

AUGUST 2019 FINANCIALS

D. Patrick Lewis , President K. Michelle Lind, CEO

> A RIZONA REALTORS

ARIZONA REALTORS®

MONTHLY FINANCIAL PACKAGE August 2019

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FINANCIAL SUMMARY





MONTHLY FINANCIAL NOTES August 2019 Income/Expense Summary (Operating Budget vs. Actual)

	2019 Y-T-D Actual	Budget	<u>Variance</u>
Income			
Dues	\$ 9,818,042	\$ 9,405,530	\$ 412,512
Other	<u>\$ 710,326</u>	<u>\$ 403,605</u>	<u>\$ 306,721</u>
Total Income	\$ 10,528,368	\$ 9,809,135	\$ 719,233
Expenses	<u>\$ 4,312,826</u>	<u>\$ 5,292,063</u>	<u>\$ (979,237)</u>
Net Income (Loss)	\$ 6,215,542	\$ 4,517,072	\$ 1,698,470

Year-to-date income exceeds expense by \$6,215,542. This amount compares favorably with projected net income of \$4,517,072 for the reporting period, therefore, we have a positive year-to-date variance of \$1,698,470.

RESERVE FUNDS

Operating Reserve (Bylaw Article IV, Section 1; Policy B.6) - The balance as of January 1, 2019 was \$8,135,795 inclusive of UBS RMA, Private Bank and BlackRock Accounts. The current balance is \$8,303,921. There were no deposits this period. The fund has seen a change in value of \$168,126.

<u>REALTORS®</u> Issues Mobilization Fund (Bylaw Article IV, Section 3: Policy B.6 & RIMC Policies) - The balance as of January 1, 2019 was \$2,514,073 inclusive of the UBS RMA, Private Bank, Q-GARP, Dividend Ruler, Portfolio and BlackRock Accounts. The current balance is \$3,665,300. There were \$4,587 in deposits for contributions and \$15,000 in withdrawals for local board requests this period. These accounts have seen a change in value of \$1,151,226.

<u>Capital Reserve (Bylaw Article IV, Section 2; Policy B.6)</u> - The balance as of January 1, 2019 was \$4,161,654 inclusive of the UBS RMA, Private Bank. Q-GARP, Dividend Ruler, Portfolio and BlackRock Accounts. The current balance is \$4,233,921. There were no deposits and \$5,196 in withdrawals for running electrical cables to the conference room and computer equipment this period. These accounts have seen a change in value of \$72,267.

Strategic Initiatives Reserve (Bylaw Article IV, Section 4; Policy B.6) - The balance as of January 1, 2019 was \$2,092,238 inclusive of the MidFirst checking, UBS RMA, Q-GARP, Dividend Ruler, Portfolio Accounts and BlackRock Accounts. The current balance is \$2,183,127. There were no deposits or withdrawals this period. The fund has seen a change in value of \$90,888.

PRIMARY COMMITTEES

Note: Changes to the Generally Accepted Accounting Principles (GAAP) that became effective after the 2019 Budget was approved affect the allocation of expenses in each of the area budgets.

Page 24: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are under budget as follows: 1501 - Government Area Support is over budget due to expenses now being allocated in the LPA budget rather than the Operations budget as a result of the changes to GAAP, all planned expenses are under budget; 1510 - Legislative Advocacy is over budget as a result of subscription cost increases for the Arizona Capitol Times publications; 1545 - Local Lobbying Support is under budget as a result of a reduction in demand of support; 1550 - Legislative Policy Development is over budget as a result of increased costs to host REALTOR® Day at the Capitol, Speaker Fees is under budget as the invoice will be received after the speaking engagement per the contract; 1560 - Fundraising Support is under budget as a result of NAR reimbursement for expenses related to the Spring Auction; Catering/Hotel is under budget as a result of Rally Ride hotel location selection under review, Dues & Commitments is under budget because the RPAC \$6 per member to NAR required less funds to be transmitted as a result of the increase in Major Investor funds sent to NAR; Contract Fees is also under budget and a portion reallocated to the PBD area; 1575 - Federal Liaison Support is on budget as expenses related to mid-year travel accurately reflected projections; Travel expenses are under budget as some FPCs were reimbursed through other allocated funds; 1580 - Election Year Activities is under budget as a result of not incurring expenses in a non-election year; 1585 -Governmental Communication is over budget as a result of an increased cost for Caucus agenda printing; 1596 - Political Research is under budget due to minimal research conducted. Overall the Legislative & Political Affairs Area has a positive net variance of \$98,224 Y-T-D. Adjustments/Recommendations: Motion approved in May to reallocate up to \$48,000 from the Legislative and Political Affairs REALTOR® Party Plus budget (810-1560) to the Professional & Business Development Convention Budget (810-1860) for the purpose of a professional convention survey.

Page 34: RISK MANAGEMENT

Expenses are **under** budget primarily due to: 1601 - *Risk Management Support* Supplies is under budget due to fewer copies than anticipated, Conferences is under budget as portions of the January General Counsel's meeting were paid at the end of 2018, and NAR convention expenses for DC were less than expected; 1602 - *Legal Support* Contract Fees is under budget as we settled the copyright infringement lawsuit filed in Federal District Court thereby avoiding fees that would have been incurred via motion practice and trial; and Subscriptions and References is under budget as the cost of continuing legal education classes were not as much as anticipated; 1605 - *PS Enforcement* Contract Fees is over budget due to the cost of Abacus fees now being allocated to the Risk Management budget rather than the BS&T budget as a result of the changes to GAAP, and Income is less than anticipated year-to-date; 1610 - *PS Training* Catering/Hotel is under budget because the Black Canyon Conference Center costs for the PS Workshop were less than anticipated, and Speaker Fees is under budget because the February 2019 speaker was paid out of the 2018 budget; 1625 - *Risk Management Publications* Promotion is under budget because we have sent out just one ASAP text alert which only went to two smaller sized local associations; and 1650 - *Forms Development* Contract Fees is under budget as zipForm[®] has not billed us for new and revised forms. **Overall, the Risk Management Area has a positive net variance of \$10,896.10 Y-T-D.** <u>Adiustments/Recommendations</u>: None

Page 43: BUSINESS SERVICES AND TECHNOLOGY

Expenses are **under** budget primarily due to: 1701 - Business Services & Tech Support is over budget in general as a result of the changes to GAAP; Conferences is under budget due to less than anticipated travel; 1710 - Software Development expenses are under budget; 1730 - IT Resource & Security Management Cisco Firewall expenses, IVCI, Office 365, nVision and ExaGrid charges did not occur as planned; 1770 - Business Services Dept. charges for TransactionDesk® are under budget as they occurred later in the year than anticipated, Clareity expenses were lower than expected, and Abacus expenses have been moved to Risk Management due to GAAP; 1780 - Communications is under budget due to less than anticipated costs for Member Benefits Booklet, timing issues charged for group texting, Web Plug-in software, video production charges, Getty Clip Art and travel/conference expenses did not occur as planned. **Overall, the Business Services & Technology Area has a positive net variance of \$152,463 Y-T-D**. <u>Adjustments/Recommendations</u>: None.

Page 49: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is under budget in Spring Convention. Overall expenses are under budget.

1801 - Professional Development Support Copying expenses are under budget reflecting current copy vendor contract, Dues & Commitments expenses are under budget due to timing of renewal for education software licenses, Contract Fees is under budget due to timeline for some projects; Printing is underbudget due to current inventory of brochures, Promotion is under budget due to Facebook ad delays; Conferences is under budget reflecting change in conference timing. **Note:** Expenses for

telephone, supplies and a portion of printing and postage are reflected in this support budget rather than in the Operations budget due to the changes in GAAP; 1815 - REALTOR® Institute costs are under budget as reflected in Promotion due to actual scholarship disbursements, Printing due to producing student manuals in house for live-streamed GRI classes, Contract Fees due to a delay in the NAR billing cycle for new GRI graduates and Travel is underbudget as a result of engaging local instructors for the live streaming GRI classes; 1820 - rCRMS income and expenses reflect a higher than anticipated number of classes to date; (Note: speaker fee and contract fee expense item affected by change in revenue distribution and instructor payment timing); 1825 - CRPM income and expenses reflect a higher than anticipated number of classes and class sizes to date, and Contract Fees is under budget due to change in timing of disbursements of revenue shares; 1840 - Leadership Training/Conference Catering and Travel expenses reflect actual expenses for LTA program to date; 1850 - Partners Conference income reflects actuals received to date; 1860 - Spring Convention income and expenses reflect actual costs based on attendance, Promotion expenses are under budget because social media advertising is reflected in the marketing vendor expenses under Contract Fees. (Note: \$20,000 hotel deposits were included in 2018 financials); 1855 - MRES Society supply expense is lower than anticipated due to timing; 1870 - Education Outreach income and expenses reflect costs related to actual number of classes held as well as attendance; (Note: speaker fee and contract fee expense item affected by change in revenue distribution and instructor payment timing); 1871 - Education Development income is higher than anticipated from affinity partnership revenue received from NAR, CE Shop and Paperless Agent webinars, and Dues & Commitments reflect a delay in digital badge program development and Contract fees due to timing for "Contract Conversations" video shoot; 1872 - Instructor Development income and speaker fee expense is less than anticipated due to later than anticipated second offering of an IDW date; 1875 -Broker University contract fees reflect actual costs for "Mack In A Minute" video edits.

Overall the Professional & Business Development Area has a positive net variance of \$161,289 Y-T-D.

<u>Adjustments/Recommendations</u>: Motion approved in May to reallocate up to \$48,000 from the Legislative and Political Affairs REALTOR® Party Plus budget (810-1560) to the Professional & Business Development Convention Budget (810-1860) for the purpose of a professional convention survey. Discontinue the annual Broker Summit in 2019.

Page 62: OPERATIONS AND STRATEGIC INITIATIVES

Income is over budget primarily due to higher than budgeted dues, law book sales, and significantly more than budgeted Miscellaneous Income (copyright lawsuit settlement fund and zipLogix payout). There were 51,004 fully paid members and 1,164 prorated members totaling 52,168 paid members for the reporting period. During the same period in 2018 there were 50,417 paid members. This represents a 3.47% increase in paid members for the same period in 2018. (*Note:* The 2019 budget was prepared anticipating an overall annual paid member increase of 3% from the 2018 budget projection.) Expenses were under budget overall primarily due to: 1000 - General Overhead less than budgeted Credit Card/EFT fees and Telephone expenses due to GAAP change allocations to other areas; 1901 - Operations Support less expenses than budgeted overall; 1903 - Association *Relations* slightly less expenses than budgeted; 1905 - National Meetings less than budgeted travel expenses; 1920 - ExCom & Director Support less than budgeted Catering/Hotel, Contract Fees and Travel expenses; 1955 - Public Relations Contract Fees less than budgeted; 1990 - Personnel and 6000 - Building expenses less than budgeted for this period. Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$1,181,027 Y-T-D. <u>Adjustments/Recommendations</u>: None.

Arizona Association of REALTORS® Summary Balance Sheet August 2019

	8/31/2019
ASSETS	
Current Assets	
Checking/Savings	26,363,922.41
Accounts Receivable	18,741.72
Other Current Assets	100,510.17
Total Current Assets	26,483,174.30
Fixed Assets	2,561,964.41
Other Assets	0.00
TOTAL ASSETS	29,045,138.71
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	32,781.25
Credit Cards	18,355.70
Other Current Liabilities	87,495.93
Total Current Liabilities	138,632.88
Long Term Liabilities	105,250.17
Total Liabilities	243,883.05
Equity	28,801,255.66
TOTAL LIABILITIES & EQUITY	29,045,138.71

Arizona Association of REALTORS® Grouped Balance Sheet August 2019

		August 31, 2019	
ASSETS		(agaet e 1, 10.0	· · · · · · · · · · · · · · · · · · ·
Current Assets			
Checking/Savings			
AAR General Accounts			
Operating Account - MIDFIRST Checking	206,579.21		
AFLAC 125 Claims Reimb. MIDFIRST	10,780.81		
Operating Account - CHASE Checking	7,286.08	224,646.10	
AAR UBS RMA Money Market		7,625,644.16	
Combined AAR General Accounts			7,850,290.26
Capital Accounts			
Capital Purchase - UBS - Private Bank		0.00	
Capital Purchase - UBS Portfolio Mgmt.		245,081.30	
Capital Purchase - BlackRock		2,110,440.56	
Capital Reserve Fund - UBS Checking RMA		1,632,329.99	
Capital Reserve - Q-GARP		142,019.00	
Capital Reserve - Dividend Ruler		104,050.55	
Combined Capital Accounts			4,233,921.40
Operating Accounts			
Operating Reserve - UBS Checking RMA		3,014,382.43	
Operating Reserve - BlackRock		5,289,539.53	
Operating Reserve - UBS - Private Bank		0.00	
Combined Operating Accounts			8,303,921.96
Strategic Initiative			
Strategic Initiative - UBS Portfolio Mgmt.		149,176.05	
Strategic Initiatives - BlackRock		1,019,462.84	
Strategic Initiative - UBS RMA		721,628.66	
Strategic Init. Savings - NWCU		0.00	
Strategic Initiative Checking - MIDFIRST		88,389.45	
Strategic Initiative - Q_GARP		103,035.92	
Strategic Initiative - Dividend Ruler	_	101,434.20	
Combined Strategic Initiative Accounts			2,183,127.12
Issues Mobilization Accounts			
Issues Mob - UBS RMA		1,362,089.26	
Issues Mob - Portfolio Management		938,916.44	
Issues Mob - BlackRock		414,658.29	
Issues Mob - UBS Private Bank		0.00	
Issues Mob - Q_GARP		545,812.82	
Issues Mob - Dividend Ruler Combined Issues Mob Accounts		403,823.34	3,665,300.15
Combined ISSUES MOD ACCOUNTS			0,000,000,10
Arizona Homeownership Alliance - UBS RMA		100,699.52	
			100,699.52

13,051.04

Arizona Association of REALTORS® **Grouped Balance Sheet** August 2019

_	August 31, 2019	
		13,051.04
Property Management		
Cash-AZ Bank & Trust - Preserve Property Management	13,610.96	
		13,610.96
Total Checking/Savings		26,363,922.41
Accounts Receivable		
A/R - Trade		18,741.72
A/R - Regonline	10,874.08	
Due From Region 11	20,343.68	
Due From PSF Fund to IM	0.00	
Total Accounts Receivable		31,217.76
Other Current Assets		
Prepaid Expenses and Deposits	547.22	
Monthly Prepaids	68,745.19	
Total Prepaid Expenses and Deposits		69,292.4
Total Other Current Assets	-	100,510.1
Total Current Assets	-	26,483,174.3
Fixed Assets		
Property and Equipment		
151 · A/D - Furn & Equipment	-164,301.95	
157 · A/D - Computer	-538,459.42	
161 · A/D - Leashold Imprvments	-885,840.40	
165 · A/D - Building Osborn	-992,780.30	
167 · A/D - Tenant Improvements	-74,588.58	
Total Accumulated Depreciation		-2,655,970.6
150 · Furniture & Equipment	320,384.71	
156 · Computer	697,229.15	
160 · Leasehold Improvements	1,506,484.19	
163 · Land - Osborn	617,737.40	
164 · Building - Osborn	1,995,153.78	
166 · Tenant Improvements	80,945.83	
Total Property and Equipment	-	5,217,935.0
Total Fixed Assets		2,561,964.4
Other Assets		
Loan Cost / Leasing Commissions		
Note Receivable	0.00	
Total Other Assets		0.0
AL ASSETS	-	29,045,138.7

Arizona Association of REALTORS® Grouped Balance Sheet August 2019

	August 31, 2019	
	August 51, 2015	
LIABILITIES & EQUITY Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	32,781.25	
Total Accounts Payable	02,701.20	32,781.25
Credit Cards		02,101.20
MidFirst Business Visa	18,355.70	
Total Credit Cards		18,355.70
		,
Other Current Liabilities		
Due to NAR	0.00	
Due to Region 11	0.00	
Sales Tax Payable	0.00	
Combined Current Liabilities		0.00
Accrued Salaries & P/R Taxes	15,265.21	
Total Accrued Salaries & P/R Taxes		15,265.21
		10,200.21
Security Deposits Payable - Osborn	9,642.10	
Deferred Dues Income	0.00	
Deferred Income - Other	11,000.00	
Stale Dated Checks/Escheat	1,479.27	
Arbitration Case Pending	6,833.08	
Current portion of LTD	43,276.27	72,230.72
Total Other Current Liabilities		87,495.93
Total Current Liabilities	-	138,632.88
Long Term Liabilities	-	
Capital Lease Payable	105,250.17	
Total Long Term Liabilities		105,250.17
TOTAL LIABILITIES		243,883.05
Equity	-	
Temporarily restricted		
304 · Fund Balance - Issues Mobilization	709,685.00	
Total Temporarily restricted		709,685.00
Unrestricted/Designated		
302 · Fund Balance - Operating Reserve	8,135,796.00	
303 · Fund Balance - Capital	4,161,653.00	
305 · Fund Balance - Issues Mobilization	1,804,388.00	
307 · Fund Balance - Strategic Initiative	2,092,238.00	
308 Fund Balance - AZ Homeownership	100,284.00	
Total Unrestricted/Designated		16,294,359.00
3900 · Unrestricted/Undesignated		4,119,916.92
Net Income		7,677,294.74
Total Equity	-	28,801,255.66
TOTAL LIABILITIES & EQUITY	-	29,045,138.71



