



PROPOSED 2021 Operating and Capital Budget

2020 Budget	2020 Projections	Primary Committee	2021 Budget
\$ (1,003,397.22)	\$ (819,424.48)	Legislative & Political Affairs	\$ (1,074,043.01)
\$ (329,182.00)	\$ (242,797.35)	Risk Management	\$ (336,270.00)
\$ (1,357,248.52)	\$ (1,215,464.85)	Business Services & Technology	\$ (1,176,083.94)
\$ (513,954.56)	\$ (327,249.73)	Professional & Business Development	\$ (545,935.02)
\$ 3,266,284.72	\$ 4,052,191.94	Operations & Strategic Initiatives	\$ 3,183,414.36
\$62,502.42	\$1,447,255.53	* Net (Expense)/Income Totals *	\$ 51,082.39

LEGISLATIVE & POLITICAL AFFAIRS				
2020 Approved	2020 Projections	Code		2021
PROJECTED INCOME				
\$ -				
TOTAL PROJECTED INCOME				\$ -
PROJECTED DIRECT (EXPENSES)				
\$ (32,370.00)	\$ (23,823.00)	605	AWARDS/GIFTS	\$ (31,370.00)
\$ (8,860.00)	\$ (4,750.00)	621	REPAIRS/MAINTENANCE	\$ (8,860.00)
\$ (10,040.00)	\$ (6,500.00)	623	UTILITIES	\$ (16,540.00)
\$ (182,535.00)	\$ (148,244.78)	630	CATERING/HOTEL	\$ (218,855.00)
\$ (500.00)	\$ (950.00)	631	BUILDING	\$ (1,450.00)
\$ (1,000.00)	\$ (400.00)	632	COPYING	\$ (1,000.00)
\$ (328,948.00)	\$ (327,313.00)	639	DUES/COMMITMENTS	\$ (343,720.00)
\$ (30.00)	\$ (4,524.81)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (5,030.00)
\$ -	\$ -	770	SUPPLIES	\$ -
\$ (3,250.08)	\$ (1,260.00)	770.1	SUPPLIES	\$ (4,750.08)
\$ (802.00)	\$ (822.00)	780	POSTAGE	\$ (2,062.00)
\$ (6,700.00)	\$ (4,600.00)	781	PRINTING	\$ (6,700.00)
\$ (53,320.00)	\$ (22,707.65)	786	PROMOTION	\$ (60,280.00)
\$ (10,000.00)	\$ (1,000.00)	787	SPEAKER	\$ (10,000.00)
\$ (2,000.00)	\$ (2,000.00)	788	STAFF EXPENSE	\$ (2,000.00)
\$ (12,438.32)	\$ (11,206.74)	790	SUBSCRIPTIONS/REFERENCE	\$ (13,501.48)
\$ (257,300.00)	\$ (244,115.00)	810	PROFESSIONAL/CONTRACT FEES	\$ (261,938.00)
\$ (5,500.00)	\$ (4,500.00)	850	TELEPHONE	\$ (5,500.00)
\$ (29,220.00)	\$ -	860	CONFERENCES	\$ (21,348.00)
\$ (42,750.00)	\$ (7,500.00)	867	TRAVEL/OTHER	\$ (42,800.00)
\$ (15,833.82)	\$ (3,207.50)	867.2	STAFF TRAVEL	\$ (16,338.45)
\$ (1,003,397.22)	\$ (819,424.48)	TOTAL DIRECT (EXPENSES)		\$ (1,074,043.01)

LEGISLATIVE AND POLITICAL AFFAIRS

A	B	C	D	E	F	G	H	I	J	K	L
Code	Category	2020 Approved	2020 Projections		Rate	Item	Qty	Item	Qty	Item	2021 Total
GOVERNMENTAL AREA SUPPORT - 1501											
621	Repairs/Maintenance	\$ (300.00)	\$ (4,750.00)	General Upkeep (lights, air filters, etc.)	\$ (300.00)		1		1		\$ (300.00)
		\$ (150.00)		Pest Control	\$ (150.00)		1		1		\$ (150.00)
		\$ (225.00)		Elevator	\$ (225.00)		1		1		\$ (225.00)
		\$ (550.00)		Building/General	\$ (550.00)		1		1		\$ (550.00)
		\$ (475.00)		HVAC - AZ Control Specialist Contract	\$ (475.00)		1		1		\$ (475.00)
		\$ (625.00)		HVAC Service Contract - O'Neil	\$ (625.00)		1		1		\$ (625.00)
		\$ (325.00)		HVAC Miscellaneous Repairs	\$ (325.00)		1		1		\$ (325.00)
		\$ (225.00)		Security/Fire Alarm/Extinguishers	\$ (225.00)		1		1		\$ (225.00)
		\$ (550.00)		Exterior Repairs/Maintenance	\$ (550.00)		1		1		\$ (550.00)
		\$ (45.00)		Security Monitoring	\$ (45.00)		1		1		\$ (45.00)
		\$ (975.00)		Interior Repairs/Maintenance	\$ (975.00)		1		1		\$ (975.00)
		\$ (3,200.00)		Janitorial/Window Cleaning	\$ (3,200.00)		1		1		\$ (3,200.00)
		\$ (415.00)		Pictures/Furnishings	\$ (415.00)		1		1		\$ (415.00)
		\$ (800.00)		Landscaping - Maintenance	\$ (800.00)		1		1		\$ (800.00)
623	Utilities	\$ -	\$ (6,500.00)	Telephone - Fire	\$ (6,500.00)		1		1		\$ (6,500.00)
		\$ (9,275.00)		Electricity	\$ (9,275.00)		1		1		\$ (9,275.00)
		\$ (650.00)		Sewer/Water	\$ (650.00)		1		1		\$ (650.00)
		\$ (115.00)		Trash	\$ (115.00)		1		1		\$ (115.00)
630	Catering/Hotel	\$ (370.00)	\$ (121.84)	Work Group Lunches	\$ (15.00)	each	5 meetings		15 members		\$ (1,125.00)
		\$ (315.00)	\$ (150.00)	Legislative Committees Snacks	\$ (22.00)	each	15 meetings		1		\$ (330.00)
		\$ (1,500.00)	\$ (1,500.00)	Legislative Committee Thank You Lunch	\$ (1,500.00)	annual	1 meetings		1		\$ (1,500.00)
		\$ (1,000.00)	\$ (1,000.00)	RAPAC Trustees Thank You Lunch	\$ (1,000.00)	annual	1 meetings		1		\$ (1,000.00)
		\$ (1,000.00)	\$ (1,000.00)	RIMC Thank You Lunch	\$ (1,000.00)	annual	1 meetings		1		\$ (1,000.00)
		\$ (1,000.00)	\$ (1,000.00)	LPAC Thank You Lunch	\$ (1,000.00)	annual	1 meetings		1		\$ (1,000.00)
631	Computer Services & Expenses	\$ (500.00)	\$ (500.00)	Miscellaneous Computer Items	\$ (1,000.00)		1		1		\$ (1,000.00)
			\$ (225.00)	Zoom Licenses	\$ (225.00)	annual	1		1 subscription		\$ (225.00)
			\$ (225.00)	Adobe AcroPro	\$ (225.00)	annual	1		1 subscription		\$ (225.00)
632	Copying	\$ (1,000.00)	\$ (400.00)	Copying	\$ (1,000.00)	annual	1		1		\$ (1,000.00)
640	Equipment Maintenance/Rental	\$ (15.00)	\$ (14.18)	Postage Machine	\$ (15.00)	annual	1		1		\$ (15.00)
		\$ (15.00)	\$ (10.63)	Copier and Printer Leases	\$ (15.00)	annual	1		1		\$ (15.00)
			\$ (4,500.00)	Equipment Maintenance Rental Fees	\$ (5,000.00)	annual	1		1		\$ (5,000.00)
770.1	Supplies	\$ (500.00)	\$ 1,500.00	General Supplies	\$ (2,000.00)		1		1		\$ (2,000.00)
		\$ (500.04)	\$ (370.00)	Coffee (Parks & Co.)	\$ (41.67)	monthly	12		1		\$ (500.04)
		\$ (500.04)	\$ (640.00)	Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (41.67)	monthly	12		1		\$ (500.04)
780	Postage	\$ (750.00)	\$ (750.00)	Postage	\$ (750.00)	annually	1		1		\$ (750.00)
		\$ (52.00)	\$ (72.00)	UPS (Weekly Pick-Up Fees)	\$ (6.00)	week	52 weeks		1 svc chg		\$ (312.00)
781	Printing	\$ (2,000.00)	\$ (2,000.00)	In-house Printing	\$ (2,000.00)	annual	1		1		\$ (2,000.00)
		\$ (700.00)	\$ (100.00)	Letterhead, Envelopes & Business Cards	\$ (700.00)		1		1		\$ (700.00)
790	Subscription/References		\$ (175.80)	Asana	\$ (29.30)	monthly	12 months		1 subscription		\$ (351.60)
810	Contract Fees	\$ (440.00)	\$ (100.00)	Paper Shredding	\$ (150.00)		1		1		\$ (150.00)
		\$ (480.00)	\$ (140.00)	125 Plan Admin. (WageWorks) FSA	\$ (12.00)	monthly	12		1		\$ (144.00)
		\$ (480.00)	\$ (655.00)	Property Management Fees	\$ (62.00)	monthly	12		1		\$ (744.00)
850	Telephone	\$ (5,500.00)	\$ (4,500.00)	Long Distance, Data Lines, Mobile, Monthly Lines, & Internet	\$ (5,500.00)		1		1		\$ (5,500.00)
860	Conferences	\$ -	\$ -	Arizona REALTOR® Conference - Mileage	\$ (0.54)	per mile	50 miles		4 staff		\$ (108.00)
		\$ (360.00)	\$ -	Arizona REALTOR® Conference - Daily Expense	\$ (30.00)	per diem	4 days		3 staff		\$ (360.00)
867	Travel	\$ (750.00)	\$ -	Arizona REALTOR® Conference (NAR Staff) - Hotel	\$ (200.00)	night	2 nights		2 staff		\$ (800.00)
867.2	Staff Travel	\$ (2,500.08)	\$ (625.00)	Local Association Visits - Hotel	\$ (215.00)	night	3 nights		4 staff		\$ (2,580.00)
		\$ (2,730.00)	\$ (682.50)	Local Association Visits - Daily Expense	\$ (65.00)	per diem	14 trips		3 staff		\$ (2,730.00)

