\$ (3,750.00)
6	786	Promotion	\$ (1,000.00)	\$ (100.00)	Member expenses	\$ (750.00)		1		1		\$ (750.00)
7	788	Staff Expense	\$ (63.00)	\$ (14,387.25)	Arizona REALTOR® Conference - Mileage	\$ -	mileage	3	days	1	staff	\$ -
8			\$ (225.00)		General Counsel Meeting - Daily Expense	\$ -	per diem	3	days	1	staff	\$ -
9			\$ (600.00)		General Counsel Meeting - Airfare	\$ -	airfare	1	time	1	staff	\$ -
10			\$ (750.00)		General Counsel Meeting - Hotel	\$ -	night	2	nights	1	staff	\$ -
11			\$ (200.00)		General Counsel Meeting - Room Rentals	\$ -	conf room	1	fee	1	time	\$ -
12			\$ (750.00)		AE Institute (Austin) - Hotel	\$ -	per diem	5	nights	1	staff	\$ -
13			\$ (600.00)		AE Institute (Austin) - Airfare	\$ -	airfare	1	time	1	staff	\$ -
14			\$ (225.00)		AE Institute (Austin) - Daily Expense	\$ -	per diem	6	days	1	staff	\$ -
15			\$ (300.00)		AE Institute (Austin) - Registration	\$ -	registration	1	time	1	staff	\$ -
16			\$ (4,000.00)		In-state Travel & Expense (outreach activities and RM related issues)	\$ -	travel	1	pool	1	staff	\$ -
17			\$ (3,200.00)		NAR EXPO (San Francisco, CA) - Hotel	\$ -	night	5	nights	2	staff	\$ -
18			\$ (1,200.00)		NAR EXPO (San Francisco, CA) - Airfare	\$ -	airfare	1	time	2	staff	\$ -
19			\$ (2,000.00)		NAR EXPO (San Francisco, CA) - Daily Expense	\$ -	per diem	5	days	2	staff	\$ -
20			\$ (900.00)		NAR EXPO (San Francisco, CA) - Registration	\$ -	registration	1	time	2	staff	\$ -
21			\$ (1,920.00)		NAR Legislative (D.C.) - Hotel	\$ -	night	6	nights	1	staff	\$ -
22			\$ (1,200.00)		NAR Legislative (D.C.) - Daily Expense	\$ -	per diem	6	days	1	staff	\$ -
23			\$ (450.00)		NAR Legislative (D.C.) - Registration	\$ -		1	time	1	staff	\$ -
24			\$ (600.00)		NAR Legislative (D.C.) - Airfare	\$ -	airfare	1	time	1	staff	\$ -
25	860	Conferences	\$ -	\$ -	Arizona REALTOR® Conference - Mileage	\$ (21.00)	mileage	3	days	1	staff	\$ (63.00)
26			\$ -		General Counsel Meeting - Daily Expense	\$ (75.00)	per diem	3	days	1	staff	\$ (225.00)
27			\$ -		General Counsel Meeting - Airfare	\$ (600.00)	airfare	1	time	1	staff	\$ (600.00)
28			\$ -		General Counsel Meeting - Hotel	\$ (300.00)	night	2	nights	1	staff	\$ (600.00)
29			\$ -		General Counsel Meeting - Room Rentals	\$ (200.00)	conf room	1	fee	1	time	\$ (200.00)
30			\$ -		AE Institute (Austin) - Hotel	\$ (250.00)	per diem	5	nights	1	staff	\$ (1,250.00)
31			\$ -		AE Institute (Austin) - Airfare	\$ (700.00)	airfare	1	time	1	staff	\$ (700.00)
32			\$ -		AE Institute (Austin) - Daily Expense	\$ (75.00)	per diem	6	days	1	staff	\$ (450.00)
33			\$ -		AE Institute (Austin) - Registration	\$ (600.00)	registration	1	time	1	staff	\$ (600.00)
34			\$ -		NAR EXPO (San Francisco, CA) - Hotel	\$ (320.00)	night	5	nights	2	staff	\$ (3,200.00)
35			\$ -		NAR EXPO (San Francisco, CA) - Airfare	\$ (600.00)	airfare	1	time	2	staff	\$ (1,200.00)
36			\$ -		NAR EXPO (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	5	days	2	staff	\$ (2,000.00)
37			\$ -		NAR EXPO (San Francisco, CA) - Registration	\$ (450.00)	registration	1	time	2	staff	\$ (900.00)
38			\$ -		NAR Legislative (D.C.) - Hotel	\$ (320.00)	night	6	nights	1	staff	\$ (1,920.00)
39			\$ -		NAR Legislative (D.C.) - Daily Expense	\$ (200.00)	per diem	6	days	1	staff	\$ (1,200.00)
40			\$ -		NAR Legislative (D.C.) - Registration	\$ (450.00)		1	time	1	staff	\$ (450.00)
41			\$ -		NAR Legislative (D.C.) - Airfare	\$ (600.00)	airfare	1	time	1	staff	\$ (600.00)
42					PS Administrator Training - Hotel		night		nights		staff	\$ -
43					PS Administrator Training - Daily Expense		per diem		days		staff	\$ -
44					PS Administrator Training - Registration		registration		time		staff	\$ -
45					PS Administrator Training - Airfare		airfare		time		staff	\$ -
46	867.2	Staff Travel	\$ -		In-state Travel & Expense (outreach activities and RM related issues)	\$ (4,000.00)	travel	1	pool	1	staff	\$ (4,000.00)
47			\$ (25,933.00)	\$ (16,487.25)								\$ (26,658.00)

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L
48												
49	LEGAL SUPPORT - 1602											
50	790	Subscriptions/Reference	\$ (750.00)	\$ (7,475.00)	Legal Publications	\$ (750.00)	subscriptions	1		1		\$ (750.00)
51			\$ (4,550.00)		Legal Research - West Law	\$ (4,750.00)	subscriptions	1		1		\$ (4,750.00)
52			\$ (2,500.00)		County/State Bar Dues/CLE/ACC	\$ (2,500.00)	dues	1		1		\$ (2,500.00)
53			\$ (200.00)		WCR	\$ (200.00)	dues	1		1		\$ (200.00)
54	810	Professional/Contract Fees	\$ (15,000.00)	\$ (40,000.00)	Outside Legal	\$ (40,000.00)			1		1	\$ (40,000.00)
55	867	Travel/Other	\$ (2,000.00)	\$ (2,000.00)	RMC Chair/Vice Chair	\$ (2,000.00)	travel	1		1		\$ (2,000.00)
56			\$ (25,000.00)	\$ (49,475.00)								\$ (50,200.00)
57												
58	PROFESSIONAL STANDARDS ENFORCEMENT - 1605 (Dues)											
59	INCOME											
60	440	PS Enforcement	\$ -		Code of Ethics & Arbitration Manual Sales		per manual	2	manuals	1	time	\$ -
61			\$ 1,000.00	\$ 18,200.00	Appeal Fees Retained	\$ 500.00	appeals	2	hearings	1	time	\$ 1,000.00
62			\$ 3,500.00		Arbitration Deposits Retained	\$ 500.00	deposits	9	hearings	1	time	\$ 4,500.00
63			\$ 500.00		Ethics Citation Fee	\$ 250.00	fee	4	violations	1	time	\$ 1,000.00
64			\$ 4,200.00		Ethics Administrative Fees	\$ 300.00	fee	14	fees	1	time	\$ 4,200.00
65			\$ 9,000.00		Ethics Retained Fines/Deposits	\$ 1,000.00		9	fees	1		\$ 9,000.00
66			\$ 18,200.00	\$ 18,200.00								\$ 19,700.00
67	EXPENSE											
68	605	Awards/Gifts	\$ (200.00)	\$ (200.00)	Committee Recognition	\$ (200.00)	recognition	1		1		\$ (200.00)
69	630	Catering/Hotel	\$ (840.00)	\$ (840.00)	Lunches (GVC)	\$ (100.00)	lunch	12	lunches	1	meetings	\$ (1,200.00)
70			\$ (1,008.00)	\$ (1,008.00)	Lunches (PS Panels)	\$ (6.00)	lunch	6	lunches	28	hearings	\$ (1,008.00)
71	770	Supplies	\$ (500.00)	\$ (400.00)	General	\$ (500.00)		1		1		\$ (500.00)
72	788	Staff Expense	\$ (825.00)	\$ (350.00)	Hotel	\$ -	night	5	nights	1	time	\$ -
73			\$ (2,175.00)	\$ (1,500.00)	Car Rental & Gas	\$ -	rental	15	days	1	time	\$ -
74	790	Subscriptions/Reference	\$ (40.00)	\$ (2,440.00)	CEAM (for AAR GVC & PSC members & staff) - Shipping	\$ (40.00)	shipping	1		1		\$ (40.00)
75			\$ (1,300.00)		CEAM (for AAR GVC & PSC members & staff)	\$ (20.00)	CEAM	65	books	1		\$ (1,300.00)
76			\$ (1,080.00)		Professionalism in Real Estate	\$ (6.00)	booklet	180	books	1		\$ (1,080.00)
77			\$ (20.00)		Professionalism in Real Estate - Shipping	\$ (20.00)		1		1		\$ (20.00)
78	810	Professional/Contract Fees	\$ (5,600.00)	\$ (6,500.00)	Court Reporter	\$ (200.00)	court reporter	28	hearings	1	time	\$ (5,600.00)
79	867	Travel/Other	\$ (135.00)	\$ (4,630.00)	Meals	\$ (27.00)	meal	5	meals	1		\$ (135.00)
80			\$ (2,750.00)		Panel Member Mileage	\$ (2,750.00)	mileage	1	miles	1	hearing	\$ (2,750.00)
81			\$ (1,250.00)		Hearing Panel Chair Travel (Mileage)	\$ (1,250.00)	mileage	1	miles	1	hearing	\$ (1,250.00)
82			\$ (495.00)		Hotel (Panel Chairs)	\$ (165.00)	night	3	nights	1		\$ (495.00)
83	867.2	Staff Travel	\$ -	\$ -	Hotel	\$ (165.00)	night	5	nights	1	time	\$ (825.00)
84			\$ -	\$ -	Car Rental & Gas	\$ (145.00)	rental	15	days	1	time	\$ (2,175.00)
85			\$ (18,218.00)	\$ (17,868.00)								\$ (18,578.00)

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L
86												
87	PROFESSIONAL STANDARDS TRAINING - 1610											
88	INCOME											
89	440	Registration Fees	\$ 900.00		Workshop Registration		registration		registrants		time	\$ -
90			\$ 900.00									\$ -
91												
92	EXPENSE											
93	630	Catering/Hotel	\$ (1,100.00)	\$ (11,222.33)	Workshop Room Charges (Audio/Visual, Projector, Microphones)	\$ (1,100.00)		1		1		\$ (1,100.00)
94			\$ (450.00)		Hearing Panel Chair Training (includes 19 comps, lunch & breaks)	\$ (15.00)	catering	30	meals	1		\$ (450.00)
95			\$ (13,000.00)		Workshop Breaks & Lunch (includes 200 AAR comps)	\$ (65.00)	catering	200	meals	1		\$ (13,000.00)
96	770	Supplies	\$ (500.00)	\$ (500.00)	General	\$ (500.00)		1		1		\$ (500.00)
97	787	Speaker Fees	\$ (2,000.00)	\$ (1,750.00)	PS Workshop	\$ (2,500.00)	speaker fee	1		1		\$ (2,500.00)
98	790	Subscriptions/Reference	\$ (325.00)		NAR Materials/Code for Training Courses	\$ (325.00)	subscription	1		1		\$ (325.00)
99			\$ (900.00)		Online Registration Fees	\$ -	fee	200	attendees	1		\$ -
100	810	Professional/Contract Fees	\$ (1,500.00)	\$ (1,500.00)	Videographer	\$ (1,500.00)		1		1		\$ (1,500.00)
101	867	Travel	\$ -		PS Workshop Instructor Travel (airfare, hotel, expenses)	\$ (2,000.00)		1		1		\$ (2,000.00)
102			\$ (19,775.00)	\$ (14,972.33)								\$ (21,375.00)
103												
104	ALTERNATIVE DISPUTE RESOLUTION - 1615											
105	630	Catering/Hotel	\$ (1,000.00)	\$ (1,000.00)	Mediation/Ombudsman Training	\$ (25.00)	catering	50	attendees	1	time	\$ (1,250.00)
106	787	Speaker Fees	\$ (900.00)	\$ (900.00)	Mediation/Ombudsman Training	\$ (900.00)	speaker fee	1		1		\$ (900.00)
107	810	Professional/Contract Fees	\$ (1,500.00)	\$ (1,430.35)	Ombudsman Insurance Policy	\$ (1,500.00)	policy	1		1		\$ (1,500.00)
108	867	Travel/Other	\$ (1,500.00)	\$ (1,250.00)	Mediator travel	\$ (150.00)	travel	10	mediations	1	time	\$ (1,500.00)
109			\$ (4,900.00)	\$ (4,580.35)								\$ (5,150.00)
110												
111	RISK MANAGEMENT PUBLICATIONS - 1625 (Primarily Fees)											
112	786	Promotion	\$ (4,500.00)	\$ -	Text Alert System	\$ (4,000.00)		1		1		\$ (4,000.00)
113			\$ (4,500.00)	\$ -								\$ (4,000.00)
114												
115	FORMS DEVELOPMENT - 1650											
116	630	Catering/Hotel	\$ (630.00)		Forms Workgroup Meeting	\$ (14.00)	catering	15	lunches	2	meetings	\$ (420.00)
117	810	Professional/Contract Fees	\$ (7,500.00)	\$ (3,500.00)	Translation Fees/Copyright Fees (8) Forms	\$ (6,000.00)		1		1		\$ (6,000.00)
118			\$ (8,130.00)	\$ (3,500.00)								\$ (6,420.00)
119												
120	LEGAL HOTLINE - 1665 (Dues)											
121	781	Printing	\$ (200.00)		Legal Hotline Letterhead	\$ (200.00)	printing	1		1		\$ (200.00)
122	810	Professional/Contract Fees	\$ (180,000.00)	\$ (180,000.00)	Legal Services	\$ (185,000.00)	fee	1	year	1		\$ (185,000.00)
123			\$ (500.00)	\$ (500.00)	Other Fees (postage/copying, etc. costs)	\$ (50.00)		12	months	1		\$ (600.00)
124			\$ (180,700.00)	\$ (180,500.00)								\$ (185,800.00)
125			\$ (287,156.00)	\$ (287,382.93)	TOTAL (EXPENSE)							\$ (318,181.00)
126			\$ 19,100.00	\$ 18,200.00	TOTAL INCOME							\$ 19,700.00
127			\$ (268,056.00)	\$ (269,182.93)	TOTAL NET (EXPENSE)/INCOME							\$ (298,481.00)

BUSINESS SERVICES & TECHNOLOGY								
2018 Approved	2018 Projections	Code						2019
PROJECTED INCOME								
\$ 24,000.00	\$ 31,000.00	433	FORMS LICENSING					\$ 48,000.00
\$ 7,200.00	\$ 8,400.00	466	COMMUNICATIONS					\$ 7,200.00
\$ 31,200.00	\$ 39,400.00		TOTAL PROJECTED INCOME					\$ 55,200.00
PROJECTED DIRECT (EXPENSES)								
\$ (9,000.00)	\$ (9,000.00)	540	STAFF DEVELOPMENT					\$ (9,000.00)
\$ (1,200.00)	\$ (1,100.00)	630	CATERING/HOTEL					\$ (1,200.00)
\$ (16,000.00)	\$ (16,000.00)	631	COMPUTER EXPENSE					\$ (16,000.00)
\$ (5,250.00)	\$ (5,250.00)	770	SUPPLIES					\$ (5,250.00)
\$ (250.00)	\$ (250.00)	780	POSTAGE					\$ (250.00)
\$ (28,500.00)	\$ (27,500.00)	781	PRINTING					\$ (28,500.00)
\$ (7,000.00)	\$ (7,000.00)	786	PROMOTION					\$ (7,000.00)
\$ (36,210.20)	\$ (27,233.00)	788	STAFF EXPENSE					\$ -
\$ (3,225.00)	\$ (3,125.00)	790	SUBSCRIPTIONS/REFERENCE					\$ (3,225.00)
\$ (1,451,864.43)	\$ (1,253,871.00)	810	PROFESSIONAL/CONTRACT FEES					\$ (1,271,754.68)
\$ -	\$ -	860	CONFERENCES					\$ (17,635.85)
\$ (2,535.00)	\$ (2,535.00)	867	TRAVEL					\$ (10,770.00)
\$ (1,561,034.63)	\$ (1,352,864.00)		TOTAL DIRECT (EXPENSES)					\$ (1,370,585.53)
\$ (1,529,834.63)	\$ (1,313,464.00)		TOTAL NET (EXPENSES)/INCOME					\$ (1,315,385.53)