FINANCIAL DETAILS



Arizona Association of REALTORS® Balance Sheet As of August 31, 2019

	Aug 31, 19
SETS	
Current Assets	
Checking/Savings 1000 · Combined Operating Cash Account	
100.3 · Operating Acc MidFirst 2997	206,579.21
100.4 · AFLAC 125 Claims - MidFirst	10,780.81
101.3 · Operating Account - CHASE 1442	7,286.08
101.5 · UBS - AAR Main RMA	7,625,644.16
Total 1000 · Combined Operating Cash Account	7,850,290.26
1005 · Q-GARP Portfolio - UBS	
1005.1 · Strategic Initiative Q-GARP	103,035.92
1005.2 · Capital Reserve Q-GARP	142,019.00
1005.3 · Issues Mob. Q-GARP	545,812.82
Total 1005 · Q-GARP Portfolio - UBS	790,867.74
1006 · Dividend Ruler Portfolio - UBS	
1006.1 · Strategic Initiative Div. Ruler	101,434.20
1006.2 · Capital Reserve Dividend Ruler	104,050.55
1006.3 · Issues Mob. Dividend Ruler	403,823.34
Total 1006 · Dividend Ruler Portfolio - UBS	609,308.09
1007 · Portfolio Management - UBS	
1007.1 Strat Initiative Portfolio Mgmt	149,176.05
1007.2 Capital Reserve Portfolio Mgmt	245,081.30
1007.3 · Issues Mob. Portfolio Mgmt	938,916.44
Total 1007 · Portfolio Management - UBS	1,333,173.79
10081 · BlackRock - UBS	2 110 440 56
10081.1 · Capital Reserve - BlackRock 10081.2 · Operating Reserve - BlackRock	2,110,440.56 5,289,539.53
10081.3 · Issues Mobilization - BlackRock	414,658.29
10081.4 · Strategic Initiative - BlackRock	1,019,462.84
 Total 10081 · BlackRock - UBS	8,834,101.22
101.40 · Combined Strategic Initiative	
101.43 · Strategic Initiative - UBS	721,628.66
101.44 · Strategic Init Check - MidFirst	88,389.45
 Total 101.40 · Combined Strategic Initiative	810,018.11
101.66 · Operating Reserve Net	
102 · Cash in Op Reserve - UBS	3,014,382.43
Total 101.66 · Operating Reserve Net	3,014,382.43
103 · Capital Reserve Checking RMA	1,632,329.99
104 · Issues Mob Accounts - UBS 104.4 · Issues Mob Fund - UBS RMA	1,362,089.26
Total 104 · Issues Mob Accounts - UBS	1,362,089.26
105 · Cash-AZ Bank & Trust/Prop Mgmnt 106 · AZ Homeownership Alliance RMA	13,610.96 100,699.52
111, · PSF	,
111 · Political Survival Fund	13,051.04
Total 111. · PSF	13,051.04
 Total Checking/Savings	26,363,922.4
Accounts Receivable	
112 · A/R	18,741.72
Total Accounts Receivable	18,741.72
Other Current Assets Prepaid Expenses and Deposits	

Prepaid Expenses and Deposits 123 · Monthly Prepaids 09/24/19 Accrual Basis

Arizona Association of REALTORS® Balance Sheet As of August 31, 2019

	Aug 31, 19
123.007 · January Pre-Paids 123.015 · September Pre-Paids 123.016 · October Pre-Paids	3,500.00 53,995.19 11,250.00
Total 123 · Monthly Prepaids	68,745.19
124 · Prepaid Expenses 124.2 · Prepaid Postage-Pitney Bowes	547.22
Total 124 · Prepaid Expenses	547.22
Total Prepaid Expenses and Deposits	69,292.41
112.110 · A/R Misc. 113.10 · A/R - Regonline 113.11 · Due From Region 11	10,874.08 20,343.68
Total 112.110 · A/R Misc.	31,217.76
Total Other Current Assets	100,510.17
Total Current Assets	26,483,174.30
Fixed Assets Property and Equipment Total Accumulated Depreciation 151 · A/D - Furn & Equipment 157 · A/D - Computer 161 · A/D - Leashold Imprvments 165 · A/D - Building Osborn 167 · A/D - Tenant Improvements	-164,301.95 -538,459.42 -885,840.40 -992,780.30 -74,588.58
Total Total Accumulated Depreciation	-2,655,970.65
150 · Furniture & Equipment 156 · Computer 160 · Leasehold Improvements 163 · Land - Osborn 164 · Building - Osborn 166 · Tenant Improvements	320,384.71 697,229.15 1,506,484.19 617,737.40 1,995,153.78 80,945.83
Total Property and Equipment	2,561,964.41
Total Fixed Assets	2,561,964.41
TOTAL ASSETS	29,045,138.71
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 200 · Accounts Payable	32,781.25
Total Accounts Payable	32,781.25
Credit Cards 203.1 · MidFirst Business Credit Card	18,355.70
Total Credit Cards	18,355.70
Other Current Liabilities 214 · Accrued Salaries & P/R Taxes 2100 · Payroll Liabilities 214 · Accrued Salaries & P/R Taxes - Other	10,407.05 4,858.16
Total 214 · Accrued Salaries & P/R Taxes	15,265.21
215 · Security Deposits Payable - Osb 228 · Deferred Income 232 · Deferred Income Other	9,642.10
Total 228 · Deferred Income	11,000.00
240 · Stale Dated Checks/Escheat 275 · Arbitration Case Pending	1,479.27 6,833.08

Arizona Association of REALTORS® Balance Sheet As of August 31, 2019

	Aug 31, 19
295 · Current portion of LTD	43,276.27
Total Other Current Liabilities	87,495.93
Total Current Liabilities	138,632.88
Long Term Liabilities 285 · Capital Lease Payable	105,250.17
Total Long Term Liabilities	105,250.17
Total Liabilities	243,883.05
Equity Temporarily restricted 304 · Fund Bal - Issues Mobilization	709,685.00
Total Temporarily restricted	709,685.00
Unrestricted/Designated 302 · Fund Bal - Operating Reserve 303 · Fund Bal - Capital 305 · Fund Bal - Issues Mobilization 307 · Fund Bal - Strategic Initiative 308 · Fund Bal - AZ Homeownership	8,135,796.00 4,161,653.00 1,804,388.00 2,092,238.00 100,284.00
Total Unrestricted/Designated	16,294,359.00
3900 · Unrestricted/Undesignated Net Income	4,119,916.92 7,677,294.74
Total Equity	28,801,255.66
TOTAL LIABILITIES & EQUITY	29,045,138.71

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2019 Funds Analysis Operating Reserve

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2019 Funds Analysis

	NET	 \$ 3,971,980,74 \$ 43,655,47 \$ 4,179,778,97 \$ 5,193,639,90 \$ 5,194,382,43 \$ 3,014,382,43 	\$4,163,814.77 \$9,997.56 \$0.00 (\$4,189,048.82) (\$49,571.62) \$25,664.35 \$45,675.73 (\$6,521.97) (\$6,521.97)	\$ \$87,290.01 \$5,160,639.90 (\$5,879.06) \$52,794.81 (\$5,306.13) \$ 5,289,539.53	\$ 8,303,921.96
	Dec				
	Nov				
	loc				
	Sep				
	Aug	\$4,940.63 \$3,048.42		\$5,020.46 \$24,072.58	
	쾨	\$4,962.55 \$21,000.00 \$964.99		\$10,976.03 (\$8,161.96) (\$5,306.13)	
	피	\$5,166.12 \$1,140.00		\$10,404.91 \$14,411.50	
	Мау	\$5,096.49 \$1,205.00		\$10,085.08 \$11,333.95	
I	Apr	\$6,121.18 (\$25,000.00) \$3,095.56		S10,543.70 (\$6,195.15) \$1,914.15	
I	Mar	\$6,870.02 \$17.91 (\$1,001,000.00)	(\$17.91)	\$9,900.23 \$1,000,000.00 (\$683.91) \$8,764.40	
	E	\$6,857.26 \$4,158,761.06 (\$4,160,639.90) (\$ \$2,496.69	\$2,552.92 (\$4,189,030.91) (\$25,621.62) \$17.91 \$29,413.32 (\$2,371.53)	\$30,359.60 \$4,160,639.90 \$460.09	
	Jan	\$3,681.22 (\$7,000.00) \$616.49	\$7,444.64 (\$23,950.00) \$25,636.44 \$16,262.41 (\$4,150.44)		
-	Balance Forward	\$ 3,971,980.74	\$4,163,814.77	ø	\$ 8,135,795.51 \$ 168,126.45
	Acct. #	UX66383 ee its its ue ue tal	Portfolio 705809 dd als als als an on es	UX17968 conce) Dosits avals Value Fees Total	AL ie:
	ACCOUNT	AAR Operating Reserve - RMA Dividend and interest Income (recturing accrete) Deposits Withfrawals Change in Market Value Total	AAR • Operating Reserve • Private Bank Interest/Dividends Deposing Withdrawals Prior Period Accruais Current Period Accruais Investment Appreciation/Depreciation Fees	AAR Operating Reserve - BlackRock Dividend and Interest Income (Incude accure) Deposits Withdrawals Change in Market Value Fees Total	TOTAL Year-to-Date Change in Value:

*NOTE: The total in securities transferred out of Private Bank do not match the total in securities deposited to the RMA. This is due to to a change in market value and accrued interest as we were transferring securities, not cash.

2019 Funds Analysis Issues Mobilization

2019 Funds Analyses

EF.	\$ 565,523.32 \$16,850.33 \$1,271,514.48 \$1,012,92 \$1,012,92 \$1,012,92 \$1,362,069.26	\$403,155,59 \$1,029,55 \$0,00 (\$4,564,44) (\$4,564,44,44) \$2,562,37 \$4,492,55 (\$531,62) (\$531,62)	\$ 434,526.16 \$3,678.27 \$0.00 \$0.00 \$109,077.66 (\$1,469.27) \$ 545,812.82	\$ 330,645 63 \$5,303,38 \$5,303,38 \$000 \$59,139 72 [\$1,265,33] \$ 403,823,34	\$ 840,222.97 \$3,167,19 \$3,000 \$3,000 \$36,088.78 \$\$562.567 \$\$286,098.78 \$\$2938,7916,44	\$	\$ 3,665,300.15
20			1 1				1 1
Nov							
O							
Sep.							
Âug	\$2,341.22 \$4,587.30 (515,000.00) \$208.58		\$141.40 \$968.61	\$230.40 \$421.00	\$2.63 (\$26,736.72)	5787.35 \$1,764.28	
	\$2,293.18 \$1,980.00 (\$15,000.00)		\$429.62 \$9,663.78 (\$539.55)	\$512.55 \$6,469.81 (\$399.85)	\$2.76 (\$1,037.05) (\$975.61)	\$869.03 (\$493.90) (\$415.54)	
un	\$2,387.07 \$70.00		\$30,005.50	\$1,369.43 \$21,512.91 (\$23.51)	51,476.64 \$56,982.51	\$\$29.82 \$1,201.36	
YEW	SZ,334,42 S4,165.00		5338.14 (527,421.77)	\$347.53 (\$17,582.30)	\$4.07 (\$69,428.70)	\$822.01 \$1,085.97	
Apr	\$2,376.41 \$2,441.50 \$206.85		\$446.80 \$28,843.13 (\$501.15]	\$588.35 \$17,078.80 (\$373.29)	\$1.08 \$34,600.07 (\$942.38)	\$825.22 \$188.15 (\$406.48)	
Mar	\$2,141.35 \$1,257.78	(\$7.78)	\$880.85 \$15,952.05	\$1,746.12 \$5,863.80 (\$142.62)	\$1,336.36 \$4,141.27	\$949.95 \$839.62 (\$80.22)	
Eeb	\$2,076.00 \$412,616.25 (\$402,912,29) \$391,99	\$257.94 \$405,636.86 {\$1.78 \$2,78 \$2,898.29 \$2,798 \$2,898.29	\$182.35 \$16,611.92	\$144.91 \$14.970.71	\$56.48 \$26,189.21	\$3,036.90 \$402,812.29 \$42,48	
lan L	\$901.18 \$844,396.65 \$205.50	\$771.91 (\$2,41.00) \$2,554.59 \$1,594.30 (\$401.97)	5346.32 534,454.44 (\$428.57)	92.0363.79 92.04.99 (21.201,028	\$73,388.17 \$73,388.19 (\$644.51)		
Batance Forward	\$ 505,573.32	\$403,155.59	\$ 434.526.16	\$ 330,645.63	5 840.222.97		\$ 2,514,073.67 \$ 1,551,226.48
Acct #	 RMA UX58861 Income periode errored Deposition Deposition Wehldrawels Change in Market Valuo Fools Total 	Portfolio Trivate Bank 382618 Interes/Dhyndends Paposits Mindrawis Price Period Accurais Current Period Accurais preciation/Depreciation	- Q.G.R.P. UX52363 stil Income reviews) Depositis Withdrawalis Change in Mahfel Value Feas Total	- Dividend Ruler UX5265 sti Income reviewa Daposis Visikućravals Chango in Markel Vukuo Fees Total	outoia Management UX42722 Ist Incomo exercent Deposits Withdrawals Change in Maritet Vaiue Fees Total	- BlackRock UX50021 st Incomb revewu Deposis Withdravels Change in Market Value Fees Total	TOTAL Yearlo-Date Change in Value:
ACCOUNT	Realtons Issues Mob., RMA Dividend and Interest Income preven- Depositis Withclavels Change in Mahch Value Fool	AAR - Issues Mob - Private Bank Interest/Diridiands Withdrawis Prior Peniod Accruais Current Peniod Accruais Investment Appreciation/Depreciation	Realtors issues Mob. O.GARP Dividend and Interest Income excense screen Depresis Withdrawals Change in Market Value Feas	Reations traues Mob Dividend Ruter Dividend and interest Imcome reviews works Dipposition Vidiari avais Change in Market Value Total	Resitors traves wook - Portfolia Management Dividend and Interest Income revever-accever Deposits Withdrawals Change in Marker Value Feos	Reallors issues Mob Blackflock Dividend and Interest Income recoversam Deprese Withdrowals Change in Market Value Fees	Year-to-Date Ci

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WOTE: The total in scennifics transferred out of Private Bank do not match the lotal in scenities deposited to the RMA. This is due to to a change in market value and account interest as we were transferring securities, not cash.