LEGISLATIVE AND POLITICAL AFFAIRS

A	B	C	D	E	F	G	H	I	J	K	L
52		\$ (7,603.74)	\$ (1,900.00)	Local Association Visits - Mileage	\$ (0.57)	per mile		1 trip	14085	miles	\$ (8,028.45)
53		\$ (51,460.90)	\$ (33,106.95)								\$ (67,093.13)
54											
55				LEGISLATIVE ADVOCACY - 1510							
56	639	Dues /Commitments	\$ (1,200.00)	\$ (1,165.00)	Phoenix Chamber of Commerce	\$ (1,200.00)	annual	1		1	\$ (1,200.00)
57			\$ (15,000.00)	\$ (13,400.00)	Arizona Chamber of Commerce	\$ (15,000.00)	annual	1 time	1	staff	\$ (15,000.00)
58			\$ (10,400.00)	\$ (10,400.00)	Arizona Tax Research Association	\$ (10,400.00)	annual	1 time	1	staff	\$ (10,400.00)
59	786	Promotion	\$ (10,000.00)	\$ (7,916.65)	Promotion Fund	\$ (10,000.00)	annual	1		1	\$ (10,000.00)
60			\$ (1,800.00)	\$ (396.00)	Cellular Device	\$ (65.00)	staff	12 months	1	staff	\$ (780.00)
61					FPC Ambassador Program	\$ (3,000.00)	annual	1		1	\$ (3,000.00)
62	790	Subscriptions/Reference	\$ (150.00)	\$ (125.00)	Phoenix Business Journal	\$ (150.00)	annual	1 year	1	subscription	\$ (150.00)
63			\$ (3,450.00)	\$ (2,040.00)	AZ News/Leg. Report	\$ (680.00)	annual	6 months	1	subscription	\$ (4,080.00)
64			\$ (900.00)	\$ (900.00)	AZ New Service Legislative Subscription	\$ (900.00)	annual	1 copy	1	subscription	\$ (900.00)
65			\$ (190.32)	\$ (189.00)	Arizona Capitol Times	\$ (189.00)	annual	1 year	1	subscription	\$ (189.00)
66			\$ (25.00)	\$ -	AZ Capitol Times Mobile App	\$ -	time	1 app	1	time	\$ -
67			\$ (3,588.00)	\$ (3,588.00)	AZ News Svc/Yellow Sheets (1 annual)	\$ (299.00)	annual	12 months	1	subscription	\$ (3,588.00)
68			\$ -	\$ (53.94)	AZ Republic Digital Access	\$ (8.99)	monthly	12 months	1	subscription	\$ (107.88)
69			\$ (3,935.00)	\$ (3,935.00)	LOLA Access	\$ (3,935.00)	annual	1		1	\$ (3,935.00)
70			\$ (200.00)	\$ (200.00)	Miscellaneous	\$ (200.00)	annual	1 time	1	time	\$ (200.00)
71	810	Professional/Contract Fees	\$ (130,000.00)	\$ (128,496.00)	Contract Lobbyist Fees	\$ (130,000.00)	annual	1		1	\$ (130,000.00)
72	860	Conferences	\$ (1,160.00)	\$ -	American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Sponsorship	\$ (580.00)	sponsorship	1 annual	1	sponsorships	\$ (580.00)
73			\$ (1,100.00)	\$ -	American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Airfare	\$ (275.00)	airfare	1 trip	1	staff	\$ (275.00)
74			\$ (2,000.00)	\$ -	American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Hotel	\$ (250.00)	night	4 days	1	staff	\$ (1,000.00)
75			\$ (1,000.00)	\$ -	American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Daily Expense	\$ (100.00)	per diem	5 days	1	staff	\$ (500.00)
76			\$ (1,000.00)	\$ -	GAD (Denver, CO) Seminar - Daily Expense	\$ (100.00)	per diem	5 days	1	staff	\$ (500.00)
77			\$ (3,000.00)	\$ -	GAD (Denver, CO) Seminar - Hotel	\$ (250.00)	night	5 days	1	staff	\$ (1,250.00)
78			\$ (1,100.00)	\$ -	GAD (Denver, CO) Seminar - Airfare	\$ (275.00)	airfare	1 time	1	staff	\$ (275.00)
79			\$ (1,100.00)	\$ -	GAD (Denver, CO) Seminar - Registration	\$ (550.00)	registration	1 time	1	staff	\$ (550.00)
80			\$ (900.00)	\$ -	NAR EXPO (San Diego, CA) - Airfare	\$ (275.00)	airfare	1 time	2	staff	\$ (550.00)
81			\$ (900.00)	\$ -	NAR EXPO (San Diego, CA) - Registration	\$ (525.00)	registration	1 time	2	staff	\$ (1,050.00)
82			\$ (3,500.00)	\$ -	NAR EXPO (San Diego, CA) - Hotel	\$ (275.00)	night	5 nights	2	staff	\$ (2,750.00)
83			\$ (2,000.00)	\$ -	NAR EXPO (San Diego, CA) - Daily Expense	\$ (150.00)	per diem	5 days	2	staff	\$ (1,500.00)
84			\$ (500.00)	\$ -	NCSL Conference (Chicago, IL) - National Council of State Governments - Daily Expense	\$ (100.00)	per diem	5 days	1	staff	\$ (500.00)
85			\$ (550.00)	\$ -	NCSL Conference (Chicago, IL) - National Council of State Governments - Airfare	\$ (450.00)	airfare	1 time	1	staff	\$ (450.00)
86			\$ (500.00)	\$ -	NCSL Conference (Chicago, IL) - National Council of State Governments - Sponsorship	\$ (500.00)	annual	1 time	1	sponsorship	\$ (500.00)
87			\$ (1,000.00)	\$ -	NCSL Conference (Chicago, IL) - National Council of State Governments - Hotel	\$ (250.00)	night	4 nights	1	staff	\$ (1,000.00)
88			\$ (300.00)	\$ -	NAR Campaign School - Daily Expense	\$ (100.00)	per diem	3 days	1	staff	\$ (300.00)
89			\$ (400.00)	\$ -	NAR Campaign School - Hotel	\$ (200.00)	night	2 days	1	staff	\$ (400.00)
90			\$ (100.00)	\$ -	NAR Campaign School - Registration	\$ (100.00)	registration	1 time	1	staff	\$ (100.00)
91			\$ (350.00)	\$ -	NAR Campaign School - Airfare	\$ (450.00)	airfare	1 time	1	staff	\$ (450.00)
92			\$ (203,298.32)	\$ (172,804.59)							\$ (198,009.88)
93											
94				LOCAL LOBBYING SUPPORT - 1545							
95	867.2	Staff Travel	\$ (3,000.00)	\$ -	In-state & National Meetings	\$ (3,000.00)		1		1 staff	\$ (3,000.00)
96			\$ (3,000.00)	\$ -							\$ (3,000.00)
97											
98				LEGISLATIVE POLICY DEVELOPMENT - 1550							
99	630	Catering/Hotel	\$ (600.00)	\$ (600.00)	REALTOR Caucus Miscellaneous (Floral,exc)	\$ (2,500.00)		1 time	1		\$ (2,500.00)
100			\$ (1,500.00)	\$ (1,500.00)	REALTOR Caucus - Audio/Visual	\$ (2,000.00)	audio/visual	1 event	5	rooms	\$ (10,000.00)
101			\$ (4,000.00)	\$ (4,000.00)	REALTOR Caucus - Room Rental	\$ (220.00)	per room	45 rooms	1	night	\$ (9,900.00)
102				\$ (2,500.00)	REALTOR Caucus- Swag	\$ (10.00)	per attendee	1 time	250	attendees	\$ (2,500.00)

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L	
103			\$ (21,250.00)	\$ (21,250.00)	REALTOR Caucus - Catering	\$ (35,000.00)			1	time	1	event	\$ (35,000.00)
104			\$ (92,000.00)	\$ (92,000.00)	Legislative Events (REALTOR Day, other event(s))	\$ (95,000.00)			1	events	1		\$ (95,000.00)
105			\$ (2,000.00)	\$ (622.94)	Legislative Industry Partners Event	\$ (2,000.00)	annual		1	events	1		\$ (2,000.00)
106			\$ (5,000.00)		Legislative Play Date	\$ -	annual		1	time	1		\$ -
107	770.1	Supplies	\$ (150.00)	\$ (150.00)	Miscellaneous Supplies	\$ (150.00)			1	time	1		\$ (150.00)
108	810	Professional/ Contract Fees			Event Registration Website- Cvent	\$ (5,000.00)	annual		1	time	1		\$ (5,000.00)
109	787	Speaker	\$ (10,000.00)	\$ (1,000.00)	REALTOR Caucus - Speaker Fees	\$ (10,000.00)	annual		1	time	1		\$ (10,000.00)
110	867	Travel	\$ (9,000.00)	\$ (7,500.00)	REALTOR Caucus Mileage Reimbursements	\$ (9,000.00)			1	event	1	time	\$ (9,000.00)
111			\$ (145,500.00)	\$ (131,122.94)									\$ (181,050.00)
112													
113	FUNDRAISING/GRASSROOTS SUPPORT - 1560												
114	605	Awards/Gifts	\$ (4,050.00)	\$ (3,600.00)	Local Association Year-End Awards	\$ (4,050.00)	award		1		1		\$ (4,050.00)
115			\$ (4,320.00)	\$ -	RAPAC Recognition Pins	\$ (4,320.00)	order		1		1		\$ (4,320.00)
116			\$ (10,000.00)	\$ (7,673.00)	Major Investor Gift	\$ (10,000.00)	order		1	time	1	members	\$ (10,000.00)
117			\$ (2,000.00)	\$ (1,600.00)	President Circle Gift	\$ (2,000.00)	order		1	time	1	members	\$ (2,000.00)
118			\$ (11,000.00)	\$ (10,000.00)	Hall of Fame Gift	\$ (10,000.00)	order		1	time	1	members	\$ (10,000.00)
119			\$ (1,000.00)	\$ (950.00)	RAPAC Promotion Materials	\$ (1,000.00)	order		1	time	1	members	\$ (1,000.00)
120	630	Catering/Hotel	\$ (25,000.00)	\$ (20,000.00)	RAPAC Annual Event	\$ (25,000.00)	annual		1	time	1	members	\$ (25,000.00)
121			\$ (1,000.00)	\$ (1,000.00)	Major Investor Event	\$ (1,000.00)			1		1		\$ (1,000.00)
122	639	Dues/Commitments	\$ (250.00)	\$ (250.00)	SOS Standing Committee Renewal	\$ (250.00)	annual		1	time	1		\$ (250.00)
123			\$ (292,098.00)	\$ (292,098.00)	REALTOR® Party PSF Allocation at \$6 per member plus	\$ (6.00)	annual		1	time	51145	members	\$ (306,870.00)
124			\$ (10,000.00)	\$ (10,000.00)	Platinum R	\$ (10,000.00)	annual		1	each	1		\$ (10,000.00)
125	770.1	Supplies	\$ (300.00)	\$ (300.00)	Arizona REALTOR® Conference Supplies	\$ (300.00)	annual		1		1		\$ (300.00)
126			\$ (300.00)	\$ (300.00)	October Leadership Supplies	\$ (300.00)	annual		1		1		\$ (300.00)
127			\$ (1,000.00)	\$ (1,000.00)	RAPAC Annual Event Supplies	\$ (1,000.00)	annual		1	time	1		\$ (1,000.00)
128	780	Postage			Online Auction Postage	\$ (1,000.00)	annual		1	time	1	event	\$ (1,000.00)
129	786	Promotion	\$ (1,020.00)	\$ (1,000.00)	October Leadership Fundraiser	\$ (2,000.00)	drawing		1	each	1		\$ (2,000.00)
130			\$ (1,500.00)	\$ (1,500.00)	Arizona REALTOR® Conference RAPAC Promotion	\$ (1,500.00)	drawing		1	each	1		\$ (1,500.00)
131			\$ (1,500.00)		Online Fundraising Program	\$ -	drawing		1	each	1		\$ -
132			\$ (6,000.00)	\$ -	Statewide RAPAC Planning Session	\$ (6,000.00)	training		1	each	1		\$ (6,000.00)
133			\$ (2,500.00)	\$ (2,395.00)	Online Fundraising Auction Vendor Give Smart	\$ (2,500.00)	annual		1	each	1		\$ (2,500.00)
134	810	Professional/Contract Fees	\$ (9,100.00)	\$ (9,100.00)	Annual Audit	\$ (9,100.00)	audit		1	audit	1		\$ (9,100.00)
135			\$ (95,000.00)	\$ (95,000.00)	REALTOR® Party Plus	\$ (95,000.00)	annual		1	each	1		\$ (95,000.00)
136			\$ (478,938.00)	\$ (457,766.00)									\$ (493,190.00)
137													
138	FEDERAL LIAISON SUPPORT - 1575												
139	630	Catering/Hotel	\$ (25,000.00)	\$ -	Hill Visit Reception	\$ (30,000.00)			1	each	1	members	\$ (30,000.00)
140	786	Promotion	\$ (11,000.00)	\$ -	FPC In-District Funds	\$ (1,500.00)			1	each	11	members	\$ (16,500.00)
141	860	Conferences	\$ (2,000.00)	\$ -	NAR Legislative (D.C.) - Daily Expense	\$ (200.00)	per diem		5	days	2	staff	\$ (2,000.00)
142			\$ (3,200.00)	\$ -	NAR Legislative (D.C.) - Hotel	\$ (320.00)	night		5	nights	2	staff	\$ (3,200.00)
143			\$ (1,200.00)	\$ -	NAR Legislative (D.C.) - Airfare	\$ (600.00)	airfare		1	time	2	staff	\$ (1,200.00)
144	867	Travel/Other	\$ (33,000.00)	\$ -	FPC NAR DC Meetings	\$ (3,000.00)	per member		1	time	11	members	\$ (33,000.00)
145			\$ (75,400.00)	\$ -									\$ (85,900.00)
146													
147	ELECTION YEAR ACTIVITIES - 1580												
148	788	Staff Expense	\$ (2,000.00)	\$ (2,000.00)	Get Out The Vote Campaign	\$ (2,000.00)			1		1	staff	\$ (2,000.00)
149			\$ (2,000.00)	\$ (2,000.00)									\$ (2,000.00)
150													
151	GOVERNMENTAL COMMUNICATIONS - 1585												
152	781	Printing	\$ (4,000.00)	\$ (2,500.00)	Governmental Programs Communications (Print/Audio/Video)	\$ (4,000.00)			1	time	1	time	\$ (4,000.00)
153	786	Promotion	\$ (10,000.00)	\$ (2,000.00)	CFA Outreach Services	\$ (10,000.00)			1	time	1	time	\$ (10,000.00)
154			\$ (8,000.00)	\$ (7,500.00)	REALTOR Party Video	\$ (8,000.00)			1	time	1	time	\$ (8,000.00)