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

A	B	C	D	E	F	G	H	I	J	K	L		
1	Code	2018 Approved	2018 Projections		Rate	Item	Qty	Item	Qty	Item	2019 Total		
2	BUSINESS SERVICES AND TECHNOLOGY SUPPORT - 1701												
3	540	Staff Development	\$ (5,000.00)	\$ (5,000.00)		Technical Training/Education (CES, Defcon, Interop)	\$ (5,000.00)	training	1	year	1	time	\$ (5,000.00)
4	770	Supplies	\$ (1,500.00)	\$ (1,500.00)		Miscellaneous Supplies	\$ (1,500.00)	supplies	1		1		\$ (1,500.00)
5	780	Postage	\$ (250.00)	\$ (250.00)		All Programs	\$ (250.00)						\$ (250.00)
6		Printing	\$ (2,500.00)	\$ (2,500.00)		Printing/Copies	\$ (2,500.00)						\$ (2,500.00)
7	788	Staff Expense	\$ (300.00)	\$ (100.00)		Leadership Conference - Daily Expense	\$ -	per diem	3	days	2	staff	\$ -
8			\$ (16.20)	\$ (16.00)		Leadership Conference - Mileage	\$ -	per mile	15	miles	2	staff	\$ -
9			\$ (27.00)	\$ (25.00)		Arizona REALTOR® Conference - Mileage	\$ -	miles	50	miles	1	staff	\$ -
10			\$ (500.00)	\$ (500.00)		IT Directors Conference - Airfare	\$ -	airfare	1	flight	1	staff	\$ -
11			\$ (750.00)	\$ (750.00)		IT Directors Conference - Hotel	\$ -	night	3	nights	1	staff	\$ -
12			\$ (225.00)	\$ (225.00)		IT Directors Conference - Daily Expense	\$ -	per diem	3	days	1	staff	\$ -
13			\$ (540.00)	\$ (350.00)		Miscellaneous In-state Travel	\$ -	per mile	1000	miles	1		\$ -
14			\$ (600.00)	\$ (600.00)		NAR EXPO (San Francisco, CA) - Airfare	\$ -	airfare	1	flight	1	staff	\$ -
15			\$ (800.00)	\$ (800.00)		NAR EXPO (San Francisco, CA) - Daily Expense	\$ -	per diem	4	nights	1	staff	\$ -
16			\$ (1,280.00)	\$ (1,280.00)		NAR EXPO (San Francisco, CA) - Hotel	\$ -	night	4	nights	1	staff	\$ -
17			\$ (450.00)	\$ (450.00)		NAR EXPO (San Francisco, CA) - Registration	\$ -	registration	1		1	staff	\$ -
18			\$ (600.00)	\$ (600.00)		NAR Legislative (D.C.) - Airfare	\$ -	airfare	1		1	staff	\$ -
19			\$ (1,000.00)	\$ (1,000.00)		NAR Legislative (D.C.) - Daily Expense	\$ -	per diem	5	nights	1	staff	\$ -
20			\$ (1,600.00)	\$ (1,600.00)		NAR Legislative (D.C.) - Hotel	\$ -	night	5	nights	1	staff	\$ -
21			\$ (450.00)	\$ (450.00)		NAR Legislation (D.C.) - Registration	\$ -	registration	1		1	staff	\$ -
22			\$ -	\$ -		RAMCON - Airfare	\$ -	airfare	1	flight	2	staff	\$ -
23			\$ -	\$ -		RAMCON - Daily Expense	\$ -	per diem	4	nights	2	staff	\$ -
24			\$ -	\$ -		RAMCON - Hotel	\$ -	night	4	nights	2	staff	\$ -
25			\$ (10,000.00)	\$ -		RAMCON - 2018 Conference Deposits	\$ -						\$ -
26			\$ (325.00)	\$ (325.00)		RE Connect Conference - Airfare	\$ -	airfare	1	flight	1	staff	\$ -
27			\$ (750.00)	\$ (750.00)		RE Connect Conference - Registration	\$ -	night	1		1	staff	\$ -
28			\$ (1,260.00)	\$ (1,260.00)		RE Connect Conference - Hotel	\$ -	hotel	4	nights	1	staff	\$ -
29			\$ (300.00)	\$ (300.00)		RE Connect Conference - Daily Expense	\$ -	per diem	4	nights	1	staff	\$ -
30	790	Subscriptions/Reference	\$ (750.00)	\$ (650.00)		Books, Periodicals and Reference Texts	\$ (750.00)	subscriptions	1		1		\$ (750.00)
31	860	Conferences	\$ -	\$ -		Leadership Conference - Daily Expense	\$ (50.00)	per diem	3	days	2	staff	\$ (300.00)
32			\$ -	\$ -		Leadership Conference - Mileage	\$ (0.55)	per mile	15	miles	2	staff	\$ (16.35)
33			\$ -	\$ -		Arizona REALTOR® Conference - Mileage	\$ (0.55)	miles	50	miles	1	staff	\$ (27.25)
34			\$ -	\$ -		IT Directors Conference - Airfare	\$ (500.00)	airfare	1	flight	1	staff	\$ (500.00)
35			\$ -	\$ -		IT Directors Conference - Hotel	\$ (250.00)	night	3	nights	1	staff	\$ (750.00)
36			\$ -	\$ -		IT Directors Conference - Daily Expense	\$ (75.00)	per diem	3	days	1	staff	\$ (225.00)
37			\$ -	\$ -		NAR EXPO (San Francisco, CA) - Airfare	\$ (600.00)	airfare	1	flight	1	staff	\$ (600.00)
38			\$ -	\$ -		NAR EXPO (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	4	nights	1	staff	\$ (800.00)
39			\$ -	\$ -		NAR EXPO (San Francisco, CA) - Hotel	\$ (320.00)	night	4	nights	1	staff	\$ (1,280.00)
40			\$ -	\$ -		NAR EXPO (San Francisco, CA) - Registration	\$ (450.00)	registration	1		1	staff	\$ (450.00)
41			\$ -	\$ -		NAR Legislative (D.C.) - Airfare	\$ (600.00)	airfare	1		1	staff	\$ (600.00)
42			\$ -	\$ -		NAR Legislative (D.C.) - Daily Expense	\$ (200.00)	per diem	5	nights	1	staff	\$ (1,000.00)
43			\$ -	\$ -		NAR Legislative (D.C.) - Hotel	\$ (320.00)	night	5	nights	1	staff	\$ (1,600.00)
44			\$ -	\$ -		NAR Legislation (D.C.) - Registration	\$ (450.00)	registration	1		1	staff	\$ (450.00)
45			\$ -	\$ -		RAMCON - Airfare	\$ (600.00)	airfare	1	flight	2	staff	\$ (1,200.00)
46			\$ -	\$ -		RAMCON - Daily Expense	\$ (200.00)	per diem	4	nights	2	staff	\$ (1,600.00)
47			\$ -	\$ -		RAMCON - Hotel	\$ (320.00)	night	4	nights	2	staff	\$ (2,560.00)
48	867	Travel	\$ (325.00)	\$ (325.00)		RE Connect Conference - Airfare	\$ -	airfare	1		1	chair	\$ -
49			\$ (750.00)	\$ (750.00)		RE Connect Conference - Registration	\$ -	registration	1		1	chair	\$ -
50			\$ (1,160.00)	\$ (1,160.00)		RE Connect Conference - Hotel	\$ -	night	4	nights	1	chair	\$ -
51			\$ (300.00)	\$ (300.00)		RE Connect Conference - Daily Expense	\$ -	per diem	4	nights	1	chair	\$ -
52	867.2	Staff Travel	\$ -	\$ -		Miscellaneous In-state Travel	\$ (0.55)	per mile	1000	miles	1		\$ (545.00)
53			\$ (34,308.20)	\$ (23,816.00)		1701 Total							\$ (24,503.60)
54													

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

A	B	C	D	E	F	G	H	I	J	K	L			
55														
56				SOFTWARE DEVELOPMENT - 1710										
57	631	Computer Service & Expense	\$ (1,000.00)	\$ (1,000.00)	Memory/Drives	\$ (1,000.00)	total	1	total	1	yearly	\$ (1,000.00)		
58	810	Professional/Contract Fees	\$ (2,000.00)	\$ (2,000.00)	Telerek License	\$ (2,000.00)	renewal	1	license	1	yearly	\$ (2,000.00)		
59			\$ (1,188.00)	\$ (1,188.00)	Telerek Platform	\$ (1,188.00)	renewal	1	license	1	yearly	\$ (1,188.00)		
60			\$ (150.00)	\$ (150.00)	Auth0	\$ (150.00)		1	license	1	yearly	\$ (150.00)		
61			\$ (1,795.00)	\$ (1,795.00)	SQL Redgate	\$ (1,795.00)	renewal	1		1	yearly	\$ (1,795.00)		
62			\$ (1,000.00)	\$ (750.00)	Avangate SkyVia.com	\$ (1,000.00)						\$ (1,000.00)		
63			\$ (20,000.00)	\$ (20,000.00)	Outsourced Consulting	\$ (20,000.00)	consulting		1	license	1	yearly	\$ (20,000.00)	
64			\$ (10,000.00)	\$ (8,000.00)	Microsoft Azure Subscription	\$ (10,000.00)	protection		1	license	1	yearly	\$ (10,000.00)	
65			\$ (870.33)	\$ (800.00)	Domains	\$ (870.33)	total		1	total	1	yearly	\$ (870.33)	
66			\$ (38,003.33)	\$ (35,683.00)	1710 Total								\$ (38,003.33)	
67														
68														
69					IT RESOURCES AND SECURITY MANAGEMENT - 1730									
70	631	Computer Expense	\$ (15,000.00)	\$ (15,000.00)	Desktop/Laptop Maintenance & Support	\$ (15,000.00)			1		1	\$ (15,000.00)		
71	810	Professional/Contract Fees	\$ (1,250.00)	\$ (1,250.00)	Infrastructure Server Imaging Veritas/Symantec	\$ (1,250.00)						\$ (1,250.00)		
72			\$ (1,500.00)	\$ (1,500.00)	Infrastructure - SSL Licenses	\$ (1,500.00)	renewal		1	license	1	yearly	\$ (1,500.00)	
73			\$ (3,000.00)	\$ (3,000.00)	Infrastructure - ExaGrid Licensing	\$ (3,000.00)	renewal		1	units	1	yearly	\$ (3,000.00)	
74			\$ (70.00)	\$ (70.00)	Doodle.com	\$ (70.00)			1	units	1	yearly	\$ (70.00)	
75			\$ (1,500.00)	\$ (1,500.00)	Infrastructure - Webex Web/Video Conferencing	\$ (1,500.00)	service		12	months	1	\$ (1,500.00)		
76			\$ (99.00)	\$ (99.00)	MindJet	\$ (99.00)						\$ (99.00)		
77			\$ -	\$ (6,000.00)	Vipre	\$ (500.00)	per month		12	months	1	office	\$ (6,000.00)	
78			\$ (12,500.00)	\$ (15,000.00)	Office 365	\$ (15,000.00)						\$ (15,000.00)		
79			\$ (60,000.00)	\$ (60,000.00)	Managed Service Provider	\$ (70,000.00)			1	Year		\$ (70,000.00)		
80			\$ (40,000.00)	\$ (15,000.00)	Managed Service Provider - Projects	\$ (40,000.00)			1	Year		\$ (40,000.00)		
81			\$ (54,000.00)	\$ (30,000.00)	Infrastructure - RAMCO AMS Licensing	\$ (2,500.00)	per month		12	months	1	office	\$ (30,000.00)	
82			\$ (5,000.00)	\$ (5,000.00)	Infrastructure - Domain and Hosting Fees	\$ (5,000.00)	fee		1		1	\$ (5,000.00)		
83			\$ (10,000.00)	\$ (9,500.00)	Infrastructure - BlueJeans Videoconference Fees	\$ (10,000.00)	license		1		1	\$ (10,000.00)		
84			\$ (10,000.00)	\$ (10,000.00)	Infrastructure - IVCI	\$ (10,000.00)	license		1		1	\$ (10,000.00)		
85			\$ (15,000.00)	\$ (15,000.00)	Infrastructure - IVCI (Svc Maint Agree)	\$ (15,000.00)						\$ (15,000.00)		
86			\$ (5,000.00)	\$ (5,000.00)	Infrastructure - Cisco Switch SmartNet	\$ (5,000.00)			1		1	\$ (5,000.00)		
87			\$ (3,000.00)	\$ (3,000.00)	Infrastructure - Cisco Main Switch Maint.	\$ (3,000.00)			1		1	\$ (3,000.00)		
88			\$ (10,000.00)	\$ (10,000.00)	Infrastructure Cisco - Firewall - Lic	\$ (10,000.00)			1	Year		\$ (10,000.00)		
89			\$ (3,000.00)	\$ (3,000.00)	Infrastructure - Fax Service	\$ (3,000.00)	annual		1	year	1	\$ (3,000.00)		
90			\$ (1,500.00)	\$ (1,500.00)	Infrastructure - UPS Maintenance	\$ (1,500.00)						\$ (1,500.00)		
91			\$ (750.00)	\$ (750.00)	GoDaddy - Hosting (6 live active)	\$ (750.00)	renewal				1	yearly	\$ (750.00)	
92			\$ (3,000.00)	\$ (3,000.00)	GoDaddy - Domains	\$ (3,000.00)	renewal				1	yearly	\$ (3,000.00)	
93			\$ -	\$ (1,800.00)	Adobe Subscriptions	\$ (200.00)	per month		12	months	1	office	\$ (2,400.00)	
94			\$ -	\$ (2,500.00)	QuickBooks Consultant	\$ (3,000.00)	annual		1	year	1	\$ (3,000.00)		
95			\$ -	\$ (500.00)	TechSmith (Snagit)	\$ (500.00)	renewal				1	yearly	\$ (500.00)	
96			\$ (295.00)	\$ (295.00)	HostTracker	\$ (295.00)			1		1	\$ (295.00)		
97			\$ (120.00)	\$ (120.00)	WeTransfer	\$ (120.00)						\$ (120.00)		
98			\$ (60.00)	\$ (60.00)	Sharefile	\$ (60.00)						\$ (60.00)		
99			\$ (125.00)	\$ (125.00)	Siber RoboForm@ Goodsync	\$ (125.00)						\$ (125.00)		
100			\$ (72.00)	\$ (72.00)	Add Event	\$ (6.00)			12	months	1	\$ (72.00)		
101			\$ (150.00)	\$ (150.00)	REALTOR® Assn. - Michelle Domain	\$ (150.00)						\$ (150.00)		
102			\$ (240.00)	\$ (240.00)	Ninte Pro	\$ (240.00)						\$ (240.00)		
103			\$ (900.00)	\$ (900.00)	Cox Communications - Rm 4 Line	\$ (75.00)			12	months	1	\$ (900.00)		
104			\$ (4,800.00)	\$ (4,800.00)	Citrix - GoToWebinar	\$ (400.00)			12	months	1	\$ (4,800.00)		
105			\$ (24,000.00)	\$ (24,000.00)	ViaWest (Rack + Internet)	\$ (2,000.00)			12	months	1	\$ (24,000.00)		
106			\$ (20,000.00)	\$ (20,000.00)	Security - Network Layer Vulnerability Scan	\$ (10,000.00)	Every other year - next 2018					\$ (10,000.00)		
107			\$ (750.00)	\$ (750.00)	Temperature Alert	\$ (750.00)			1		1	\$ (750.00)		
108			\$ (3,000.00)	\$ (3,000.00)	Trans-West Phone Warranty	\$ (3,000.00)			1		1	\$ (3,000.00)		
109			\$ (2,900.00)	\$ (2,900.00)	Security - WebSense Triton (Mailboxes)	\$ (2,900.00)						\$ (2,900.00)		
110			\$ (1,300.00)	\$ (1,300.00)	Security - WebSense Web (Internet)	\$ (1,300.00)						\$ (1,300.00)		
111			\$ (10,000.00)	\$ (10,000.00)	Consulting - Security Systems and Procedures	\$ -	consulting		1		1	\$ -		
112			\$ (10,000.00)	\$ (10,000.00)	Consulting - Network Architecture	\$ -	development		1		1	\$ -		
113			\$ (333,881.00)	\$ (297,681.00)	1730 Total								\$ (304,281.00)	

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

	A	B	C	D	E	F	G	H	I	J	K	L
114												
115												
116	BUSINESS SERVICES DEPARTMENT - 1770											
117	INCOME											
118	433	Forms Licensing	\$ 12,000.00	\$ 12,000.00	Forms Licensing - DotLoop	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
119			\$ -	\$ -	Forms Licensing - Brokermint	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
120			\$ -	\$ 7,000.00	Forms Licensing - Instanet Solutions	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
121			\$ 12,000.00	\$ 12,000.00	Forms Licensing - Reesio	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
122			\$ 24,000.00	\$ 31,000.00	1770 INCOME							\$ 48,000.00
123												
124	EXPENSE											
125	630	Catering/Hotel	\$ (1,200.00)	\$ (1,100.00)	Catering	\$ (1,200.00)	session	1	session	1	time	\$ (1,200.00)
126	786	Promotion	\$ (5,000.00)	\$ (5,000.00)	Promotional Expense	\$ (5,000.00)	promotion	1		1		\$ (5,000.00)
127	788	Staff Expense	\$ (500.00)	\$ (1,000.00)	Miscellaneous Travel	\$ -	travel	1		1		\$ -
128			\$ (1,350.00)	\$ (2,725.00)	Mileage	\$ -	miles	5000	miles	1	annual	\$ -
129			\$ (780.00)	\$ (1,300.00)	Daily Expense	\$ -	per diem	20	days	1	staff	\$ -
130			\$ (900.00)	\$ (500.00)	Auto Rental	\$ -	rental	4	rentals	1	staff	\$ -
131			\$ (1,380.00)	\$ (2,300.00)	Hotel/Lodging	\$ -	night	20	nights	1	staff	\$ -
132	810	Professional/Contract Fees	\$ (204,468.60)	\$ (197,056.00)	GoPaperless	\$ (4.20)	\$/Yr/Member	1	annual	50143	members	\$ (210,600.60)
133			\$ (304,268.75)	\$ (309,375.00)	zipForm Fees (Standard & Mobile)		\$/Yr/Member		annual		members	\$ -
134			\$ (10,000.00)	\$ (5,000.00)	zipForm® Form Change Fees		per page		pages			\$ -
135					Forms Provider	\$ (323,393.75)		1	annual	1	annual	\$ (323,393.75)
136			\$ (50,000.00)	\$ (50,000.00)	ClickDimensions	\$ (50,000.00)	5 Million Emails	1	annual			\$ (50,000.00)
137			\$ (8,880.00)	\$ (8,800.00)	Abacus Law	\$ (1,125.00)	3 Yr renew	12	months			\$ (13,500.00)
138			\$ (109,536.75)	\$ (107,000.00)	TechHelpline	\$ (2.00)	\$/Yr/Member	1	annual	50143	members	\$ (88,000.00)
139			\$ (45,000.00)	\$ (40,000.00)	Clareity SSO Implementation	\$ -		1	one-time			\$ -
140			\$ (173,000.00)	\$ (150,000.00)	Clareity SSO	\$ (185,000.00)		1	annual			\$ (185,000.00)
141	867.2	Staff Travel	\$ -	\$ -	Miscellaneous Travel	\$ (1,000.00)	travel	1		1		\$ (1,000.00)
142			\$ -	\$ -	Mileage	\$ (0.55)	miles	5000	miles	1	annual	\$ (2,725.00)
143			\$ -	\$ -	Daily Expense	\$ (65.00)	per diem	20	days	1	staff	\$ (1,300.00)
144			\$ -	\$ -	Auto Rental	\$ (225.00)	rental	4	rentals	1	staff	\$ (900.00)
145			\$ -	\$ -	Hotel/Lodging	\$ (115.00)	night	20	nights	1	staff	\$ (2,300.00)
146			\$ (916,264.10)	\$ (881,156.00)	1770 Expense							\$ (884,919.35)
147			\$ (892,264.10)	\$ (850,156.00)	1770 Net							\$ (836,919.35)
148												
149												
150	COMMUNICATIONS - 1780											
151	INCOME											
152	466.2	Advertising Income	\$ 7,200.00	\$ 7,200.00	Ads (AAR Email Blasts)	\$ 7,200.00		1		1		\$ 7,200.00
153	466.3	Income	\$ -	\$ 1,200.00	Website Banner Ads	\$ -						\$ -
154			\$ 7,200.00	\$ 8,400.00	1780 INCOME							\$ 7,200.00
155												
156	EXPENSE											
157	540	Staff Development	\$ (4,000.00)	\$ (4,000.00)	Training/Seminars	\$ (2,000.00)		1		2	staff	\$ (4,000.00)
158	770	Supplies	\$ (750.00)	\$ (750.00)	Miscellaneous Art Supplies	\$ (750.00)		1		1		\$ (750.00)
159			\$ (2,500.00)	\$ (2,500.00)	Recording Studio Supplies	\$ (2,500.00)		1		1		\$ (2,500.00)
160			\$ (500.00)	\$ (500.00)	President's Scrapbook	\$ (500.00)		1		1		\$ (500.00)
161	781	Printing	\$ (26,000.00)	\$ (25,000.00)	Promotional Materials - Member Booklets	\$ (26,000.00)		1		1		\$ (26,000.00)
162	786	Promotion	\$ (2,000.00)	\$ (2,000.00)	Contest Prizes	\$ (2,000.00)		1		1		\$ (2,000.00)
163	788	Staff Expense	\$ (1,600.00)	\$ (1,600.00)	NAR EXPO - (San Francisco, CA) - Hotel	\$ -	night	5	nights	1	staff	\$ -
164			\$ (1,200.00)	\$ (1,200.00)	NAR EXPO - (San Francisco, CA) - Daily Expense	\$ -	per diem	6	days	1	staff	\$ -
165			\$ (600.00)	\$ (600.00)	NAR EXPO - (San Francisco, CA) - Airfare	\$ -	airfare	1	time	1	staff	\$ -
166			\$ (450.00)	\$ (450.00)	NAR EXPO - (San Francisco, CA) - Registration	\$ -	registration	1	time	1	staff	\$ -
167			\$ (500.00)	\$ (500.00)	NAR Comm. Director Institute - Travel	\$ -		1	time	1	staff	\$ -
168			\$ (300.00)	\$ (300.00)	NAR Comm. Director Institute - Daily Exp	\$ -	night	4	days	1	staff	\$ -
169			\$ (900.00)	\$ (900.00)	NAR Comm. Director Institute - Hotel	\$ -		3	nights	1	staff	\$ -
170			\$ (125.00)	\$ (125.00)	NAR Comm. Director Institute - Reg	\$ -		1	time	1	staff	\$ -
171			\$ (500.00)	\$ (500.00)	NAREE Comm. Director - Travel	\$ -		1	time	1	staff	\$ -
172			\$ (300.00)	\$ (300.00)	NAREE Comm. Director - Daily Exp.	\$ -	night	4	days	1	staff	\$ -
173			\$ (900.00)	\$ (900.00)	NAREE Comm. Director - Hotel	\$ -		3	nights	1	staff	\$ -