2019 Funds Analysis

2019 Funds Analyse

Capital Reserve	

NET	\$ 2,182,853.49 \$21,252.48 \$1,550,340.03 \$1,550,340.03 \$1,432.86 \$1,432.86 \$1,632,329.99 \$1,632,329.99	\$1,561,346,58 \$0,00 \$2,676,67 \$1570,779,91 \$1570,779,91 \$16,559 \$17,153,92 \$17,155,92 \$1	\$ 113,136.31 \$963.23 \$0.00 \$0.00 \$283.81.82 \$142.019.00 \$	\$ 85,185.21 \$1,365.65 \$1,365.65 \$0.00 \$1,7,875.51 \$1,2,255.63] \$ 104,050.55	\$ 219,122.46 \$834.21 \$0.00 \$25,765.52 {\$570.91} \$ 245,061.30	\$ \$33,730.79 \$2,060,041.29 \$20,080.00 \$21,109.18 [\$4,500.70] \$ 2,110,440.56	5 4,233,921.40
8							
Nov							
let let							
Sep							
Âug	\$2,293.72 (\$5,196.52) \$1,600.09		\$36.47 \$269.40	\$59.75	\$0.77 (\$6,974.37)	\$1,788.34 \$9,679.49	
ㅋ[\$2,329.20 (\$719,08) \$617.60		\$112.27 \$2,481.61 (\$140.40)	\$131.98 \$1,677.09 \$1,677.09	\$0.76 (\$272.58) (\$254.66)	\$4,379.15 (\$2,117.37) (\$2,117.37)	
ᄢ	\$2,437.59 (\$10,280.83) \$729.60		\$236.45 \$7,862.30	\$552.76 \$5,530.33	\$385.00 \$14,865.81	\$4,137.11 \$5,878.36	
Лтру	\$2,479.67 (\$9,316.26) \$771.20		\$88.83 (57,160.84)	\$90.61 (\$4,525.26)	\$1.14 (\$18,113.94)	\$4,020.68 \$4,792.58	
Anr	\$3,016.20 (\$9,516.39) \$1,641.12		\$116.10 \$7,514.54 (\$130.37)	\$150.34 \$4,392.21 (\$96.20)	\$0.27 \$9,026 82 (\$245 99)	\$4,222.90 \$715.10 (\$2,072.74)	
Mar	\$3,249.05 \$3.51 \$50,301.57 \$349.85	(\$3.51)	\$230.63 \$4,083.87	\$449.88 \$1,539.33 (\$36.52)	\$347.85 \$1,058.00	\$3,716.75 \$500,000.00 \$3,377.76 (\$310.59)	
Feb	\$1,249.05 \$1,589,34.52 \$1,589,344.52 \$1,501,44 \$1,501,55 \$1,201,55 \$1,201,55	\$946.76 (\$1,570,270.40) (\$56.282) \$65.182) \$11,117.44 (\$389.26)	\$48.35 \$4,343.05	\$37.23 \$3,859.37	\$16.80 \$6,925.38	\$11,465.86 \$1,560,041.29 \$149.72	
ीडा	\$1,833.33 (\$35,024.78) { \$513.75	\$2,729.91 (\$8,967.00) \$2,058.63 \$5,035.48 (\$1,556.33)	594.13 58,907.89 (\$111.59)	\$93.11 \$5,259.45 (\$\$4.02)	\$81.62 \$19,269.80 (\$170.26)		
Balance Forward	\$2,182,853.49	\$1.561,346,58	5 113/136.31	s 85,185.21	\$ 219,132.48		\$4,161,654.07 \$ 72,267,33
Acct, #	UX68672 Magazowea Deposits McTavals An Valuo Retes Foes Total	Portfolio 382582 utions dends awals avals cruels cruels cruels actuals fees	UX52366 beg acrossi Deposits thth avaits ket Value Fees Total	UX52368 ang wernens Deposits Matawals Koti Value Fees Total	lent UX42723 severation Deposits thdrawals ket Value Fees Total	UX17969 sing Accovert Deposits bridiavatis Ket Value Fees Total	TOTAL Value:
ACCOUNT	Capitar Purchase - RMA Dividend and Interest Income recover acrows Dividend and Interest Income reposits MMATCaneds Change in Matku Volue Foes Total	AAR Capital Reserve - Private Bank Net Combustions Interest/Dividends Prior Paniol Accurats Prior Paniol Accurats Invasitment Apprecedition Fees	Capital Purchase - Q. GARP Dividend and Interest Income re-und anowals Withdrawals Change in Llarket Value Fees	Capital Purchase - Olvidend Rufer Dividend and Interest Income neuron ensures Deposits Wahdrawals Change in Market Value Fees	Capital Purchase - Portfolio Management Dividend and Interest Incorre variance Deposits Withdravids Change in Market Valve Fees	Capital Purchase - BlackRock Dividend and interest income version across Deposits Withdrawa Change in Market Value Foos	TOTAL Yesrto-Date Change in Value:

WOTE. The total in scourilies transferred out of Privale Bark do not match the total in socurities deposited to the RMA. This is due to to a change in market value and accreted interest as we were transferring socurities, not cash.

2019 Funds Analysis Strategic Initiative

2013 Funds Analysis

NET	\$ 88,419.45 \$0.00 (\$30.00) \$ 88,389.45	\$ 202.123.38 \$19.65 \$0.00 (\$202.14303) \$0.00 \$	\$ 1,503,254,32 13,211,42 202,143,03 1,000,000 9,019,89 0,00 \$ 721,528,56	\$ 61,973.61 691.16 0.00 0.00 20,648.40 (\$277.45) \$ 103,035.92	\$ 84,527,98 1,266,27 0,00 15,003,87 269,92 \$ 101,434,20	\$ 131,939.48 506.87 00.0 17,127.86 (5339.16) \$ 149,176.05	\$ \$3,667.81 \$1,000,000 \$1,000,000 \$12,591.94 \$1,996.91} \$1,019,462.84	\$ 2,183,127.12
<u>Dec</u>	20.02							
Nev	00'03							
let let	00:05							
Sep	80.08							
Aug	8		\$1,544.22 \$523.41	\$26.87 \$180.22	\$57.60 \$124.60	\$0.48 (\$4,270.88)	\$925.97 \$6.212.20	
퀴	80.05		\$2,112,59 \$120.01	\$90.75 \$1,736.11 \$101.94}	\$129.25 \$1.611.97 (\$100.43)	\$0.45 (\$168.88) (\$155.03)	\$2,306.13 (\$1,021.57)	
피한	80 00 (00 (00 (00)		\$1,053.93 \$291.99	\$172.94 \$5,724.99	\$342.83 \$5,395.78 [\$5.90]	\$237.48 \$9,042.90	\$1,858.47 \$4,304.43	
N	83 (50 (50 (50 (50))		\$1,597.08 (\$86.00)	\$62.90 (\$5,275.42)	\$ 87.22 (\$4,408.03)	\$0.83 (\$11,023.32)	\$2,089.32 \$3,690.40	
API	(00°55) 00'05		\$1,852.03 \$493.13	\$\$3.30 \$5,520.40 (\$94.66)	\$148.52 \$4,266 (\$93.78)	\$0.18 \$5,483,83 ((\$143.76)	\$1,687.92 \$602.26 (\$975.34)	
Mar	8, 89 (5, 80)	\$3.32 (\$202,143.03)	\$2,542,145 \$202,143,03 (\$1,000,000,00 \$1,008,74	\$164.41 \$3,076.76	\$354.88 \$1,478.64 (569.70)	\$209.54 \$615.64	00000015	
Feb	808 (00 55)	\$7.75	\$1,288.54 \$334.67	\$34.25 \$3,112.21	\$95.43 \$2,964.03 \$2,964.03	\$3.30 \$4,680.06	ű	
Jan	\$0.08 80.09	\$3.58	\$1.220 86 \$333 94	\$65.74 \$6,573.13 (\$80.85)	\$50.54 \$4,476.19	\$54.61 \$12,762.51 (\$93.37)		
Balanco Forward	s 88,419.45	5679 <u>\$ 202,123.38</u>	\$ 1,503,254,32	\$ B1,973.61	5 84,527 98	\$ 131,939,48	,	\$ 2,092,238.42
AccL#	0202-XX		UX27692	69525XN	UX52370	UX42724	UX53105	
АССОИНТ	AAR Strategic initiative MIDFIRST Checking Deposits Withdrawas Transfers	Strategic Inituativa - NWCU Dividend and Initerest Income re-wea - were Deposits Withdrauds Transforc	Strategic initiative - UBS RMA Dividend and Interect Income events acrown Deposits Withdrawds Change in Market Valve Fees	Strategic Initiative - Q.GARP Dividend and Interest Income prevea Depetis Withdrawis Change in Markot Value Fees	Strategic Initiative - Dividend Ruler Deposition Deposition Withdrand Change in Market Value Fees	Strategic Initiative - Porticilio Management Dividend and Interest Incomo revewer Deposits Withdrawis Change in Markel Value Feos	Strategic Initiative - BlackRock Dwidend and Interds I hoomo prevens accura Doposits Waltdrake Change in Market Value Food	701AL

\$ 90,888.70

Year-to-Date Change in Value;

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2019 Funds Analysis

RET	s 9,206.32 50.00 (51,320.24) 50.00 s 7,286.08	\$ 444,052,48 \$7,205,552,55 (\$4,538,035,82) (\$2,805,000,00) \$ 206,579,21	5 4,703,585.51 \$78,973.57 \$2,805,000.00 \$30,065.08 \$38,085.08 \$7,825,644.16	s 530,653,46 57,312,62 50,00 5315,0000 (\$250,000,00) (\$250,000,00) \$330,24 \$330,24 \$603,886,32
Dec				
Nov				
8 0				
Sep				
Аид	(\$49.57)	\$128,811.88 (\$529,692.41) \$450,000.00	\$11,949.02 (\$450,000.00) \$2,574.02	\$1,080.14 \$234.65
- 기미 기	(\$49.58)	\$163,444.82 (\$507,627.96) \$340,000.00	\$10,204.66 (\$340,000.00) \$2,616.00	\$1,069.41
<u>un</u>	(549.56)	\$432,026.26 (\$934,179.88) \$430,000.00	\$6,601.87 (\$430,000.00) \$6,890.01	\$1,114.52
May	(553.64)	\$319,826.49 (\$521,433.57) \$250,000.00	\$8,510.36 (\$259,000.00) \$9,845.00	\$1,093.24
Apr	(51,549.47)	\$326,291.22 (\$560,737,25) (\$25,000.00)	\$13,814,09 \$25,000.00 \$8,869.98	\$606.37 \$232.70
Mar	(549.51)	\$409,040.33 (\$470,071.69)	\$13,209.70 \$6,570.04	\$560.87 \$315,000.00 \$0.01
<u>Feb</u>	(\$61.46)	\$991,622,82 (\$554,160,57) (\$500,000.00)	\$10,473.18 \$500,000.00 \$360.41	\$906.30 \$231.69
Jan	(557.45)	\$4,434,488.73 (\$560,132.49) (\$3,750,000.00)	\$4,210.69 \$3,750,000.00 \$359.62	\$881.77 (\$250,000.00) \$231.19
Balance Forward	\$ 9,206.32	xx-2997 \$ 444,062.48	UX66381 S 4,703,585.51	UX68862 S 530,653.46
Acct.#	xx-1442	- 7997		
ACCOUNT	AAR General Checking - CHASE Deposits Withdravals Transfers Total	AAR General Checking - MIDFIRST Deposits Withdrawals Transfers Total	AAR Main RMA Dividend and Interest Income (neurong secretor) Transfers Withdravels Change in Market Velue Total	RAPAC - RMA Dividend and Interest Income (mousing access) Deposits Transfers Withdrawels Change in Market Value Total

\$ 5,234,238.97 TOTAL

\$ 8,443,405.77

1:29 PM 09/24/19 Accrual Basis

Arizona Association of REALTORS® All Funds Budget vs. Actual January through August 2019

	Jan - Aug 19
Ordinary Income/Expense	
Income	
410 · Interest Income	262,649.69
415 - Rental Income	58,894.96
417 · Gain on Investments	621,309.88
430 · Dues Income	9,818,042.08
433 · Forms Licensing	24,500.00
435 · Law Book	2,232.18
440 · Other Program Income	1,650.00
440.10 · Ethics Citation Fee	0.00
440.3 · Arbitration Deposits Retained	500.00
440.4 · Appeal Fees Retained	500.00
440.5 · Ethics Admin Fees	3,300.00
440.6 · Retained Fine	4,450.00
460 · Broker University	35.00
461 · Education Development	3,754.45
462 · Education Outreach	32,554.00
463 · Instructor Development	739.00
465 · MRE Society	575.00
466 · Member Communications	0.00
467 · REALTOR Institute	31,819.00
468 · rCRMS	37,874.68
469 · Spring Convention	107,766.00
471 · Industry Partners	27,720.00
472 · CRPM	39,182.81
491 · IM Contributions	28,908.80
497 · Misc Income	1,055,192.61
Total Income	12,164,150.14
Gross Profit	12,164,150.14
Expense	
500 · Salaries/Benefits	1,854,826.31
540 · Staff Development	708.60
605 · Awards/Gifts	11,653.73
612 · Issues Mobilization Expenses	30,000.00
620 · Building Expense	154,047.53
629 · Operating Reserve Contributions	12,000.00
630 · Catering/Hotel	242,915.13
631 · Computer Service and Expense	8,020.31
632 · Copying	1,804.34
633 · Furniture/Equipment Expense	11,290.46
639 · Dues & Commitments.	313,772.44
640 · Equipment Maintenance/Rental	36,672.49
660 · Management Fees	1,469.27
690 · Credit Card & EFT Fees/Misc.	157,148.53

Net Income

Arizona Association of REALTORS® All Funds Budget vs. Actual January through August 2019

		Jan - Aug 19
693 - In	vestment Banking Fees	30,846.30
770 · Si	upplies	14,125.22
780 · Pe	ostage	6,109.77
781 · Pi	inting	17,448.36
786 · Pi	romotion	23,811.63
787 · S	beaker Fees	108,594.31
788 - Si	aff Expense	2,306.41
790 · Si	ubscriptions and Reference	18,236.52
800 · Ta	axes	0.00
810 - C	ontract Fees	1,250,059.27
850 · Te	elephone	28,221.99
855 · Ti	ansportation	13.15
860 · C	onferences	38,206.44
867 · Ti	avel	112,546.89
Total Exper	se	4,486,855.40
Net Ordinary Income	·	7,677,294.74
t Income		7,677,294.74

09/24/19 Accrual Basis

Arizona Association of REALTORS® Operating Budget vs. Actual January through August 2019