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L
155	810	Professional/Contract Fees	\$ (400.00)	\$ (300.00)	AZ News Service Trade and Professional Association	\$ (400.00)		1		1		\$ (400.00)
156			\$ (700.00)	\$ (550.00)	AZ Capitol Times Book of Lobbyists	\$ (350.00)		1	time	1	ad	\$ (700.00)
157			\$ (700.00)	\$ (650.00)	AZ News Service Citizen Government Directory	\$ (700.00)		1		1		\$ (700.00)
158			\$ (23,800.00)	\$ (13,500.00)								\$ (23,800.00)
159												
160					POLITICAL RESEARCH - 1596							
161	810	Professional/Contract Fees	\$ (20,000.00)	\$ (9,124.00)	Research, Policy	\$ 20,000.00		1		1	fee	\$ (20,000.00)
162			\$ (20,000.00)	\$ (9,124.00)								\$ (20,000.00)
163												
164			\$ (1,003,397.22)	\$ (819,424.48)								\$ (1,074,043.01)
165												\$ -
166			\$ (1,003,397.22)	\$ (819,424.48)								\$ (1,074,043.01)

RISK MANAGEMENT							
2020 Approved	2020 Projections	Code					2021
PROJECTED INCOME							
\$ 15,200.00	\$ 31,500.00	440	PS ENFORCEMENT INCOME				\$ 27,500.00
\$ -	\$ 1,050.00	440	REGISTRATION FEES				\$ 1,000.00
\$ 15,200.00	\$ 32,550.00	TOTAL PROJECTED INCOME					\$ 28,500.00
PROJECTED DIRECT (EXPENSES)							
\$ (200.00)	\$ (200.00)	605	AWARDS/GIFTS				\$ (400.00)
\$ (13,300.00)	\$ (6,300.00)	621	REPAIRS & MAINTENANCE				\$ (9,900.00)
\$ (2,525.00)	\$ (9,040.00)	623	UTILITIES				\$ (10,385.00)
\$ (20,828.00)	\$ (12,378.00)	630	CATERING/HOTEL				\$ (20,828.00)
\$ (500.00)	\$ (1,880.00)	631	COMPUTER SERVICES & EXPENSES				\$ (2,500.00)
\$ (1,000.00)	\$ (750.00)	632	COPYING				\$ (1,000.00)
\$ (15,095.00)	\$ (11,500.00)	640	EQUIPMENT MAINTENANCE/RENTAL				\$ (15,095.00)
\$ (4,750.00)	\$ (2,900.00)	770	SUPPLIES				\$ (4,750.00)
\$ (4,180.00)	\$ (2,750.00)	780	POSTAGE				\$ (3,430.00)
\$ (1,200.00)	\$ (250.00)	781	PRINTING				\$ (1,200.00)
\$ (4,750.00)	\$ (150.00)	786	PROMOTION				\$ (4,500.00)
\$ (3,650.00)	\$ (4,400.00)	787	SPEAKER FEES				\$ (4,000.00)
\$ (11,215.00)	\$ (9,825.00)	790	SUBSCRIPTIONS/REFERENCE				\$ (11,090.00)
\$ (222,921.00)	\$ (199,557.00)	810	PROFESSIONAL/CONTRACT FEES				\$ (238,274.00)
\$ (7,980.00)	\$ (8,080.00)	850	TELEPHONE				\$ (8,220.00)
\$ (13,158.00)	\$ (1,037.35)	860	CONFERENCES				\$ (18,137.00)
\$ (17,130.00)	\$ (4,350.00)	867	TRAVEL/OTHER				\$ (11,061.00)
\$ (344,382.00)	\$ (275,347.35)	TOTAL DIRECT (EXPENSES)					\$ (364,770.00)
\$ (329,182.00)	\$ (242,797.35)	TOTAL NET (EXPENSES)/INCOME					\$ (336,270.00)

RISK MANAGEMENT

1	A	B	C	D	E	F	G	H	I	J	K	L
	Code		2020 Approved	2020 Projections		Rate	Item	Qty	Item	Qty	Item	2021 Total
2	RISK MANAGEMENT/TASK FORCE/WORK GROUP SUPPORT - 1601 (Dues)											
3	621	Repairs/Maintenance	\$ (500.00)	\$ (6,300.00)	General Upkeep (lights, air filters, etc.)	\$ (500.00)		1		1		\$ (500.00)
4			\$ (200.00)		Pest Control	\$ (200.00)		1		1		\$ (200.00)
5			\$ (350.00)		Elevator	\$ (350.00)		1		1		\$ (350.00)
6			\$ (800.00)		Building/General	\$ (800.00)		1		1		\$ (800.00)
7			\$ (700.00)		HVAC - AZ Control Specialist Contract	\$ (700.00)		1		1		\$ (700.00)
8			\$ (950.00)		HVAC Service Contract - O'Neil	\$ (950.00)		1		1		\$ (950.00)
9			\$ (500.00)		HVAC Miscellaneous Repairs	\$ (500.00)		1		1		\$ (500.00)
10			\$ (350.00)		Security/Fire Alarm/Extinguishers	\$ (350.00)		1		1		\$ (350.00)
11			\$ (850.00)		Exterior Repairs/Maintenance	\$ (850.00)		1		1		\$ (850.00)
12			\$ (50.00)		Security Monitoring	\$ (50.00)		1		1		\$ (50.00)
13			\$ (1,450.00)		Interior Repairs/Maintenance	\$ (900.00)		1		1		\$ (900.00)
14			\$ (4,750.00)		Janitorial/Window Cleaning	\$ (2,000.00)		1		1		\$ (2,000.00)
15			\$ (650.00)		Pictures/Furnishings	\$ (550.00)		1		1		\$ (550.00)
16			\$ (1,200.00)		Landscaping - Maintenance	\$ (1,200.00)		1		1		\$ (1,200.00)
17	605	Awards/Gifts			RMC Chair Recognition	\$ (200.00)		1		1		\$ (200.00)
18	623	Utilities	\$ (1,400.00)	\$ (9,040.00)	Electricity	\$ (9,250.00)		1		1		\$ (9,250.00)
19			\$ (950.00)		Sewer/Water	\$ (950.00)		1		1		\$ (950.00)
20			\$ (175.00)		Trash	\$ (185.00)		1		1		\$ (185.00)
21	630	Catering/Hotel	\$ (2,400.00)	\$ (1,000.00)	Group Meetings	\$ (600.00)	meal	4	times	1		\$ (2,400.00)
22	631	Computer Services & Expenses	\$ (500.00)	\$ (1,880.00)	Misc. Computer Expenses, Accessories & Licenses	\$ (2,500.00)		1		1		\$ (2,500.00)
23	632	Copying	\$ (1,000.00)	\$ (750.00)	Copies	\$ (1,000.00)		1		1		\$ (1,000.00)
24	640	Equipment Maintenance/Rental	\$ (95.00)	\$ (11,500.00)	Pitney Bowes Meter	\$ (95.00)		1		1		\$ (95.00)
25			\$ (15,000.00)		Copier Lease	\$ (15,000.00)		1		1		\$ (15,000.00)
26	770.1	Supplies	\$ (3,750.00)	\$ (2,500.00)	General Supplies	\$ (3,750.00)	supplies	1		1		\$ (3,750.00)
27			\$ -		Coffee (Parks & Co.)			12		1		\$ -
28			\$ -		Bottled Water/Coolers (Ready Refresh by Nestle)			12		1		\$ -
29	780	Postage	\$ (250.00)	\$ (750.00)	Postage	\$ (250.00)	annually	1		1		\$ (250.00)
30			\$ (1,430.00)		UPS (Weekly Pick-Up Fees)	\$ (27.50)	week	52	weeks	1	svc chg	\$ (1,430.00)
31	781	Printing	\$ (1,000.00)	\$ (250.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (1,000.00)		1		1		\$ (1,000.00)
32	786	Promotion	\$ (750.00)	\$ (150.00)	Member expenses	\$ (500.00)		1		1		\$ (500.00)
33	810	Contract Fees	\$ (125.00)	\$ (1,580.00)	Paper Shredding	\$ (348.00)		1		1		\$ (348.00)
34			\$ (276.00)		125 Plan Admin. (WageWorks)	\$ (23.00)	monthly	12		1		\$ (276.00)
35			\$ (1,320.00)		Property Management Fees	\$ (110.00)	monthly	12		1		\$ (1,320.00)
36	850	Telephone	\$ (7,980.00)	\$ (8,080.00)	Long Distance, Data Lines, Mobile, Monthly Lines, & Internet	\$ (685.00)	monthly	12		1		\$ (8,220.00)
37	860	Conferences	\$ (63.00)	\$ (1,037.35)	Arizona REALTOR® Conference - Mileage	\$ (21.00)	mileage	2	days	1	staff	\$ (42.00)
38			\$ (225.00)		General Counsel Meeting - Daily Expense	\$ (75.00)	per diem	3	days	1	staff	\$ (225.00)

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L	
39			\$ (600.00)		General Counsel Meeting - Airfare	\$ (600.00)	airfare	1	time	1	staff	\$ (600.00)	
40			\$ (600.00)		General Counsel Meeting - Hotel	\$ (300.00)	night	2	nights	1	staff	\$ (600.00)	
41			\$ (200.00)		General Counsel Meeting - Room Rentals	\$ (200.00)	conf room	1	fee	1	time	\$ (200.00)	
42			\$ -		AE Institute (Houston, TX) - Hotel	\$ (250.00)	hotel	5	nights	2	staff	\$ (2,500.00)	
43			\$ -		AE Institute (Houston, TX) - Airfare	\$ (600.00)	airfare	1	time	2	staff	\$ (1,200.00)	
44			\$ -		AE Institute (Houston, TX) - Daily Expense	\$ (75.00)	per diem	6	days	2	staff	\$ (900.00)	
45			\$ -		AE Institute (Houston, TX) Registration	\$ (600.00)	registration	1	time	2	staff	\$ (1,200.00)	
46			\$ (3,200.00)		NAR EXPO (San Diego, CA) - Hotel	\$ (320.00)	night	5	nights	2	staff	\$ (3,200.00)	
47			\$ (1,200.00)		NAR EXPO (San Diego, CA) - Airfare	\$ (600.00)	airfare	1	time	2	staff	\$ (1,200.00)	
48			\$ (2,000.00)		NAR EXPO (San Diego, CA) - Daily Expense	\$ (150.00)	per diem	5	days	2	staff	\$ (1,500.00)	
49			\$ (900.00)		NAR EXPO (San Diego, CA) - Registration	\$ (450.00)	registration	1	time	2	staff	\$ (900.00)	
50			\$ (1,920.00)		NAR Legislative (D.C.) - Hotel	\$ (320.00)	night	6	nights	1	staff	\$ (1,920.00)	
51			\$ (1,200.00)		NAR Legislative (D.C.) - Daily Expense	\$ (150.00)	per diem	6	days	1	staff	\$ (900.00)	
52			\$ (450.00)		NAR Legislative (D.C.) - Registration	\$ (450.00)		1	time	1	staff	\$ (450.00)	
53			\$ (600.00)		NAR Legislative (D.C.) - Airfare	\$ (600.00)	airfare	1	time	1	staff	\$ (600.00)	
54	867.2	Staff Travel	\$ (4,000.00)	\$ (1,250.00)	In-state Travel & Expense (outreach activities and RM related issues)	\$ (3,500.00)	travel	1	pool	1	staff	\$ (3,500.00)	
55			\$ (88,859.00)	\$ (46,067.35)								\$ (80,211.00)	
56													
57					LEGAL SUPPORT - 1602								
58	790	Subscriptions/Reference	\$ (750.00)	\$ (7,000.00)	Legal Publications	\$ (750.00)	subscriptions	1		1		\$ (750.00)	
59			\$ (5,000.00)		Legal Research - West Law	\$ (5,250.00)	subscriptions	1		1		\$ (5,250.00)	
60			\$ (2,500.00)		County/State Bar Dues/CLE/ACC	\$ (2,000.00)	dues	1		1		\$ (2,000.00)	
61			\$ (200.00)		WCR	\$ (200.00)	dues	1		1		\$ (200.00)	
62	810	Professional/Contract Fees	\$ (20,000.00)	\$ (3,000.00)	Outside Legal	\$ (20,000.00)		1		1		\$ (20,000.00)	
63	867	Travel/Other	\$ (2,000.00)	\$ -	RMC Chair/Vice Chair	\$ (2,000.00)	travel	1		1		\$ (2,000.00)	
64			\$ (30,450.00)	\$ (10,000.00)								\$ (30,200.00)	
65													
66					PROFESSIONAL STANDARDS ENFORCEMENT - 1605 (Dues)								
67					INCOME								
68	440	PS Enforcement	\$ 1,000.00	\$ 500.00	Appeal Fees Retained	\$ 500.00	appeals	2	hearings	1	time	\$ 1,000.00	
69			\$ 3,500.00	\$ 1,750.00	Arbitration Deposits Retained	\$ 500.00	deposits	7	hearings	1	time	\$ 3,500.00	
70			\$ 500.00	\$ 250.00	Ethics Citation Fee	\$ 250.00	fee	2	violations	1	time	\$ 500.00	
71			\$ 4,200.00	\$ 9,000.00	Ethics Administrative Fees	\$ 300.00	fee	25	fees	1	time	\$ 7,500.00	
72			\$ 6,000.00	\$ 20,000.00	Ethics Retained Fines/Deposits	\$ 1,000.00	\$ 10.00	15	fees	1		\$ 15,000.00	
73			\$ 15,200.00	\$ 31,500.00								\$ 27,500.00	