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

	A	B	C	D	E	F	G	H	I	J	K	L
174			\$ (125.00)	\$ (125.00)	NAREE Comm. Director - Reg.	\$ -		1	time	1	staff	\$ -
175			\$ (27.00)	\$ (27.00)	Arizona REALTOR® Conference - Mileage	\$ -	per mile	50	miles	1	staff	\$ -
176			\$ (2,000.00)	\$ (500.00)	Outreach Travel	\$ -		1		1		\$ -
177	790	Subscriptions/Reference	\$ (500.00)	\$ (500.00)	References and Texts	\$ (500.00)		1		1		\$ (500.00)
178			\$ (170.00)	\$ (170.00)	Feedblitz	\$ (170.00)		1		1		\$ (170.00)
179			\$ (300.00)	\$ (300.00)	Business Intelligence Subscription	\$ (300.00)		1		1		\$ (300.00)
180			\$ (780.00)	\$ (780.00)	Survey Monkey Subscription	\$ (780.00)		1		1		\$ (780.00)
181			\$ (600.00)	\$ (600.00)	Uberflip	\$ (600.00)		1		1		\$ (600.00)
182			\$ (125.00)	\$ (125.00)	Hootsuite	\$ (125.00)		1		1		\$ (125.00)
183	810	Professional/Contract Fees	\$ (3,000.00)	\$ (2,800.00)	Website Hosting	\$ (3,000.00)		1		1		\$ (3,000.00)
184			\$ (10,000.00)	\$ (12,500.00)	Web Consulting	\$ (12,500.00)		1		1		\$ (12,500.00)
185			\$ (18,000.00)	\$ (18,000.00)	Website Maintenance	\$ (1,500.00)		12		1		\$ (18,000.00)
186			\$ (3,000.00)	\$ (3,000.00)	Web Plug-ins/Software	\$ (3,000.00)		1		1		\$ (3,000.00)
187			\$ (66,000.00)	\$ -	Social Media Mgt	\$ -						\$ -
188			\$ (25,000.00)	\$ (20,000.00)	Video Production	\$ (25,000.00)		1		1		\$ (25,000.00)
189			\$ (36,000.00)	\$ -	PR - PR firm retainer fee	\$ -						\$ -
190			\$ (15,000.00)	\$ -	PR - Annual Special Project	\$ -						\$ -
191			\$ (1,350.00)	\$ -	PR - Media monitoring and clips	\$ -						\$ -
192			\$ (1,500.00)	\$ (1,000.00)	Social Media Ads	\$ (1,500.00)		1		1		\$ (1,500.00)
193			\$ (500.00)	\$ (500.00)	Headshot Photos (President)	\$ (500.00)		1		1		\$ (500.00)
194			\$ (2,500.00)	\$ (2,500.00)	GroupTexting	\$ (2,500.00)		1		1		\$ (2,500.00)
195			\$ (396.00)	\$ (396.00)	UBIT	\$ (396.00)		1		1		\$ (396.00)
196			\$ (2,500.00)	\$ (2,500.00)	Getty Images	\$ (2,500.00)		1		1		\$ (2,500.00)
197			\$ (2,500.00)	\$ (2,500.00)	Clipart Subscription	\$ (2,500.00)		1		1		\$ (2,500.00)
198			\$ (900.00)	\$ (900.00)	Font Packages	\$ (900.00)		1		1		\$ (900.00)
199			\$ (1,680.00)	\$ (1,680.00)	Adobe Creative Suite (annual)	\$ (840.00)		2	licenses	1		\$ (1,680.00)
200			\$ (1,000.00)	\$ (1,000.00)	Creative Manager Software	\$ (1,000.00)		1		1		\$ (1,000.00)
201	860	Conferences	\$ -	\$ -	NAR Comm. Director Institute - Travel	\$ (500.00)		1	time	1	staff	\$ (500.00)
202			\$ -	\$ -	NAR Comm. Director Institute - Daily Exp	\$ (75.00)	night	4	days	1	staff	\$ (300.00)
203			\$ -	\$ -	NAR Comm. Director Institute - Hotel	\$ (300.00)		3	nights	1	staff	\$ (900.00)
204			\$ -	\$ -	NAR Comm. Director Institute - Reg	\$ (125.00)		1	time	1	staff	\$ (125.00)
205			\$ -	\$ -	NAREE Comm. Director - Travel	\$ (500.00)		1	time	1	staff	\$ (500.00)
206			\$ -	\$ -	NAREE Comm. Director - Daily Exp.	\$ (75.00)	night	4	days	1	staff	\$ (300.00)
207			\$ -	\$ -	NAREE Comm. Director - Hotel	\$ (300.00)		3	nights	1	staff	\$ (900.00)
208			\$ -	\$ -	NAREE Comm. Director - Reg.	\$ (125.00)		1	time	1	staff	\$ (125.00)
209			\$ -	\$ -	Arizona REALTOR® Conference - Mileage	\$ (0.55)	per mile	50	miles	1	staff	\$ (27.25)
210	867.2	Staff Travel	\$ -	\$ -	Outreach Travel	\$ (2,000.00)		1		1		\$ (2,000.00)
211			\$ (238,578.00)	\$ (114,528.00)	1780 Expense							\$ (118,878.25)
212			\$ (231,378.00)	\$ (106,128.00)	1780 Net							\$ (111,678.25)
213												
214												
215			\$ (1,561,034.63)	\$ (1,352,864.00)	GRAND TOTAL (EXPENSE)							\$ (1,370,585.53)
216			\$ 31,200.00	\$ 39,400.00	GRAND TOTAL INCOME							\$ 55,200.00
217			\$ (1,529,834.63)	\$ (1,313,464.00)	GRAND TOTAL NET							\$ (1,315,385.53)
218												
219												