Ordinary Income/Expense Income Total Science Total Science Total Science 44 50 - Interret Income 56,86-34 4,928,45 80,84 44 51 - Restal Income 56,86-34 4,928,45 80,84 44 51 - Factal Income 9,818,04/2.09 9,405,50,00 412,512,08 104,44 44 51 - Expension 9,818,04/2.09 9,405,50,00 412,512,08 104,44 44 51 - Expension 2,232,18 50,000 7,50,00 7,50,00 0,0% 44 30 - Dues Income 1,550,00 7,50,00 7,50,00 0,0% 44,44,44 4,00 - Ethics Childin Fee 0,00 7,50,00 1,422,18 2,78,74,90 1,180,00 1,180,00 1,180,00 1,180,00 1,180,00 1,180,00 1,180,00 2,180,00 1,178,84 44,4 - Appeal Fees Retained 50,00 1,180,00 2,180,00 1,178,84 44,4 - Appeal Fees Retained 50,00 1,180,00 2,180,00 2,180,00 2,178,00 1,212,00 1,212,00 2,218,00 2,178,00 1,212,00 2,218,00 2,218,00,00 2,118,00 2,118,00		Jan - Aug 19	Budget	\$ Over Budget	% of Budget
410 Interest Income 70,850.27 7,500.00 71,330.27 1,551.37 415 Rental Income 58,894.60 07,823.41 -8,324.45 88.84 417 Gain on Investments 58,200.38 - 43.200.08 7,400.00 7,500.00 7,500.00 7,550.00 1,575.00 2,250.00 6,575.00 2,250.00 6,575.00 2,254.245 20.84 46.2 5,550.00 1,550.00 1,550.00 1,550.00 1,575.00 2,218.96 7,71,300.00 1,550.00 1,575.00 2,552.00 7,555.00 6,557.00 7,555.00 6,557.00 7,555.00 6,557.00 7,555.00 6,557.00 7,555.00 6,557.00 7,555.00 6,557.50 7,575.0					
417 · Gain on Investments 3202.38 429 · Dees Income 9,818.042.08 9,405.550.00 412.512.08 104.4% 433 · Forms Lionsing 24.500.08 32.000.00 7,500.00 726.00.0 726.00.0 726.00.0 726.00.0 1.422.19 227.00% 440.01 · Ethics Citation Fee 0.00 7.500.00 1.422.19 226.00.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 1.500.00 2.300.00 2.300.00 2.300.00 2.300.00 2.300.00 2.300.00 2.300.00 2.300.00 2.300.00 2.300.00 1.500.00 1.100.00 1.500.00 1.100.00 1.500.00 1.100.00 1.500		78,850.27	7,500.00	71,350.27	1,051.3%
430 · Dees Income 9,918,042.08 9,405,03.00 412,512.08 104,4% 433 · Forms Lisensing 440.0 · Uher Program Income 2,221.9 800.00 -7,60.00 7,80.00 440.1 · Other Program Income 1,680.00 7,60.00 7,80.00 1,432.19 278.9% 440.1 · Other Program Income 1,680.00 750.00 -750.00 0.0% 440.3 · Arbitration Deposits Retained 500.00 750.00 -250.00 0.67.6 440.3 · Arbitration Deposits Retained 50.00 750.00 250.00 0.67.6 440.5 · Enviso Linkorsky 35.06 1,66.00 1,767.00 22.452.45 30.88.6 440 · Enviso University 35.06 1,46.700 17.879.00 24.54.45 30.88.6 442 · Education Development 37,674.69 19,065.00 10.08.00 115.0% 445 · DEWE Society 57.50 500.00 7.20.00 146.65.00 10.89.00 10.99.00 445 · DEWE Society 57.50.0 500.00 7.20.00 146.85.00 10.89.00 10.89.00 10.89.00 10.89.00	415 · Rental Income	58,894.96	67,823.41	-8,928.45	86.8%
433 - Forms Licensing 24,500,00 32,200,00 -7,500,00 7,550,00 440 - Other Program Income 1,350,00 -7,500,00 -7,500,00 -7,500,00 440 - Other Program Income 0,00 750,00 -7,500,00 -7,500,00 -7,500,00 440 - Appal Fees Retained 500,00 2,000,00 -2,600,00 -2,600,00 11,755,00 440 - Appal Fees Retained 500,00 2,500,00 -2,500,00 -2,500,00 -1,515,00 2,218,00 440 - Cuestion Development 3,754,45 1,212,00 2,24,55 308,8% -1,615,00 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00	417 · Gain on Investments	38,208.38			
433 - Forms Licensing 24,500,00 32,200,00 -7,500,00 7,550,00 440 - Other Program Income 1,350,00 -7,500,00 -7,500,00 -7,500,00 440 - Other Program Income 0,00 750,00 -7,500,00 -7,500,00 -7,500,00 440 - Appal Fees Retained 500,00 2,000,00 -2,600,00 -2,600,00 11,755,00 440 - Appal Fees Retained 500,00 2,500,00 -2,500,00 -2,500,00 -1,515,00 2,218,00 440 - Cuestion Development 3,754,45 1,212,00 2,24,55 308,8% -1,615,00 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00 11,50% 2,218,00	430 · Dues Income		9 405 530.00	412.512.08	104.4%
ai 3: Law Book 2,222,18 600.00 1,422,18 2780% 444 10: Ethics Cluttion Fee 0.00 750.00 755.00 0.06, 440.1 - Ethics Admin Fee 0.00 750.00 - 2500.00 16.7%, 440.4 - Appeal Fees Featured 500.00 2.000.00 65.7%, 66.7%, 440.6 - Retined Fine 4.450.00 6.7%,00 - 2,200.00 65.5%, 460 - Retined Fine 4.450.00 6.7%,00 - 2,200.00 65.5%, 461 - Education Outreach 32,554.00 14.477.60 17.778.00 22.18%, 463 Instructor Development 739.00 1,300.00 -55.00 116.5%, 463 Instructor Development 107.768.00 14.975.00 10.999.00 144.64%, 468 rCRMS 37,874.68 13,350.00 -17.955.00 10.999.00 146.4%, 468 rCRMS 37,874.68 13,354.00 -17.785.00 10.989.08 193.6%, 469 rCRMS 37,					
440.3 Arbitration Deposits Relation 500.00 3.000.00 2.800.00 2.800.00 66.7% 440.5 Ethics Admin Fees 3.300.00 2.800.00 5.200.00 66.7% 440.5 Ethics Admin Fees 3.300.00 2.800.00 65.7% 440.5 750.00 2.300.00 65.7% 440.5 Ethics Admin Fees 3.300.00 2.600.00 65.7% 440.5 750.00 7.615.00 2.142.45 308.8% 4462 Education Development 3754.45 1.121.00 2.642.45 308.8% 4453 Instructor Development 739.00 1.130.00 -391.00 65.4% 445 MRE Society 675.00 500.00 75.00 116.0% 445 Spring Convention 107.780.00 149.450.00 -71.885.00 60.7% 447 Total Income 10.282.867.7 9.899.164.1 719.23.36 107.3% 470 Indiatry Partners 2.72.00.00 2.72.20.00 2.72.20.07 2.72.20.25.20.25.20 107.3% 47	435 · Law Book	2,232.18			
440.5 - Appeal Pees Relatined 500.00 750.00 250.00 607.75 440.5 - Retined Fine 4,450.00 6,750.00 2,300.00 550.00 440.6 - Retined Fine 4,450.00 6,750.00 2,200.00 65.95 460 - Brower University 35.00 1,650.00 1,1615.00 2.1% 451 - Education Development 3,754.45 1,212.00 2,542.45 308.8% 462 - Education Outreach 32,554.00 14,675.00 17,879.00 221.8% 463 - Instructor Development 739.00 1,130.00 -391.00 65.4% 465 - GRMS 37,674.68 19,565.00 110,089.00 146.4% 469 - Spring Convention 107,768.00 149,450.00 72.1% 471 - Industry Partners 27,720.00 45,575.00 -17,885.00 60.8% 472 - CRPM 39,182.81 22,46.00 110,784.00 72.1% Gross Profit 10,528,368.77 9,309,135.41 719,233.86 107.7% Gross Profit 10,528,368.77 9,309,135.41 719,233.86 10					
440.5 Ethics Admin Fees 3,300.00 2,800.00 500.00 117.9% 440.5 Feating Fine 4,450.00 6,750.00 2,300.00 65.9% 460 Eroker University 3,500.00 1,815.00 2,185.00 2,185.00 461 Education Outverseh 32,554.00 1,130.00 -2,301.00 85.4% 462 Education Outverseh 32,554.00 1,130.00 -391.00 85.4% 463 Instructor Development 739.00 1,130.00 -391.00 85.4% 465 Instructor Development 739.00 1,130.00 -391.00 85.4% 465 Instructor Development 779.00 149.450.00 -41.884.00 72.1% 471 Industry Partners 27,720.00 45.575.00 -17,955.00 60.8% 472 CRM 39.182.81 2,245.00 19.875.01 60.8% 472 CRM 29.482.88.77 9.800.156.41 719.233.38 107.3% 500 Statrins/Benefits 1,854.828.31	-				
460 Broker University 35.00 1.850.00 -1.815.00 2.1% 461 Education Development 3.764.45 1.212.00 2.542.45 309.8% 462 Education Durteach 32.255.00 14.875.00 7.7879.00 221.8% 463 Instructor Development 739.00 1.530.00 75.00 150.00 45.4% 465 Instructor Development 31.91.00 2.910.00 146.8% 165.9% 466 -CRNS 37.874.68 19.555.00 18.30.86 199.55% 466 -Spring Convention 107.766.00 149.450.00 -41.884.00 72.1% 471 Industry Partners 27.720.00 45.575.00 15.937.81 1698.6% 472 CRPM 39.182.81 2.226.000.00 212.520.96 7.977.1% Total Income 10.529.388.77 9.809.135.41 719.233.36 107.3% Expense 1.954.923.31 2.026.000.00 -17.17.17.9.9 91.6% 500 Staff Development 442.05.73					
461 · Education Development 3,764.45 1,212.00 2,642.45 908.8% 462 · Education Outreach 32,554.00 14,875.00 17,879.00 221.8% 463 · Instructor Development 739.00 1,130.00 -391.00 65.4% 463 · Instructor Development 739.00 1,130.00 -391.00 65.4% 465 · MRE Society 57.00 500.00 75.00 116.6% 468 · CRMS 37,874.68 19,655.00 18,309.68 193.0% 469 · Spring Convention 107.766.00 149,450.00 -41.884.00 72.1% 471 · Industry Partners 27,720.00 45,575.00 17,855.00 60.8% 472 · CRPM 36,182.81 21,220.01 15,977.81 107.3% Total Income 10,228,388.77 9,609,135.41 719,233.36 107.3% Gross Profit 10,228,388.77 9,809,135.41 719,233.36 107.3% 500 · Salaries/Benefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 530 · Salaries/Benefits 1,854,926.31 2,026,000.00 <td>440.6 · Retained Fine</td> <td>4,450.00</td> <td>6,750.00</td> <td></td> <td></td>	440.6 · Retained Fine	4,450.00	6,750.00		
Action Action Action Action Action Action Actional Contract 32,554.00 1,7379.00 221,8% 463 · Instructor Development 739.00 1,130.00 -391.00 85.4% 463 · Instructor Development 739.00 1,130.00 75.00 116.0% 465 · MRE Society 575.00 500.00 75.00 146.4% 469 · FCRNS 37,674.68 19,955.00 13,309.88 193.6% 469 · CRNS 37,674.69 19,955.00 14,844.00 72.1% 471 · Industry Partners 27,720.00 45,575.00 17,855.00 608.8% 472 · CRPM 39,182.81 22,845.00 15,837.81 168.6% 477 · Industry Partners 27,720.00 212,520.96 7,771.1% 107.3% Total Income 10,528,388.77 9,809,135.41 719,233.36 107.3% Gross Profit 10,528,388.77 9,809,135.41 719,233.36 107.3% S00 · Staines/Benetits 1,854,825.31 220,600.00 717,173.89 16.6%	-				
Hor Hors Hors <thh< td=""><td>461 · Education Development</td><td>3,754.45</td><td>1,212.00</td><td>2,542.45</td><td>309.8%</td></thh<>	461 · Education Development	3,754.45	1,212.00	2,542.45	309.8%
465 MRE Society 467 575.00 REALTOR Institute 575.00 31,819.00 500.00 21,730.00 75.00 10,089.00 115.0% 144.4% 468 r.CRMS 37,874.68 19,565.00 18,309.68 193.56% 468 r.CRMS 37,874.68 19,565.00 17,855.00 60.8% 471 Industry Partners 27,720.00 45,575.00 -17,855.00 60.8% 472 CRPM 39,182.81 23,245.00 19,283.38 707.3% Gross Profit 10,528,368.77 9,809,135.41 719,233.38 107.3% Gross Profit 10,528,368.77 9,809,135.41 719,233.38 107.3% Expense 13,817.97 0,000,00 -171,173.69 91.6% 540 Stairies/Jenefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 541 10,528,368.77 9,809,135.41 719,233.38 107.3% 630 Stairies/Jenefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 540 Stairies/Jenense 1,324,77 10,000.00<	462 · Education Outreach	32,554.00	14,675.00	17,879.00	221.8%
467 REALTOR institute 31,819.00 21,730.00 10,089.00 146.4% 468 r.CRMS 37,874.68 19,565.00 18,309.68 193.6% 469 Spring Convention 107,766.00 149,450.00 -41,884.00 72.1% 471 Industry Partners 27,700.00 45,575.00 17,785.00 60.8% 497 Misc Income 215,220.56 2,700.00 212,520.56 7,971.1% Total Income 10,528,368.77 9,809,135.41 719,233.36 107.3% Gross Profit 10,528,368.77 9,809,135.41 719,233.60 42% 500 Sataries/Benefits 1,854,228.31 2,028,000.00 -171,173.69 91.6% 500 Sataries/Benefits 1,854,228.31 2,028,000.00 -176,523 54.4% 620 Building Expense 13,347.77 0,000 -8,675.23 13.2% 631 Catering/Hotel 242,915.13 393,542.00 -150,628.67 61.7% 632 Copying 1,004.34 10,075.00	463 · Instructor Development	739.00	1,130.00	-391.00	65.4%
468 • CRMS 37,874.68 19,565.00 18,309.68 193.6% 459 • Spring Convention 107,766.00 149,450.00 -41,684.00 72.1% 471 • Industry Partners 27,720.00 45,575.00 -17,855.00 15,897.81 168.6% 472 CRPM 30,182.81 23,245.00 15,997.81 168.6% 477 Misc Income 215,220.86 2,700.00 212,520.86 7,971.1% Gross Profit 10,528,368.77 9,809,135.41 719,233.36 107.3% Expense 500 Salaries/Benefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 540 Staff Development 452.00 10,750.00 -10,288.00 4.2% 605 Awards/Gifts 11,683.73 21,420.00 -9,768.27 54.4% 630 Catering/Hotal 242.915.13 393.542.00 -150.686.87 61.7% 631 Capping 133.772.44 394.807.00 -8,720.68 17.5% 630 Catering/Hotal	465 · MRE Society				
448 Spring Convention 107.766.00 149,450.00 -41,884.00 72.1% 471 Industry Pattners 27,720.00 45,575.00 1.7,855.00 60.8% 472 CRPM 39,182.81 23,245.00 15,937.81 166.8% 497 Misc Income 21,522.06 2,700.00 21,822.08 7.771.1% Total Income 10,528,368.77 9,809,135.41 719,233.36 107.3% Gross Profit 10,528,368.77 9,809,135.41 719,233.36 107.3% Expense 500 Staff Development 452.00 1.0,750.00 -101,171,73.89 91.6% 605 Awards/Gitts 11,653.73 21,420.00 -9,765.27 54.4% 620 Building Expense 154,047.53 203,513.17 -49,656.54 75.7% 630 Catering/Hotel 242,915.13 393,542.00 -150,628.87 61.7% 633 Commuter Service and Expense 1,324.77 10,000.00 48,772.68 17.9% 633 Dustac Acopring 1,804.24 </td <td>467 · REALTOR Institute</td> <td>31,819.00</td> <td>21,730.00</td> <td>10,089.00</td> <td>146.4%</td>	467 · REALTOR Institute	31,819.00	21,730.00	10,089.00	146.4%
4/1 · Industry Partners 27,720.00 45,575.00 -17,855.00 50,8% 4/2 · CRPM 39,182.81 22,450.00 15,937.81 168,6% 4/3 · Misc income 215,220.96 2,700.00 212,520.96 7,971.1% Total Income 10,528,368.77 9,809,135.41 719,233.36 107.3% Gross Profit 10,528,368.77 9,809,135.41 719,233.36 107.3% Expanse 500 · Salarises/Benefits 1,854,226.31 2,026,000.00 -171,173,69 91,6% 540 · Staff Development 452.00 10,758,00 4.2% 605 4476 757.4% 630 · Catering/Hotel 242,915.13 329,542.00 -160,686.87 61.7% 631 · Computer Service and Expense 1,264,34 10,0750.00 -80,766.23 11,5% 632 · Copying 1,804,34 10,0750.00 -81,766.34 15,7% 640 · Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102,2% 650 · Credit Card & EFT Fees/Milsc. 157,118.53 171,0000.00 -81,338.147 91,9%	468 · rCRMS	37,874.68	19,565.00	18,309.68	193.6%
472 CRPM 39,192,81 22,245,00 15,937,81 168,6% 497 Misc income 215,220,86 7,707,1% 7,271,1% Total Income 10,528,368,77 9,809,135,41 719,233,36 107,3% Gross Profit 10,528,368,77 9,809,135,41 719,233,36 107,3% Expense 500 Staff Development 452,00 10,750,00 -10298,00 4.2% 603 Avards/Gitts 11,653,73 21,420,00 9,765,27 54,4% 620 Building Expense 15,40,47,53 203,613,17 -49,565,64 75,7% 630 Catering/Hotel 242,915,13 393,542,00 -150,628,87 61,7% 633 Catering/Hotel 213,217 10,000,00 -8,572,63 11,7% 632 Copying 1,824,77 10,000,00 -8,572,63 11,2% 640 Equipment Maintenance/Rental 36,672,49 35,900,00 772,49 102,2% 640 Equipment Maintenance/Rental 36,672,49 35,900,00 <	469 · Spring Convention	107,766.00	149,450.00	-41,684.00	72.1%
497 • Misc income 215,220.96 7,00.00 212,520.96 7,971.1% Total Income 10,528,368,77 9,809,135.41 719,233.36 107.3% Gross Profit 10,528,368,77 9,809,135.41 719,233.36 107.3% Expense 500 • Salaries/Benefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 605 • Awards/Gifts 11,653,73 214,200.0 -9,766.27 54.4% 620 • Building Expense 154,047.53 203,813.17 -49,565.64 77.7% 630 • Catering/Hotel 242,915.13 393,542.00 -150,626.67 61.7% 631 • Computer Service and Expense 1,324,77 10,000.00 -8,675.23 13.2% 632 • Dues & Commitments. 313,772.44 394,807.00 -81,034.55 79.5% 640 • Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 650 • Credit Card & Erf Fees/Misc. 147,125.22 24,967.00 -10,841.78 56.6% 780 • Postage 6,109,77 7,078.00 -968.23 86.3% 781 • Pr	471 · Industry Partners	27,720.00	45,575.00	-17,855.00	60.8%
Total Income 10,528,368.77 9,809,135.41 719,233.36 107.3% Gross Profit 10,528,368.77 9,809,135.41 719,233.36 107.3% Expense 500 · Salaries/Benefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 540 · Staff Development 452.00 10,750.00 -10,298.00 4.2% 605 · Awards/Gitts 11,653.73 21,420.00 -9,765.27 54.4% 620 · Building Expense 154,047.53 203,613.17 -49,565.64 75.7% 631 · Computer Service and Expense 1,324.77 10,000.00 -8,675.23 13.2% 632 · Copying 1,804.34 100,75.00 -8,270.66 17.9% 632 · Copying 1,804.34 107.500 -8,270.66 17.9% 630 · Dues & Commitments. 313,772.44 394,807.00 -81,034.56 78.5% 640 · Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 630 · Dues & Commitments. 131,772.44 394,807.00 -13,881.47 91.9% 770 · Supplies					
Gross Profit 10,528,368.77 9,809,135.41 719,233.36 107.3% Expense 500 · Salaries/Benefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 640 · Staff Development 452.00 10,750.00 -10,298.00 4.2% 620 · Suaries/Benefits 11,653.73 21,420.00 -9,766.27 54.4% 620 · Building Expense 154,047.53 203,613.17 -49,565.64 75.7% 631 · Computer Service and Expense 1,324.77 10,000.00 -8,675.23 13.2% 632 · Copying 1,804.34 10,075.00 -8,270.66 17.9% 632 · Copying 1,804.34 10,075.00 -8,270.66 17.9% 632 · Copying 1,804.34 10,075.00 -8,270.66 17.9% 630 · Credit Card & EFT Fees/Misc. 157,118.53 171,00.00 -13,881.47 91.9% 770 · Supplies 14,125.22 24,967.00 -10,841.78 56.6% 780 · Postage 6,109.77 707.80.0 -968.23 66.3% 786 · Promotion 23,811.63 64,151.72	497 · Misc Income	215,220.96	2,700.00	212,520.96	7,971.1%
Expense 1.854,826.31 2.026,000.00 -171,173.69 91.6% 500 · Salaries/Benefits 1,854,826.31 2.026,000.00 -171,173.69 91.6% 640 · Staff Development 452.00 10.750.00 -10.288.00 4.2% 605 · Awards/Gifts 11,653.73 21,420.00 -9,766.27 54.4% 620 · Building Expense 1340,47.53 203,613.17 -49,565.64 75.7% 630 · Catering/Hotel 242,915.13 393,542.00 -150,626.87 61.7% 631 · Computer Service and Expense 1,324.77 10,000.00 -8,270.66 17.9% 632 · Dues & Commitments. 313,772.44 394,807.00 -81,034.58 79.5% 640 · Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 690 · Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -13,881.47 91.9% 770 · Supplies 14,125.22 24,967.00 -10,841.78 86.6% 780 · Postage 6,109,77 7078.00 -9682.23 66.3% 785 · Fransportation 23,064	Total Income	10,528,368.77	9,809,135.41	719,233.36	107.3%
500 - Salaries/Benefits 1,854,826.31 2,026,000.00 -171,173.69 91.6% 540 - Staff Development 452.00 10,750.00 -10,288.00 4.2% 605 - Awards/Gifts 11,653,73 21,420.00 -9,766.27 54.4% 605 - Awards/Gifts 11,653,73 21,420.00 -9,766.27 54.4% 605 - Awards/Gifts 11,633,73 21,420.00 -9,766.27 54.4% 620 - Building Expense 154,047.53 203,513.17 -49,565.64 75.7% 630 - Catering/Hotel 242,915.13 393,542.00 -150,626.87 61.7% 632 - Copying 1,804.34 10,075.00 -8,675.23 13.2% 639 - Dues & Commitments. 313,772.44 394,807.00 -81,034.56 79.5% 640 - Equipment Maintenance/Rental 36,672.49 35,900.00 72.49 102.2% 690 - Credit Card & EFT Fees/Misc. 157,118.51 171,000.00 -13,81.47 91.9% 770 - Supplies 14,125.22 24,967.00 -10,841.78 66.6% 780 - Postage 6,109.77 <t< td=""><td>Gross Profit</td><td>10,528,368.77</td><td>9,809,135.41</td><td>719,233.36</td><td>107.3%</td></t<>	Gross Profit	10,528,368.77	9,809,135.41	719,233.36	107.3%
540 - Staff Development 452.00 10,750.00 -10,298.00 4.2% 605 - Awards/Gifts 11,653,73 21,420.00 -9,766.27 54,4% 620 - Building Expense 154,047.53 203,613.17 -49,555.64 75.7% 630 - Catering/Hotel 242,915.13 393,542.00 -150,626.87 61.7% 631 - Computer Service and Expense 1,324.77 10,000.00 -8,675.23 13.2% 632 - Copying 1,804.34 10,075.00 -8,270.66 17.9% 639 - Dues & Commitments. 313,772.44 394,807.00 -81,034.56 795.5% 640 - Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 650 - Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -13,881.47 91.9% 770 - Supplies 14,125.22 24,967.00 -10,841.78 56.6% 780 - Postage 6,109.77 7,078.00 -968.23 86.3% 781 - Primotion 23,811.63 64,151.72 -40,340.09 37.1% 786 - Staff Expense 2,306.41 <t< td=""><td></td><td>4 054 000 04</td><td>0.000.000.00</td><td>171 172 60</td><td>01.6%</td></t<>		4 054 000 04	0.000.000.00	171 172 60	01.6%
605 · Awards/Gifts 11,653.73 21,420.00 -9,766.27 54,4% 620 · Building Expense 154,047.53 203,613.17 -49,665.64 75.7% 630 · Catering/Hotel 242,915.13 393,542.00 -150,626.87 61.7% 631 · Computer Service and Expense 1,324.77 10,000.00 -8,675.23 13.2% 632 · Copying 1,804.34 10,075.00 -8,270.68 17.9% 639 · Dues & Commitments. 313,772.44 394,807.00 -81,034.56 79.5% 640 · Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 650 · Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -10,841.78 56.6% 780 · Postage 6,109.77 7,078.00 -968.23 66.3% 781 · Printing 6,294.07 16,391.64 -10,097.57 38.4% 786 · Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 · Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 · Staff Expense 2,306.41 <td< td=""><td></td><td></td><td></td><td></td><td></td></td<>					
620 - Building Expense 154,047.53 203,613.17 -49,565.64 75.7% 630 - Catering/Hotel 242,915.13 393,542.00 -150,626.87 61.7% 632 - Copying 1,324.77 10,000.00 -8,675.23 13.2% 632 - Copying 1,804.34 10,075.00 -8,270.66 17.9% 639 - Dues & Commitments. 313,772.44 394,807.00 -81,034.56 79.5% 640 - Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 690 - Credit Card & EFT Fees/Misc. 157,118.53 177,000.00 -13,881.47 91.9% 770 - Supplies 14,125.22 24,967.00 -10,841.78 55.6% 780 - Postage 6,109.77 7,078.00 -968.23 86.3% 786 - Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 - Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 - Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 - Subscriptions and Reference 1,772.28 17,76	•			,	
631 · Computer Service and Expense 1,324.77 10,000.00 -8,675.23 13.2% 632 · Copying 1,804.34 10,075.00 -8,270.66 17,9% 639 · Dues & Commitments. 313,772.44 394,807.00 -81,034.56 79.5% 640 · Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 690 · Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -13,881.47 91.9% 770 · Supplies 14,125.22 24,967.00 -10,841.78 56.6% 780 · Postage 6,109.77 7,078.00 -968.23 86.3% 781 · Printing 6,284.07 16,391.64 -10,097.57 38.4% 786 · Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 · Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00 -2,000.00 -0.0% 855 17ansportation 13.15 860				•	
631 · Computer Service and Expense 1,324.77 10,000.00 -8,675.23 13.2% 632 · Copying 1,804.34 10,075.00 -8,675.23 13.2% 639 · Dues & Commitments. 313,772.44 394,807.00 -81,034.56 79.5% 640 · Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 650 · Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -13,881.47 91.9% 770 · Supplies 14,125.22 24,967.00 -10,841.78 56.6% 780 · Postage 6,109.77 7,078.00 -968.23 86.3% 781 · Printing 6,284.07 16,391.64 -10,097.57 38.4% 786 · Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 · Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 · Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00	630 · Catering/Hotel	242,915,13	393.542.00	-150.626.87	61.7%
632 Copying 1,804.34 10,075.00 -8,270.66 17,9% 639 Dues & Commitments. 313,772.44 394,807.00 -81,034.56 79.5% 640 Equipment Maintenance/Rental 36,672.49 35,900.00 772.49 102.2% 650 Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -13,881.47 91.9% 770 Supplies 14,125.22 24,967.00 -10,841.78 56.6% 780 Postage 6,109.77 7,078.00 -968.23 86.3% 781 Printing 6,294.07 16,391.64 -10,097.57 38.4% 785 Promotion 23,811.63 64,151.72 -40,340.09 37.1% 786 Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 Taxes 0.00 2,000.00 -2,000.00 0.0% 810 Contract Fees 1,81,743.89 1,448,860.68					13.2%
640 Equipment Maintenance/Rental 690 36,672.49 (590 35,900.00 (772.49) 102.2% (13,881.47) 650 Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -13,881.47 91.9% 770 Supplies 14,125.22 24,967.00 -10,841.78 56.6% 780 Postage 6,09.77 7,078.00 -968.23 86.3% 781 Printing 6,294.07 16,391.64 -10,097.57 38.4% 786 Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 Taxes 0.00 2,000.00 -26,000.00 0.0% 810 Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 Telephone 28,221.99 42,0	632 Copying	1,804.34	10,075.00	,	
630 Credit Card & EFT Fees/Misc. 157,118.53 171,000.00 -13,881.47 91.9% 770 Supplies 14,125.22 24,967.00 -10,841.78 55.6% 780 Postage 6,109.77 7,078.00 -968.23 86.3% 781 Printing 6,294.07 18,391.64 -10,097.57 38.4% 785 Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 Taxes 0.00 2,000.00 -2,000.00 0.0% 850 Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 Transportation 13.15 36,699.20 73,595.25 -36,896.05 49.9% 867 Tavel 112,546.89 186,291.32 </td <td>639 · Dues & Commitments.</td> <td>313,772.44</td> <td>394,807.00</td> <td>-81,034.56</td> <td>79.5%</td>	639 · Dues & Commitments.	313,772.44	394,807.00	-81,034.56	79.5%
770 · Supplies14,125.2224,967.00-10,841.7856.6%780 · Postage6,109.777,078.00-968.2386.3%781 · Printing6,294.0716,391.64-10,097.5738.4%786 · Promotion23,811.6364,151.72-40,340.0937.1%787 · Speaker Fees108,594.31119,675.00-11,080.6990.7%788 · Staff Expense2,306.4112,176.37-9,869.9618.9%790 · Subscriptions and Reference17,772.2817,769.123.16100.0%800 · Taxes0.002,000.00-2,000.000.0%810 · Contract Fees1,181,743.691,448,860.68-267,116.7981.6%850 · Telephone28,221.9942,000.00-13,778.0167.2%855 · Transportation13.1536.699.2073,595.25-36,896.0549.9%867 · Travel112,546.89186,291.32-73,744.4360.4%Total Expense4,312,826.085,292,063.27-979,237.1981.5%Net Ordinary Income6,215,542.694,517,072.141,698,470.55137.6%					
780 · Postage 6,109.77 7,078.00 -968.23 86.3% 781 · Printing 6,294.07 16,391.64 -10,097.57 38.4% 786 · Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 · Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 · Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00 -2,000.00 0.0% 810 · Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15 56.699.20 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%					
781 · Printing 6,294.07 16,391.64 -10,097.57 38.4% 786 · Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 · Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 · Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00 -2,000.00 0.0% 810 · Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15 - -73,744.43 60.4% 860 · Conferences 36,699.20 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%					
786 · Promotion 23,811.63 64,151.72 -40,340.09 37.1% 787 · Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 · Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00 -2,000.00 0.0% 810 · Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15 36,699.20 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%					
787 · Speaker Fees 108,594.31 119,675.00 -11,080.69 90.7% 788 · Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00 -2,000.00 0.0% 810 · Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%					
788 · Staff Expense 2,306.41 12,176.37 -9,869.96 18.9% 790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00 -2,000.00 0.0% 810 · Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15 36,699.20 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%			,		
790 · Subscriptions and Reference 17,772.28 17,769.12 3.16 100.0% 800 · Taxes 0.00 2,000.00 -2,000.00 0.0% 810 · Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15 - - 860 · Conferences 36,699.20 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%	·				
800 · Taxes 0.00 2,000.00 -2,000.00 0.0% 810 · Contract Fees 1,181,743.89 1,448,860.68 -267,116.79 81.6% 850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15	•				
850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15					
850 · Telephone 28,221.99 42,000.00 -13,778.01 67.2% 855 · Transportation 13.15	810 · Contract Fees	1,181,743.89	1,448,860.68	-267,116.79	81.6%
855 · Transportation 13.15 860 · Conferences 36,699.20 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%					67,2%
860 · Conferences 36,699.20 73,595.25 -36,896.05 49.9% 867 · Travel 112,546.89 186,291.32 -73,744.43 60.4% Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%					
Total Expense 4,312,826.08 5,292,063.27 -979,237.19 81.5% Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%	860 · Conferences	36,699.20			
Net Ordinary Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%		· · · · · ·			
	Total Expense				
Net Income 6,215,542.69 4,517,072.14 1,698,470.55 137.6%	Net Ordinary Income		4,517,072.14	1,698,470.55	****
	Net Income	6,215,542.69	4,517,072.14	1,698,470.55	137.6%