RISK MANAGEMENT

A	B	C	D	E	F	G	H	I	J	K	L
74	EXPENSE										
75	605	Awards/Gifts	\$ (200.00)	\$ (200.00)	Committee Recognition	\$ (200.00)	recognition	1		1	\$ (200.00)
76	630	Catering/Hotel	\$ (1,200.00)	\$ (250.00)	Lunches (GVC)	\$ (100.00)	lunch	12	lunches	1	meetings \$ (1,200.00)
77			\$ (1,008.00)	\$ (250.00)	Lunches (PS Panels)	\$ (6.00)	lunch	6	lunches	28	hearings \$ (1,008.00)
78	770	Supplies	\$ (500.00)	\$ (250.00)	General	\$ (500.00)		1		1	\$ (500.00)
79	780	Postage	\$ (2,500.00)	\$ (2,000.00)	Stamps.com	\$ (1,750.00)		1		1	\$ (1,750.00)
80	790	Subscriptions/Reference	\$ (40.00)	\$ (2,500.00)	CEAM (for AAR GVC & PSC members & staff) - Shipping	\$ (40.00)	shipping	1		1	\$ (40.00)
81			\$ (1,300.00)		CEAM (for AAR GVC & PSC members & staff)	\$ (20.00)	CEAM	70	books	1	\$ (1,400.00)
82			\$ (1,080.00)		Professionalism in Real Estate	\$ (6.00)	booklet	180	books	1	\$ (1,080.00)
83			\$ (20.00)		Professionalism in Real Estate - Shipping	\$ (20.00)		1		1	\$ (20.00)
84	810	Professional/Contract Fees	\$ (3,600.00)		Court Reporter	\$ (200.00)	court reporter	5	hearings	1	time \$ (1,000.00)
85					Abacus training	\$ 250.00	hour	16	hours	1	staff \$ (4,000.00)
86					Abacus Subscription	\$ 715.00		12	months	1	\$ (8,580.00)
87	867	Travel/Other	\$ (135.00)	\$ (1,500.00)	Meals	\$ (27.00)	meal	3	meals	1	\$ (81.00)
88			\$ (2,750.00)		Panel Member Mileage	\$ (750.00)	mileage	1	miles	1	hearing \$ (750.00)
89			\$ (1,250.00)		Hearing Panel Chair Travel (Mileage)	\$ (750.00)	mileage	1	miles	1	hearing \$ (750.00)
90			\$ (495.00)		Hotel (Panel Chairs)	\$ (165.00)	night	1	nights	1	\$ (165.00)
91	867.2	Staff Travel	\$ (825.00)	\$ (1,500.00)	Hotel	\$ (165.00)	night	1	nights	1	time \$ (165.00)
92			\$ (2,175.00)		Car Rental & Gas	\$ (150.00)	rental	4	days	1	time \$ (600.00)
93			\$ (19,078.00)	\$ (8,450.00)							\$ (23,289.00)
94											
95	PROFESSIONAL STANDARDS TRAINING - 1610										
96	INCOME										
97	440	Registration Fees		\$ 1,050.00	Workshop Registration		registration		registrants		time \$ 1,000.00
98			\$ -	\$ 1,050.00							\$ 1,000.00
99											
100	EXPENSE										
101	630	Catering/Hotel	\$ (1,100.00)	\$ (10,878.00)	Workshop Room Charges (Audio/Visual, Projector, Microphones)	\$ (1,100.00)		1		1	\$ (1,100.00)
102			\$ (450.00)		Hearing Panel Chair Training (includes 19 comps, lunch & breaks)	\$ (15.00)	catering	30	meals	1	\$ (450.00)
103			\$ (13,000.00)		Workshop Breaks & Lunch (includes 200 AAR comps)	\$ (65.00)	catering	200	meals	1	\$ (13,000.00)
104	770	Supplies	\$ (500.00)	\$ (150.00)	General	\$ (500.00)		1		1	\$ (500.00)
105	787	Speaker Fees	\$ (2,750.00)	\$ (3,500.00)	PS Workshop	\$ (3,000.00)	speaker fee	1		1	\$ (3,000.00)
106	790	Subscriptions/Reference	\$ (325.00)	\$ (325.00)	NAR Materials/Code for Training Courses	\$ (350.00)	subscription	1		1	\$ (350.00)
107	810	Professional/Contract Fees	\$ (1,500.00)	\$ (1,500.00)	Videographer	\$ (1,500.00)		1		1	\$ (1,500.00)
108	867	Travel	\$ (2,000.00)	\$ -	PS Workshop Instructor Travel (airfare, hotel,expenses)	\$ (2,000.00)		1		1	\$ (2,000.00)
109			\$ (21,625.00)	\$ (16,353.00)							\$ (21,900.00)
110											
111	ALTERNATIVE DISPUTE RESOLUTION - 1615										
112	630	Catering/Hotel	\$ (1,250.00)	\$ -	Mediation/Ombudsman Training	\$ (25.00)	catering	50	attendees	1	time \$ (1,250.00)
113	787	Speaker Fees	\$ (900.00)	\$ (900.00)	Mediation/Ombudsman Training	\$ (1,000.00)	speaker fee	1		1	\$ (1,000.00)
114	810	Professional/Contract Fees	\$ (1,500.00)	\$ (1,577.00)	Ombudsman Insurance Policy	\$ (1,650.00)	policy	1		1	\$ (1,650.00)
115	867	Travel/Other	\$ (1,500.00)	\$ (100.00)	Mediator travel	\$ (150.00)	travel	7	mediations	1	time \$ (1,050.00)
116			\$ (5,150.00)	\$ (2,577.00)							\$ (4,950.00)
117											
118	RISK MANAGEMENT PUBLICATIONS - 1625 (Primarily Fees)										
119	786	Promotion	\$ (4,000.00)	\$ -	Text Alert System	\$ (4,000.00)		1		1	\$ (4,000.00)
120			\$ (4,000.00)	\$ -							\$ (4,000.00)
121											
122	FORMS DEVELOPMENT - 1650										
123	630	Catering/Hotel	\$ (420.00)	\$ -	Forms Workgroup Meeting	\$ (14.00)	catering	15	lunches	2	meetings \$ (420.00)
124	810	Professional/Contract Fees	\$ (4,000.00)	\$ (1,500.00)	Translation Fees/Copyright Fees Forms	\$ (3,000.00)		1		1	\$ (3,000.00)

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L
125			\$ (4,420.00)	\$ (1,500.00)								\$ (3,420.00)
126												
127	LEGAL HOTLINE - 1665 (Dues)											
128	781	Printing	\$ (200.00)	\$ -	Legal Hotline Letterhead	\$ (200.00)	printing	1		1		\$ (200.00)
129	810	Professional/Contract Fees	\$ (190,000.00)	\$ (190,400.00)	Legal Services	\$ (196,000.00)	fee	1	year	1		\$ (196,000.00)
130			\$ (600.00)		Other Fees (postage/copying, etc. costs)	\$ (50.00)		12	months	1		\$ (600.00)
131			\$ (190,800.00)	\$ (190,400.00)								\$ (196,800.00)
132			\$ (344,382.00)	\$ (275,347.35)		TOTAL (EXPENSE)						\$ (364,770.00)
133			\$ 15,200.00	\$ 32,550.00		TOTAL INCOME						\$ 28,500.00
134			\$ (329,182.00)	\$ (242,797.35)		TOTAL NET (EXPENSE)/INCOME						\$ (336,270.00)

BUSINESS SERVICES & TECHNOLOGY				
2020 Approved	2020 Projections	Code		2021
PROJECTED INCOME				
\$ 60,000.00	\$ 60,000.00	433	FORMS LICENSING	\$ 60,000.00
\$ 7,200.00	\$ -	466	COMMUNICATIONS	\$ 2,000.00
\$ 67,200.00	\$ 60,000.00		TOTAL PROJECTED INCOME	\$ 62,000.00
PROJECTED DIRECT (EXPENSES)				
\$ (9,000.00)	\$ (3,200.00)	540	STAFF DEVELOPMENT	\$ (5,500.00)
\$ (15,740.00)	\$ (9,000.00)	621	REPAIRS/MAINTENANCE	\$ (14,440.00)
\$ (19,650.00)	\$ (16,250.00)	623	UTILITIES	\$ (18,400.00)
\$ (1,200.00)	\$ -	630	CATERING/HOTEL	\$ (1,200.00)
\$ (16,000.00)	\$ (7,000.00)	631	COMPUTER SERVICES & EXPENSES	\$ (15,000.00)
\$ -	\$ -	632	COPYING	\$ (2,500.00)
\$ (749.82)	\$ (200.00)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (799.64)
\$ (5,938.46)	\$ (3,000.00)	770	SUPPLIES	\$ (8,246.06)
\$ (465.60)	\$ (680.00)	780	POSTAGE	\$ (1,080.00)
\$ (29,850.00)	\$ (27,850.00)	781	PRINTING	\$ (33,850.00)
\$ (7,000.00)	\$ (600.00)	786	PROMOTION	\$ (7,500.00)
\$ -	\$ -	787	SPEAKER FEES	\$ (7,500.00)
\$ (3,225.00)	\$ (895.00)	790	SUBSCRIPTIONS/REFERENCE	\$ (1,425.00)
\$ (1,273,650.49)	\$ (1,194,094.85)	810	PROFESSIONAL/CONTRACT FEES	\$ (1,079,292.84)
\$ (11,174.30)	\$ (10,465.00)	850	TELEPHONE	\$ (11,174.30)
\$ (20,034.85)	\$ (75.00)	860	CONFERENCES	\$ (19,406.10)
\$ (10,770.00)	\$ (2,155.00)	867	TRAVEL	\$ (10,770.00)
\$ (1,424,448.52)	\$ (1,275,464.85)		TOTAL DIRECT (EXPENSES)	\$ (1,238,083.94)
\$ (1,357,248.52)	\$ (1,215,464.85)		TOTAL NET (EXPENSES)/INCOME	\$ (1,176,083.94)

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

	A	B	C	D	E	F	G	H	I	J	K	L
123	BUSINESS SERVICES DEPARTMENT - 1770											
124	INCOME											
125	433	Forms Licensing	\$ 12,000.00	\$ 12,000.00	Forms Licensing - DotLoop	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
126			\$ 12,000.00	\$ 12,000.00	Forms Licensing - Brokermint	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
127			\$ 12,000.00	\$ 12,000.00	Forms Licensing - Skyslope	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
128			\$ 12,000.00	\$ 12,000.00	Forms Licensing - DocuSign	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
129			\$ 12,000.00	\$ 12,000.00	Forms Licensing - zipForm®	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
130			\$ 60,000.00	\$ 60,000.00	1770 Income Total							\$ 60,000.00
131												
132	EXPENSE											
133	630	Catering/Hotel	\$ (1,200.00)	\$ -	Catering	\$ (1,200.00)	session	1	session	1	time	\$ (1,200.00)
134	786	Promotion	\$ (5,000.00)	\$ -	Promotional Expense	\$ (3,000.00)	promotion	1		1		\$ (3,000.00)
135	810	Professional/Contract Fees	\$ (214,809.00)	\$ (226,776.00)	GoPaperless 51145 members Real Estate Digital LLC\$4.20 membe	\$ (18,898.57)	\$/Yr/Member	4	monthly	51145	members	\$ (75,594.28)
136			\$ -	\$ -	zipForm Fees (Mobile & MLS Connect)	\$ (3.55)	\$/Yr/Member		annual	51145	members	\$ -
137			\$ (331,419.60)	\$ (328,000.00)	Forms Provider - Transaction Desk	\$ (0.54)	per member	12	months	51145	annual	\$ (331,419.60)
138			\$ (38,000.00)	\$ (38,000.00)	ClickDimensions	\$ (38,000.00)	5 Million Emails	1	annual	1		\$ (38,000.00)
139			\$ (9,000.00)	\$ -	Abacus Law (Moved to Risk Management)	\$ -		12	months	1		\$ -
140			\$ (98,198.40)	\$ (95,712.00)	TechHelpline billed quarterly	\$ (1.92)	\$/Yr/Member	1	annual	51145	members	\$ (98,198.40)
141			\$ (150,000.00)	\$ (151,200.00)	Claireity SSO	\$ (12,600.00)	month	12	months	1		\$ (151,200.00)
142	867.2	Staff Travel	\$ (1,000.00)	\$ (750.00)	Miscellaneous Travel	\$ (1,000.00)	travel	1		1		\$ (1,000.00)
143			\$ (2,725.00)	\$ (870.00)	Mileage	\$ (0.55)	miles	5000	miles	1	annual	\$ (2,725.00)
144			\$ (1,300.00)	\$ -	Daily Expense	\$ (65.00)	per diem	20	days	1	staff	\$ (1,300.00)
145			\$ (900.00)	\$ -	Auto Rental	\$ (225.00)	rental	4	rentals	1	staff	\$ (900.00)
146			\$ (2,300.00)	\$ -	Hotel/Lodging	\$ (115.00)	night	20	nights	1	staff	\$ (2,300.00)
147			\$ (855,852.00)	\$ (841,308.00)	1770 Expense Total							\$ (706,837.28)
148			\$ (795,852.00)	\$ (781,308.00)	1770 Total Net							\$ (646,837.28)
149												
150												