PROFESSIONAL & BUSINESS DEVELOPMENT							
2018 Approved	2018 Projections	Code					2019
PROJECTED INCOME							
\$ 28,762.00	\$ 22,605.00		INCOME (MRE, REALTOR Institute, Ed. Development)				\$ 28,437.00
\$ 404,655.00	\$ 321,764.90		REGISTRATION				\$ 318,820.00
\$ 1,000.00	\$ 1,000.00		SPONSORSHIP				\$1,000.00
\$ 434,417.00	\$ 345,369.90		TOTAL PROJECTED INCOME				\$348,257.00
PROJECTED DIRECT (EXPENSES)							
\$ (2,000.00)	\$ (1,992.00)	540	STAFF DEVELOPMENT				\$ (2,000.00)
\$ -	\$ -	605	AWARDS/GIFTS				\$ (475.00)
\$ (296,522.00)	\$ (245,575.00)	630	CATERING/HOTEL				\$ (335,235.00)
\$ (13,000.00)	\$ (9,400.00)	632	COPYING				(\$13,000.00)
\$ (7,363.00)	\$ (5,986.00)	639	DUES/COMMITMENTS				(\$5,319.00)
\$ (12,837.00)	\$ (13,032.00)	770	SUPPLIES				\$ (12,517.00)
\$ -	\$ -	780	POSTAGE				\$ (3,592.00)
\$ (5,275.00)	\$ (4,235.00)	781	PRINTING				\$ (7,275.00)
\$ (20,879.00)	\$ (18,801.00)	786	PROMOTION				\$ (29,900.00)
\$ (206,831.00)	\$ (208,190.00)	787	SPEAKER FEES				\$ (189,650.00)
\$ (13,193.00)	\$ (10,188.79)	788	STAFF EXPENSE				\$ -
\$ (171,838.00)	\$ (134,328.00)	810	PROFESSIONAL/CONTRACT FEES				(\$164,159.00)
\$ (2,050.00)	\$ (2,076.00)	855	TRANSPORTATION				\$ -
\$ -	\$ -	860	CONFERENCES				\$ (10,869.00)
\$ (4,456.00)	\$ (4,456.00)	867	TRAVEL				\$ (17,989.00)
\$ (756,244.00)	\$ (658,259.79)		TOTAL DIRECT (EXPENSES)				\$ (791,980.00)
\$ (321,827.00)	\$ (312,889.89)		TOTAL NET (EXPENSES)/INCOME				\$ (443,723.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2018 Approved	2018 Projections	Program Detail	Rate	Item	Qty	Item	Qty	Item	2019 Total
PROFESSIONAL & BUSINESS DEVELOPMENT SUPPORT - 1801												
EXPENSE												
4	540	Staff Development	\$ (1,000.00)	\$ (992.00)	Staff Training - promotion/marketing	\$ (1,000.00)		1	training	1	time	\$ (1,000.00)
5	630	Catering/Hotel	\$ (800.00)	\$ (800.00)	Workgroups/Committee	\$ (800.00)		1	time	1	time	\$ (800.00)
6	632	Copying	\$ (13,000.00)	\$ (9,400.00)	Workgroups/Conferences/Classes/General	\$ (13,000.00)		1		1		\$ (13,000.00)
7	639	Dues/Commitments	\$ (1,000.00)	\$ (395.00)	eLearning Guild Membership	\$ (395.00)	annual fee	1	time	1	time	\$ (395.00)
8			\$ (325.00)	\$ (325.00)	RAPPD Summit - Registration	\$ -	registration fee	1	fee	1	time	\$ -
9			\$ (475.00)	\$ (475.00)	NAR EXPO (San Francisco, CA) - Registration	\$ -	registration fee	1	fee	1	time	\$ -
10			\$ (295.00)	\$ (295.00)	ASAE Education dues	\$ (295.00)	annual	1	fee	1	time	\$ (295.00)
11			\$ (229.00)	\$ (259.00)	TD membership	\$ (259.00)	annual	1	fee	1	time	\$ (259.00)
12			\$ (129.00)	\$ (99.00)	Live Streaming class platform (Zoom)	\$ (99.00)	fee	1	fee	1	time	\$ (99.00)
13			\$ (249.00)	\$ (264.00)	Animoto	\$ (264.00)	annual	1	fee	1	time	\$ (264.00)
14			\$ (599.00)	\$ (649.00)	GoAnimate video	\$ (649.00)	annual	1	fee	1	time	\$ (649.00)
15			\$ (711.00)	\$ (95.00)	Poll Everywhere	\$ (19.00)	fee	12	months	1	time	\$ (228.00)
16			\$ (397.00)	\$ (397.00)	Social Media Examiner subscription	\$ (397.00)	annual	1	fee	1	year	\$ (397.00)
17			\$ (199.00)	\$ (199.00)	Vimeo subscription	\$ (199.00)	annual	1	fee	1	year	\$ (199.00)
18			\$ (360.00)	\$ (389.00)	ASCAP music license	\$ (389.00)	year	1	months	1		\$ (389.00)
19			\$ (250.00)		State Education Director conference registration	\$ -	registration fee	1	time	1	time	\$ -
20	770	Supplies	\$ (300.00)	\$ (300.00)	Supplies	\$ (300.00)		1		1		\$ (300.00)
21			\$ (600.00)	\$ (600.00)	Reference and tools	\$ (600.00)		1		1		\$ (600.00)
22			\$ (692.00)	\$ (692.00)	Thermal binding supplies	\$ (692.00)		1		1		\$ (692.00)
23	781	Printing	\$ (1,000.00)	\$ (1,000.00)	Brochure/Flyers	\$ (1,500.00)		1	time	1	time	\$ (1,500.00)
24	786	Promotion	\$ (1,500.00)	\$ (500.00)	Event Tables - local association expos	\$ (500.00)		3	events	1	time	\$ (1,500.00)
25			\$ (600.00)	\$ (600.00)	Event Tables - educational promotional materials	\$ (400.00)		3	events	1	time	\$ (1,200.00)
26					Facebook class boosted posts	\$ (25.00)	per post	4	classes	12	months	\$ (1,200.00)
27					Education program Facebook ads/boost posts	\$ (100.00)	per ad/post	20	ads	1	time	\$ (2,000.00)
28	788	Staff Expense	\$ (960.00)	\$ (320.00)	NAR EXPO (San Francisco, CA) - Hotel	\$ -	night	3	nights	1	time	\$ -
29			\$ (600.00)	\$ (200.00)	NAR EXPO (San Francisco, CA) - Daily Expense	\$ -	per diem	3	days	1	staff	\$ -
30			\$ (600.00)	\$ (600.00)	NAR EXPO (San Francisco, CA) - Airfare	\$ -	airfare	1	time	1	staff	\$ -
31			\$ (600.00)	\$ (396.00)	NAR Legislative (D.C.) - Daily Expense	\$ -	per diem	3	days	1	staff	\$ -
32			\$ (960.00)	\$ (783.00)	NAR Legislative (D.C.) - Hotel	\$ -	night	3	nights	1	staff	\$ -
33			\$ (600.00)	\$ (472.00)	NAR Legislative (D.C.) - Airfare	\$ -	airfare	1	time	1	staff	\$ -
34			\$ (300.00)		State Ed. Director Conference - Airfare	\$ -	airfare	1	time	1	staff	\$ -
35			\$ (150.00)		State Ed. Director Conference - Daily Expense	\$ -	per diem	2	days	1	staff	\$ -
36			\$ (498.00)		State Ed. Director Conference - Hotel	\$ -	night	2	nights	1	staff	\$ -
37			\$ (500.00)	\$ (500.00)	In-state travel	\$ -	mileage	1	pool	1	staff	\$ -
38			\$ (900.00)	\$ (900.00)	RAPDD - Hotel	\$ -	night	4	nights	1	staff	\$ -
39			\$ (400.00)	\$ (400.00)	RAPDD - Airfare	\$ -	airfare	1	time	1	staff	\$ -
40			\$ (300.00)	\$ (300.00)	RAPDD - Daily Expense	\$ -	night	4	nights	1	staff	\$ -
41	810	Professional/Contract Fees		\$ (345.00)	Canva, Dropbox, Amazon Prime	\$ (345.00)	annual	1	time	1	time	(\$345.00)
42			\$ (3,000.00)	\$ (3,000.00)	Online Registration System Enhancements	\$ (3,000.00)		1	time	1	time	\$ (3,000.00)
43			\$ (1,000.00)	\$ (1,000.00)	REBAC License	\$ (1,000.00)		1	time	1	time	\$ (1,000.00)
44			\$ (325.00)	\$ (325.00)	Thermal Binding Machine Maintenance	\$ (325.00)		1	time	1	time	\$ (325.00)
45			\$ (240.00)	\$ (360.00)	Survey Monkey	\$ (360.00)		1	time	1	time	\$ (360.00)
46			\$ (2,000.00)	\$ (2,000.00)	Education Video Development	\$ (2,000.00)		1		1		\$ (2,000.00)
47			\$ (11,000.00)	\$ (11,000.00)	EFT credit card fees for education programs	\$ (11,000.00)	fees	1		1		\$ (11,000.00)
48			\$ (2,500.00)	\$ (2,500.00)	Reteach.us website enhancements/maintenance	\$ (2,500.00)		1	time	1	time	\$ (2,500.00)
49	860	Conferences	\$ -	\$ -	NAR EXPO (San Francisco, CA) - Registration	\$ (475.00)	registration fee	1	fee	1	time	\$ (475.00)
50			\$ -	\$ -	NAR EXPO (San Francisco, CA) - Hotel	\$ (320.00)	night	3	nights	1	time	\$ (960.00)
51			\$ -	\$ -	NAR EXPO (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	3	days	1	staff	\$ (600.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
52			\$ -	\$ -	NAR EXPO (San Francisco, CA) - Airfare	\$ (600.00)	airfare	1	time	1	staff	\$ (600.00)
53			\$ -	\$ -	NAR Legislative (D.C.) - Daily Expense	\$ (200.00)	per diem	3	days	1	staff	\$ (600.00)
54			\$ -	\$ -	NAR Legislative (D.C.) - Hotel	\$ (320.00)	night	3	nights	1	staff	\$ (960.00)
55			\$ -	\$ -	NAR Legislative (D.C.) - Airfare	\$ (600.00)	airfare	1	time	1	staff	\$ (600.00)
56			\$ -		State Education Director conference registration	\$ (275.00)	registration fee	1	time	1	time	\$ (275.00)
57			\$ -		State Ed. Director Conference - Airfare	\$ (400.00)	airfare	1	time	1	staff	\$ (400.00)
58			\$ -		State Ed. Director Conference - Daily Expense	\$ (75.00)	per diem	2	days	1	staff	\$ (150.00)
59			\$ -		State Ed. Director Conference - Hotel	\$ (325.00)	night	2	nights	1	staff	\$ (650.00)
60	867	Travel	\$ (2,000.00)	\$ (2,000.00)	PBD Chair travel	\$ (2,000.00)		1		1		\$ (2,000.00)
61	867.2	Staff Travel	\$ -	\$ -	In-state travel	\$ (750.00)	mileage	1	pool	1	staff	\$ (750.00)
62			\$ (54,143.00)	\$ (46,126.00)	TOTAL							\$ (56,516.00)
63												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
64	REALTOR INSTITUTE - 1815											
65	INCOME											
66	467	Registration	\$ 7,375.00	\$ 15,545.00	Live Streamed Classes - Remote site	\$ 59.00	registration fee	30	students	4	classes	\$ 7,080.00
67	467.1	Income	\$ 19,500.00	\$ 13,400.00	GRI Class Provider Per Student Fee	\$ 15.00	royalty fee	1300	students	1		\$ 19,500.00
68	467.2	Income	\$ 750.00	\$ 480.00	Retest	\$ 25.00	retest fee	15	students	1	time	\$ 375.00
69	467.3	Income	\$ 4,000.00	\$ 4,900.00	Learning Library Business Plan Class Revenue Share	\$ 40.00	fee	100	students	1	time	\$ 4,000.00
70	467.4	Income	\$ 1,500.00	\$ 1,500.00	New GRI Designee Fee	\$ 25.00	fee	70	students	1	time	\$ 1,750.00
71			\$ 33,125.00	\$ 35,825.00	TOTAL							\$ 32,705.00
72												
73	EXPENSE											
74	605	Awards/Gifts	\$ -	\$ -	Gift card for survey response drawing	\$ (150.00)	gift card	1	survey	1	time	\$ (150.00)
75	630	Catering/Hotel	\$ (125.00)	\$ (180.00)	Live Streamed Class Instructor Lunch	\$ (25.00)	lunch	4	classes	1	time	\$ (100.00)
76			\$ (500.00)	\$ (500.00)	Ambassador Orientation	\$ -	lunch	0	attendees	0	time	\$ -
77			\$ (800.00)	\$ (800.00)	Workgroup/Audition Meetings	\$ (800.00)	meeting	1	meeting	1	time	\$ (800.00)
78	770	Supplies	\$ (200.00)	\$ (200.00)	Office supplies	\$ (300.00)		1		1		\$ (300.00)
79			\$ (900.00)	\$ (900.00)	GRI pins	\$ (6.00)	per pin	150	designees	1		\$ (900.00)
80			\$ (600.00)	\$ (605.00)	Certificate paper	\$ (600.00)		1		1		\$ (600.00)
81			\$ (475.00)	\$ (475.00)	Class Monitor Appreciation	\$ (5.00)	per card	95	classes	1		\$ (475.00)
82			\$ (100.00)	\$ (100.00)	Refer a Friend Contest	\$ -		0	survey	0	time	\$ -
83			\$ (150.00)	\$ (150.00)	Gift card for survey response drawing	\$ -	gift card	1	survey	1	time	\$ -
84	780	Postage	\$ -	\$ -	Live Streamed Location Class Material Packets	\$ (120.00)	shipping	4	classes	1	time	\$ (480.00)
85	781	Printing	\$ (1,500.00)	\$ (2,000.00)	Live Stream student workbooks	\$ (2,000.00)		1		1		\$ (2,000.00)
86	786	Promotion	\$ (15,000.00)	\$ (15,000.00)	Scholarships	\$ (15,000.00)		1		1		\$ (15,000.00)
87			\$ (200.00)	\$ (200.00)	Promotion activities	\$ (200.00)	per ad	1	ads	1	time	\$ (200.00)
88			\$ (300.00)	\$ (300.00)	Promotion materials (GRI ribbons/buttons)	\$ (300.00)		1		1		\$ (300.00)
89			\$ (300.00)	\$ (300.00)	Promotional materials for AAR tables	\$ (300.00)		1		1		\$ (300.00)
90	787	Speaker Fees	\$ (3,750.00)	\$ (3,750.00)	Live Streaming Class Instructor Fee	\$ (900.00)	fee	1	time	4	classes	\$ (3,600.00)
91			\$ (750.00)	\$ (750.00)	Live Streaming Class Instructor Travel Expenses	\$ -		1		4	classes	\$ -
92			\$ (300.00)	\$ (300.00)	Instructor Teaching Tip Webinars	\$ (100.00)	honorarium	1	time	3	classes	\$ (300.00)
93			\$ (3,000.00)	\$ (3,000.00)	GRI Designee/MRES class	\$ (3,000.00)		1		1		\$ (3,000.00)
94	788	Staff Expense	\$ (330.00)	\$ (330.00)	Staff Travel to GRI classes	\$ -	mileage	2	times	1		\$ -
95	810	Professional/Contract Fees	\$ (2,250.00)	\$ (2,400.00)	NAR Graduate Fee	\$ (20.00)		1	time	150	designees	\$ (3,000.00)
96			\$ (1,250.00)	\$ (3,800.00)	Live Stream Revenue Share	\$ (10.00)	share	4	classes	30	registrants	\$ (1,200.00)
97			\$ (3,000.00)	\$ (3,000.00)	Online Learning Platform Updates	\$ (3,000.00)	fees	1		1		\$ (3,000.00)
98			\$ (3,000.00)	\$ (3,000.00)	GRI Website Enhancements/Maintenance	\$ (1,500.00)	fees	1		1		\$ (1,500.00)
99			\$ (720.00)		Instructor Intro Videos - editing	\$ (60.00)	per hour	6	classes	2	hours	\$ (720.00)
100	855	Transportation	\$ (200.00)	\$ (480.00)	Live Streamed Location Class Material Packets		shipping	4	classes	1	time	\$ -
101	867	Travel	\$ -	\$ -	Live Streaming Class Instructor Travel Expenses	\$ (375.00)		1		4	classes	\$ (1,500.00)
102	867.2	Staff Travel	\$ -	\$ -	Staff Travel to GRI classes	\$ (200.00)	mileage	2	times	1		\$ (400.00)
103			\$ (39,700.00)	\$ (42,520.00)	TOTAL							\$ (39,825.00)
104			\$ (6,575.00)	\$ (6,695.00)								\$ (7,120.00)
105												
106	rCRMS - 1820											
107	INCOME											
108	468.1	Registration	\$ 3,555.00	\$ 5,511.00	Live Two-day Contract Class	\$ 79.00	registration fee	1	classes	35	registrants	\$ 2,765.00
109			\$ 29,205.00	\$ 23,679.00	Live Classes - 1 Day	\$ 59.00	registration fee	9	classes	35	registrants	\$ 18,585.00
110	468.2	Registration	\$ 11,025.00		Live Streaming Classes	\$ 49.00	registration fee	4	classes	30	registrants	\$ 5,880.00
111			\$ 43,785.00	\$ 29,190.00	TOTAL							\$ 27,230.00
112												
113	EXPENSE											
114	630	Catering/Hotel	\$ (150.00)	\$ (96.00)	Live Streamed Classes - instructor lunch	\$ (12.00)	lunch	4	classes	2	instructors	\$ (96.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
115	780	Postage	.		Live Locations	\$ (16.00)	per class	9	classes	1	time	(\$144.00)
116			\$ -	\$ -	Live Streamed locations	\$ (75.00)	per class	4	classes	1	time	\$ (300.00)
117	786	Promotion	\$ (200.00)	\$ (200.00)	Social Media Ads	\$ -		0	ads	0	time	\$ -
118	787	Speaker Fees	\$ (5,400.00)	\$ (6,750.00)	Live Classes - 1 Day (1 Instructor)	\$ (750.00)	per day	1	instructors	4	classes	\$ (3,000.00)
119			\$ (9,000.00)	\$ (15,000.00)	Live Classes - 1 Day (2 Instructors)	\$ (750.00)	per day	2	instructors	6	classes	\$ (9,000.00)
120			\$ (3,600.00)	\$ (4,500.00)	Live Class Contract - 2 Day	\$ (1,500.00)	per class	2	instructors	1	classes	\$ (3,000.00)
121			\$ (4,500.00)	\$ (6,750.00)	Live Streamed Classes	\$ (125.00)	per hours	6	hours	4	days	\$ (3,000.00)
122	788	Staff Expense	\$ (108.00)	\$ (56.00)	Mileage (materials to local sites)	\$ -	mileage	0	classes	0	staff	\$ -
123	810	Professional/Contract Fees	\$ (2,250.00)	\$ (2,700.00)	Live Streamed Class Fee Share	\$ (10.00)	fee	4	classes	30	registrants	\$ (1,200.00)
124			\$ (4,653.00)	\$ (3,780.00)	Live 1-day Class Revenue Share	\$ (342.00)	share	9	classes	1	time	\$ (3,078.00)
125					Live 2-day Class Revenue Share	\$ -		0		0		\$0.00
126	855	Transportation	\$ (200.00)	\$ (200.00)	Live Streamed locations	\$ -	per class	4	classes	1	time	\$ -
127			\$ (30,061.00)	\$ (40,032.00)	TOTAL							\$ (22,818.00)
128			\$ 13,724.00	\$ (10,842.00)								\$ 4,412.00
129												
130	CERTIFIED RESIDENTIAL PROPERTY MANAGEMENT CERTIFICATION - 1825											
131	INCOME											
132	472	Registration	\$ 33,180.00	\$ 22,120.00	Live PM Bootcamp	\$ 79.00	reg fees	40	attendees	5	classes	\$ 15,800.00
133			\$ 3,000.00	\$ 7,500.00	Live 3-hour classes	\$ 25.00	reg fees	30	attendees	5	classes	\$ 3,750.00
134			\$ 5,175.00	\$ 5,175.00	Property Management Summit	\$ 69.00	reg fees	75	attendees	1	time	\$ 5,175.00
135			\$ 16,695.00	\$ 9,280.00	Live Streamed C/E classes	\$ 35.00	reg pkg (2 classes)	53	attendees	5	days	\$ 9,275.00
136			\$ 6,120.00	\$ 4,645.00	Live Streamed C/E classes	\$ 20.00	reg fee singles	17	attendees	10	classes	\$ 3,400.00
137			\$ 64,170.00	\$ 48,720.00	TOTAL							\$ 37,400.00
138												
139	EXPENSE											
140	605	Awards/Gifts	\$ -	\$ -	Webinar Honorariums	\$ (25.00)	gift card	2	webinars	1	time	\$ (50.00)
141	630	Catering	\$ (135.00)	\$ (120.00)	Live Streamed Classes - instructor lunch	\$ (15.00)	meal	5	days	2	instructors	\$ (150.00)
142			\$ (4,000.00)	\$ (4,000.00)	Property Management Summit	\$ (50.00)	meals	80	attendees	1	time	\$ (4,000.00)
143	639	Dues/Commitments	\$ (195.00)	\$ (195.00)	NARPM dues	\$ (195.00)	membership	1	fee	1	time	\$ (195.00)
144	770	Supplies	\$ (200.00)	\$ (200.00)	Pins	\$ (200.00)		1		1		\$ (200.00)
145			\$ (100.00)	\$ (100.00)	Certificate paper	\$ (100.00)		1	time	1	time	\$ (100.00)
146	780	Postage	\$ -	\$ -	Live Streamed class materials	\$ (1,600.00)	delivery/UPS	1	fee	1	time	\$ (1,600.00)
147	786	Promotion	\$ (179.00)	\$ (179.00)	Table Banner	\$ -	banner	0	time	0	time	\$ -
148			\$ (200.00)	\$ (200.00)	FaceBook Ads	\$ -	ad	0	ads	0	time	\$ -
149			\$ (100.00)	\$ (100.00)	Facebook Ads - Summit	\$ (100.00)	ad	2	ads	1	time	\$ (200.00)
150	787	Speaker Fees	\$ (12,600.00)	\$ (10,500.00)	PM Bootcamp	\$ (900.00)	per instructor	2	instructors	5	classes	\$ (9,000.00)
151			\$ (4,050.00)	\$ (3,375.00)	Live Streamed C/E classess	\$ (750.00)	per hour	2	instructors	5	days	\$ (7,500.00)
152			\$ (1,500.00)	\$ (4,875.00)	Live 3-hour classes	\$ (125.00)	per hour	3	hours	5	classes	\$ (1,875.00)
153			\$ (100.00)	\$ (50.00)	Webinar Honorariums	\$ -	gift card	2	webinars	1	time	\$ -
154			\$ (1,000.00)	\$ (1,000.00)	Property Management Summit	\$ (1,000.00)	speaker	1	speaker	1	time	\$ (1,000.00)
155	788	Staff Expense	\$ (110.00)	\$ (117.00)	Live Class material delivery	\$ -	mileage	0	classes	0	time	\$ -
156	810	Professional Contract Fees	\$ (4,770.00)	\$ (2,630.00)	Live Streamed C/E class fee share	\$ (10.00)	pkg fee	53	students	5	days	\$ (2,650.00)
157			\$ (3,060.00)	\$ (1,320.00)	Live Streamed C/E class fee share	\$ (10.00)	single class	17	students	5	days	\$ (850.00)
158			\$ (700.00)	\$ (3,900.00)	Live 3-hour class revenue share	\$ (175.00)	share	4	classes	1	time	\$ (700.00)
159			\$ (8,554.00)	\$ (5,600.00)	PM Bootcamp revenue shares	\$ (1,344.00)	share	5	classes	1	time	\$ (6,720.00)
160			\$ (240.00)	\$ (150.00)	Webinar recording edits	\$ (75.00)	hour	2	webinars	1	time	\$ (150.00)
161	855	Transportation	\$ (990.00)	\$ (365.00)	Live Streamed class materials	\$ -	delivery/UPS	1	fee	1	time	\$ -
162			\$ (42,783.00)	\$ (38,976.00)	TOTAL		\$ -					\$ (36,940.00)
163			\$ 21,387.00	\$ 9,744.00								\$ 460.00
164												
165	LEADERSHIP TRAINING - 1840											