09/24/19 Accrual Basis

	Total 1500 Legislative & Pol. Affairs				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	9,317.94	18,820.00	-9,502.06	49.5%	
620 · Building Expense	9,318.25				
630 ⋅ Catering/Hotel	97,082.39	102,435.00	-5,352.61	94.8%	
632 · Copying	18.08	700.00	-681.92	2.6%	
639 - Dues & Commitments.	255,419.65	333,413.00	-77,993.35	76.6%	
640 · Equipment Maintenance/Rental	1,376.42				
770 · Supplies	1,129.22	1,300.00	-170.78	86.9%	
780 · Postage	440.56				
781 · Printing	4,353.95	5,400.00	-1,046.05	80.6%	
786 · Promotion	8,900.63	25,866.72	-16,966.09	34.49	
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%	
788 · Staff Expense	1,690.27	11,776.37	-10,086.10	14.49	
790 · Subscriptions and Reference	10,046.32	8,254.12	1,792.20	121.79	
810 · Contract Fees	108,029.68	163,966.64	-55,936.96	65.99	
850 · Telephone	3,626.23				
860 · Conferences	15,072.76	27,180.00	-12,107.24	55.59	
867 · Travel	28,612.27	43,547.00	-14,934.73	65.79	
Total Expense	554,434.62	752,658.85	-198,224.23	73.79	
Net Ordinary Income	-554,434.62	-752,658.85	198,224.23	73.79	
et Income	-554,434.62	-752,658.85	198,224.23	73.79	

09/24/19 Accrual Basis

	1501 Government Area Support (1500 Legislative & Pol. Affairs)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	9,318.25			
630 · Catering/Hotel	786.54	5,185.00	-4,398.46	15.2%
632 · Copying	18.08	700.00	-681.92	2.6%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	1,376.42			
770 - Supplies	933.09			
780 · Postage	440.56			
781 · Printing	200.76	1,400.00	-1,199.24	14.39
786 · Promotion	373.52			
787 · Speaker Fees	0.00			
788 · Staff Expense	1,470.45	9,776.37	-8,305.92	15.09
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	863.32			
850 · Telephone	3,626.23			
860 · Conferences	0.00	1,240.00	-1,240.00	0.0
867 · Travel	4,425.18	8,547.00	-4,121.82	51.8
Total Expense	23,832.40	26,848.37	-3,015.97	88.8
Net Ordinary Income	-23,832.40	-26,848.37	3,015.97	88.8
let Income	-23,832.40	-26,848.37	3,015.97	88.8

09/24/19 Accrual Basis

	1510 Legislative Advocacy (1500 Legislative & Pol. Affairs)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	706.98				
632 · Copying	0.00				
639 · Dues & Commitments.	26,815.00	31,065.00	-4,250.00	86.3%	
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 - Promotion	5,514.67	8,346.72	-2,832.05	66.1%	
787 - Speaker Fees	0.00				
788 · Staff Expense	219.82	0.00	219.82	100.0%	
790 · Subscriptions and Reference	10,046.32	8,254.12	1,792.20	121.7%	
810 · Contract Fees	85,064.00	90,566.64	-5,502.64	93.9%	
850 · Telephone	0.00				
860 · Conferences	9,198.18	19,540.00	-10,341.82	47.1%	
867 · Travel	0.00				
Total Expense	137,564.97	157,772.48	-20,207.51	87.2%	
Net Ordinary Income	-137,564.97	-157,772.48	20,207.51	87.2%	
et Income	-137,564.97	-157,772.48	20,207.51	87.2%	