PROFESSIONAL & BUSINESS DEVELOPMENT

2020 Approved	2020 Projections	Code		2021
PROJECTED INCOME				
\$ 32,080.00	\$ 25,190.19		INCOME (MRE, REALTOR Institute, Ed. Development)	\$ 31,640.00
\$ 284,810.00	\$ 147,233.00		REGISTRATION	\$ 286,130.00
\$ 1,500.00	\$ 1,500.00		SPONSORSHIP	\$ 1,500.00
\$ 318,390.00	\$ 173,923.19		TOTAL PROJECTED INCOME	\$ 319,270.00
PROJECTED DIRECT (EXPENSES)				
\$ (3,100.00)	\$ (2,600.00)	540	STAFF DEVELOPMENT	\$ (3,100.00)
\$ (550.00)	\$ (500.00)	605	AWARDS/GIFTS	\$ (1,000.00)
\$ (7,325.00)	\$ (7,325.00)	621	REPAIRS & MAINTENANCE	\$ (7,325.00)
\$ (8,115.00)	\$ (8,115.00)	623	UTILITIES	\$ (8,115.00)
\$ (284,807.00)	\$ (85,759.00)	630	CATERING/HOTEL	\$ (258,097.00)
\$ (500.00)	\$ (500.00)	631	COMPUTER SERVICES & EXPENSES	\$ (2,900.00)
\$ (1,750.00)	\$ (1,500.00)	632	COPYING	\$ (1,750.00)
\$ (3,468.00)	\$ (3,177.00)	639	DUES/COMMITMENTS	\$ (3,306.00)
\$ (26,476.26)	\$ (26,476.26)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (26,476.26)
\$ (11,369.78)	\$ (11,304.88)	770	SUPPLIES	\$ (17,444.78)
\$ (34,119.50)	\$ (26,795.89)	780	POSTAGE	\$ (37,315.50)
\$ (13,154.54)	\$ (12,335.25)	781	PRINTING	\$ (12,138.00)
\$ (23,900.00)	\$ (20,236.37)	786	PROMOTION	\$ (23,825.00)
\$ (246,400.00)	\$ (183,500.00)	787	SPEAKER FEES	\$ (275,200.00)
\$ (135,310.96)	\$ (95,401.89)	810	PROFESSIONAL/CONTRACT FEES	\$ (156,166.96)
\$ (6,321.52)	\$ (6,321.52)	850	TELEPHONE	\$ (6,321.52)
\$ (10,674.00)	\$ (1,600.00)	860	CONFERENCES	\$ (10,674.00)
\$ (15,003.00)	\$ (7,724.86)	867	TRAVEL	\$ (14,050.00)
\$ (832,344.56)	\$ (501,172.92)		TOTAL DIRECT (EXPENSES)	\$ (865,205.02)
\$ (513,954.56)	\$ (327,249.73)		TOTAL NET (EXPENSES)/INCOME	\$ (545,935.02)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2020 Approved	2020 Projections		Rate	Item	Qty	Item	Qty	Item	2021 Total
2	PROFESSIONAL & BUSINESS DEVELOPMENT SUPPORT - 1801											
3	EXPENSE											
4	540	Staff Development	\$ (1,000.00)	\$ (1,000.00)	Staff Training - webinars, events	\$ (1,000.00)		1	training	1	time	\$ (1,000.00)
5	621	Repairs/Maintenance	\$ (250.00)	\$ (250.00)	General Upkeep (lights, air filters, etc.)	\$ (250.00)		1		1		\$ (250.00)
6			\$ (125.00)	\$ (125.00)	Pest Control	\$ (125.00)		1		1		\$ (125.00)
7			\$ (200.00)	\$ (200.00)	Elevator	\$ (200.00)		1		1		\$ (200.00)
8			\$ (450.00)	\$ (450.00)	Building/General	\$ (450.00)		1		1		\$ (450.00)
9			\$ (400.00)	\$ (400.00)	HVAC - AZ Control Specialist Contract	\$ (400.00)		1		1		\$ (400.00)
10			\$ (500.00)	\$ (500.00)	HVAC Service Contract - O'Neil	\$ (500.00)		1		1		\$ (500.00)
11			\$ (275.00)	\$ (275.00)	HVAC Miscellaneous Repairs	\$ (275.00)		1		1		\$ (275.00)
12			\$ (200.00)	\$ (200.00)	Security/Fire Alarm/Extinguishers	\$ (200.00)		1		1		\$ (200.00)
13			\$ (450.00)	\$ (450.00)	Exterior Repairs/Maintenance	\$ (450.00)		1		1		\$ (450.00)
14			\$ (75.00)	\$ (75.00)	Security Monitoring	\$ (75.00)		1		1		\$ (75.00)
15			\$ (800.00)	\$ (800.00)	Interior Repairs/Maintenance	\$ (800.00)		1		1		\$ (800.00)
16			\$ (2,600.00)	\$ (2,600.00)	Janitorial/Window Cleaning	\$ (2,600.00)		1		1		\$ (2,600.00)
17			\$ (350.00)	\$ (350.00)	Pictures/Furnishings	\$ (350.00)		1		1		\$ (350.00)
18			\$ (650.00)	\$ (650.00)	Landscaping - Maintenance	\$ (650.00)		1		1		\$ (650.00)
19	623	Utilities	\$ (7,500.00)	\$ (7,500.00)	Electricity	\$ (7,500.00)		1		1		\$ (7,500.00)
20			\$ (515.00)	\$ (515.00)	Sewer/Water	\$ (515.00)		1		1		\$ (515.00)
21			\$ (100.00)	\$ (100.00)	Trash	\$ (100.00)		1		1		\$ (100.00)
22	630	Catering/Hotel	\$ (1,500.00)	\$ (800.00)	Workgroups/Committee	\$ (400.00)		4	mtgs	1	time	\$ (1,600.00)
23	631	Computer	\$ (500.00)	\$ (500.00)	Repair/Replacement	\$ (1,000.00)	annual	1	time	1	time	\$ (1,000.00)
24					Zoom platform license	\$ (450.00)	annual	1	time	1	time	\$ (450.00)
25					Adobe Acro Pro	\$ (440.00)	annual	1	time	1	time	\$ (440.00)
26					Adobe Creative Cloud	\$ (1,010.00)	annual	1	time	1	time	\$ (1,010.00)
27	632	Copying		\$ -	Workgroups/Conferences/Classes/General	\$ -						\$ -
28			\$ (1,750.00)	\$ (1,500.00)	Copying Overages	\$ (1,750.00)		1	time	1	time	\$ (1,750.00)
29	639	Dues/Commitments	\$ (495.00)	\$ (495.00)	eLearning Guild Membership	\$ (495.00)	annual fee	1	time	1	time	\$ (495.00)
30			\$ (399.00)	\$ (399.00)	ATD membership	\$ (399.00)	annual	1	fee	1	time	\$ (399.00)
31			\$ (99.00)	\$ (99.00)	Zoom License							\$ -
32			\$ (264.00)	\$ (264.00)	Animoto	\$ (264.00)	annual	1	fee	1	time	\$ (264.00)
33			\$ (649.00)	\$ (649.00)	GoAnimate video	\$ (649.00)	annual	1	fee	1	time	\$ (649.00)
34			\$ (228.00)		Poll Everywhere	\$ (19.00)	fee	12	months	1	time	\$ (228.00)
35			\$ (397.00)	\$ (397.00)	Social Media Examiner subscription	\$ (397.00)	annual	1	fee	1	year	\$ (397.00)
36			\$ (199.00)	\$ (199.00)	Vimeo subscription	\$ (199.00)	annual	1	fee	1	year	\$ (199.00)
37				\$ (300.00)	Menti Meter Polling	\$ (300.00)	annual	1	fee	1	time	\$ (300.00)
38				\$ (30.00)	Trivia Maker license	\$ (30.00)	annual	1	fee	1	time	\$ (30.00)
39			\$ (393.00)		ASCAP music license							\$ -
40	640	Equipment Maintenance/Rental	\$ (28.26)	\$ (28.26)	Postage Machine	\$ (28.26)	annual	1	time	1	time	\$ (28.26)
41			\$ (26,448.00)	\$ (26,448.00)	Copier & Printer Leases	\$ (2,204.00)	monthly	12	times	1	time	\$ (26,448.00)
42	770	Supplies	\$ (400.00)	\$ (400.00)	Area Supplies	\$ (400.00)	annual	1	time	1	time	\$ (400.00)
43			\$ (893.00)	\$ (893.00)	Office Supplies (soda, water, etc)	\$ (893.00)	annual	1	time	1	time	\$ (893.00)
44			\$ (342.16)	\$ (342.16)	Coffee (Parks & Co.)	\$ (342.16)	annual	1	time	1	time	\$ (342.16)
45			\$ (892.62)	\$ (892.62)	Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (892.62)	annual	1	time	1	time	\$ (892.62)
46			\$ (600.00)	\$ (600.00)	Reference and tools	\$ (600.00)		1	time	1	time	\$ (600.00)
47			\$ (692.00)	\$ (692.00)	Thermal binding supplies	\$ (692.00)		1	time	1	time	\$ (692.00)
48					Badge holders/badge stock	\$ (750.00)	annual	1	time	1	time	\$ (750.00)
49	780	Postage	\$ (877.66)	\$ (877.66)	Postage	\$ (877.66)	annual	1	time	1	time	\$ (877.66)
50			\$ (213.84)	\$ (213.84)	UPS (Weekly Pick-Up Fees)	\$ (213.84)	annual	1	time	1	time	\$ (213.84)
51	781	Printing	\$ (2,000.00)	\$ (2,000.00)	Brochure/Flyers	\$ (2,000.00)		1	time	1	time	\$ (2,000.00)
52			\$ (650.00)	\$ (650.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (650.00)		1	time	1	time	\$ (650.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
53	786	Promotion	\$ (1,000.00)	\$ (500.00)	Event Tables - local association expos	\$ (500.00)		2	events	1	time	\$ (1,000.00)
54			\$ (800.00)	\$ (300.00)	Event Tables - educational promotional materials	\$ (300.00)		2	events	1	time	\$ (600.00)
55			\$ (700.00)	\$ (700.00)	Facebook event boosted posts	\$ (175.00)	per post	4	events	1	time	\$ (700.00)
56			\$ (2,500.00)	\$ (2,500.00)	Education program/class Facebook ads/boost posts	\$ (125.00)	per ad/post	20	ads	1	time	\$ (2,500.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
86	REALTOR INSTITUTE - 1815											
87	INCOME											
88	467	Registration	\$ 4,130.00	\$ 4,158.00	Live Streamed Classes - One-Day - remote class	\$ 69.00	registration fee	35	students	3	classes	\$ 7,245.00
89			\$ 2,670.00	\$ 3,115.00	Live Streamed Class - Two-Day - remote class	\$ 89.00	registration fee	35	students	0	class	\$ -
90					DTM Live classes	\$ 69.00	registration fee	35	students	2	classes	\$ 4,830.00
91	467.1	Income	\$ 19,500.00	\$ 13,290.00	GRI Class Provider Per Student Fee	\$ 15.00	royalty fee	1300	students	1	time	\$ 19,500.00
92	467.2	Income	\$ 700.00	\$ 500.00	Retest	\$ 25.00	retest fee	40	students	1	time	\$ 1,000.00
93	467.3	Income	\$ 5,400.00	\$ 5,700.00	Learning Library Business Plan Class Revenue Share	\$ 36.00	fee	150	students	1	time	\$ 5,400.00
94	467.4	Income	\$ 2,100.00	\$ 1,800.00	New GRI Designee Fee	\$ 30.00	fee	70	students	1	time	\$ 2,100.00
95			\$ 34,500.00	\$ 28,563.00	1815 Income Total							\$ 40,075.00
96	EXPENSE											
97	EXPENSE											
98	605	Awards/Gifts	\$ (150.00)	\$ (150.00)	Gift card for survey response drawing	\$ (75.00)	gift card	2	survey	1	time	\$ (150.00)
99	630	Catering/Hotel	\$ (120.00)	\$ (30.00)	Live Streamed Class Instructor Lunch	\$ (30.00)	2 lunches	3	times	1	time	\$ (90.00)
100			\$ (600.00)	\$ (396.00)	Workgroup/Audition Meetings	\$ (600.00)	meeting	1	meeting	1	time	\$ (600.00)
101	770	Supplies		\$ (825.00)	Office supplies	\$ (300.00)		1	time	1	time	\$ (300.00)
102					GRI pins	\$ (900.00)	per pin	1	time	1	time	\$ (900.00)
103			\$ (600.00)	\$ (600.00)	Certificate paper	\$ (600.00)		1	time	1	time	\$ (600.00)
104			\$ (350.00)	\$ (350.00)	Class Monitor Appreciation	\$ (5.00)	per card	70	classes	1	time	\$ (350.00)
105	780	Postage	\$ (360.00)	\$ (150.00)	Live Streamed Location Class Student Workbooks	\$ (120.00)	shipping	3	classes	1	time	\$ (360.00)
106	781	Printing	\$ (1,732.50)	\$ (276.00)	Live Stream student workbooks							\$ -
107	786	Promotion	\$ (15,000.00)	\$ (15,000.00)	Scholarships	\$ (15,000.00)		1	time	1	time	\$ (15,000.00)
108					Promotion activities	\$ -	per ad					\$ -
109					Promotion materials (GRI ribbons/buttons)	\$ (125.00)	Ask Me	1	time	1	time	\$ (125.00)
110			\$ (500.00)		Promotional materials for AAR tables	\$ (500.00)		1	time	1	time	\$ (500.00)
111	787	Speaker Fees	\$ (3,600.00)	\$ (3,600.00)	Live Streaming Class Instructor Fee	\$ (125.00)	per hour	6	hours	3	classes	\$ (2,250.00)
112					DTM Class Instructor Fee	\$ (125.00)	per hour	6	hours	2	classes	\$ (1,500.00)
113					Instructor Teaching Tip Webinars	\$ -						\$ -
114			\$ (3,000.00)	\$ (3,000.00)	GRI Designee/MRES class	\$ (3,000.00)		1	time	1	time	\$ (3,000.00)
115	810	Professional/Contract Fees	\$ (3,750.00)	\$ (1,200.00)	NAR Graduate Fee	\$ (25.00)		1	time	150	designees	\$ (3,750.00)
116			\$ (1,050.00)	\$ (1,050.00)	Live Stream Revenue Share	\$ (10.00)	share	3	classes	35	registrants	\$ (1,050.00)
117					DTM Revenue Share	\$ (10.00)	share	2	classes	35	students	\$ (700.00)
118			\$ (3,000.00)	\$ (3,000.00)	Online Learning Platform Annual License (Learning Library)	\$ (3,000.00)	fees	1	time	1	time	\$ (3,000.00)
119			\$ (1,500.00)	\$ (500.00)	GRI Website Enhancements/Maintenance	\$ (1,500.00)	fees	1	time	1	time	\$ (1,500.00)
120			\$ (720.00)	\$ (720.00)	Instructor Intro Videos - editing							\$ -
121	867	Travel	\$ (375.00)	\$ (185.00)	Live Streaming Class Instructor Travel Expenses							\$ -
122	867.2	Staff Travel	\$ (400.00)	\$ (52.00)	Staff Travel to GRI classes	\$ (200.00)	mileage	2	sites	1	time	\$ (400.00)
123			\$ (36,807.50)	\$ (31,084.00)	1815 Expense Total							\$ (36,125.00)
124			\$ (2,307.50)	\$ (2,521.00)	1815 Total Net							\$ 3,950.00
125												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
126	rCRMS - 1820											
127	INCOME											
128	468.1	Registration	\$ 3,115.00	\$ 12,460.00	Two-Day Contract Class	\$ 89.00	registration fee	2	classes	35	registrants	\$ 6,230.00
129			\$ 18,585.00	\$ 24,780.00	One-Day Classes	\$ 59.00	registration fee	12	classes	35	registrants	\$ 24,780.00
130					DTM One-Day Classes	\$ 59.00	registration fee	2	classes	35	students	\$ 4,130.00
131	468.2	Registration	\$ 9,800.00	\$ 8,260.00	Live Streaming Classes	\$ 59.00	registration fee	5	classes	35	registrants	\$ 10,325.00
132			\$ 31,500.00	\$ 45,500.00	1820 Income Total							\$ 45,465.00
133	EXPENSE											
134	EXPENSE											
135	630	Catering/Hotel	\$ (250.00)	\$ (150.00)	Live Streamed Classes - instructor lunch	\$ (30.00)	2 lunches	5	classes	1	time	\$ (150.00)
136	780	Postage	\$ (144.00)	\$ (144.00)	In class Locations	\$ (16.00)	per class	14	classess	1	time	\$ (224.00)
137			\$ (380.00)	\$ (380.00)	Live Streamed locations	\$ (95.00)	per class	5	classes	1	time	\$ (475.00)
138	770	Supplies	\$ (300.00)	\$ (300.00)	Certificate Paper	\$ (300.00)		1	time	1	time	\$ (300.00)
139	787	Speaker Fees		\$ (6,000.00)	One-Day (1 Instructor)	\$ (125.00)	per hour	6	hours	6	classes	\$ (4,500.00)
140			\$ (13,500.00)	\$ (9,000.00)	One-Day (2 Instructors)	\$ (750.00)	per instructor	2	instructors	6	classes	\$ (9,000.00)
141			\$ (3,000.00)	\$ (12,000.00)	Two-Day (2 instructors)	\$ (1,500.00)	per class (2 inst)	2	instructors	2	classes	\$ (6,000.00)
142					DTM Class - one day	\$ (750.00)	per class	1	instructor	2	classes	\$ (1,500.00)
143			\$ (3,000.00)	\$ (3,000.00)	Live Streamed Classes (1 instructor)	\$ (750.00)	per day	1	instructor	5	classes	\$ (3,750.00)
144	810	Professional/Contract Fees	\$ (2,000.00)	\$ (1,400.00)	Live Streamed Class Fee Share	\$ (10.00)	fee	5	classess	35	students	\$ (1,750.00)
145				\$ (200.00)	Two-Day contract class revenue share	\$ (50.00)	profit share	2	classes	1	time	\$ (100.00)
146			\$ (1,305.00)	\$ (3,836.00)	One-Day class revenue share	\$ (274.00)	profit share	12	classes	1	time	\$ (3,288.00)
147			\$ -		DTM Class Revenue Share	\$ (10.00)	fee	2	classes	35	students	(\$700.00)
148			\$ (23,879.00)	\$ (36,410.00)	1820 Expense Total							\$ (31,737.00)
149			\$ 7,621.00	\$ 9,090.00	1820 Net							\$ 13,728.00
150												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
187	LEADERSHIP TRAINING - 1840											
188	INCOME											
189	464	Registration	\$ 12,500.00	\$ 12,500.00	Conference Registration	\$ 125.00	registration fee	100	registrants	1	time	\$12,500.00