PROFESSIONAL AND BUSINESS DEVELOPMENT

A	B	C	D	E	F	G	H	I	J	K	L	
166	INCOME											
167	464	Registration	\$ 12,500.00	\$ 12,500.00	Conference Registration	\$ 125.00	registration fee	100	registrants	1	time	\$12,500.00
168					Comps - Past Pres., ExCom, speakers, staff, guests							
169			\$ 7,840.00	\$ 7,840.00	Conference Dinner Tickets	\$ 80.00	ticket fee	98	registrants	1	time	\$7,840.00
170	440.9	Sponsorship	\$ 1,000.00	\$ 1,000.00	Dinner Wine Sponsorship	\$ 1,000.00	sponsorship	1	time	1	time	\$1,000.00
171			\$ 21,340.00	\$ 21,340.00	TOTAL							\$ 21,340.00
172												
173	EXPENSE											
174	630	Catering/Hotel	\$ (12,000.00)	\$ (12,000.00)	Conference audio/visual	\$ (12,000.00)		1	time	1	time	\$ (12,000.00)
175			\$ (1,800.00)	\$ (1,800.00)	Conference dinner wine	\$ (45.00)	per bottle	20	tables	2	per table	\$ (1,800.00)
176			\$ (3,000.00)	\$ (3,000.00)	Conference room rental	\$ (3,000.00)	fee	1	time	1	time	\$ (3,000.00)
177			\$ (3,000.00)	\$ (3,000.00)	Conference Day 2 Continental	\$ (30.00)	breakfast	1	time	100	registrants	\$ (3,000.00)
178			\$ (10,000.00)	\$ (10,000.00)	Conference Meal Package Day 1 (breakfast, breaks, lunch)	\$ (100.00)	meal cost	1	time	100	registrants	\$ (10,000.00)
179			\$ (5,000.00)	\$ (5,000.00)	Conference Meal Package Day 1 (comps)	\$ (100.00)	meal cost	1	time	50	comps	\$ (5,000.00)
180			\$ (10,290.00)	\$ (10,290.00)	Conference Installation Dinner	\$ (110.00)	dinner tickets	1	time	98	registrants	\$ (10,780.00)
181			\$ (9,450.00)	\$ (9,450.00)	Conference Installation Dinner Comps (past pres., ExCom, guests, staff, speakers)	\$ (110.00)	dinner tickets	1	time	90	comps	\$ (9,900.00)
182			\$ (2,300.00)	\$ (2,300.00)	Conference Reception	\$ (2,300.00)		1		1		\$ (2,300.00)
183			\$ (4,600.00)	\$ (4,600.00)	LTA Module 1 (January)	\$ (5,100.00)	meal pkg	1		1		\$ (5,100.00)
184			\$ (4,600.00)	\$ (4,600.00)	LTA Module 2 (February)	\$ (5,100.00)	meal pkg	1		1		\$ (5,100.00)
185			\$ (4,600.00)	\$ (4,600.00)	LTA Module 3 (March)	\$ (5,100.00)	meal pkg	1		1		\$ (5,100.00)
186			\$ (4,600.00)	\$ (4,600.00)	LTA Module 4 (April)	\$ (5,100.00)	meal pkg	1		1		\$ (5,100.00)
187			\$ (600.00)	\$ (600.00)	LTA Event at Convention	\$ (600.00)		1		1		\$ (600.00)
188			\$ (2,400.00)	\$ (2,400.00)	LTA Room Rental, audio/visual	\$ (600.00)	fee	1	time	4	times	\$ (2,400.00)
189			\$ (500.00)	\$ (500.00)	Leadership Open Workshop room rental	\$ (500.00)	rate	1	time	1		\$ (500.00)
190			\$ (875.00)	\$ (875.00)	Leadership Open Workshop (breakfast/lunch)	\$ (35.00)	meal pkg	1	time	25	registrants	\$ (875.00)
191	770	Supplies	\$ (300.00)	\$ (300.00)	Miscellaneous	\$ (300.00)		1	time	1	time	\$ (300.00)
192			\$ (1,000.00)	\$ (1,000.00)	LTA Supplies	\$ (1,000.00)		1	time	1	time	\$ (1,000.00)
193			\$ (2,400.00)	\$ (2,400.00)	Conference Attendee packet/portfolio	\$ (2,400.00)		1	time	1	time	\$ (2,400.00)
194	781	Printing	\$ (400.00)	\$ (400.00)	Conference Printing	\$ (400.00)	banner	1	time	1	time	\$ (400.00)
195			\$ (375.00)	\$ (375.00)	LTA student journals	\$ (15.00)	per book	1	time	25	registrants	\$ (375.00)
196	787	Speaker Fees	\$ (30,000.00)	\$ (30,000.00)	Conference Speakers	\$ (30,000.00)	fee	1	time	1	time	\$ (30,000.00)
197			\$ (4,000.00)	\$ (4,000.00)	LTA 1: Speaker fee	\$ (2,000.00)	fee	2	speakers	1	time	\$ (4,000.00)
198			\$ (800.00)	\$ (800.00)	LTA 1: Speaker lodging	\$ -	rate	2	speakers	2	nights	\$ -
199			\$ (364.00)	\$ (364.00)	LTA 1: Speaker mileage	\$ -	mileage	1	pool	1	time	\$ -
200			\$ (4,000.00)	\$ (4,000.00)	LTA 2: Speaker fee	\$ (2,000.00)		2	speakers	1	time	\$ (4,000.00)
201			\$ (800.00)	\$ (800.00)	LTA 2: Speaker lodging	\$ -	rate	2	speakers	2	nights	\$ -
202			\$ (364.00)	\$ (364.00)	LTA 2: Speaker mileage	\$ -	mileage	1	pool	1	time	\$ -
203			\$ (4,000.00)	\$ (4,000.00)	LTA 3: Speaker fee	\$ (2,000.00)	fee	2	speakers	1	time	\$ (4,000.00)
204			\$ (800.00)	\$ (800.00)	LTA 3: Speaker lodging	\$ -	rate	2	speakers	2	nights	\$ -
205			\$ (364.00)	\$ (364.00)	LTA 3: Speaker mileage	\$ -	mileage	1	pool	1	time	\$ -
206			\$ (4,000.00)	\$ (4,000.00)	LTA 4: Speaker fee	\$ (2,000.00)	fee	2	speakers	1	time	\$ (4,000.00)
207			\$ (800.00)	\$ (800.00)	LTA 4: Speaker lodging	\$ -	rate	2	speakers	2	nights	\$ -
208			\$ (364.00)	\$ (364.00)	LTA 4: Speaker mileage	\$ -	mileage	1	pool	1	time	\$ -
209			\$ (600.00)	\$ (600.00)	LTA Guest Speaker	\$ (600.00)	rate	1	speaker	1	time	\$ (600.00)
210			\$ (6,000.00)	\$ (6,000.00)	Leadership Open Workshop speaker	\$ (6,000.00)	fee	1	speaker	1	time	\$ (6,000.00)
211			\$ (600.00)	\$ (600.00)	Leadership Open Workshop speaker travel	\$ -	mileage	1	pool	1	time	\$ -
212			\$ (275.00)	\$ (275.00)	Leadership Open Workshop speaker lodging	\$ -	rate	1	speakers	1	night	\$ -
213	810	Professional/Contract Fees	\$ (4,000.00)	\$ (4,000.00)	Table centerpieces	\$ (4,500.00)	fee	1	time	1	time	\$ (4,500.00)
214			\$ (375.00)	\$ (375.00)	LTA Assessment	\$ (15.00)		1		25	assessments	\$ (375.00)
215			\$ (15,000.00)	\$ (15,000.00)	Production	\$ (22,000.00)		1	time	1	time	\$ (22,000.00)
216			\$ (800.00)	\$ (800.00)	Conference RegOnline Fees	\$ (5.00)	fee	160	registrants	1	time	\$ (800.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L	
217			\$ (1,200.00)	\$ (1,200.00)	Conference Photographer	\$ (1,200.00)	fee	1	time	1	time	\$ (1,200.00)	
218			\$ (125.00)	\$ (125.00)	ASCAP/BMI music license - Conference	\$ (125.00)	fee	1	time	1	time	\$ (125.00)	
219			\$ (125.00)	\$ (125.00)	ASCAP/BMI music icense - LTA	\$ (125.00)	fee	1	time	1	time	\$ (125.00)	
220	867	Travel			LTA President-elect travel	\$ (450.00)	travel/hotel	4	modules	1	time	\$ (1,800.00)	
221					LTA Treasurer travel	\$ (450.00)	travel/hotel	4	modules	1	time	\$ (1,800.00)	
222			\$ (856.00)	\$ (856.00)	LTA First Vice President travel	\$ (200.00)	hotel	4	modules	1	time	\$ (800.00)	
223			\$ (1,600.00)	\$ (1,600.00)	LTA First VP lodging	\$ -	rate	0	modules	0	days	\$ -	
224			\$ -	\$ -	LTA 1: Speaker lodging	\$ (200.00)	rate	2	speakers	2	nights	\$ (800.00)	
225			\$ -	\$ -	LTA 1: Speaker mileage	\$ (364.00)	mileage	1	pool	1	time	\$ (364.00)	
226			\$ -	\$ -	LTA 2: Speaker lodging	\$ (200.00)	rate	2	speakers	2	nights	\$ (800.00)	
227			\$ -	\$ -	LTA 2: Speaker mileage	\$ (364.00)	mileage	1	pool	1	time	\$ (364.00)	
228			\$ -	\$ -	LTA 3: Speaker lodging	\$ (200.00)	rate	2	speakers	2	nights	\$ (800.00)	
229			\$ -	\$ -	LTA 3: Speaker mileage	\$ (364.00)	mileage	1	pool	1	time	\$ (364.00)	
230			\$ -	\$ -	LTA 4: Speaker lodging	\$ (200.00)	rate	2	speakers	2	nights	\$ (800.00)	
231			\$ -	\$ -	LTA 4: Speaker mileage	\$ (364.00)	mileage	1	pool	1	time	\$ (364.00)	
232			\$ -	\$ -	Leadership Open Workshop speaker travel	\$ (600.00)	mileage	1	pool	1	time	\$ (600.00)	
233			\$ -	\$ -	Leadership Open Workshop speaker lodging	\$ (200.00)	rate	1	speakers	1	night	\$ (200.00)	
234	867.2	Staff Travel			LTA and LC Travel	\$ (12.00)	mileage	5	sessions	1	staff	\$ (60.00)	
235			\$ (166,302.00)	\$ (166,302.00)	TOTAL							\$ (178,671.00)	
236			\$ (144,962.00)	\$ (144,962.00)								\$ (157,331.00)	
237													
238					INDUSTRY PARTNERS CONFERENCE - 1850								
239					INCOME								
240	471	Registration	\$ 33,375.00	\$ 33,375.00	Registration Fees	\$ 89.00	fee	375	attendees	1		\$ 33,375.00	
241			\$ 1,000.00	\$ 1,000.00	Breakfast sponsor	\$ 1,000.00	fee	1	sponsor	1		\$ 1,000.00	
242			\$ 1,400.00	\$ 1,400.00	Break sponsors	\$ 1,400.00	fee	1		1		\$ 1,400.00	
243			\$ 9,800.00	\$ 9,800.00	Vendor Tables	\$ 700.00	fee	14	vendor	1		\$ 9,800.00	
244			\$ 45,575.00	\$ 45,575.00	TOTAL							\$ 45,575.00	
245													
246					EXPENSE								
247	630	Catering/Hotel	\$ (22,940.00)	\$ (22,940.00)	Meals, audio/visual	\$ (62.00)	F&B	370	attendees	1	time	\$ (22,940.00)	
248			\$ (750.00)	\$ (750.00)	Audio/Visual	\$ (750.00)		1	pool	1	time	\$ (750.00)	
249	786	Promotion	\$ (800.00)	\$ (800.00)	Prizes	\$ (800.00)		1	time	1	time	\$ (800.00)	
250	810	Professional/Contract Fees	\$ (11,966.00)	\$ (11,966.00)	Partner Revenue Share	\$ (5,983.00)		2	shares	1	time	\$ (11,966.00)	
251			\$ (1,875.00)	\$ (1,875.00)	Regonline fees	\$ (5.00)		375	attendees	1	time	\$ (1,875.00)	
252			\$ (200.00)	\$ (200.00)	Facebook ads	\$ (100.00)	ad	2	ads	1	time	\$ (200.00)	
253			\$ (38,531.00)	\$ (38,531.00)	TOTAL							\$ (38,531.00)	
254			\$ 7,044.00	\$ 7,044.00								\$ 7,044.00	
255													
256					MRES SOCIETY - 1855								
257					INCOME								
258	465	Income	\$ 500.00	\$ 725.00	MRE Society New Member Dues	\$ 25.00	dues	20	new mbrs	1	time	\$ 500.00	
259			\$ 500.00	\$ 725.00	TOTAL							\$ 500.00	
260													
261					EXPENSE								
262	605	Awards/Gifts	\$ -	\$ -	Gift card drawing	\$ (50.00)	gift card	1	survey	1	drawing	\$ (50.00)	
263	770	Supplies	\$ (400.00)	\$ (400.00)	Certificates	\$ (400.00)		1		1		\$ (400.00)	
264			\$ (50.00)	\$ (50.00)	Gift card drawing	\$ -	gift card	1	survey	1	drawing	\$ -	
265			\$ (500.00)	\$ (500.00)	Brochures/Flyers	\$ (500.00)		1	time	1	time	\$ (500.00)	
266	786	Promotion	\$ (100.00)	\$ (100.00)	Facebook ads	\$ -	per ad	0	ads	0		\$ -	
267	787	Speaker Fees	\$ (300.00)	\$ (300.00)	Value of Education/Paths videos	\$ -	honorarium	0	videos	0		\$ -	

PROFESSIONAL AND BUSINESS DEVELOPMENT

A	B	C	D	E	F	G	H	I	J	K	L
268		\$ (2,000.00)	\$ (2,000.00)	MRES/GRI Special Class Instructor	\$ (2,000.00)	fee	1	time	1	time	\$ (2,000.00)
269	810 Professional/Contract Fees	\$ (360.00)	\$ (360.00)	Video editing	\$ -	hour	0	videos	0		\$ -
270		\$ (3,710.00)	\$ (3,710.00)	TOTAL							\$ (2,950.00)
271		\$ (3,210.00)	\$ (2,985.00)								\$ (2,450.00)
272											
273	CONVENTION - 1860										
274	INCOME										
275	469 Registration	\$ 108,375.00	\$ 60,551.90	Registration Fees - Full	\$ 199.00	registration fee	550	registrants	1	time	\$ 109,450.00
276		\$ 53,700.00	\$ 11,653.00	Registration Fees - Single Day	\$ -	registration fee	0	registrants	0	time	\$ -
277				Comp Registrations (staff, speaker, leadership, Past Pres)		comp fee		registrants		time	
278		\$ 12,000.00	\$ 42,664.00	Vendor tables	\$ 1,500.00	vendor table	20	tables	1	time	\$ 30,000.00
279		\$ 10,000.00		Sponsors	\$ 5,000.00	sponsorships fee	2	sponsors	1		\$ 10,000.00
280			\$ 3,779.00	Cocktails w/Champions/Tailgate Party							
281		\$ 184,075.00	\$ 118,647.90	TOTAL	\$ -						\$ 149,450.00
282											
283	EXPENSE										
284	630 Catering/Hotel	\$ (8,000.00)	\$ (124,651.00)	Audio/Visual	\$ (10,000.00)		1	time	1		\$ (10,000.00)
285		\$ (2,500.00)		Presidents Reception	\$ (2,500.00)		1	time	1		\$ (2,500.00)
286		\$ (24,500.00)		Reception	\$ (35.00)	F&B	350	attendees	2	evenings	\$ (24,500.00)
287				All Day Meal Package - Day 1	\$ (178.00)	breaks/lunch	450	attendees	1	day	\$ (80,100.00)
288		\$ (600.00)		AAR Business: Executive Committee & Officer Meeting	\$ (600.00)		1		1		\$ (600.00)
289		\$ (26,520.00)		All Day Beverage Service - Day 1	\$ -	beverages	0	attendees	0		\$ -
290		\$ (5,000.00)		AAR Business: Breaks - Day 3	\$ (2,000.00)	morning break	1	break	1	time	\$ (2,000.00)
291		\$ (106,800.00)		All Day Meal Package - Day 2	\$ (178.00)	beverages	500	attendees	1	time	\$ (89,000.00)
292		\$ (1,308.00)		AAR Business: BOD and Caucus Coffee Svc.	\$ (109.00)	gallon	12	gallons	1		\$ (1,308.00)
293	770 Supplies	\$ (750.00)	\$ (940.00)	Materials	\$ (750.00)		1		1		\$ (750.00)
294	781 Printing	\$ (2,000.00)	\$ (460.00)	Flyers/Posters/Logo items	\$ (3,000.00)		1		1		\$ (3,000.00)
295	786 Promotion	\$ (600.00)	\$ (322.00)	Contest prizes	\$ (300.00)		2	prizes	1		\$ (600.00)
296		\$ (200.00)		Facebook ads	\$ (2,000.00)	ad	3	ads	1		\$ (6,000.00)
297		\$ (600.00)		Promotional items	\$ (600.00)		1		1		\$ (600.00)
298	787 Speaker Fees	\$ (17,500.00)	\$ (39,934.00)	National Speakers	\$ (3,000.00)		6	speakers	1		\$ (18,000.00)
299		\$ (20,000.00)		Keynote Speakers	\$ (10,000.00)	fee	3	speakers	1	time	\$ (30,000.00)
300		\$ (10,000.00)		Keynote speaker	\$ -	fee	0	speakers	0		\$ -
301		\$ (6,000.00)		Local C/E Speakers	\$ (125.00)	per hour	3	hours	8	classes	\$ (3,000.00)
302	788 Staff Expense	\$ (2,700.00)	\$ (2,751.00)	Lodging	\$ -	night	3	nights	1	staff	\$ -
303		\$ (75.00)		Daily Expense	\$ -	daily expense	1	time	3	staff	\$ -
304		\$ (80.00)		Mileage	\$ -	mileage	1	time	4	staff	\$ -
305		\$ (40.00)		Site meeting	\$ -	mileage	0	meetings	0	time	\$ -
306	810 Professional/Contract Fees	\$ (3,750.00)	\$ (12,698.00)	RegOnline fees	\$ (5.00)	fee	1	fee	600	attendees	\$ (3,000.00)
307		\$ (3,500.00)		Videographer (video for future promotions)	\$ -	fee	0		0		\$ -
308				Marketing Firm	\$ (18,000.00)	fee	1	firm	1	time	\$ (18,000.00)
309		\$ (20,000.00)		Production	\$ (25,000.00)	fee	1	time	1	time	\$ (25,000.00)
310				DJ for session	\$ (1,000.00)	fee	2	days	1	session	\$ (2,000.00)
311				Photobooth for receptions	\$ (750.00)	fee	2	receptions	1	time	\$ (1,500.00)
312		\$ (125.00)		ASCAP/BMI fee	\$ (125.00)	fee	1		1		\$ (125.00)
313		\$ (10,000.00)		REBAC Royalty Fees - Day 1	\$ -	fee	0	time	0	attendees	\$ -
314		\$ (8,000.00)		Meme and Snapchat GEO filter development	\$ -	fee	0	time	0	time	\$ -
315	867.2 Staff Travel	\$ -	\$ -	Lodging	\$ (280.00)	night	3	nights	1	staff	\$ (840.00)
316		\$ -		Daily Expense	\$ (25.00)	daily expense	1	time	3	staff	\$ (75.00)
317		\$ -		Mileage	\$ (12.00)	mileage	1	time	4	staff	\$ (48.00)
318		\$ (281,148.00)	\$ (181,756.00)	TOTAL							\$ (322,546.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
319			\$ (97,073.00)	\$ (63,108.10)								\$ (173,096.00)
320												
321	EDUCATION OUTREACH - 1870											
322	INCOME											
323	462	Registration		\$ 2,950.00	1-Day REBAC - Live Classes	\$ 59.00		3	classes	25	students	\$ 4,425.00
324			\$ 4,770.00	\$ 6,360.00	ABR - Live Streamed Classes	\$ 159.00	registration fees	0	class	0	students	\$ -
325			\$ 18,900.00	\$ 18,000.00	C/E - Live Streamed Classes	\$ 35.00	registration pkg	11	days	25	students	\$ 9,625.00
326			\$ 7,200.00	\$ 7,200.00	C/E - Live Streamed Classes	\$ 20.00	registration single	22	classes	20	students	\$ 8,800.00
327					Trends Summit		registration fees		summit		students	\$ -
328			\$ 30,870.00	\$ 34,510.00	TOTAL							\$ 22,850.00
329												
330	EXPENSE											
331	605	Awards/Gifts	\$ -	\$ -	Monitor Appreciation	\$ (5.00)	gift cards	25	monitors	1	time	\$ (125.00)
332	630	Catering/Hotel	\$ (180.00)	\$ (180.00)	Live Streamed Class - instructor lunches	\$ (15.00)	lunch	11	days	2	time	\$ (330.00)
333			\$ (30.00)		REBAC Live Streamed Class - instructor lunch	\$ (15.00)	lunch	3	days	1	time	\$ (45.00)
334			\$ (4,960.00)	\$ (4,960.00)	Trends Summit	\$ (62.00)	meal pkg	80	attendees	1	time	\$ (4,960.00)
335					Education Chair Meetings	\$ (100.00)	meal pkg	4	meetings	1	time	\$ (400.00)
336	770	Supplies	\$ (850.00)	\$ (850.00)	Live Streaming Class Supplies	\$ (850.00)	supplies	1	time	1	time	\$ (850.00)
337			\$ (120.00)	\$ (120.00)	Monitor Appreciation	\$ -	gift cards	25	monitors	1	time	\$ -
338	780	Postage	\$ -	\$ -	C/E Live Streamed Class materials	\$ (60.00)	shipment	11	days	1	time	\$ (660.00)
339			\$ -	\$ -	REBAC Class Materials	\$ (16.00)	shipment	3	classes	1	locations	\$ (48.00)
340	788	Staff Expense	\$ (12.00)		Mileage to Live Classes	\$ -	mileage	1	time	3	classess	\$ -
341	787	Speaker Fees		\$ (3,000.00)	ABR class speaker							
342				\$ (1,500.00)	REBAC Class - Speaker	\$ (125.00)	per hours	6	hours	3	classes	\$ (2,250.00)
343			\$ (1,625.00)	\$ (1,500.00)	REBAC Live Streamed Classes - Instructor Fees	\$ -	per hours	0	hours	0	class	\$ -
344			\$ (10,800.00)	\$ (10,800.00)	C/E Live Streamed - Fee	\$ (150.00)	per hours	6	hours	11	days	\$ (9,900.00)
345			\$ (2,400.00)	\$ (2,400.00)	C/E Live Streamed - Travel	\$ -	mileage/hotel	6	days	1	time	\$ -
346			\$ (20,000.00)	\$ (20,000.00)	Trends Summit	\$ (20,000.00)	summit	1	days	1	time	\$ (20,000.00)
347	810	Professional/Contract Fees	\$ (4,000.00)		Trends Summit Live Streaming	\$ -	fee	1	class	1	time	\$ -
348				\$ (800.00)	REBAC Royalty Fees	\$ (30.00)	fee	3	classes	25	students	\$ (2,250.00)
349			\$ (300.00)	\$ (400.00)	ABR live streamed fee share	\$ -	fee	0	classes	0	students	\$ -
350			\$ -	\$ (1,359.00)	REBAC Revenue Share (no profit projected)	\$ -		0		0		\$ -
351			\$ (1,800.00)	\$ (1,200.00)	ABR class royalty fees	\$ -	fee	0	time	0	students	\$ -
352			\$ (5,400.00)	\$ (5,400.00)	C/E Revenue Share	\$ (10.00)	fee	11	days	45	students	\$ (4,950.00)
353			\$ (3,600.00)	\$ (3,600.00)	C/E Revenue Share	\$ -	fee	0	classes	0	students	\$ -
354	855	Transportation	\$ (360.00)	\$ (825.00)	C/E Live Streamed Class materials	\$ -	shipment	11	days	1	time	\$ -
355			\$ (150.00)	\$ (56.00)	REBAC Class Materials	\$ -	shipment	3	classes	1	locations	\$ -
356	867	Travel	\$ -	\$ -	C/E Live Streamed - Travel	\$ (400.00)	mileage/hotel	6	days	1	time	\$ (2,400.00)
357	867.2	Staff Travel	\$ -		Mileage to Live Classes	\$ (12.00)	mileage	1	time	3	classess	\$ (36.00)
358			\$ (56,587.00)	\$ (58,950.00)	TOTAL							\$ (49,204.00)
359			\$ (25,717.00)	\$ (24,440.00)								\$ (26,354.00)
360												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
361	EDUCATION DEVELOPMENT - 1871											
362	INCOME											
363	461.1	Income	\$ 112.00		Online CE Affinity Partnership Share	\$ 28.00	income	4	times	1	time	\$ 112.00
364	461.2	Income	\$ 2,400.00	\$ 1,600.00	Online Affinity Partnership Income	\$ 550.00	income	4	times	1	time	\$ 2,200.00
365			\$ 2,512.00	\$ 1,600.00	TOTAL							\$ 2,312.00
366												
367	EXPENSE											
368	540	Staff Development	\$ (1,000.00)	\$ (1,000.00)	Education program webinars/classes	\$ (1,000.00)		1		1		\$ (1,000.00)
369	639	Dues/Commitments	\$ (1,000.00)	\$ (1,000.00)	Industry Association Dues/Subscriptions			1		1		\$ -
370			\$ (800.00)	\$ (800.00)	Education software	\$ (800.00)	subscriptions	1	license	1	time	\$ (800.00)
371					Digital Badge Platform License	\$ (1,000.00)	license	1	license	1	time	\$ (1,000.00)
372	770	Supplies	\$ (750.00)	\$ (750.00)	Resources and Supplies	\$ (750.00)	fee	1	time	1		\$ (750.00)
373	810	Professional/Contract Fees	\$ (6,000.00)	\$ (6,000.00)	Curriculum Development Fees	\$ (3,000.00)	fee	2	classes	1	time	\$ (6,000.00)
374			\$ (1,200.00)	\$ (1,200.00)	Curriculum activity class enhancements	\$ (300.00)	honorarium	4	classes	1	time	\$ (1,200.00)
375			\$ (3,000.00)	\$ (3,000.00)	Online Platform License	\$ (3,000.00)	license	1	license	1	time	\$ (3,000.00)
376			\$ (3,600.00)	\$ (3,600.00)	Contract Conversation - video editing	\$ (475.00)	per video	3	videos	1	time	\$ (1,425.00)
377			\$ (100.00)		ADRE Instructor Expedited (add course)	\$ (10.00)	fee	10	instructors	1		\$ (100.00)
378			\$ (150.00)		ADRE Course License Fees - Courses	\$ (15.00)	fee	10	courses	1		\$ (150.00)
379			\$ (300.00)		ADRE Course License Fees - Remote Courses	\$ (25.00)	fee	12	courses	1		\$ (300.00)
380			\$ (2,000.00)	\$ (2,000.00)	Gamification Development/software	\$ (2,270.00)	subscriptions	1	license	1	time	\$ (2,270.00)
381			\$ (19,900.00)	\$ (19,350.00)	TOTAL							\$ (17,995.00)
382			\$ (17,388.00)	\$ (17,750.00)								\$ (15,683.00)
383												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
384	INSTRUCTOR DEVELOPMENT - 1872											
385	INCOME											
386	463.2	Registration	\$ 585.00	\$ 585.00	Instructor Forum (3 hours)	\$ 39.00	registration fee	15	registrants	1	class	\$ 585.00
387			\$ 395.00		Instructor Skills IDW	\$ 79.00	registration fee	5	registrants	1	class	\$ 395.00
388			\$ 735.00	\$ 2,022.00	Instructor Skills IDW	\$ 49.00	AAR reg. fee	15	registrants	1	class	\$ 735.00
389			\$ 1,715.00	\$ 2,607.00	TOTAL							\$ 1,715.00
390												
391	EXPENSE											
392	630	Catering/Hotel	\$ (420.00)	\$ (142.00)	Instructor Skills IDW - snacks	\$ (10.00)	lunch	20	registrants	1	class	\$ (200.00)
393			\$ (90.00)	\$ (90.00)	Instructor Forum - snacks	\$ (10.00)	coffee/snack	15	registrants	1	forum	\$ (150.00)
394	639	Dues	\$ (150.00)	\$ (150.00)	REEA membership	\$ (150.00)	annual	1	membership	1	annual	\$ (150.00)
395	770	Supplies	\$ (500.00)	\$ (500.00)	Materials/Resources	\$ (500.00)	annual	1	time	1	time	\$ (500.00)
396	787	Speaker Fees	\$ (3,000.00)	\$ (2,500.00)	Instructor Skills IDW	\$ (2,500.00)	fee	1	class	1	time	\$ (2,500.00)
397			\$ (400.00)	\$ (400.00)	Teaching Tip Webinar Recording	\$ (100.00)	honorary	4	webinars	1		\$ (400.00)
398			\$ (3,500.00)	\$ (3,500.00)	Live Streaming Trainer Workshop	\$ (3,500.00)	fee	1	seminar	1		\$ (3,500.00)
399			\$ (300.00)	\$ (300.00)	Instructor Forum	\$ (100.00)	honorary	1	time	1	time	\$ (100.00)
400	788	Staff Expense	\$ (8.00)	\$ (8.00)	Instructor Forum - Mileage	\$ -	mileage	1	mileage	2	staff	\$ -
401			\$ (600.00)	\$ (600.00)	REEA Convention - Hotel	\$ -	per night	2	nights	1		\$ -
402			\$ (150.00)	\$ (150.00)	REEA Convention - Daily Expense	\$ -	per day	2	days	1		\$ -
403			\$ (225.00)	\$ (225.00)	REEA Convention - Airfare	\$ -	airfare	1		1		\$ -
404			\$ (825.00)	\$ (468.24)	Training Magazine Conference - Hotel	\$ -	room	3	nights	1	staff	\$ -
405			\$ (400.00)	\$ (491.55)	Training Magazine Conference - Airfare	\$ -	flight	1	flight	1	staff	\$ -
406			\$ (150.00)	\$ (109.00)	Training Magazine Conference - Daily Expense	\$ -	per day	2	days	1	staff	\$ -
407	810	Professional/Contract Fees			Scholarship to Bob Pike Bootcamp	\$ (1,500.00)	scholarship	1	instructor	1	time	\$ (1,500.00)
408			\$ (3,190.00)	\$ (2,950.00)	Training Programs/Webinars/Conferences	\$ (1,000.00)		1	time	1	time	\$ (1,000.00)
409	860	Conferences			Training Magazine Conference - Registration	\$ (1,600.00)	fee	1	webinars	1	time	\$ (1,600.00)
410					REEA Convention - registration	\$ (450.00)	fee	1	registration	1	time	\$ (450.00)
411			\$ -	\$ -	Instructor Forum - Mileage	\$ (12.00)	mileage	1	mileage	2	staff	\$ (24.00)
412			\$ -	\$ -	REEA Convention - Hotel	\$ (300.00)	per night	2	nights	1		\$ (600.00)
413			\$ -	\$ -	REEA Convention - Daily Expense	\$ (75.00)	per day	2	days	1		\$ (150.00)
414			\$ -	\$ -	REEA Convention - Airfare	\$ (400.00)	airfare	1		1		\$ (400.00)
415			\$ -	\$ -	Training Magazine Conference - Hotel	\$ (275.00)	room	3	nights	1	staff	\$ (825.00)
416			\$ -	\$ -	Training Magazine Conference - Airfare	\$ (400.00)	flight	1	flight	1	staff	\$ (400.00)
417			\$ -	\$ -	Training Magazine Conference - Daily Expense	\$ (75.00)	per day	2	days	1	staff	\$ (150.00)
418			\$ (13,908.00)	\$ (12,583.79)	TOTAL							\$ (14,599.00)
419			\$ (12,193.00)	\$ (9,976.79)								\$ (12,884.00)
420	BROKER UNIVERSITY - 1875											
421	INCOME											
422	460.1	Registration	\$ 1,100.00	\$ 1,100.00	BMC (package) live streaming	\$ 55.00	registration fee	1	offering	30	students	\$ 1,650.00
423					BMC (single class) live streaming	\$ 25.00	registration fee		offering		students	
424			\$ 120.00		Broker Profitability Revenue Share (Florida)		royalty share		offerings		attendees	\$ -
425			5530	\$ 5,530.00	Broker Summit (live attendees)	\$ 79.00	registration fee	1	offering	70	attendees	\$ 5,530.00
426			\$ 6,750.00	\$ 6,630.00	TOTAL							\$ 7,180.00
427												
428	EXPENSE											
429	605	Awards/Gifts	\$ -	\$ -	Broker Webinar Appreciation	\$ (25.00)	gift cards	2	webinars	2	guests	\$ (100.00)
430	630	Catering/Hotel	\$ (144.00)	\$ (96.00)	Broker Brief Webinars - speaker lunch	\$ (12.00)	meal	2	webinars	4	speakers	\$ (96.00)
431			\$ (30.00)	\$ (30.00)	BMC Live Streamed - instructor lunch	\$ (15.00)	meal	2	days	1	seminar	\$ (30.00)
432			\$ (4,125.00)	\$ (4,125.00)	Broker Summit - Meal Package	\$ (55.00)	meal	75	attendees	1	time	\$ (4,125.00)
433			\$ (1,500.00)	\$ (1,500.00)	Broker Summit - Audio/Visual, Room Rental	\$ (2,500.00)	fee	1	days	1	time	\$ (2,500.00)
434					Workgroup/Task Force Meetings	\$ (50.00)	meeting	4	meetings	1	time	\$ (200.00)
435	770	Supplies	\$ (600.00)	\$ (600.00)	Broker Outreach	\$ (600.00)	each	1	time	1	brokers	\$ (600.00)
436			\$ (300.00)	\$ (300.00)	Summit Supplies	\$ (300.00)	yearly	1	time	1	time	\$ (300.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
437	780	Postage	\$ -	\$ -	Ship Materials to Remote Locations	\$ (60.00)	shipments	6	locations	1	time	\$ (360.00)
438	787	Speaker Fees	\$ (1,125.00)	\$ (1,125.00)	BMC - Speaker Fee	\$ (125.00)	per hours	9	hours	1	offering	\$ (1,125.00)
439			\$ (200.00)	\$ (200.00)	Broker Webinar Appreciation	\$ -	gift cards	2	webinars	2	guests	\$ -
440	788	Staff Expense	\$ (12.00)	\$ (12.00)	Mileage to Broker Summit Location	\$ -	mileage	1	time	2	staff	\$ -
441	810	Professional/Contract Fees	\$ (720.00)	\$ (720.00)	Mack in Minute - Video Editing	\$ (75.00)	per hour	12	videos	1	time	\$ (900.00)
442			\$ (200.00)	\$ (200.00)	BMC Live Streamed Revenue Fee Share	\$ (10.00)	fee	30	students	1	pkg	\$ (300.00)
443			\$ (240.00)	\$ (240.00)	Broker Webinar Recording Edits	\$ (75.00)	hour	2	webinars	1	hour	\$ (150.00)
444			\$ (125.00)	\$ (125.00)	ASCAP/BMI Music License for Summit	\$ (125.00)	license	1	time	1	summit	\$ (125.00)
445			\$ -	\$ -	Video promo commercial production	\$ (450.00)	fee	1	time	1	time	\$ (450.00)
446	855	Transportation	\$ (150.00)	\$ (150.00)	Ship Materials to Remote Locations	\$ -	shipments	6	locations	1	time	\$ -
447	867.2	Staff Travel	\$ -	\$ -	Mileage to Broker Summit Location	\$ (12.00)	mileage	1	time	2	staff	\$ (24.00)
448			\$ (9,471.00)	\$ (9,423.00)	TOTAL							\$ (11,385.00)
449			\$ (2,721.00)	\$ (2,793.00)								\$ (4,205.00)
450			\$ (756,244.00)	\$ (658,259.79)	TOTAL (EXPENSE)							\$ (791,980.00)
451			\$ 434,417.00	\$ 345,369.90	TOTAL INCOME							\$ 348,257.00
452			\$ (321,827.00)	\$ (312,889.89)	TOTAL NET (EXPENSE)/INCOME							\$ (443,723.00)