09/24/19 Accrual Basis

		1545 Local Lob (1500 Legislativ		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 - Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	0.00	0.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,000.00	-2,000.00	0.0%
Total Expense	0.00	2,000.00	-2,000.00	0.0%
Net Ordinary Income	0.00	-2,000.00	2,000.00	0.0%
et Income	0.00	-2,000.00	2,000.00	0.0%

09/24/19

Accrual Basis

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through August 2019

	1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense 605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	94,149.27	91,250.00	2,899.27	103.2%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	94,149.27	101,250.00	-7,100.73	93.0%
Net Ordinary Income	-94,149.27	-101,250.00	7,100.73	93.0%
et Income	-94,149.27	-101,250.00	7,100.73	93.0%

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09/24/19

Accrual Basis

	1560 Fundraising Support (1500 Legislative & Pol. Affairs)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	9,317.94	18,820.00	-9,502.06	49.5%
620 · Building Expense	0.00			
630 · Catering/Hotel	1,439.60	6,000.00	-4,560.40	24.0%
632 · Copying	0.00			
639 · Dues & Commitments.	228,604.65	302,348.00	-73,743.35	75.6%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	196.13	1,300.00	-1,103.87	15.1%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	3,606.31	10,020.00	-6,413.69	36.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	16,040.36	56,600.00	-40,559.64	28.3%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	259,204.99	395,088.00	-135,883.01	65.6%
Net Ordinary Income	-259,204.99	-395,088.00	135,883.01	65.6%
Net Income	-259,204.99	-395,088.00	135,883.01	65.6%

09/24/19 Accrual Basis

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through August 2019

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	1575 Federal Liaison Support (1500 Legislative & Pol. Affairs)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00				
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00	0.00	0.00	0.0%	
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	0.00				
850 · Telephone	0.00				
860 · Conferences	5,874.58	6,400.00	-525.42	91.8%	
867 · Travel	24,187.09	33,000.00	-8,812.91	73.3%	
Total Expense	30,061.67	39,400.00	-9,338.33	76.3%	
Net Ordinary Income	-30,061.67	-39,400.00	9,338.33	76.3%	
Net Income	-30,061.67	-39,400.00	9,338.33	76.3%	

09/24/19

Accrual Basis

	1580 - Election Year Activities (1500 Legislative & Pol. Affairs)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00				
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00	2,000.00	-2,000.00	0.0%	
790 · Subscriptions and Reference	0.00				
810 - Contract Fees	0.00				
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00			···	
Total Expense	0.00	2,000.00	-2,000.00	0.0%	
Net Ordinary Income	0.00	-2,000.00	2,000.00	0.0%	
et Income	0.00	-2,000.00	2,000.00	0.0%	

09/24/19 Accrual Basis

	1585 Governmental Communication (1500 Legislative & Pol. Affairs)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	4,153.19	4,000.00	153.19	103.8%	
786 · Promotion	-593.87	7,500.00	-8,093.87	-7.9%	
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	1,600.00	1,800.00	-200.00	88.9%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00		<u></u>		
Total Expense	5,159.32	13,300.00	-8,140.68	38.8%	
Net Ordinary Income	-5,159.32	-13,300.00	8,140.68	38.8%	
et Income	-5,159.32	-13,300.00	8,140.68	38.8%	

09/24/19 Accrual Basis

	1596 Political Research (1500 Legislative & Pol. Affairs)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00				
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	4,462.00	15,000.00	-10,538.00	29.7%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	4,462.00	15,000.00	-10,538.00	29.7%	
Net Ordinary Income	-4,462.00	-15,000.00	10,538.00	29.7%	
et Income	-4,462.00	-15,000.00	10,538.00	29.7%	

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09/24/19 Accrual Basis

	Total 1600 Risk Management			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	1,650.00			
440.10 · Ethics Citation Fee	0.00	750.00	-750.00	0.0
440.3 · Arbitration Deposits Retained	500.00	3,000.00	-2,500.00	16.7
440.4 · Appeal Fees Retained	500.00	750.00	-250.00	66.7
440.5 · Ethics Admin Fees	3,300.00	2,800.00	500.00	117.9
440.6 · Retained Fine	4,450.00	6,750.00	-2,300.00	65.9
Total Income	10,400.00	14,050.00	-3,650.00	74.0
Gross Profit	10,400.00	14,050.00	-3,650.00	74.0
Expense				
605 · Awards/Gifts	131.50	0.00	131.50	100.0
620 · Building Expense	13,863.72			
630 · Catering/Hotel	14,343.62	17,642.00	-3,298.38	81.3
631 · Computer Service and Expense	50.56			
632 · Copying	126.15			
640 · Equipment Maintenance/Rental	9,446,91			
770 · Supplies	1,409.89	4,000.00	-2,590.11	35.3
780 · Postage	2,548.49			
781 · Printing	61.14	200.00	-138.86	30.
786 · Promotion	275.35	4,750.00	-4,474.65	5.4
787 · Speaker Fees	150.00	1,950.00	-1,800.00	7.
788 · Staff Expense	368.94			
790 · Subscriptions and Reference	7,511.24	8,915.00	-1,403.76	84.:
810 · Contract Fees	140,477.31	164,483.28	-24,005.97	85.
850 · Telephone	5,287.34			
860 · Conferences	6,138.53	10,958.00	-4,819.47	56.0
867 · Travel	8,051.49	11,890.00	-3,838.51	67.
Total Expense	210,242.18	224,788.28	-14,546.10	93.
Net Ordinary Income	-199,842.18	-210,738.28	10,896.10	94,8
t income	-199,842.18	-210,738.28	10,896.10	94.8

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09/24/19 Accrual Basis

	1601 Risk Management Support (1600 Risk Management)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	13,863.72			
630 · Catering/Hotel	1,288.58	1,340.00	-51.42	96.2%
631 · Computer Service and Expense	50.56			
632 · Copying	126,15			
640 · Equipment Maintenance/Rental	9,446.91			
770 · Supplies	1,338.70	3,000.00	-1,661.30	44.6%
780 · Postage	898.93			
781 · Printing	61.14			
786 · Promotion	59.55	750.00	-690.45	7.9%
787 · Speaker Fees	0.00			
788 · Staff Expense	27.55			
790 · Subscriptions and Reference	103.74			
810 · Contract Fees	1,097.42			
850 · Telephone	5,287.34			
860 · Conferences	6,138.53	10,958.00	-4,819.47	56.0%
867 · Travel	2,463.33	2,800.00	-336.67	88.0%
Total Expense	42,252.15	18,848.00	23,404.15	224.29
Net Ordinary Income	-42,252.15	-18,848.00	-23,404.15	224.2%
et Income	-42,252.15	-18,848.00	-23,404.15	224.2%

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09/24/19 Accrual Basis

	1602 Legal Support (1600 Risk Management)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 - Staff Expense	0.00			
790 · Subscriptions and Reference	4,853.24	6,150.00	-1,296.76	78.99
810 · Contract Fees	3,864.05	30,000.00	-26,135.95	12.9
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,000.00	-2,000.00	0.04
Total Expense	8,717.29	38,150.00	-29,432.71	22.9
Net Ordinary Income	-8,717.29	-38,150.00	29,432.71	22.9
et Income	-8,717.29	-38,150.00	29,432.71	22.9

09/24/19 Accrual Basis

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through August 2019

	1605 PS Enforcement				
		(1600 Risk Ma	anagement)		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
440 · Other Program Income	0.00				
440.10 · Ethics Citation Fee	0.00	750.00	-750.00	0.0%	
440.3 · Arbitration Deposits Retained	500.00	3,000.00	-2,500.00	16.7%	
440.4 · Appeal Fees Retained	500.00	750.00	-250.00	66.7%	
440.5 · Ethics Admin Fees	3,300.00	2,800.00	500.00	117.9%	
440.6 · Retained Fine	4,450.00	6,750.00	-2,300.00	65.9%	
Total Income	8,750.00	14,050.00	-5,300.00	62.3%	
Gross Profit	8,750.00	14,050.00	-5,300.00	62.3%	
Expense					
605 ⋅ Awards/Gifts	131.50	0.00	131.50	100.0%	
620 - Building Expense	0.00				
630 · Catering/Hotel	1,253.26	1,472.00	-218.74	85.1%	
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	71.19	500.00	-428.81	14.2%	
780 · Postage	1,649.56				
781 · Printing	0.00				
786 · Promotion	0.00				
787 · Speaker Fees	0.00				
788 · Staff Expense	341.39				
790 · Subscriptions and Reference	2,554.26	2,440.00	114.26	104.7%	
810 · Contract Fees	9,536.74	4,000.00	5,536.74	238.4%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	5,095.97	5,090.00	5.97	100.1%	
Total Expense	20,633.87	13,502.00	7,131.87	152.8%	
Net Ordinary Income	-11,883.87	548.00	-12,431.87	-2,168.6%	
et Income	-11,883.87	548.00	-12,431.87	-2,168.6%	

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09/24/19

Accrual Basis

	1610 PS Training (1600 Risk Management)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense	<u> </u>			
Income				
440 · Other Program Income	1,650.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	1,650.00			
Gross Profit	1,650.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	11,801.78	14,550.00	-2,748.22	81.1
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	500.00	-500.00	0.0
780 ⋅ Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	150.00	1,500.00	-1,350.00	10.0
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00	325.00	-325.00	0.0
810 · Contract Fees	330.00	750.00	-420.00	44.0
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	1,000.00	-1,000.00	0.0
Total Expense	12,281.78	18,625.00	-6,343.22	65.9
Net Ordinary Income	-10,631.78	-18,625.00	7,993.22	57.1
t Income	-10,631.78	-18,625.00	7,993.22	57.1

09/24/19 Accrual Basis

	1615 Alt. Dispute Resolution (1600 Risk Management)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
	0.00	0.00	0.00	
630 · Catering/Hotel	0.00	0.00	0.00	0.0
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 - Speaker Fees	0.00	450.00	-450.00	0.0
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	1,461.31	1,500.00	-38.69	97.4
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	492.19	1,000.00	-507.81	49.2
Total Expense	1,953.50	2,950.00	-996.50	66.2
Net Ordinary Income	-1,953.50	-2,950.00	996.50	66.2
et income	-1,953.50	-2,950.00	996.50	66.2

09/24/19

Accrual Basis

		1625 Risk Management Publicatns (1600 Risk Management)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense	Nar na wa ana ang ang ang ang ang ang ang ang an				
Income					
440 · Other Program Income	0.00				
440.10 · Ethics Citation Fee	0.00				
440.3 · Arbitration Deposits Retained	0.00				
440.4 · Appeal Fees Retained	0.00				
440.5 · Ethics Admin Fees	0.00				
440.6 · Retained Fine	0.00				
Total Income	0.00				
Gross Profit	0.00				
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 - Promotion	215.80	4,000.00	-3,784.20	5.4%	
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	0.00				
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	215.80	4,000.00	-3,784.20	5.4%	
Net Ordinary Income	-215.80	-4,000.00	3,784.20	5.49	
t Income	-215.80	-4,000.00	3,784.20	5.4%	

09/24/19 Accrual Basis

	Total 1650 Forms Development and Sale			
		(1600 Risk Ma		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	280.00	-280.00	0.0
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	671.31	4,500.00	-3,828.69	14.9
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	671.31	4,780.00	-4,108.69	14.0
Net Ordinary Income	-671.31	-4,780.00	4,108.69	14.0
et income	-671.31	-4,780.00	4,108.69	14.0

09/24/19 Accrual Basis

	1665 Legal Hotline (1600 Risk Management)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
440 · Other Program Income	0.00				
440.10 · Ethics Citation Fee	0.00				
440.3 · Arbitration Deposits Retained	0.00				
440.4 · Appeal Fees Retained	0.00				
440.5 · Ethics Admin Fees	0.00				
440.6 · Retained Fine	0.00				
Total Income	0.00				
Gross Profit	0.00				
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00	200.00	-200.00	0.0%	
786 · Promotion	0.00				
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	123,516.48	123,733.28	-216.80	99.8%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	123,516.48	123,933.28	-416.80	99.7%	
Net Ordinary Income	-123,516.48	-123,933.28	416.80	99.7%	
et Income	-123,516.48	-123,933.28	416.80	99.7%	

09/24/19

Accrual Basis

	Total 1700 Business Services & Tech.			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	24,500.00	32,000.00	-7,500.00	76.6%
466 · Member Communications	0.00	4,800.00	-4,800.00	0.0%
Total Income	24,500.00	36,800.00	-12,300.00	66.6%
Gross Profit	24,500.00	36,800.00	-12,300.00	66.6%
Expense				
540 · Staff Development	256.60	9,000.00	-8,743.40	2.9%
620 · Building Expense	16,591.02			
630 · Catering/Hotel	610.16	900.00	-289.84	67.8%
631 · Computer Service and Expense	1,113.45	10,000.00	-8,886.55	11.19
632 · Copying	4.72			
640 · Equipment Maintenance/Rental	402.12			
770 · Supplies	1,835.86	3,666.64	-1,830.78	50.1%
780 · Postage	353.63	200.00	153.63	176.8%
781 · Printing	11,154.29	18,999.98	-7,845.69	58.79
786 · Promotion	0.00	4,500.00	-4,500.00	0.0%
790 · Subscriptions and Reference	678.96	2,875.00	-2,196.04	23.69
810 · Contract Fees	788,918.09	933,076.68	-144,158.59	84.69
850 · Telephone	7,811.85			
860 · Conferences	4,674.90	15,458.86	-10,783.96	30.2%
867 · Travel	4,991.80	5,483.32	-491.52	91.09
Total Expense	839,397.45	1,004,160.48	-164,763.03	83.6%
Net Ordinary Income	-814,897.45	-967,360.48	152,463.03	84.29
let Income	-814,897.45	-967,360.48	152,463.03	84.2%

09/24/19

Accrual Basis

	1701 Bus Services & Tech Suppt (1700 Business Services & Tech.)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00	5,000.00	-5,000.00	0.0%
620 · Building Expense	16,591.02			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	4.72			
640 · Equipment Maintenance/Rental	402.12			
770 · Supplies	1,835.86	1,000.00	835.86	183.6%
780 · Postage	353.63	200.00	153.63	176.8%
781 · Printing	0.00	1,666.64	-1,666.64	0.0%
786 · Promotion	0.00			
790 · Subscriptions and Reference	214,72	600.00	-385.28	35.8%
810 · Contract Fees	1,429.44			
850 · Telephone	7,811.85			
860 · Conferences	3,167.66	10,448.25	-7,280.59	30.3%
867 · Travel	0.00			
Total Expense	31,811.02	18,914.89	12,896.13	168.2%
Net Ordinary Income	-31,811.02	-18,914.89	-12,896.13	168.2%
et Income	-31,811.02	-18,914.89	-12,896.13	168.2%

09/24/19 Accrual Basis

	1710 Software Development (1700 Business Services & Tech.)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00	1,000.00	-1,000.00	0.0%
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	9,603.44	13,336.69	-3,733.25	72.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	9,603.44	14,336.69	-4,733.25	67.0%
Net Ordinary Income	-9,603.44	-14,336.69	4,733.25	67.0%
et Income	-9,603.44	-14,336.69	4,733.25	67.0%

Accrual Basis

		1730 IT Resource (1700 Business Se	÷ –	
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	1,113.45	9,000.00	-7,886.55	12.4%
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	119,842.35	173,262.00	-53,419.65	69.2%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	120,955.80	182,262.00	-61,306.20	66.4%
Net Ordinary Income	-120,955.80	-182,262.00	61,306.20	66.4%
et Income	-120,955.80	-182,262.00	61,306.20	66.4%

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09/24/19 Accrual Basis

	1770 Business Services Dept. (1700 Business Services & Tech.)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
433 · Forms Licensing	24,500.00	32,000.00	-7,500.00	76.6%	
466 · Member Communications	0.00				
Total income	24,500.00	32,000.00	-7,500.00	76.6%	
Gross Profit	24,500.00	32,000.00	-7,500.00	76.6%	
Expense					
540 · Staff Development	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	610.16	900.00	-289.84	67.8%	
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00	2,500.00	-2,500.00	0.0%	
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	589,727.48	687,835.33	-98,107.85	85.7%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	4,991.80	5,483.32	-491.52	91.09	
Total Expense	595,329.44	696,718.65	-101,389.21	85.4%	
Net Ordinary Income	-570,829.44	-664,718.65	93,889.21	85.9%	
, et Income	-570,829.44	-664,718.65	93,889.21	85.9%	