190			\$ 7,840.00	\$ 7,840.00	Conference Dinner Tickets	\$ 80.00	ticket fee	98	registrants	1	time	\$7,840.00
191	440.9	Sponsorship	\$ 1,500.00	\$ 1,500.00	Dinner Wine Sponsorship	\$ 1,500.00	sponsorship	1	time	1	time	\$1,500.00
192			\$ 21,840.00	\$ 21,840.00	1840 Income Total							\$21,840.00
193	EXPENSE											
194	EXPENSE											
195	630	Catering/Hotel	\$ (20,000.00)	\$ (20,000.00)	Conference audio/visual	\$ (12,000.00)		1	time	1	time	\$ (12,000.00)
196			\$ (2,200.00)	\$ (2,200.00)	Conference dinner wine	\$ (55.00)	per bottle	20	tables	2	per table	\$ (2,200.00)
197					Conference room rental	\$ -	fee	1	time	1	time	\$ -
198			\$ (3,500.00)	\$ (3,500.00)	Conference Day 2 Continental	\$ (35.00)	breakfast	1	time	100	registrants	\$ (3,500.00)
199			\$ (11,000.00)	\$ (11,000.00)	Conference Meal Package Day 1 (breakfast, breaks, lunch)	\$ (110.00)	meal cost	1	time	100	registrants	\$ (11,000.00)
200			\$ (5,500.00)	\$ (5,500.00)	Conference Meal Package Day 1 (comps)	\$ (110.00)	meal cost	1	time	50	comps	\$ (5,500.00)
201			\$ (11,760.00)	\$ (11,760.00)	Conference Installation Dinner	\$ (120.00)	dinner tickets	1	time	98	registrants	\$ (11,760.00)
202			\$ (10,800.00)	\$ (10,800.00)	Conference Installation Dinner Comps (past pres., ExCom, guests, staff, speakers)	\$ (120.00)	dinner tickets	1	time	90	comps	\$ (10,800.00)
203			\$ (3,500.00)	\$ (3,500.00)	Conference Reception	\$ (3,500.00)		1		1	time	\$ (3,500.00)
204			\$ (4,500.00)	\$ (4,724.00)	LTA Module 1 (January)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
205			\$ (4,500.00)	-	LTA Module 2 (February)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
206			\$ (4,500.00)	-	LTA Module 3 (March)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
207			\$ (4,500.00)	\$ (4,724.00)	LTA Module 4 (April)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
208					LTA Event at Convention	\$ -						\$ -
209			\$ (1,200.00)	\$ -	LTA Room Rental, audio/visual	\$ (300.00)	fee	1	time	4	times	\$ (1,200.00)
210			\$ (500.00)		Leadership Open Workshop room rental							\$ -
211			\$ (875.00)		Leadership Open Public Speaking Class	\$ (35.00)	meal pkg	1	time	25	registrants	\$ (875.00)
212	770	Supplies	\$ (300.00)	\$ (300.00)	Conference supplies	\$ (300.00)		1	time	1	time	\$ (300.00)
213			\$ (1,000.00)	\$ (1,000.00)	LTA Supplies (books/activities)	\$ (1,500.00)		1	time	1	time	\$ (1,500.00)
214			\$ (2,400.00)	\$ (2,400.00)	Conference Attendee packet/portfolio	\$ (2,400.00)		1	time	1	time	\$ (2,400.00)
215	781	Printing	\$ (400.00)	\$ (400.00)	Conference Printing/posters	\$ (400.00)	banner	1	time	1	time	\$ (400.00)
216			\$ (375.00)	\$ (375.00)	LTA student journals	\$ (15.00)	per book	1	time	25	registrants	\$ (375.00)
217	787	Speaker Fees	\$ (30,000.00)	\$ (30,000.00)	Conference Speakers	\$ (30,000.00)	fee	1	time	1	time	\$ (30,000.00)
218			\$ (6,000.00)	\$ (6,000.00)	LTA 1: Speaker fee	\$ (1,500.00)	fee	2	speakers	2	time	\$ (6,000.00)
219			\$ (6,000.00)	\$ (6,000.00)	LTA 2: Speaker fee	\$ (1,500.00)	fee	2	speakers	2	time	\$ (6,000.00)
220			\$ (6,000.00)	\$ (6,000.00)	LTA 3: Speaker fee	\$ (1,500.00)	fee	2	speakers	2	time	\$ (6,000.00)
221			\$ (6,000.00)	\$ (6,000.00)	LTA 4: Speaker fee	\$ (1,500.00)	fee	2	speakers	2	time	\$ (6,000.00)
222			\$ (600.00)		LTA Guest Speaker	\$ (600.00)	rate	1	speaker	1	time	\$ (600.00)
223					Leadership Week speaker appreciations	\$ (50.00)	gift card	14	speakers	1	time	\$ (700.00)
224					Leadership Week virtual training segments (chair/president)	\$ (1,000.00)	speaker fee	2	sessions	1	time	\$ (2,000.00)
225			\$ (6,000.00)	\$ (5,000.00)	Leadership Open Public Speaking Class	\$ (5,000.00)	fee	1	speaker	1	time	\$ (5,000.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
252	INDUSTRY PARTNERS CONFERENCE - 1850											
253	INCOME											
254	471	Registration	\$ 33,375.00	\$ -	Registration Fees	\$ 89.00	fee	375	attendees	1	time	\$ 33,375.00
255			\$ 1,000.00	\$ -	Breakfast sponsor	\$ 1,000.00	fee	1	sponsor	1	time	\$ 1,000.00
256			\$ 1,400.00	\$ -	Break sponsors	\$ 1,400.00	fee	1		1	time	\$ 1,400.00
257			\$ 9,800.00	\$ -	Vendor Tables	\$ 700.00	fee	14	vendor	1	time	\$ 9,800.00
258			\$ 45,575.00	\$ -	1850 Income Total							\$ 45,575.00
259	EXPENSE											
260	EXPENSE											
261	630	Catering/Hotel	\$ (22,940.00)	\$ -	Meals, audio/visual	\$ (62.00)	F&B	370	attendees	1	time	\$ (22,940.00)
262			\$ (1,000.00)	\$ -	Audio/Visual	\$ (1,000.00)		1	pool	1	time	\$ (1,000.00)
263	786	Promotion	\$ (800.00)	\$ -	Prizes	\$ (800.00)		1	time	1	time	\$ (800.00)
264	810	Professional/Contract Fees	\$ (12,500.00)	\$ -	Partner Revenue Share	\$ (6,195.00)		2	shares	1	time	\$ (12,390.00)
265			\$ (1,875.00)	\$ -	Cvent Registration fees	\$ (6.00)		375	attendees	1	time	\$ (2,250.00)
266					Facebook ads	\$ -	ad					\$ -
267			\$ (39,115.00)	\$ -	1850 Expense Total							\$ (39,380.00)
268			\$ 6,460.00	\$ -	1850 Total Net							\$ 6,195.00
269												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
286	CONVENTION - 1860											
287	INCOME											
288	469	Registration	\$ 39,800.00		Registration Fees - Full earlybird	\$ 125.00	registration fee	250	registrants	1	time	\$ 31,250.00
289			\$ 17,500.00		Registration - Full	\$ 175.00	full	125	registrants	1	time	\$ 21,875.00
290			\$ 9,900.00		Registration Fees - Single Day						time	\$ -
291			\$ 19,000.00		Vendor tables	\$ 1,900.00	vendor table	10	tables	1	time	\$ 19,000.00
292			\$ 25,000.00		Sponsors	\$ 5,000.00	sponsorships fee	2	sponsors	1	time	\$ 10,000.00
293			\$ 111,200.00	\$ -	1860 Income Total		\$ -					\$ 82,125.00
294												
295	EXPENSE											
296	630	Catering/Hotel	\$ (25,000.00)		Audio/Visual (stage, microphones, proejctors, screens, technician)	\$ (30,000.00)		1	time	1	time	\$ (30,000.00)
297					Audio/Visual hybrid element	\$ (25,000.00)		1	time	1	time	\$ (25,000.00)
298			\$ (2,500.00)		Presidents Reception	\$ (2,500.00)		1	reception	1	time	\$ (2,500.00)
299			\$ (14,000.00)		Opening Reception	\$ (60.00)	f&b	300	reception	1	time	\$ (18,000.00)
300			\$ (16,000.00)		Coffee snacks	\$ (35.00)	muffins/bagels	400	days	1	day	\$ (14,000.00)
301			\$ (14,000.00)		Reception Day 1							\$ -
302			\$ (21,620.00)		Lunch	\$ (70.00)	lunch	400	attendees	1	day	\$ (28,000.00)
303			\$ (34,960.00)		All Day Beverage Service	\$ (38.00)	beverages	400	attendees	1	day	\$ (15,200.00)
304			\$ (3,680.00)		Afternoon Break	\$ (16.00)	per person	400	attendees	1	time	\$ (6,400.00)
305			\$ (21,620.00)		Day 2 Lunch							\$ -
306			\$ (3,000.00)		Reserved Parking Lot							\$ -
307	770	Supplies	\$ (750.00)	\$ (85.10)	Materials	\$ (750.00)		1	time	1	time	\$ (750.00)
308					PPE (masks/thermometers/hand sanitizer/sneeze guard)	\$ (2,300.00)		1	time	1	time	\$ (2,300.00)
309	780	Postage	\$ (14,850.00)	\$ (11,521.69)	Save the date postcard	\$ (14,850.00)	postage	1	time	1	time	\$ (14,850.00)
310			\$ (14,850.00)	\$ (11,521.70)	Schedule/speaker postcard	\$ (14,850.00)	postage	1	time	1	time	\$ (14,850.00)
311	781	Printing			Flyers/Posters	\$ (1,500.00)		1	time	1	time	\$ (1,500.00)
312			\$ (3,019.00)	\$ (4,317.12)	Save the date postcard	\$ (3,019.00)	printing	1	time	1	time	\$ (3,019.00)
313			\$ (3,019.00)	\$ (4,317.13)	Schedule/speaker postcard	\$ (3,019.00)	printing	1	time	1	time	\$ (3,019.00)
314			\$ (1,000.00)		Onsite program							\$ -
315					Floor Stickers	\$ (375.00)	decals	1	time	1	time	\$ (375.00)
316	786	Promotion	\$ (600.00)		Contest prizes	\$ (300.00)		2	prizes	1	time	\$ (600.00)
317			\$ (2,000.00)	\$ (1,236.37)	Facebook ads	\$ (2,000.00)		1	time	1	time	\$ (2,000.00)
318					Promotional items	\$ -						\$ -
319	787	Speaker Fees	=		Lunch Speaker	\$ (18,000.00)		1	time	1	time	\$ (18,000.00)
320			\$ (12,000.00)	\$ (11,375.00)	Breakout Speakers	\$ (5,000.00)		4	speakers	1	time	\$ (20,000.00)
321			\$ (60,000.00)	\$ (13,750.00)	Keynote Speakers (opening & closing)	\$ (30,000.00)	fee	1	speakers	2	day	\$ (60,000.00)
322			\$ (15,000.00)		General Session speakers	\$ (20,000.00)	fee	1	time	1	day	\$ (20,000.00)
323			\$ (2,250.00)		Local C/E Speakers	\$ (150.00)	per hour	3	hours	3	classes	\$ (1,350.00)
324			\$ (7,200.00)		Speaker Lodging	\$ (200.00)	per night	4	speakers	1	night	\$ (800.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
401	INSTRUCTOR DEVELOPMENT - 1872											
402	INCOME											
403	463.2	Registration	\$ 585.00		Instructor Forum (3 hours)	\$ 39.00	registration fee	15	registrants	1	class	\$ 585.00
404			\$ 552.00	\$ 552.00	Instructor Skills IDW	\$ 49.00	registration fee	8	registrants	1	class	\$ 392.00
405			\$ 588.00	\$ 588.00	Instructor Skills IDW	\$ 39.00	AAR Cadre reg. fee	12	registrants	1	class	\$ 468.00
406			\$ 1,725.00	\$ 1,140.00	1872 Income Total							\$ 1,445.00
407	EXPENSE											
408	EXPENSE											
409	605	Awards/Gifts	\$ (200.00)	\$ (200.00)	Excellence in Education Award	\$ (200.00)	plaque	1	time	1	time	\$ (200.00)
410	630	Catering/Hotel	\$ (240.00)	\$ -	Instructor Skills IDW - snacks	\$ (12.00)	coffee/snacks	20	registrants	1	class	\$ (240.00)
411			\$ (180.00)	\$ -	Instructor Forum - snacks	\$ (12.00)	coffee/snack	15	registrants	1	forum	\$ (180.00)
412	639	Dues/Commitments	\$ (150.00)	\$ (150.00)	REEA membership	\$ (150.00)	annual	1	membership	1	annual	\$ (150.00)
413	770	Supplies	\$ (500.00)	\$ (500.00)	Materials/Resources	\$ (500.00)	annual	1	time	1	time	\$ (500.00)
414	787	Speaker Fees	\$ (2,500.00)	\$ (2,500.00)	Instructor Skills IDW	\$ (2,500.00)	fee	1	class	1	time	\$ (2,500.00)
415			\$ (3,500.00)	\$ (3,500.00)	Live Streaming AAR Instructor Development Workshop	\$ (3,500.00)	fee	1	seminar	1	time	\$ (3,500.00)
416			\$ (100.00)		Instructor Forum	\$ (100.00)	honorarium	1	time	1	time	\$ (100.00)
417	810	Professional/Contract Fees	\$ (1,600.00)	\$ (1,430.00)	Scholarship to Bob Pike Bootcamp	\$ (1,600.00)	scholarship	1	instructor	1	time	\$ (1,600.00)
418			\$ (600.00)	\$ (450.00)	Trainer Webinars	\$ (75.00)		8	webinars	1	time	\$ (600.00)
419	860	Conferences	\$ (1,600.00)	\$ (1,600.00)	Training Magazine Conference - Registration	\$ (1,600.00)	fee	1	webinars	1	time	\$ (1,600.00)
420			\$ (450.00)	\$ -	REEA Convention - registration	\$ (450.00)	fee	1	registration	1	time	\$ (450.00)
421			\$ (24.00)	\$ -	Instructor Forum/IDW - Mileage	\$ (12.00)	mileage	2	mileage	1	staff	\$ (24.00)
422			\$ (600.00)	\$ -	REEA Convention - Hotel	\$ (300.00)	per night	2	nights	1	staff	\$ (600.00)
423			\$ (150.00)	\$ -	REEA Convention - Daily Expense	\$ (75.00)	per day	2	days	1	staff	\$ (150.00)
424			\$ (400.00)	\$ -	REEA Convention - Airfare (Atlanta)	\$ (400.00)	airfare	1	flight	1	staff	\$ (400.00)
425			\$ (825.00)	\$ -	Training Magazine Conference - Hotel	\$ (275.00)	room	3	nights	1	staff	\$ (825.00)
426			\$ (400.00)	\$ -	Training Magazine Conference - Airfare	\$ (400.00)	flight	1	flight	1	staff	\$ (400.00)
427			\$ (150.00)	\$ -	Training Magazine Conference - Daily Expense	\$ (75.00)	per day	2	days	1	staff	\$ (150.00)
428			\$ (14,169.00)	\$ (10,330.00)	1872 Expense Total							\$ (14,169.00)
429			\$ (12,444.00)	\$ (9,190.00)	1872 Total Net							\$ (12,724.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
430	BROKER UNIVERSITY - 1875											
431	INCOME											
432	460.1	Registration	\$ 3,300.00	\$1,650.00	BMC (package) live streaming	\$ 55.00	registration fee	2	offering	30	students	\$ 3,300.00
433			\$ 3,300.00	\$ 1,650.00	1875 Income Total							\$ 3,300.00
434	EXPENSE											
435	EXPENSE											
436	605	Awards/Gifts	\$ (100.00)	\$ (100.00)	Broker To Broker Virtual Forum Speaker Appreciation	\$ (25.00)	gift cards	12	forums	2	guests	\$ (600.00)
437	630	Catering/Hotel			Broker Brief Webinars - speaker lunch	\$ -						\$ -
438			\$ (1,440.00)	\$ -	Broker Forums							\$ -
439			\$ (72.00)	\$ -	BMC Live Streamed - instructor lunch	\$ (18.00)	meal	2	days	2	offerings	\$ (72.00)
440	770	Supplies			Broker Outreach	\$ -						\$ -
441	781	Printing			Broker Postcard	\$ (400.00)	printing	2	postcards	1	time	\$ (800.00)
442			\$ (959.04)	\$ -	Broker Forum Materials							\$ -
443	780	Postage	\$ (720.00)	\$ (360.00)	Ship Materials to Remote Locations	\$ (60.00)	shipments	6	locations	2	time	\$ (720.00)
444					Broker Postcard	\$ (1,600.00)	postage	2	mailings	1	time	\$ (3,200.00)
445	787	Speaker Fees	\$ (2,250.00)	\$ (1,125.00)	BMC - Speaker Fee	\$ (125.00)	per hours	9	hours	2	offering	\$ (2,250.00)
446	810	Professional/Contract Fees	\$ (800.00)	\$ (800.00)	Legal Videos - Video Editing	\$ (200.00)	per quarter	4	quarters	1	time	\$ (800.00)
447			\$ (600.00)	\$ (300.00)	BMC Live Streamed Revenue Fee Share	\$ (10.00)	fee	30	students	2	offerings	\$ (600.00)
448			\$ (150.00)	\$ (150.00)	Broker to Broker Virtual Forum Recording Edits	\$ (75.00)	hour	2	webinars	1	hour	\$ (150.00)
449			\$ (7,091.04)	\$ (2,835.00)	1875 Expense Total							\$ (9,192.00)
450			\$ (3,791.04)	\$ (1,185.00)	1875 Total Net							\$ (5,892.00)
451			\$ (832,344.56)	\$ (501,172.92)	TOTAL (EXPENSE)							\$ (865,205.02)
452			\$ 318,390.00	\$ 173,923.19	TOTAL INCOME							\$ 319,270.00
453			\$ (513,954.56)	\$ (327,249.73)	TOTAL NET (EXPENSE)/INCOME							\$ (545,935.02)