OPERATIONS & STRATEGIC INITIATIVES SUMMARY						
2018 Approved	2018 Projections	Code				2019
PROJECTED INCOME						
\$ 10,000.00	\$ 21,500.00	410	INTEREST			\$ 10,000.00
\$ 119,930.92	\$ 134,987.86	415	RENTS			\$ 102,834.40
\$ 9,257,770.00	\$ 9,567,778.00	430	INCOME			\$ 9,535,170.00
\$ 600.00	\$ 3,500.00	435	LAW BOOK SALES			\$ 1,000.00
\$ 4,500.00	\$ 1,500.00	497	MISCELLANEOUS INCOME			\$ 4,500.00
\$ 9,392,800.92	\$ 9,729,265.86		TOTAL PROJECTED INCOME			\$ 9,653,504.40
PROJECTED DIRECT (EXPENSES)						
\$ (3,155,961.00)	\$ (2,998,234.00)	500	SALARIES/BENEFITS			\$ (3,256,500.00)
\$ (11,140.00)	\$ (9,330.00)	540	STAFF DEVELOPMENT			\$ (7,000.00)
\$ (500.00)	\$ (300.00)	551	AUTO			\$ -
\$ (10,275.00)	\$ (10,275.00)	605	AWARDS/GIFTS			\$ (11,275.00)
\$ (124,388.88)	\$ (95,000.00)	621	REPAIRS/MAINTENANCE			\$ (106,600.32)
\$ (108,208.62)	\$ (114,492.00)	623	UTILITIES			\$ (121,950.06)
\$ (6,500.00)	\$ (5,925.00)	624	INSURANCE			\$ (6,500.00)
\$ (63,000.00)	\$ (58,815.00)	625	DEBT RETIREMENT/TAXES			\$ (63,000.00)
\$ (47,900.00)	\$ (38,290.00)	630	CATERING/HOTEL			\$ (46,350.00)
\$ (5,000.00)	\$ (500.00)	632	COPYING			\$ (2,500.00)
\$ (45,891.40)	\$ (45,661.40)	639	DUES/COMMITMENTS			\$ (60,103.00)
\$ (21,400.00)	\$ (23,000.00)	640	EQUIPMENT MAINTENANCE/RENTAL			\$ (43,710.00)
\$ (265,350.00)	\$ (230,000.00)	690	EFT/CREDIT CARD FEES (MISCELLANEOUS)			\$ (267,000.00)
\$ (303,622.00)	\$ (303,622.00)	700	DEPRECIATION			\$ (300,912.00)
\$ (1,774,927.00)	\$ (1,774,927.00)	750	RESERVE FUNDING			\$ (1,755,005.00)
\$ (26,520.08)	\$ (19,670.00)	770	SUPPLIES			\$ (28,560.00)
\$ (8,664.00)	\$ (8,664.00)	780	POSTAGE			\$ (8,664.00)
\$ (4,150.00)	\$ (1,200.00)	781	PRINTING			\$ (4,000.00)
\$ (37,500.00)	\$ (37,500.00)	786	PROMOTION			\$ (42,500.00)
\$ (20,700.00)	\$ (13,840.00)	788	STAFF EXPENSE			\$ (600.00)
\$ (1,000.00)	\$ -	800	TAXES/PERSONAL PROPERTY TAX			\$ (4,000.00)
\$ (500.00)	\$ (500.00)	804	RENTAL TAXES			\$ (500.00)
\$ (78,190.00)	\$ (67,690.00)	810	PROFESSIONAL/CONTRACT FEES			\$ (143,245.00)
\$ (45,000.00)	\$ (45,000.00)	850	TELEPHONE			\$ (73,000.00)
\$ -	\$ -	860	CONFERENCES			\$ (24,649.00)
\$ (168,015.00)	\$ (118,188.00)	867	TRAVEL (CEO/EXCOM/Officer/Other)			\$ (168,588.00)
\$ (6,334,302.98)	\$ (6,020,623.40)		TOTAL DIRECT (EXPENSES)			\$ (6,546,711.38)
\$ 3,058,497.94	\$ 3,708,642.46		TOTAL NET (EXPENSES)/INCOME			\$ 3,106,793.02

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2018 Approved	2018 Projections	Program Detail	Rate	Item	Qty	Item	Qty	Item	2019 Total
2	GENERAL OVERHEAD - 1000											
3	INCOME											
4	410	Gain on investments	\$ 10,000.00	\$ 21,500.00	RMA - Money Market Holding Account	\$ 10,000.00	interest	1	time	1	year	\$ 10,000.00
5	435	Law book sales	\$ 600.00	\$ 3,500.00	Law Book Sales	\$ 1,000.00		1		1		\$ 1,000.00
6	497	Miscellaneous Income	\$ 4,500.00	\$ 1,500.00	Miscellaneous Income	\$ 4,500.00		1		1		\$ 4,500.00
7			\$ 15,100.00	\$ 26,500.00	TOTAL							\$ 15,500.00
8	EXPENSE											
10	540	Staff Development	\$ (6,060.00)	\$ (9,330.00)	General Training - Workshop (CMLS Convention, etc.)	\$ (7,000.00)	miscellaneous	1	time	1	time	\$ (7,000.00)
11			\$ (1,280.00)		Operations Staff - NAR EXPO - Nov. (San Francisco, CA) - Hotel	\$ -	night	4	nights	1	staff	\$ -
12			\$ (1,000.00)		Operations Staff - NAR EXPO - Nov. (San Francisco, CA) - Daily Expense	\$ -	per diem	5	days	1	staff	\$ -
13			\$ (600.00)		Operations Staff - NAR EXPO - Nov. (San Francisco, CA) - Airfare	\$ -	airfare	1	time	1	staff	\$ -
14			\$ (450.00)		Operations Staff - NAR EXPO - Nov. (San Francisco, CA) - Registration	\$ -	registration	1	time	1	staff	\$ -
15			\$ (700.00)		State AE Meeting - June - Hotel	\$ -	night	2	nights	1	CEO	\$ -
16			\$ (200.00)		State AE Meeting - June - Daily Expense	\$ -	per diem	2	days	1	CEO	\$ -
17			\$ (600.00)		State AE Meeting - June - Airfare	\$ -	airfare	1	time	1	CEO	\$ -
18			\$ (250.00)		State AE Meeting - June - Registration	\$ -	registration	1	time	1	CEO	\$ -
19	551	Auto	\$ (500.00)	\$ (300.00)	Staff Mileage	\$ -		1		1		\$ -
20	605	Awards/Gifts	\$ (3,000.00)	\$ (4,000.00)	Staff Recognition (Birthdays, Holiday party, etc.)	\$ (3,500.00)		1		1		\$ (3,500.00)
21			\$ (1,000.00)		Miscellaneous/Members (flowers, funerals, etc.)	\$ (1,000.00)		1		1		\$ (1,000.00)
22	639	Dues/Commitments	\$ (60.00)	\$ (2,790.00)	Miscellaneous (Notary Bond , etc.) - Renew in 2021	\$ -		1		1		\$ -
23			\$ (50.00)		AZ Corporation Commission (fee/letters of good standing)	\$ (100.00)		1		1		\$ (100.00)
24			\$ (50.00)		Phoenix Privilege Fee	\$ (50.00)		1		1		\$ (50.00)
25			\$ (135.00)		Costco Membership	\$ (135.00)		1		1		\$ (135.00)
26			\$ (325.00)		ASAE Dues	\$ (350.00)		1		1		\$ (350.00)
27			\$ (1,400.00)		Law Book Royalties	\$ (1,400.00)		1		1		\$ (1,400.00)
28			\$ -		Surety Bond - Renewes June 2019	\$ (3,000.00)		1		1		\$ (3,000.00)
29	640	Equipment Maintenance/Rental	\$ (1,000.00)	\$ (23,000.00)	Non-agreement Repairs	\$ (1,000.00)		1		1		\$ (1,000.00)
30			\$ (400.00)		Postage Machine	\$ (410.00)		1		1		\$ (410.00)
31			\$ (20,000.00)		Copier and Printer Leases	\$ (42,300.00)		1		1		\$ (42,300.00)
32	690	EFT/Credit Card Fees (Miscellaneous)	\$ (250,000.00)	\$ (230,000.00)	NAR EFT Fees (2.45% of \$190 *50,143 members) + RAPAC billing	\$ (250,000.00)		1		1		\$ (250,000.00)
33			\$ (15,000.00)		Electronic Check Fees for Dues Paid Through eCommerce	\$ (16,500.00)		1		1		\$ (16,500.00)
34			\$ (350.00)		Stop Payment Fees, NSF Items	\$ (500.00)		1		1		\$ (500.00)
35	770	Supplies	\$ (18,000.00)	\$ (19,570.00)	General (labels, scantron, badges, soda, paper, etc.)	\$ (19,000.00)		1		1		\$ (19,000.00)
36			\$ (1,300.08)		Coffee (Parks & Co.)	\$ (130.00)		12		1		\$ (1,560.00)
37			\$ (2,220.00)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (275.00)		12		1		\$ (3,300.00)
38			\$ (2,300.00)		Checks/Invoices	\$ (2,000.00)		1		1		\$ (2,000.00)
39	781	Printing	\$ (150.00)	\$ (1,200.00)	Law eBook Conversion Fees	\$ -		1		1		\$ -
40			\$ (4,000.00)		Business Cards/Notes, Letterhead, Envelopes	\$ (4,000.00)		1		1		\$ (4,000.00)
41	788	Staff Expense	\$ (600.00)	\$ (275.00)	Employee Headshots	\$ (600.00)		1		1		\$ (600.00)
42	800	Taxes/Personal Property	\$ (1,000.00)	\$ -	Personal Property Tax/Use Tax	\$ (4,000.00)		1		1		\$ (4,000.00)
43	810	Professional/Contract Fees	\$ (675.00)	\$ (36,465.00)	Paper Shredding	\$ (50.00)		12	months	1		\$ (600.00)
44			\$ (33,750.00)		Annual Audit	\$ (34,500.00)		1		1		\$ (34,500.00)
45					Organizational Assessment	\$ (7,500.00)		1		1		\$ (7,500.00)
46			\$ (1,620.00)		125 Plan Admin. (Wage Works)	\$ (135.00)	month	12	months	1	time	\$ (1,620.00)
47			\$ (420.00)		Basecamp Fees	\$ (450.00)		1		1		\$ (450.00)
48	850	Telephone	\$ (45,000.00)	\$ (45,000.00)	Long Distance, Data Lines, Mobile, Monthly Lines, & Internet	\$ (73,000.00)		1		1		\$ (73,000.00)
49	867.2	Staff Travel	\$ -	\$ -	Staff Mileage	\$ (500.00)		1		1		\$ (500.00)
50			\$ (415,445.08)	\$ (371,930.00)	TOTAL							\$ (479,875.00)
51												