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09/24/19

Accrual Basis

	1780 Communications (1700 Business Services & Tech.)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense Income				·	
433 · Forms Licensing 466 · Member Communications	0.00 0.00	4,800.00	-4,800.00	0.0%	
			••		
Total Income	0.00	4,800.00	-4,800.00	0.0%	
Gross Profit	0.00	4,800.00	-4,800.00	0.0%	
Expense					
540 · Staff Development	256.60	4,000.00	-3,743.40	6.49	
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
640 · Equipment Maintenance/Rental	0.00		/		
770 · Supplies	0.00	2,666.64	-2,666.64	0.0	
780 · Postage	0.00				
781 · Printing	11,154.29	17,333.34	-6,179.05	64.4	
786 · Promotion	0.00	2,000.00	-2,000.00	0.0	
790 · Subscriptions and Reference	464.24	2,275.00	-1,810.76	20.4	
810 · Contract Fees	68,315.38	58,642.66	9,672.72	116.5	
850 · Telephone	0.00				
860 · Conferences	1,507.24	5,010.61	-3,503.37	30.1	
867 · Travel	0.00				
Total Expense	81,697.75	91,928.25	-10,230.50	88.9	
Net Ordinary Income	-81,697.75	-87,128.25	5,430.50	93.8	
t Income	-81,697.75	-87,128.25	5,430.50	93.8	

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	Total 1800 Professional & Bus.Develop				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense Income					
460 · Broker University	35.00	1,650.00	-1,615.00	2.19	
461 · Education Development	3,754.45	1,212.00	2,542.45	309.89	
462 · Education Outreach	32,554.00	14,675.00	17,879.00	221.89	
463 · Instructor Development	739.00	1,130.00	-391.00	65.4	
465 · MRE Society	575.00	500.00	75.00	115.0	
467 · REALTOR Institute	31,819.00	21,730.00	10,089.00	146.4	
468 · rCRMS	37,874.68	19,565.00	18,309.68	193.6	
469 · Spring Convention	107,766.00	149,450.00	-41,684.00	72.1	
471 · Industry Partners	27,720.00	45,575.00	-17,855.00	60.8	
472 · CRPM	39,182.81	23,245.00	15,937.81	168.6	
Total Income	282,019.94	278,732.00	3,287.94	101.2	
Gross Profit	282,019.94	278,732.00	3,287.94	101.2	
Expense					
540 · Staff Development	97.00	2,000.00	-1,903.00	4.9	
605 · Awards/Gifts	0.00	100.00	-100.00	0.0	
620 · Building Expense	7,500.05				
630 · Catering/Hotel	101,618.79	235,615.00	-133,996.21	43.1	
632 · Copying	224.38	8,000.00	-7,775.62	2.8	
639 · Dues & Commitments.	2,449.00	4,426.00	-1,977.00	55.3	
640 · Equipment Maintenance/Rental	16,755.33				
770 · Supplies	4,432.54	5,667.00	-1,234.46	78.2	
780 · Postage	2,177,60	2,453.00	-275.40	88.8	
781 · Printing	1,854.66	6,375.00	-4,520.34	29.1	
786 · Promotion	9,487.29	21,900.00	-12,412.71	43.3	
787 · Speaker Fees	108,444.31	107,725.00	719.31	100.7	
788 · Staff Expense	63.60				
810 · Contract Fees	137,054.09	147,530.74	-10,476.65	92.9	
850 · Telephone	4,227.39				
855 · Transportation	13.15				
860 · Conferences	5,047.20	8,709.00	-3,661.80	58.0	
867 · Travel	3,754.53	12,702.00	-8,947.47	29.	
Total Expense	405,200.91	563,202.74	-158,001.83	71.9	
Net Ordinary Income	-123,180.97	-284,470.74	161,289.77	43.3	
Income	-123,180.97	-284,470.74	161,289.77	43.:	

09/24/19 Accrual Basis

Jan - Aug 19 Budget Ordinary Income/Expense Income 460 · Broker University 0.00 460 · Broker University 0.00 461 · Education Development 0.00 462 · Education Outreach 0.00 463 · Instructor Development 0.00 463 · Instructor Development 0.00 465 · MRE Society 0.00 468 · rCRMS 0.00 468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Gross Profit 0.00 1,000.0 605 · Awards/Gifts 0.00 630 · Catering/Hotel 671.19 500.05 630 · Catering/Hotel 671.19 500.0 632 · Copying 224.38 8,000.0 632 · Copying 224.38 8,000.0	\$ Over Budget	% of Budget
Income 0.00 460 · Broker University 0.00 461 · Education Development 0.00 462 · Education Outreach 0.00 463 · Instructor Development 0.00 465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Gross Profit 0.00 Expense 7,500.05 540 · Staff Development 97,00 1,000.0 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0 8,000.0 1		
460 · Broker University 0.00 461 · Education Development 0.00 462 · Education Outreach 0.00 463 · Instructor Development 0.00 465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Gross Profit 0.00 540 · Staff Development 97.00 540 · Staff Development 97.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
462 · Education Outreach 0.00 463 · Instructor Development 0.00 465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · rCRMS 0.00 468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 97.00 540 · Staff Development 97.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
463 · Instructor Development 0.00 465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · rCRMS 0.00 469 · Spring Convention 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Gross Profit 0.00 Expense 540 · Staff Development 540 · Staff Development 97.00 605 · Awards/Gifts 0.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 97.00 540 · Staff Development 97.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
467 · REALTOR Institute 0.00 468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 540 · Staff Development 540 · Staff Development 97.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 540 · Staff Development 540 · Staff Development 97.00 605 · Awards/Gifts 0.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 540 · Staff Development 540 · Staff Development 97.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 540 · Staff Development 540 · Staff Development 97.00 605 · Awards/Gifts 0.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 0.00 540 · Staff Development 97.00 605 · Awards/Gifts 0.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
Total Income 0.00 Gross Profit 0.00 Expense 540 · Staff Development 97.00 540 · Staff Development 97.00 1,000.0 605 · Awards/Gifts 0.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 500.0 632 · Copying 224.38 8,000.0		
Gross Profit 0.00 Expense 540 · Staff Development 97.00 1,000.0 605 · Awards/Gifts 0.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 500.0 632 · Copying 224.38 8,000.0		
Expense 97.00 1,000.0 540 · Staff Development 97.00 1,000.0 605 · Awards/Gifts 0.00 0 620 · Building Expense 7,500.05 500.0 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
540 · Staff Development 97.00 1,000.0 605 · Awards/Gifts 0.00 0.00 620 · Building Expense 7,500.05 0.00 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
605 · Awards/Gifts 0.00 620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
620 · Building Expense 7,500.05 630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0	903.00	9.7%
630 · Catering/Hotel 571.19 500.0 632 · Copying 224.38 8,000.0		
632 · Copying 224.38 8,000.0		
	0 71.19	114.2%
629 - Duos & Commitments 2 300.00 2 876.0	0 -7,775.62	2.8%
	0 -576.00	80.0%
640 · Equipment Maintenance/Rental 16,755.33		
770 · Supplies 898.13 692.0	0 206.13	129.8%
780 · Postage 704.22		
781 · Printing 48.65 1,500.0	0 -1,451.35	3.2%
786 · Promotion 1,294.33 4,000.0	0 -2,705.67	32.4%
787 · Speaker Fees 0.00		
788 · Staff Expense 0.00		
810 · Contract Fees 8,865.99 17,464.0	0 -8,598.01	50.8%
850 · Telephone 4,227.39		
855 Transportation 0.00		
860 Conferences 2,472.23 4,110.0	0 -1,637.77	60.2%
867 · Travel 0.00 750.0	0 -750.00	0.0%
Total Expense 45,958.89 40,892.0	0 5,066.89	112.49
Net Ordinary Income -45,958.89 -40,892.0	0	112.49
et Income -45,958.89 -40,892.0		112.4%

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	1815 REALTOR Institute (1800 Professional & Bus.Develop)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 460 · Broker University	0.00			
•				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society 467 · REALTOR Institute	0.00 31,759.00	21,730.00	10,029.00	146.29
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners 472 · CRPM	0.00 0.00			
Total Income	31,759.00	21,730.00	10,029.00	146.2
Gross Profit	31,759.00	21,730.00	10,029.00	146.2
Expense 540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	0.00 0.00 0.00	0.00	0.00	0.0
630 · Catering/Hotel 632 · Copying 639 · Dues & Commitments.	556.43 0.00 0.00	675.00	-118.57	82.4
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 2,220.44	2,175.00	45.44	102.1
780 · Postage 781 · Printing 786 · Promotion	294.17 0.00 7,786.12	360.00 1,500.00 10,700.00	-65.83 -1,500.00 -2,913.88	81.7 0.0 72.8
787 · Speaker Fees	2,844.54	3,000.00	-155.46	94.8
788 · Staff Expense	0.00			
810 · Contract Fees	3,653.00	8,370.00	-4,717.00	43.6
850 · Telephone 855 · Transportation 860 · Conferences	0.00 0.00 0.00			
867 · Travel	33.29	1,325.00	-1,291.71	2.5
Total Expense	17,387.99	28,105.00	-10,717.01	61.9
Net Ordinary Income	14,371.01	-6,375.00	20,746.01	-225.4
et Income	14,371.01	-6,375.00	20,746.01	-225.4

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		1820 rC (1800 Professional		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society 467 · REALTOR Institute	0.00 0.00			
468 · rCRMS	37,874.68	19,565.00	18,309.68	193.6
469 · Spring Convention	0.00			
471 · Industry Partners 472 · CRPM	0.00 0.00			
Total Income	37,874.68	19,565.00	18,309.68	193.6
Gross Profit	37,874.68	19,565.00	18,309.68	193.6
Expense 540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	0.00 0.00 0.00			
630 - Catering/Hotel 632 - Copying 639 - Dues & Commitments.	90.34 0.00 0.00	72.00	18.34	125.5
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 0.00			
780 · Postage 781 · Printing 786 · Promotion	181.25 0.00 0.00	321.00	-139.75	56.5
787 · Speaker Fees	19,152.88	12,000.00	7,152.88	159.6
788 · Staff Expense	12.48			
810 · Contract Fees	3,103.38	2,952.00	151.38	105.1
850 · Telephone 855 · Transportation 860 · Conferences 867 · Travel	0.00 0.00 0.00 0.00			
Total Expense	22,540.33	15,345.00	7,195.33	146.9
Net Ordinary Income	15,334.35	4,220.00	11,114.35	363.4
et Income	15,334.35	4,220.00	11,114.35	363.4

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09/24/19 Accrual Basis

		1825 Cert. Res. F (1800 Professional		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners 472 · CRPM	0.00 39,147.81	23,245.00	15,902.81	168.4%
Total Income	39,147.81	23,245.00	15,902.81	168.4%
Gross Profit	39,147.81	23,245.00	15,902.81	168.4%
Expense 540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	0.00 0.00 0.00	50.00	-50.00	0.0%
630 ⋅ Catering/Hotel 632 ⋅ Copying	83.80 0.00	90.00	-6.20	93.1%
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 100.00	0.00	100.00	100.0%
780 · Postage 781 · Printing	404.79 0.00	960.00	-555.21	42.2%
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	16,632.36	13,200.00	3,432.36	126.0%
788 · Staff Expense	0.00			
810 · Contract Fees	6,308.56	8,201.00	-1,892.44	76.9%
850 · Telephone 855 · Transportation 860 · Conferences 867 · Travel	0.00 13.15 0.00 0.00			
Total Expense	23,542.66	22,501.00	1,041.66	104.6%
Net Ordinary Income	15,605.15	744.00	14,861.15	2,097.5%
	15,605.15	744.00	14,861.15	2,097.5%

09/24/19 Accrual Basis

	1840 Leadership Training/Conf. (1800 Professional & Bus.Develop)			
-	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 ⋅ Industry Partners 472 ⋅ CRPM	0.00 0.00			
Total Income	0.00	0.00	0.00	0.09
Gross Profit	0.00	0.00	0.00	0.0%
Expense 540 · Staff Development 605 · Awards/Gifts	0.00 0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	17,265.64	23,400.00	-6,134.36	73.89
632 · Copying 639 · Dues & Commitments.	0.00 0.00			
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 681.16	600.00	81.16	113.5
780 · Postage	7.00			
781 · Printing	0.00 0.00	375.00	-375.00	0.0
786 · Promotion	16,526.07	16,600.00	-73.93	99.6
787 · Speaker Fees	32.10	10,000.00	*73.33	33.0
788 · Staff Expense		600.00	-600.00	0.0'
810 · Contract Fees	0.00	000.00	-000.00	0.0
850 · Telephone 855 · Transportation	0.00 0.00			
860 · Conferences	0.00			
867 · Travel	2,607.86	8,004.00	-5,396.14	32.6
Total Expense	37,119.83	49,579.00	-12,459.17	74.9
Net Ordinary Income	-37,119.83	-49,579.00	12,459.17	74.9
t Income	-37,119.83	-49,579.00	12,459.17	74.9

		1850 Partners (1800 Professional		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 ⋅ Industry Partners 472 ⋅ CRPM	27,720.00 0.00	45,575.00	-17,855.00	60.89
Total Income	27,720.00	45,575.00	-17,855.00	60.8%
Gross Profit	27,720.00	45,575.00	-17,855.00	60.89
Expense 540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	0.00 0.00 0.00			
630 · Catering/Hotel 632 · Copying 639 · Dues & Commitments.	0.00 0.00 0.00	0.00	0.00	0.04
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 0.00			
780 · Postage	0.00			
781 · Printing 786 · Promotion	0.00 0.00	0.00	0.00	0.04
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	1,825.44	1,700.00	125.44	107.4
850 · Telephone 855 · Transportation 860 · Conferences 867 · Travel	0.00 0.00 0.00 0.00			
Total Expense	1,825.44	1,700.00	125.44	107.4
Net Ordinary Income	25,894.56	43,875.00	-17,980.44	59.0
nt Income	25,894.56	43,875.00	-17,980.44	59.0

		Total 1855 MI (1800 Professional		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income			,,	
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society 467 · REALTOR Institute	575.00 0.00	500.00	75.00	115.09
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 ⋅ Industry Partners 472 ⋅ CRPM	0.00 0.00			
Total Income	575.00	500.00	75.00	115.09
Gross Profit	575.00	500.00	75.00	115.04
Expense 540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	0.00 0.00 0.00	50.00	-50.00	0.0
630 ⋅ Catering/Hotel 632 ⋅ Copying 639 ⋅ Dues & Commitments.	0.00 0.00 0.00			
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 400.00	900.00	-500.00	44.4
780 · Postage 781 · Printing 786 · Promotion	0.00 0.00 0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone 855 · Transportation 860 · Conferences 867 · Travel	0.00 0.00 0.00 0.00			
Total Expense	400.00	950.00	-550.00	42.1
Net Ordinary Income	175.00	-450.00	625.00	-38.9
t Income	175.00	-450.00	625.00	-38.9

09/24/19 Accrual Basis

		1860 Spring C		
	Jan - Aug 19	(1800 Professional Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				<u>.</u>
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 ⋅ MRE Society 467 ⋅ REALTOR Institute	0.00 0.00			
468 · rCRMS	0.00			
469 · Spring Convention	107,766.00	149,450.00	-41,684.00	72.1
471 · Industry Partners 472 · CRPM	0.00 0.00			
Total Income	107,766.00	149,450.00	-41,684.00	72.1
Gross Profit	107,766.00	149,450.00	-41,684.00	72.1
Expense 540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	0.00 0.00 0.00			
630 · Catering/Hotel 632 · Copying 639 · Dues & Commitments.	82,623.69 0.00 0.00	210,008.00	-127,384.31	39.3
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 24.82	750.00	-725.18	3.3
780 · Postage 781 · Printing 786 · Promotion	0.00 1,806.01 406.84	3,000.00 7,200.00	-1,193.99 -6,793.16	60.2 5.7
787 · Speaker Fees	43,525.69	51,000.00	-7,474.31	85.3
788 · Staff Expense	0.00			
810 · Contract Fees	97,179.48	92,948.74	4,230.74	104.6
850 · Telephone 855 · Transportation 860 · Conferences	0.00 0.00 0.00			
867 · Travel	899.94	963.00	-63.06	93.5
Total Expense	226,466.47	365,869.74	-139,403.27	61.9
Net Ordinary Income	-118,700.47	-216,419.74	97,719.27	54.8
et Income	-118,700.47	-216,419.74	97,719.27	54.8
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09/24/19 Accrual Basis