OPERATIONS & STRATEGIC INITIATIVES SUMMARY				
2020 Approved	2020 Projections	Code		2021
PROJECTED INCOME				
\$ 35,000.00	\$ 35,000.00	410	INTEREST	\$ 35,000.00
\$ 77,611.72	\$ 67,858.94	415	RENTS	\$ 31,718.46
\$ 9,725,550.00	\$ 9,982,600.00	430	INCOME	\$ 9,725,550.00
\$ 1,000.00	\$ 700.00	435	LAW BOOK SALES	\$ 400.00
\$ 10,000.00	\$ 550.00	497	MISCELLANEOUS INCOME	\$ 1,000.00
\$ 9,849,161.72	\$ 10,086,708.94		TOTAL PROJECTED INCOME	\$ 9,793,668.46
PROJECTED DIRECT (EXPENSES)				
\$ (3,412,035.00)	\$ (3,143,699.00)	500	SALARIES/BENEFITS	\$ (3,412,035.00)
\$ (5,000.00)	\$ (2,500.00)	540	STAFF DEVELOPMENT	\$ (5,000.00)
\$ (11,275.00)	\$ (11,275.00)	605	AWARDS/GIFTS	\$ (11,275.00)
\$ (62,355.00)	\$ (35,627.00)	621	REPAIRS/MAINTENANCE	\$ (58,930.00)
\$ (71,245.00)	\$ (49,721.00)	623	UTILITIES	\$ (67,795.00)
\$ (6,500.00)	\$ (6,527.00)	624	INSURANCE	\$ (6,750.00)
\$ (63,000.00)	\$ (66,048.00)	625	DEBT RETIREMENT/TAXES	\$ (68,000.00)
\$ (86,050.00)	\$ (16,375.00)	630	CATERING/HOTEL	\$ (104,100.10)
\$ (1,300.00)	\$ (800.00)	631	COMPUTER SERVICES & EXPENSES	\$ (2,100.00)
\$ (2,500.00)	\$ (1,000.00)	632	COPYING	\$ (2,500.00)
\$ (56,650.00)	\$ (53,987.00)	639	DUES/COMMITMENTS	\$ (56,950.00)
\$ (6,110.00)	\$ (7,100.00)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (8,360.00)
\$ (267,000.00)	\$ (266,000.00)	690	EFT/CREDIT CARD FEES (MISCELLANEOUS)	\$ (267,000.00)
\$ (276,760.00)	\$ (276,760.00)	700	DEPRECIATION	\$ (259,128.00)
\$ (1,841,220.00)	\$ (1,892,365.00)	750	RESERVE FUNDING	\$ (1,790,075.00)
\$ (15,465.00)	\$ (7,683.00)	770	SUPPLIES	\$ (15,465.00)
\$ (3,642.00)	\$ (1,750.00)	780	POSTAGE	\$ (3,642.00)
\$ (1,200.00)	\$ (890.00)	781	PRINTING	\$ (1,200.00)
\$ (42,500.00)	\$ (38,000.00)	786	PROMOTION	\$ (42,500.00)
\$ (500.00)	\$ (550.00)	788	STAFF EXPENSE	\$ (500.00)
\$ (500.00)	\$ (100.00)	804	RENTAL TAXES	\$ (500.00)
\$ (147,923.00)	\$ (117,592.00)	810	PROFESSIONAL/CONTRACT FEES	\$ (214,975.00)
\$ (15,000.00)	\$ (12,500.00)	850	TELEPHONE	\$ (15,000.00)
\$ (23,875.00)	\$ (1,255.00)	860	CONFERENCES	\$ (32,683.00)
\$ (163,272.00)	\$ (24,413.00)	867	TRAVEL (CEO/EXCOM/Officer/Other)	\$ (163,791.00)
\$ (6,582,877.00)	\$ (6,034,517.00)		TOTAL DIRECT (EXPENSES)	\$ (6,610,254.10)
\$ 3,266,284.72	\$ 4,052,191.94		TOTAL NET (EXPENSES)/INCOME	\$ 3,183,414.36