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
52	RESERVE FUNDING - 1100											
53	EXPENSE											
54	700	Depreciation	\$ (303,622.00)	\$ (303,622.00)	2018 Capital Depreciation 3100 (based on 100% of 2017 Audit)	\$ (300,912)	depreciation	1	time	1	time	\$ (300,912.00)
55	750	Reserve Funding	\$ (1,580,195.00)	\$ (1,580,195.00)	Issues Mobilization (Realtor Party)	\$ (35.00)		50,143	members	1	time	\$ (1,755,005.00)
56			\$ (97,366.00)	\$ (97,366.00)	Operating Reserve	\$ -		50,143	members			\$ -
57			\$ (97,366.00)	\$ (97,366.00)	Issues Mobilization	\$ -			members			\$ -
58			\$ (2,078,549.00)	\$ (2,078,549.00)								\$ (2,055,917.00)
59												
60	DUES - 1400											
61	INCOME											
62	430	Income	\$ 9,249,770.00	\$ 9,567,778.00	Represents +3% from 2018 budget	\$ 190.00	year	50,143	members	1	time	\$ 9,527,170.00
63					FPU's of 48,683 to 50,143 FPU's							
64			\$ 8,000.00		Affiliate Dues	\$ 8,000.00		1	time	1	time	\$ 8,000.00
65			\$ 9,257,770.00	\$ 9,567,778.00								\$ 9,535,170.00
66												
67												
68	OPERATIONS SUPPORT - 1901											
69	EXPENSE											
70	630	Catering/Hotel	\$ (2,000.00)	\$ (2,000.00)	Staff Meetings	\$ (2,000.00)		1		1	staff	\$ (2,000.00)
71	632	Copying	\$ (5,000.00)	\$ (500.00)	Operations Copies	\$ (2,500.00)	annually	1	time	1	time	\$ (2,500.00)
72	639	Dues/Commitments	\$ (4,000.00)	\$ (3,925.00)	CEO State Bar Dues/CLE Fees	\$ (4,000.00)	annually	1	time	1	CEO	\$ (4,000.00)
73			\$ (925.00)		CMLS Membership	\$ (925.00)	annually	1	time	1	CEO	\$ (925.00)
74	780	Postage	\$ (1,664.00)	\$ (8,664.00)	UPS (weekly pick-up fee)	\$ (32.00)	week	52	weeks	1	svc chg	\$ (1,664.00)
75			\$ (7,000.00)		Postage (all programs and general office)	\$ (7,000.00)	annually	1	time	1	time	\$ (7,000.00)
76	786	Promotion	\$ (5,000.00)	\$ (10,000.00)	AAR Events/Incentives	\$ (5,000.00)	fee	1	time	1	time	\$ (5,000.00)
77			\$ -		Flair	\$ (2,500.00)	annually	1	time	1	time	\$ (2,500.00)
78			\$ (5,000.00)		Sponsorships	\$ (5,000.00)		1	time	1	time	\$ (5,000.00)
79	788	Staff Expense	\$ (800.00)	\$ (400.00)	In-state Travel	\$ -	travel	1	time	1	staff	\$ -
80	867.2	Staff Travel	\$ -	\$ -	In-state Travel	\$ (800.00)	travel	1	time	1	staff	\$ (800.00)
81			\$ (31,389.00)	\$ (25,489.00)								\$ (31,389.00)
82												
83	ASSOCIATION RELATIONS - 1903											
84	EXPENSE											
85	630	Catering/Hotel	\$ (900.00)	\$ (17,300.00)	AE Workshop - AAR Staff Hotel	\$ -	night	1	nights	6	staff	\$ -
86			\$ (900.00)		AE Workshop - AAR Staff Mileage (Senior VPs)	\$ -		1	time	6	staff	\$ -
87			\$ (5,000.00)		AE Workshop - Catering	\$ (5,000.00)	breakfast/dinner	1	time	1	workshop	\$ (5,000.00)
88			\$ (2,000.00)		AE Lunches/Breakfasts at AAR Meetings	\$ (1,000.00)	lunch	2	lunches	1	time	\$ (2,000.00)
89			\$ (2,500.00)		AEI State Night Out Dinner	\$ (2,500.00)	dinner	1	time	1	dinner	\$ (2,500.00)
90			\$ (6,000.00)		Past Presidents Dinner	\$ (6,000.00)		1		1		\$ (6,000.00)
91	786	Promotion	\$ (5,000.00)	\$ (5,000.00)	Association Relations/Promotion/Line Officer Hosting	\$ (5,000.00)		1		1		\$ (5,000.00)
92	788	Staff Expense	\$ (2,000.00)	\$ (1,000.00)	Office/Staff to Association Events	\$ -		1		1		\$ -
93	810	Professional/Contracts	\$ (2,500.00)	\$ (2,500.00)	NAR Mandatory Core Standards Support	\$ -		1		1		\$ -
94	867.2	Staff Travel	\$ -	\$ -	AE Workshop - AAR Staff Hotel	\$ (150.00)	night	1	nights	6	staff	\$ (900.00)
95			\$ -		AE Workshop - AAR Staff Mileage (Senior VPs)	\$ (150.00)		1	time	6	staff	\$ (900.00)
96			\$ -	\$ -	Office/Staff to Association Events	\$ (2,000.00)		1		1		\$ (2,000.00)
97			\$ (26,800.00)	\$ (25,800.00)								\$ (24,300.00)
98												

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
99	NATIONAL MEETINGS - 1905											
100	EXPENSE											
101	630	Catering/Hotel	\$ (3,300.00)	\$ (3,240.00)	AZ Reception at Region XI Conference (Litchfield Park, AZ)	\$ (110.00)	attendees	30	each	1	event	\$ (3,300.00)
102	639	Dues/Commitments	\$ (38,946.40)	\$ (38,946.40)	Region XI dues (pay in Dec. 2018 for 2019)	\$ (1.00)		50143	members	1	time	\$ (50,143.00)
103	788	Staff Expense	\$ (2,000.00)	\$ (11,030.00)	Operations Staff - NAR AEI - March (Austin, TX) - Hotel	\$ -	night	4	nights	2	staff	\$ -
104			\$ (1,000.00)		Operations Staff - NAR AEI - March (Austin, TX) - Daily Expense	\$ -	per diem	5	days	2	staff	\$ -
105			\$ (960.00)		Operations Staff - NAR AEI - March (Austin, TX) - Airfare	\$ -	airfare	1	traveler	2	staff	\$ -
106			\$ (1,050.00)		Operations Staff - NAR AEI - March (Austin, TX) - Registration	\$ -	registration	1	registration	2	staff	\$ -
107			\$ (1,600.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Hotel	\$ -	night	5	nights	2	staff	\$ -
108			\$ (1,200.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ -	per diem	6	days	2	staff	\$ -
109			\$ (600.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Airfare	\$ -	airfare	1	traveler	2	staff	\$ -
110			\$ (1,280.00)		Operations Staff - NAR EXPO - November (San Francisco, CA) - Hotel	\$ -	night	4	nights	2	staff	\$ -
111			\$ (1,000.00)		Operations Staff - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ -	per diem	5	days	2	staff	\$ -
112			\$ (600.00)		Operations Staff - NAR EXPO - November (San Francisco, CA) - Airfare	\$ -	airfare	1	traveler	2	staff	\$ -
113			\$ (450.00)		Operations Staff - NAR EXPO - November (San Francisco, CA) - Registration	\$ -	registration	1	registration	2	staff	\$ -
114	860	Conferences	\$ -	\$ -	Operations Staff - NAR AEI - March (Austin, TX) - Hotel	\$ (300.00)	night	4	nights	2	staff	\$ (2,400.00)
115			\$ -		Operations Staff - NAR AEI - March (Austin, TX) - Daily Expense	\$ (100.00)	per diem	5	days	2	staff	\$ (1,000.00)
116			\$ -		Operations Staff - NAR AEI - March (Austin, TX) - Airfare	\$ (350.00)	airfare	1	traveler	2	staff	\$ (700.00)
117			\$ -		Operations Staff - NAR AEI - March (Austin, TX) - Registration	\$ (525.00)	registration	1	registration	2	staff	\$ (1,050.00)
118			\$ -		Operations Staff - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	5	nights	2	staff	\$ (3,200.00)
119			\$ -		Operations Staff - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	6	days	2	staff	\$ (2,400.00)
120			\$ -		Operations Staff - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	1	traveler	2	staff	\$ (1,200.00)
121			\$ -		Operations Staff - NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	4	nights	2	staff	\$ (2,560.00)
122			\$ -		Operations Staff - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	5	days	2	staff	\$ (2,000.00)
123			\$ -		Operations Staff - NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	1	traveler	2	staff	\$ (1,200.00)
124			\$ -		Operations Staff - NAR EXPO - November (San Francisco, CA) - Registration	\$ (450.00)	registration	1	registration	2	staff	\$ (900.00)
125	867	Travel	\$ (1,000.00)	\$ (75,318.00)	Airfare Increase Pool - National Travel	\$ (1,000.00)	miscellaneous	1	pool	1	pool	\$ (1,000.00)
126			\$ (1,000.00)		AE Institute - March (Austin, TX) - Hotel	\$ (300.00)	night	4	nights	1	CEO	\$ (1,200.00)
127			\$ (500.00)		AE Institute - March (Austin, TX) - Daily Expense	\$ (100.00)	per diem	5	days	1	CEO	\$ (500.00)
128			\$ (480.00)		AE Institute - March (Austin, TX) - Airfare	\$ (350.00)	airfare	1	traveler	1	CEO	\$ (350.00)
129			\$ (575.00)		AE Institute - March (Austin, TX) - Registration	\$ (575.00)	registration	1	time	1	CEO	\$ (575.00)
130			\$ (400.00)		Meeting with NAR CEO - Daily Expense	\$ (200.00)	per diem	2	days	1	CEO	\$ (400.00)
131			\$ (600.00)		Region XI Conference - April (Litchfield Park, AZ) - Hotel	\$ (245.00)	night	2	nights	1	CEO	\$ (490.00)
132			\$ (300.00)		Region XI Conference - April (Litchfield Park, AZ) - Daily Expense	\$ (50.00)	per diem	3	days	1	CEO	\$ (150.00)
133			\$ (350.00)		Region XI Conference - April (Litchfield Park, AZ) - Airfare	\$ -	airfare	1	traveler	1	CEO	\$ -
134			\$ (2,240.00)		NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	CEO	\$ (2,240.00)
135			\$ (1,600.00)		NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	CEO	\$ (1,600.00)
136			\$ (1,200.00)		NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	CEO	\$ (1,200.00)
137			\$ -		State AE Meeting - June - Hotel	\$ (350.00)	night	2	nights	1	CEO	\$ (700.00)
138			\$ -		State AE Meeting - June - Daily Expense	\$ (100.00)	per diem	2	days	1	CEO	\$ (200.00)
139			\$ -		State AE Meeting - June - Airfare	\$ (600.00)	airfare	1	traveler	1	CEO	\$ (600.00)
140			\$ -		State AE Meeting - June - Registration	\$ (250.00)	registration	1	time	1	CEO	\$ (250.00)
141			\$ (450.00)		NAR Leadership Summit - August (Chicago) - Daily Expense	\$ (150.00)	per diem	3	days	1	CEO	\$ (450.00)
142			\$ (450.00)		NAR Leadership Summit - August (Chicago) - Airfare	\$ (450.00)	airfare	1	traveler	1	CEO	\$ (450.00)
143			\$ (1,920.00)		NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	6	nights	1	CEO	\$ (1,920.00)
144			\$ (1,200.00)		NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	6	days	1	CEO	\$ (1,200.00)
145			\$ (1,200.00)		NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	2	travelers	1	CEO	\$ (1,200.00)
146			\$ (450.00)		NAR EXPO - November (San Francisco, CA) - Registration	\$ (450.00)	registration	1	time	1	CEO	\$ (450.00)
147			\$ (1,500.00)		President - Misc. (registration fees, function tickets, etc.)	\$ (1,500.00)	miscellaneous	1	pool	1	Pres	\$ (1,500.00)
148			\$ (600.00)		President - Region XI Conf. - April (Litchfield Park, AZ) - Hotel	\$ (245.00)	night	2	nights	1	Pres	\$ (490.00)
149			\$ (200.00)		President - Region XI Conf. - April (Litchfield Park, AZ) - Daily Expense	\$ (50.00)	per diem	3	days	1	Pres	\$ (150.00)
150			\$ (350.00)		President - Region XI Conf. - April (Litchfield Park, AZ) - Airfare	\$ -	airfare	1	traveler	1	Pres	\$ -
151			\$ (2,240.00)		President - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	Pres	\$ (2,240.00)
152			\$ (1,600.00)		President - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	Pres	\$ (1,600.00)
153			\$ (1,200.00)		President - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	Pres	\$ (1,200.00)
154			\$ (1,920.00)		President - NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	6	nights	1	Pres	\$ (1,920.00)
155			\$ (1,200.00)		President - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	6	days	1	Pres	\$ (1,200.00)
156			\$ (1,200.00)		President - NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	2	travelers	1	Pres	\$ (1,200.00)
157			\$ (1,200.00)		President-elect - Misc. (registration fees, function tickets, etc.)	\$ (1,200.00)	miscellaneous	1	pool	1	Pres-elect	\$ (1,200.00)
158			\$ (600.00)		President-elect - Region XI Conf. - April (Litchfield Park, AZ) - Hotel	\$ (245.00)	night	2	nights	1	Pres-elect	\$ (490.00)
159			\$ (200.00)		President-elect - Region XI Conf. - April (Litchfield Park, AZ) - Daily Expense	\$ (50.00)	per diem	3	days	1	Pres-elect	\$ (150.00)
160			\$ (350.00)		President-elect - Region XI Conf. - April (Litchfield Park, AZ) - Airfare	\$ -	airfare	1	traveler	1	Pres-elect	\$ -
161			\$ (2,240.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	Pres-elect	\$ (2,240.00)
162			\$ (1,600.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	Pres-elect	\$ (1,600.00)
163			\$ (1,200.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	Pres-elect	\$ (1,200.00)
164			\$ (450.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres-elect	\$ (450.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
165			\$ (450.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Airfare	\$ (450.00)	airfare	1	traveler	1	Pres-elect	\$ (450.00)
166			\$ (1,920.00)		President-elect - NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	6	nights	1	Pres-elect	\$ (1,920.00)
167			\$ (1,200.00)		President-elect - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	6	days	1	Pres-elect	\$ (1,200.00)
168			\$ (1,200.00)		President-elect - NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	2	travelers	1	Pres-elect	\$ (1,200.00)
169			\$ (1,200.00)		First VP - Misc. (registration fees & function tickets)	\$ (1,200.00)	miscellaneous	1	pool	1	First VP	\$ (1,200.00)
170			\$ (600.00)		First VP - Region XI Conference - April (Litchfield Park, AZ) - Hotel	\$ (245.00)	night	2	nights	1	First VP	\$ (490.00)
171			\$ (200.00)		First VP - Region XI Conference - April (Litchfield Park, AZ) - Daily Expense	\$ (50.00)	per diem	3	days	1	First VP	\$ (150.00)
172			\$ (350.00)		First VP - Region XI Conference - April (Litchfield Park, AZ) - Airfare	\$ -	airfare	1	traveler	1	First VP	\$ -
173			\$ (2,240.00)		First VP - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	First VP	\$ (2,240.00)
174			\$ (1,600.00)		First VP - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	First VP	\$ (1,600.00)
175			\$ (1,200.00)		First VP - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	First VP	\$ (1,200.00)
176			\$ (1,920.00)		First VP - NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	6	nights	1	First VP	\$ (1,920.00)
177			\$ (1,200.00)		First VP - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	6	days	1	First VP	\$ (1,200.00)
178			\$ (1,200.00)		First VP - NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	2	travelers	1	First VP	\$ (1,200.00)
179			\$ (1,200.00)		Treasurer - Misc. (registration fees & function tickets)	\$ (1,200.00)	miscellaneous	1	pool	1	Treasurer	\$ (1,200.00)
180			\$ (600.00)		Treasurer - Region XI Conference - April (Litchfield Park, AZ) - Hotel	\$ (245.00)	night	2	nights	1	Treasurer	\$ (490.00)
181			\$ (200.00)		Treasurer - Region XI Conference - April (Litchfield Park, AZ) - Daily Expense	\$ (50.00)	per diem	3	days	1	Treasurer	\$ (150.00)
182			\$ (350.00)		Treasurer - Region XI Conference - April (Litchfield Park, AZ) - Airfare	\$ -	airfare	1	traveler	1	Treasurer	\$ -
183			\$ (2,240.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	Treasurer	\$ (2,240.00)
184			\$ (1,600.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	Treasurer	\$ (1,600.00)
185			\$ (1,200.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	Treasurer	\$ (1,200.00)
186			\$ (1,920.00)		Treasurer - NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	6	nights	1	Treasurer	\$ (1,920.00)
187			\$ (1,200.00)		Treasurer - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	6	days	1	Treasurer	\$ (1,200.00)
188			\$ (1,200.00)		Treasurer - NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	2	travelers	1	Treasurer	\$ (1,200.00)
189					Immediate Past President - NAR Legislative - May (D.C.) - Hotel	\$ (320.00)	night	7	nights	1	Past Pres	\$ (2,240.00)
190					Immediate Past President - NAR Legislative - May (D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	Past Pres	\$ (1,600.00)
191			\$ (4,400.00)		Immediate Past President - NAR Legislative - May (D.C.) - Airfare	\$ (600.00)	airfare	1	traveler	1	Past Pres	\$ (600.00)
192					Immediate Past President - NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	6	nights	1	Past Pres	\$ (1,920.00)
193					Immediate Past President - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	6	days	1	Past Pres	\$ (1,200.00)
194			\$ (3,800.00)		Immediate Past President - NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	1	traveler	1	Past Pres	\$ (600.00)
195					Immediate Past President - NAR EXPO - November (San Francisco, CA) - Registration	\$ (450.00)	registration	1	time	1	Past Pres	\$ (450.00)
196			\$ (15,000.00)		Region XI 2019 RVP travel expenses	\$ (8,650.00)		1	year	1	RVP	\$ (8,650.00)
197					NAR Director(s) - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	Director	\$ (2,240.00)
198					NAR Director(s) - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	Director	\$ (1,600.00)
199			\$ (4,400.00)		NAR Director(s) - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	1	traveler	1	Director	\$ (600.00)
200					NAR Director(s) - NAR EXPO - November (San Francisco, CA) - Hotel	\$ (320.00)	night	6	nights	1	Director	\$ (1,920.00)
201					NAR Director(s) - NAR EXPO - November (San Francisco, CA) - Daily Expense	\$ (200.00)	per diem	6	days	1	Director	\$ (1,200.00)
202			\$ (3,800.00)		NAR Director(s) - NAR EXPO - November (San Francisco, CA) - Airfare	\$ (600.00)	airfare	1	traveler	1	Director	\$ (600.00)
203			\$ (450.00)		NAR Director(s) - NAR EXPO - November (San Francisco, CA) - Registration	\$ (450.00)	registration	1	time	1	Director	\$ (450.00)
204			\$ (400.00)		Region 11 VP - Leadership Conference	\$ (192.00)	hotel	2	nights	1	member	\$ (384.00)
205			\$ (800.00)		Region 11 VP - Arizona REALTOR® Convention	\$ (305.00)	hotel	4	nights	1	member	\$ (1,220.00)
206			\$ (1,000.00)		National/Regional Expenses	\$ (1,000.00)		1	pool	1	pool	\$ (1,000.00)
207			\$ (151,991.40)	\$ (128,534.40)	TOTAL							\$ (163,652.00)
208												