	1870 Education Outreach (1800 Professional & Bus.Develop)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense			· · · · · · · · · · · · · · · · · · ·	
Income 460 · Broker University	35.00			
461 · Education Development	632.29			
462 · Education Outreach	32,554.00	14,675.00	17,879.00	221.8
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	60.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	35.00		<u></u>	
Total Income	33,316.29	14,675.00	18,641.29	227.0
Gross Profit	33,316.29	14,675.00	18,641.29	227.0
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	314.00	440.00	-126.00	71.4
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	32.21	300.00	-267.79	10.7
780 · Postage	586.17	452.00	134.17	129.7
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	9,762.77	7,800.00	1,962.77	125.2
788 · Staff Expense	0.00			
810 · Contract Fees	10,378.24	4,650.00	5,728.24	223.2
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	213.44	1,636.00	-1,422.56	13.(
Total Expense	21,286.83	15,278.00	6,008.83	139.3
Net Ordinary Income	12,029.46	-603.00	12,632.46	-1,994.9
et Income	12,029.46	-603.00	12,632.46	-1,994.9
	·			

09/24/19 Accrual Basis

	1871 Education Development (1800 Professional & Bus.Develop)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income	0.00			
460 · Broker University	0.00			
461 · Education Development	3,122.16	1,212.00	1,910.16	257.6%
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	3,122.16	1,212.00	1,910.16	257.6
Gross Profit	3,122.16	1,212.00	1,910.16	257.6
Expense				
540 · Staff Development	0.00	1,000.00	-1,000.00	0.0
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	1,400.00	-1,400.00	0.0
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	43.68	250.00	-206.32	17.5
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
810 - Contract Fees	3,750.00	6,820.00	-3,070.00	55.0
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	3,793.68	9,470.00	-5,676.32	40.1
Net Ordinary Income	-671.52	-8,258.00	7,586.48	8.1
t Income	-671.52	-8,258.00	7,586.48	8.1
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09/24/19 Accrual Basis

		1872 Instructor (1800 Professional	•	
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				· · · · · · · · · · · · · · · · · · ·
Income 460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Development	0.00			
		4 120 00	201.00	65.49
463 · Instructor Development	739.00	1,130.00	-391.00	05.4
465 · MRE Society 467 · REALTOR Institute	0.00 0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners 472 · CRPM	0.00			
Total Income	739.00	1,130.00	-391.00	65.4
Gross Profit	739.00	1,130.00	-391.00	65.4
Expense 540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	0.00 0.00 0.00			
630 ⋅ Catering/Hotel 632 ⋅ Copying	113.70 0.00	200.00	-86.30	56.9
639 · Dues & Commitments.	149.00	150.00	-1.00	99.3
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 32.10	0.00	32.10	100.0
780 · Postage 781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	3,000.00	-3,000.00	0.0
788 · Staff Expense	0.00			
810 · Contract Fees	1,395.00	2,500.00	-1,105.00	55.8
850 · Telephone 855 · Transportation	0.00 0.00			
860 · Conferences	2,574.97 0.00	4,599.00	-2,024.03	56.0
867 · Travel Total Expense	4,264.77	10,449.00	-6,184.23	40.
			5,793.23	37.4
Net Ordinary Income	-3,525.77	-9,319.00		
t Income	-3,525.77	-9,319.00	5,793.23	37.

09/24/19 Accrual Basis

	1875 Broker University				
	Jan - Aug 19	(1800 Professional Budget	& Bus.Develop) \$ Over Budget	% of Budget	
	Jan - Aug 19	Budget	\$ Over Budget		
Ordinary Income/Expense Income					
460 · Broker University	0.00	1,650.00	-1,650.00	0.09	
461 · Education Development	0.00				
462 · Education Outreach	0.00				
463 · Instructor Development	0.00				
465 ⋅ MRE Society	0.00				
467 · REALTOR Institute	0.00				
468 · rCRMS	0.00				
469 · Spring Convention	0.00				
471 · Industry Partners 472 · CRPM	0.00				
Total Income	0.00	1,650.00	-1,650.00	0.0	
Gross Profit	0.00	1,650.00	-1,650.00	0.0	
Expense					
540 · Staff Development	0.00				
605 · Awards/Gifts	0.00	0.00	0.00	0.0	
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00	230.00	-230.00	0.0	
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00	0.00	0.00	0.0	
780 · Postage	0.00	360.00	-360.00	0.0	
781 · Printing	0.00				
786 · Promotion	0.00				
787 · Speaker Fees	0.00	1,125.00	-1,125.00	0.0	
788 · Staff Expense	19.02				
810 · Contract Fees	595.00	1,325.00	-730.00	44.9	
850 · Telephone	0.00				
855 · Transportation	0.00				
860 · Conferences	0.00				
867 · Travel	0.00	24.00	-24.00	0.0	
Total Expense	614.02	3,064.00	-2,449.98	20.0	
Net Ordinary Income	-614.02	-1,414.00	799.98	43.4	
t Income	-614.02	-1,414.00	799.98	43.4	
			· · · ·		

	Total 1900 Operations			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	78,850.27	7,500.00	71,350.27	1,051.39
415 · Rental Income	58,894.96	67,823.41	-8,928.45	86.89
417 · Gain on Investments	38,208.38			
430 · Dues Income	9,818,042.08	9,405,530.00	412,512.08	104.4
435 · Law Book	2,232.18	800.00	1,432.18	279.0
497 · Misc Income	215,220.96	2,700.00	212,520.96	7,971.1
Total Income	10,211,448.83	9,484,353.41	727,095.42	107.7
Gross Profit	10,211,448.83	9,484,353.41	727,095.42	107.7
Expense				
500 · Salaries/Benefits	1,854,826.31	2,026,000.00	-171,173.69	91.6
540 · Staff Development	355.00	3,750.00	-3,395.00	9.5
605 · Awards/Gifts	2,204.29	2,500.00	-295.71	88.2
620 · Building Expense	106,774.49	203,613.17	-96,838.68	52.4
630 - Catering/Hotel	29,260.17	36,950.00	-7,689.83	79.2
631 · Computer Service and Expense	160.76			
632 · Copying	1,431.01	1,375.00	56.01	104.1
639 · Dues & Commitments.	55,903.79	56,968.00	-1,064.21	98.1
640 · Equipment Maintenance/Rental	8,691.71	35,900.00	-27,208.29	24.2
690 · Credit Card & EFT Fees/Misc.	157,118.53	171,000.00	-13,881.47	91.9
770 · Supplies	5,317.71	13,000.00	-7,682.29	40.9
780 · Postage	589.49	4,425.00	-3,835.51	13.3
781 · Printing	24.32	2,750.00	-2,725.68	0.9
786 · Promotion	5,148.36	9,135.00	-3,986.64	56.4
788 · Staff Expense	183.60	400.00	-216.40	45.9
800 · Taxes	0.00	2,000.00	-2,000.00	0.0
810 · Contract Fees	75,580.10	98,446.00	-22,865.90	76.8
850 · Telephone	7,269.18	42,000.00	-34,730.82	17.3
860 · Conferences	7,273.05	16,300.00	-9,026.95	44.6
867 · Travel	67,136.80	112,669.00	-45,532.20	59.6
Total Expense	2,385,248.67	2,839,181.17	-453,932.50	
Net Ordinary Income	7,826,200.16	6,645,172.24	1,181,027.92	117.8
Income	7,826,200.16	6,645,172.24	1,181,027.92	117.8
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09/24/19 Accrual Basis

	1000 General Overhead (1900 Operations)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	78,850.27	7,500.00	71,350.27	1,051.3%
415 · Rental Income	0.00			
417 · Gain on Investments	38,208.38			
430 · Dues Income	0.00			
435 · Law Book	2,232.18	800.00	1,432.18	279.0%
497 · Misc Income	215,220.96	2,700.00	212,520.96	7,971.1%
Total Income	334,511.79	11,000.00	323,511.79	3,041.0%
Gross Profit	334,511.79	11,000.00	323,511.79	3,041.0%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	355.00	3,750.00	-3,395.00	9.5%
605 · Awards/Gifts	2,145.14	2,250.00	-104.86	95.3%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	160.76			
632 · Copying	0.00			
639 · Dues & Commitments.	3,663.79	3,700.00	-36.21	99.09
640 · Equipment Maintenance/Rental	8,691.71	35,900.00	-27,208.29	24.29
690 · Credit Card & EFT Fees/Misc.	157,118.53	171,000.00	-13,881.47	91.99
770 · Supplies	5,288.44	12,750.00	-7,461.56	41.59
780 · Postage	0.00			
781 · Printing	24.32	2,750.00	-2,725.68	0.9
786 · Promotion	0.00			
788 · Staff Expense	183.60	400.00	-216.40	45.9
800 · Taxes	0.00	2,000.00	-2,000.00	0.0
810 · Contract Fees	36,274.16	37,600.00	-1,325.84	96.59
850 · Telephone	7,269.18	42,000.00	-34,730.82	17.39
860 · Conferences 867 · Travel	0.00 0.00	250.00	-250.00	0.0
Total Expense	221,174.63	314,350.00	-93,175.37	70.49
Net Ordinary Income	113,337.16	-303,350.00	416,687.16	-37.49
et Income	113,337.16	-303,350.00	416,687.16	-37.4
et income	113,337.16	-303,350.00	410,087.10	-3

	1402 Individual Dues (1400 Dues)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	20,675.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	20,675.00			
Gross Profit	20,675.00			
Expense 500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 - Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	20,675.00			
et Income	20,675.00			

09/24/19 Accrual Basis

	1404 NAR Institute Affiliates (1400 Dues)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budge
Ordinary Income/Expense Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	8,904.58			
435 ⋅ Law Book	0.00			
497 · Misc Income	0.00			
Total Income	8,904.58			
Gross Profit	8,904.58			
Expense				
500 · Salaries/Benefits	0.00			
540 - Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	8,904.58			
t Income	8,904.58			

09/24/19 Accrual Basis

	1400 Dues - Other (1400 Dues)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 410 - Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	9,788,462.50	9,405,530.00	382,932.50	104.1
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	9,788,462.50	9,405,530.00	382,932.50	104.1
Gross Profit	9,788,462.50	9,405,530.00	382,932.50	104.1
Expense				
500 - Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 - Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00		·····	
Net Ordinary Income	9,788,462.50	9,405,530.00	382,932.50	104.1
t Income	9,788,462.50	9,405,530.00	382,932.50	104.1

	Total 1400 Dues (1900 Operations)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	9,818,042.08	9,405,530.00	412,512.08	104.4
435 ⋅ Law Book	0.00			
497 · Misc Income	0.00			
Total Income	9,818,042.08	9,405,530.00	412,512.08	104.4
Gross Profit	9,818,042.08	9,405,530.00	412,512.08	104.4
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	9,818,042.08	9,405,530.00	412,512.08	104.4
t Income	9,818,042.08	9,405,530.00	412,512.08	104.4

09/24/19 Accrual Basis

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through August 2019

	1901 Operations & Strategic Sup (1900 Operations)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 ⋅ Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	269.41	1,100.00	-830.59	24.5
631 · Computer Service and Expense	0.00			
632 · Copying	1,431.01	1,375.00	56.01	104.19
639 · Dues & Commitments.	2,240.00	3,125.00	-885.00	71.7
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	589.49	4,425.00	-3,835.51	13.3
781 · Printing	0.00			
786 - Promotion	2,139.04	4,410.00	-2,270.96	48.5
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			• - •
867 · Travel	617.22	650.00	-32.78	95.0
Total Expense	7,286.17	15,085.00	-7,798.83	48.3
Net Ordinary Income	-7,286.17	-15,085.00	7,798.83	48.3
t Income	-7,286.17	-15,085.00	7,798.83	48.3

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09/24/19 Accrual Basis

		1903 Associat (1900 Ope		
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 410 - Interest Income	0.00			
415 · Rental Income	0.00			
	0.00			
417 · Gain on Investments				
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	14,747.20	15,500.00	-752.80	95.1%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	2,357.24	2,725.00	-367.76	86.5%
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	112.29	2,500.00	-2,387.71	4.5%
Total Expense	17,216.73	20,725.00	-3,508.27	83.1%
Net Ordinary Income	-17,216.73	-20,725.00	3,508.27	83.1%
et Income	-17,216.73	-20,725.00	3,508.27	83.1%

09/24/19 Accrual Basis

	1905 National Meetings (1900 Operations)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 ⋅ Rental Income	0.00			
417 - Gain on Investments	0.00			
430 - Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	895.06	3,300.00	-2,404.94	27.1
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	50,000.00	50,143.00	-143.00	99.7
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	7,129.46	11,950.00	-4,820.54	59.7
867 · Travel	37,098.70	57,700.00	-20,601.30	64.3
Total Expense	95,123.22	123,093.00	-27,969.78	77.3
Net Ordinary Income	-95,123.22	-123,093.00	27,969.78	77.3
t Income	-95,123.22	-123,093.00	27,969.78	77.3

09/24/19 Accrual Basis

	1920 EXCOM & Director Support (1900 Operations)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 410 - Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 ⋅ Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	59.15	250.00	-190.85	23.7
620 · Building Expense	0.00			
630 · Catering/Hotel	13,348.50	17,050.00	-3,701.50	78.3
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	29.27	250.00	-220.73	11.7
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	4,586.19	12,500.00	-7,913.81	36.7
850 · Telephone	0.00			
860 · Conferences	143.59	4,350.00	-4,206.41	3.3
867 · Travel	29,308.59	49,869.00	-20,560.41	58.8
Total Expense	47,475.29	84,269.00	-36,793.71	56.3
Net Ordinary Income	-47,475.29	-84,269.00	36,793.71	56.3
t Income	-47,475.29	-84,269.00	36,793.71	56.3

	1955 Public Relations (1900 Operations)			
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense	······			
Income	0.00			
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 - Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	652.08	2,000.00	-1,347.92	32.6%
788 · Staff Expense	0.00			
800 · Taxes	0.00			
810 · Contract Fees	24,785.35	36,546.00	-11,760.65	67.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	1,700.00	-1,700.00	0.0%
Total Expense	25,437.43	40,246.00	-14,808.57	63.2%
Net Ordinary Income	-25,437.43	-40,246.00	14,808.57	63.2%
t Income	-25,437.43	-40,246.00	14,808.57	63.2%

09/24/19

Accrual Basis

	1990 Personnel (1900 Operations)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense Income					
410 · Interest Income	0.00				
415 · Rental Income	0.00				
417 · Gain on Investments	0.00				
430 · Dues Income	0.00				
435 - Law Book	0.00				
497 · Misc Income	0.00				
Total Income	0.00				
Gross Profit	0.00				
Expense					
500 · Salaries/Benefits	1,854,826.31	2,026,000.00	-171,173.69	91.6'	
540 · Staff Development	0.00				
605 - Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
690 · Credit Card & EFT Fees/Misc.	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00				
788 · Staff Expense	0.00				
800 · Taxes	0.00				
810 · Contract Fees	0.00				
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00		<u> </u>		
Total Expense	1,854,826.31	2,026,000.00	-171,173.69	91.6	
Net Ordinary Income	-1,854,826.31	-2,026,000.00	171,173.69	91.6	
t Income	-1,854,826.31	-2,026,000.00	171,173.69	91.6	

	6000 Building (1900 Operations)				
	Jan - Aug 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense Income					
410 · Interest Income	0.00				
415 · Rental Income	58,894.96	67,823.41	-8,928.45	86.8	
417 · Gain on Investments	0.00				
430 · Dues Income	0.00				
435 · Law Book	0.00				
497 · Misc Income	0.00				
Total Income	58,894.96	67,823.41	-8,928.45	86.8	
Gross Profit	58,894.96	67,823.41	-8,928.45	86.8	
Expense					
500 · Salaries/Benefits	0.00				
540 · Staff Development	0.00				
605 · Awards/Gifts	0.00				
620 · Building Expense	106,774.49	203,613.17	-96,838.68	52.4	
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rentai	0.00				
690 · Credit Card & EFT Fees/Misc.	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00				
788 · Staff Expense	0.00				
800 · Taxes	0.00				
810 · Contract Fees	9,934.40	11,800.00	-1,865.60	84.2	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00		·····		
Total Expense	116,708.89	215,413.17	-98,704.28	54.2	
Net Ordinary Income	-57,813.93	-147,589.76	89,775.83	39.2	
Income	-57,813.93	-147,589.76	89,775.83	39.2	