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
209	EXECUTIVE COMMITTEE SUPPORT - 1920											
210	EXPENSE											
211	605	Awards/Gifts	\$ (175.00)	\$ (6,275.00)	Permanent Plaque Plates	\$ (175.00)			1	1		\$ (175.00)
212			\$ (1,500.00)		DSA & Vision Award	\$ (1,500.00)			1	1		\$ (1,500.00)
213			\$ (2,000.00)		President's Gift/Plaque	\$ (2,500.00)			1	1		\$ (2,500.00)
214			\$ (100.00)		President-elect's Gavel	\$ (100.00)			1	1		\$ (100.00)
215			\$ (2,500.00)		Recognition	\$ (2,500.00)			1	1		\$ (2,500.00)
216	630	Catering/Hotel	\$ (2,200.00)	\$ (15,750.00)	Planning Session - April (Audio/Visual, Room Rental, Internet)	\$ (2,200.00)			1	1		\$ (2,200.00)
217			\$ (600.00)		Planning Session - April (Resort Charge)	\$ (600.00)			1	1		\$ (600.00)
218			\$ (12,000.00)		Planning Session - April (Meals)	\$ (12,000.00)			1	1		\$ (12,000.00)
219			\$ (2,000.00)		Planning Session Deposit	\$ (2,000.00)			1	1		\$ (2,000.00)
220			\$ (2,000.00)		Planning Session for 2021 Deposit - Pay in December 2019	\$ (2,000.00)			1	1		\$ (2,000.00)
221			\$ (1,750.00)		ExCom Meeting - Lunches	\$ (450.00)			5 meetings	1		\$ (2,250.00)
222			\$ (250.00)		ExCom Meeting - Snacks	\$ -			5 meetings	1		\$ -
223			\$ (4,500.00)		ExCom Thank You Dinner - October (Leadership Conference)	\$ (4,500.00)			1	1		\$ (4,500.00)
224	770	Supplies	\$ (2,700.00)	\$ (100.00)	Swanepoel Reports	\$ (108.00)			25 books	1		\$ (2,700.00)
225	788	Staff Expense	\$ (900.00)	\$ (1,135.00)	Operations Staff - Arizona REALTOR® Convention - March - Hotel	\$ -	night		3 nights	1 staff		\$ -
226			\$ (200.00)		Operations Staff - Arizona REALTOR® Convention - March - Daily Expense	\$ -	per diem		2 days	2 staff		\$ -
227			\$ (100.00)		Operations Staff - Arizona REALTOR® Convention - March - Mileage	\$ -	day		1 day	2 staff		\$ -
228			\$ (1,600.00)		Arizona REALTORS® Staff - Planning Session - April - Hotel	\$ -	night		1 night	8 staff		\$ -
229			\$ (800.00)		Arizona REALTORS® Staff - Planning Session - April - Daily Expense	\$ -	per diem		2 days	8 staff		\$ -
230			\$ (1,000.00)		Arizona REALTORS® Staff - Planning Session - April - Mileage	\$ -	day		1 day	8 staff		\$ -
231			\$ (460.00)		Operations Staff - Leadership Conference - October - Hotel	\$ -	night		2 nights	1 staff		\$ -
232			\$ (300.00)		Operations Staff - Leadership Conference - October - Daily Expense	\$ -	per diem		3 days	2 staff		\$ -
233			\$ (200.00)		Operations Staff - Leadership Conference - October - Mileage	\$ -	day		2	2 staff		\$ -
234	810	Professional/Contract Fees	\$ (12,500.00)	\$ (5,000.00)	National Facilitator for 2019 Planning Session April	\$ (12,500.00)	fee		1	1		\$ (12,500.00)
235	860	Conferences	\$ -	\$ -	Operations Staff - Arizona REALTOR® Convention - March - Hotel	\$ (305.00)	night		3 nights	1 staff		\$ (915.00)
236			\$ -		Operations Staff - Arizona REALTOR® Convention - March - Daily Expense	\$ (50.00)	per diem		2 days	2 staff		\$ (200.00)
237			\$ -		Operations Staff - Arizona REALTOR® Convention - March - Mileage	\$ (40.00)	day		1 day	2 staff		\$ (80.00)
238			\$ -		Arizona REALTORS® Staff - Planning Session - April - Hotel	\$ (275.00)	night		1 night	8 staff		\$ (2,200.00)
239			\$ -		Arizona REALTORS® Staff - Planning Session - April - Daily Expense	\$ (50.00)	per diem		2 days	8 staff		\$ (800.00)
240			\$ -		Arizona REALTORS® Staff - Planning Session - April - Mileage	\$ (125.00)	day		1 day	8 staff		\$ (1,000.00)
241			\$ -		Operations Staff - Leadership Conference - October - Hotel	\$ (192.00)	night		2 nights	1 staff		\$ (384.00)
242			\$ -		Operations Staff - Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3 days	2 staff		\$ (300.00)
243			\$ -		Operations Staff - Leadership Conference - October - Mileage	\$ (40.00)	day		2	2 staff		\$ (160.00)
244	867	Travel	\$ (900.00)	\$ (42,120.00)	Arizona REALTOR® Convention - March - Hotel	\$ (305.00)	night		3 nights	1 CEO		\$ (915.00)
245			\$ (400.00)		Arizona REALTOR® Convention - March - Daily Expense	\$ (50.00)	per diem		4 days	1 CEO		\$ (200.00)
246			\$ (40.00)		Arizona REALTOR® Convention - March - Mileage	\$ (40.00)	day		1 rental	1 CEO		\$ (40.00)
247			\$ (460.00)		Leadership Conference - October - Hotel	\$ (192.00)	night		2 nights	1 CEO		\$ (384.00)
248			\$ (150.00)		Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3 days	1 CEO		\$ (150.00)
249			\$ (60.00)		Leadership Conference - October - Mileage	\$ (40.00)	day		1 rental	1 CEO		\$ (40.00)
250			\$ (1,500.00)		CEO Update Travel	\$ (1,500.00)	misc expense		1 pool	1 CEO		\$ (1,500.00)
251			\$ (9,900.00)		Arizona REALTOR® Convention - March - Hotel	\$ (305.00)	night		3 nights	11 members		\$ (10,065.00)
252			\$ (2,200.00)		Arizona REALTOR® Convention - March - Daily Expense	\$ (50.00)	per diem		4 days	11 members		\$ (2,200.00)
253			\$ (5,060.00)		Leadership Conference - October - Hotel	\$ (192.00)	night		2 nights	11 members		\$ (4,224.00)
254			\$ (1,650.00)		Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3 days	11 members		\$ (1,650.00)
255			\$ (8,550.00)		Mileage Pool for all ExCom Meetings and Conferences	\$ (0.57)	mile	1000 miles		15 members		\$ (8,550.00)
256			\$ (3,600.00)		Arizona REALTOR® Convention - March - Hotel	\$ (305.00)	night		3 nights	4 officers		\$ (3,660.00)
257			\$ (800.00)		Arizona REALTOR® Convention - March - Daily Expense	\$ (50.00)	per diem		4 days	4 officers		\$ (800.00)
258			\$ (1,840.00)		Leadership Conference - October - Hotel	\$ (192.00)	night		2 nights	4 officers		\$ (1,536.00)
259			\$ (600.00)		Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3 days	4 officers		\$ (600.00)
260			\$ (8,000.00)		Line Officers - Local Association Visits - Mileage	\$ (8,000.00)	mileage pool		1 pool	1 pool		\$ (8,000.00)
261			\$ (9,000.00)		Line Officers - In State Travel - Hotel	\$ (150.00)	night		15 nights	4 officers		\$ (9,000.00)
262			\$ (2,500.00)		Line Officers - Retreat	\$ (2,500.00)	day		1 day	1 day		\$ (2,500.00)
263			\$ (4,800.00)		Planning Session for 2019 - April - Hotel	\$ (275.00)	night		1 night	25 members		\$ (6,875.00)
264			\$ (4,500.00)		Planning Session for 2019 - April - Mileage	\$ (4,500.00)	mileage pool		1 pool	1 pool		\$ (4,500.00)
265			\$ (1,000.00)		RVPs - Local Association Visits - Mileage	\$ (2,000.00)	mileage pool		1 pool	1 pool		\$ (2,000.00)
266			\$ (119,845.00)	\$ (70,380.00)	TOTAL							\$ (122,953.00)
267												

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
268	CONSUMER OUTREACH - 1955											
269	EXPENSE											
270	786	Promotion	\$ (20,000.00)	\$ (22,500.00)	Community Involvement/Community Service Awards	\$ (20,000.00)		1		1		\$ (20,000.00)
271			\$ (2,500.00)		Homeless Initiative	\$ (5,000.00)		1		1		\$ (5,000.00)
272	810	Professional/Contract Fees	\$ (6,000.00)	\$ (2,000.00)	Spokesperson Training - Officers	\$ (3,000.00)		1		1		\$ (3,000.00)
273					Public Relations - Firm Retainer (moved from BS&T)	\$ (36,000.00)		1		1		\$ (36,000.00)
274					Public Relations - Annual Special Project (moved from BS&T)	\$ (25,000.00)		1		1		\$ (25,000.00)
275					Public Relations - Media Monitoring and Clips (moved from BS&T)	\$ (1,350.00)		1		1		\$ (1,350.00)
276	867	Travel/Other	\$ (2,500.00)	\$ (750.00)	Miscellaneous Travel (Officers)	\$ (2,500.00)		1		1		\$ (2,500.00)
277			\$ (31,000.00)	\$ (25,250.00)	TOTAL							\$ (92,850.00)
278	PERSONNEL - 1990											
279	EXPENSE											
281	501	Salaries/Benefits	\$ (2,475,942.00)	\$ (2,389,316.00)	Salaries (28)	\$ (2,525,000.00)	salaries	1	time	1	time	\$ (2,525,000.00)
282	503	Payroll Taxes	\$ (212,967.00)	\$ (186,908.00)	Payroll Taxes/Fees	\$ (220,000.00)	taxes	1	time	1	time	\$ (220,000.00)
283	510	Group Medical/Dental/Life Ins.	\$ (269,429.00)	\$ (230,117.00)	Insurance	\$ (280,000.00)	fee	1	time	1	time	\$ (280,000.00)
284	525	Workers Comp Ins.	\$ (9,937.00)	\$ (6,325.00)	Workers Compensation	\$ (10,000.00)	fee	1	time	1	time	\$ (10,000.00)
285	530	Pension Plan Contributions	\$ (187,686.00)	\$ (185,568.00)	401K	\$ (215,000.00)	contributions	1	time	1	time	\$ (215,000.00)
286	531	Pension Plan Admin	\$ -		TPA	\$ (3,000.00)	fee	1	time	1	time	\$ (3,000.00)
287	535	Payroll Fees/Expenditures	\$ -		Payroll Fees	\$ (3,500.00)	fee	1	time	1	time	\$ (3,500.00)
288			\$ (3,155,961.00)	\$ (2,998,234.00)	TOTAL							\$ (3,256,500.00)
289	BUILDING - 6000											
290	INCOME											
292	415	Rents	\$ 33,619.68	\$ 51,190.72	AHCC (expires 8/31/2021)	\$ 4,392.76	month		8	months	1	\$ 35,142.08
293					AHCC (expires 8/31/2021)	\$ 4,524.54	month		4	months	1	\$ 18,098.16
294			\$ 5,763.66	\$ 11,359.44	Dr. Sun (expires 6/30/2019)		month			months	1	\$ -
295			\$ 5,936.58		Dr. Sun (expires 6/30/2019)	\$ 989.43	month		12	months	1	\$ 11,873.16
296			\$ 6,249.24	\$ 18,565.72	Assoc. of Golf Merchandisers (expires 4/30/2020) (1/1/18-4/30/18)	\$ 1,657.46	month		8	months	1	\$ 13,259.68
297			\$ 12,873.44		Assoc. of Golf Merchandisers (expires 4/30/2020) (5/1/18-12/31/18)	\$ 1,609.18	month		4	months	1	\$ 6,436.72
298			\$ 16,554.10	\$ 19,382.72	Southwest Institute (expires 10/31/18) (1/1/18-10/31/18)		month			months	1	\$ -
299			\$ 3,410.14		Southwest Institute (expires 10/31/18) (11/1/18 - 12/31/18)		month			months	1	\$ -
300			\$ 17,499.48	\$ 34,489.26	Urban Fabric Builders (expires 6/30/2019)		month			months	1	\$ -
301			\$ 18,024.60		Urban Fabric Builders (expires 6/30/2019)	\$ 3,004.10	month		6	months	1	\$ 18,024.60
302					Rental Tax Receipts							\$ -
303			\$ 119,930.92	\$ 134,987.86	TOTAL							\$ 102,834.40
304	EXPENSE											
306	621	Repairs/Maintenance	\$ (3,500.00)	\$ (95,000.00)	General Upkeep (lights, air filters, etc.)	\$ (3,500.00)		1		1		\$ (3,500.00)
307			\$ (2,100.00)		Pest Control	\$ (1,587.20)		1		1		\$ (1,587.20)
308			\$ (4,934.00)		Elevator	\$ (2,710.80)		1		1		\$ (2,710.80)
309			\$ (6,500.00)		Building/General	\$ (6,500.00)		1		1		\$ (6,500.00)
310			\$ (5,362.56)		HVAC - AZ Control Specialist Contract	\$ (5,640.00)		1		1		\$ (5,640.00)
311			\$ (7,740.00)		HVAC Service Contract - O'Neil	\$ (7,500.00)		1		1		\$ (7,500.00)
312			\$ (7,519.32)		HVAC Miscellaneous Repairs	\$ (3,919.32)		1		1		\$ (3,919.32)
313			\$ (3,724.00)		Security/Fire Alarm/Extinguishers	\$ (2,710.00)		1		1		\$ (2,710.00)
314			\$ (10,400.00)		Exterior Repairs/Maintenance	\$ (6,700.00)		1		1		\$ (6,700.00)
315			\$ (429.00)		Security Monitoring	\$ (393.00)		1		1		\$ (393.00)
316			\$ (23,780.00)		Interior Repairs/Maintenance	\$ (11,890.00)		1		1		\$ (11,890.00)
317			\$ (36,800.00)		Janitorial/Window Cleaning	\$ (38,850.00)		1		1		\$ (38,850.00)
318			\$ (5,000.00)		Pictures/Furnishings	\$ (5,000.00)		1		1		\$ (5,000.00)
319			\$ (6,600.00)		Landscaping - Maintenance	\$ (9,700.00)		1		1		\$ (9,700.00)
320	623	Utilities	\$ (99,725.00)	\$ (107,000.00)	Electricity	\$ (112,900.00)		1		1		\$ (112,900.00)
321			\$ (7,179.50)	\$ (6,371.00)	Sewer/Water	\$ (7,714.50)		1		1		\$ (7,714.50)
322			\$ (1,304.12)	\$ (1,121.00)	Trash	\$ (1,335.56)		1		1		\$ (1,335.56)
323	624	Insurance	\$ (6,500.00)	\$ (5,925.00)	Property Insurance (Osborn)	\$ (6,500.00)		1		1		\$ (6,500.00)
324	625	Real Estate Taxes	\$ (63,000.00)	\$ (58,815.00)	Property Taxes	\$ (63,000.00)		1		1		\$ (63,000.00)
325	804	Rental taxes	\$ (500.00)	\$ (500.00)	Rental Taxes	\$ (500.00)		1		1		\$ (500.00)
326	810	Professional/Contract Fees	\$ (10,560.00)	\$ (10,560.00)	Management Fees	\$ (10,560.00)		1		1		\$ (10,560.00)
327			\$ (40.00)	\$ (40.00)	Permits/Fees	\$ (40.00)		1		1		\$ (40.00)
328			\$ (125.00)	\$ (125.00)	Check Fees	\$ (125.00)		1		1		\$ (125.00)
329			\$ (10,000.00)	\$ (11,000.00)	Leasing Agent Commission	\$ (10,000.00)		1		1		\$ (10,000.00)
330			\$ (323,322.50)	\$ (296,457.00)	TOTAL	\$ (228,550.38)						\$ (319,275.38)
331			\$ (6,334,302.98)	\$ (6,020,623.40)	TOTAL (EXPENSE)							\$ (6,546,711.38)
332			\$ 9,392,800.92	\$ 9,729,265.86	TOTAL INCOME							\$ 9,653,504.40
333			\$ 3,058,497.94	\$ 3,708,642.46	TOTAL NET (EXPENSE)/INCOME							\$ 3,106,793.02