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2020 Approved	2020 Projections		Rate	Item	Qty	Item	Qty	Item	2021 Total
2	GENERAL OVERHEAD - 1000											
3	INCOME											
4	410	Interest Income	\$ 35,000.00	\$ 35,000.00	RMA - Money Market Holding Account	\$ 35,000.00	interest	1	time	1	year	\$ 35,000.00
5	400	Law book sales	\$ 1,000.00	\$ 700.00	Law Book Sales	\$ 400.00		1		1		\$ 400.00
6	497	Miscellaneous Income	\$ 10,000.00	\$ 550.00	Miscellaneous Income	\$ 1,000.00		1		1		\$ 1,000.00
7			\$ 46,000.00	\$ 36,250.00	1000 Income Total							\$ 36,400.00
8												
9	EXPENSE											
10	540	Staff Development	\$ (5,000.00)	\$ (2,500.00)	General Training - Workshop (CMLS Convention, etc.)	\$ (5,000.00)	miscellaneous	1	time	1	time	\$ (5,000.00)
11	605	Awards/Gifts	\$ (3,500.00)	\$ (4,500.00)	Staff Recognition (Birthdays, Holiday party, etc.)	\$ (3,500.00)		1		1		\$ (3,500.00)
12			\$ (1,000.00)		Miscellaneous/Members (flowers, funerals, etc.)	\$ (1,000.00)		1		1		\$ (1,000.00)
13	631	Computer Service & Expense	\$ (800.00)	\$ (800.00)	Miscellaneous Computer Expenses & Licenses	\$ (2,100.00)		1		1		\$ (2,100.00)
14	639	Dues/Commitments	\$ -	\$ (650.00)	Miscellaneous (Notary Bond , etc.) - Renew in 2021	\$ (300.00)		1		1		\$ (300.00)
15			\$ (50.00)		AZ Corporation Commission (fee/letters of good standing)	\$ (50.00)		1		1		\$ (50.00)
16			\$ (50.00)		Phoenix Privilege Fee	\$ (50.00)		1		1		\$ (50.00)
17			\$ (135.00)		Costco Membership	\$ (135.00)		1		1		\$ (135.00)
18			\$ (350.00)		ASAE Dues	\$ (350.00)		1		1		\$ (350.00)
19			\$ (500.00)		Law Book Royalties	\$ (500.00)		1		1		\$ (500.00)
20			\$ -		Surety Bond - Renews June 2022	\$ -		1		1		\$ -
21	640	Equipment Maintenance/Rental	\$ (1,000.00)	\$ (7,100.00)	Non-agreement Repairs	\$ (1,000.00)		1		1		\$ (1,000.00)
22			\$ (110.00)		Postage Machine	\$ (110.00)		1		1		\$ (110.00)
23			\$ (5,000.00)		Copier and Printer Leases	\$ (7,250.00)		1		1		\$ (7,250.00)
24	690	EFT/Credit Card Fees (Miscellaneous)	\$ (250,000.00)	\$ (266,000.00)	NAR EFT Fees (2.45% of \$190 *51,145 members) + RAPAC billing	\$ (250,000.00)		1		1		\$ (250,000.00)
25			\$ (16,500.00)		Electronic Check Fees for Dues Paid Through eCommerce	\$ (16,500.00)		1		1		\$ (16,500.00)
26			\$ (500.00)		Stop Payment Fees, NSF Items	\$ (500.00)		1		1		\$ (500.00)
27	770	Supplies	\$ (8,500.00)	\$ (7,500.00)	General (labels, scantron, badges, soda, paper, etc.)	\$ (8,500.00)		1		1		\$ (8,500.00)
28			\$ (525.00)		Coffee (Parks & Co.)	\$ (43.75)		12		1		\$ (525.00)
29			\$ (1,740.00)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (145.00)		12		1		\$ (1,740.00)
30			\$ (2,000.00)		Checks/Invoices	\$ (2,000.00)		1		1		\$ (2,000.00)
31	781	Printing	\$ (1,200.00)	\$ (890.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (1,200.00)		1		1		\$ (1,200.00)
32	788	Staff Expense	\$ (500.00)	\$ (550.00)	Employee/Line Officer Headshots	\$ (500.00)		1		1		\$ (500.00)
33	810	Professional/Contract Fees	\$ (300.00)	\$ (43,000.00)	Paper Shredding	\$ (25.00)		12	months	1	time	\$ (300.00)
34			\$ (38,000.00)		Annual Audit	\$ (42,500.00)		1		1		\$ (42,500.00)
35			\$ -		Contracted Services for IT (NVision)	\$ (5,196.00)		12	months	1		\$ (62,352.00)
36			\$ (5,000.00)		Organizational Assessment	\$ -		1		1		\$ -
37			\$ (1,008.00)		125 Plan Admin. (Wage Works)	\$ (84.00)	month	12	months	1	time	\$ (1,008.00)
38			\$ (5,700.00)		QuickBooks Full Service Plan	\$ (475.00)	month	12	months	1	time	\$ (5,700.00)
39			\$ (500.00)		Basecamp Fees	\$ (500.00)		1		1		\$ (500.00)
40	850	Telephone	\$ (15,000.00)	\$ (12,500.00)	Long Distance, Data Lines, Mobile, Monthly Lines, & Internet	\$ (15,000.00)		1		1		\$ (15,000.00)
41	867.2	Staff Travel	\$ (250.00)	\$ (100.00)	Staff Mileage	\$ (250.00)		1		1		\$ (250.00)
42			\$ (364,718.00)	\$ (346,090.00)	1000 Expense Total							\$ (430,420.00)
43												

OPERATIONS AND STRATEGIC INITIATIVES

A	B	C	D	E	F	G	H	I	J	K	L		
44	RESERVE FUNDING - 1100												
45	EXPENSE												
46	700	Depreciation	\$ (276,760.00)	\$ (276,760.00)	2020 Capital Depreciation 3100 (based on 100% of 2019 Audit)	\$ (259,128)	depreciation	1	time	1	time	\$ (259,128.00)	
47	750	Reserve Funding	\$ (1,790,075.00)	\$ (1,841,220.00)	Issues Mobilization (Realtor Party)	\$ (35.00)		51,145	members	1	time	\$ (1,790,075.00)	
48			\$ (51,145.00)	\$ (51,145.00)	Operating Reserve	\$ -			members		time	\$ -	
49			\$ (2,117,980.00)	\$ (2,169,125.00)	1100 Total							\$ (2,049,203.00)	
50													
51	DUES - 1400												
52	INCOME												
53	430	Income	\$ 9,717,550.00	\$ 9,982,600.00	Represents no increase from the 2020 budget	\$ 190.00	year	51,145	members	1	time	\$ 9,717,550.00	
54					FPU's of 51,145 represents no change from 2020								
55			\$ 8,000.00		Affiliate Dues	\$ 8,000.00			1	time	1	time	\$ 8,000.00
56			\$ 9,725,550.00	\$ 9,982,600.00	1400 Total							\$ 9,725,550.00	
57													
58													
59	OPERATIONS SUPPORT - 1901												
60	EXPENSE												
61	630	Catering/Hotel	\$ (2,000.00)	\$ (2,000.00)	Staff Meetings	\$ (2,000.00)		1		1	staff	\$ (2,000.00)	
62	631	Computer Services & Expense	\$ (500.00)	\$ -	Computer Accessories	\$ -		1		1		\$ -	
63	632	Copying	\$ (2,500.00)	\$ (1,000.00)	Operations Copies	\$ (2,500.00)	annually	1	time	1	time	\$ (2,500.00)	
64	639	Dues/Commitments	\$ (4,000.00)	\$ (2,300.00)	CEO State Bar Dues/CLE Fees	\$ (4,000.00)	annually	1	time	1	CEO	\$ (4,000.00)	
65			\$ (420.00)		Arizona's Finest Lawyers Dues	\$ (420.00)	annually	1	time	1	CEO	\$ (420.00)	
66	780	Postage	\$ (442.00)	\$ (1,750.00)	UPS (weekly pick-up fee)	\$ (8.50)	week	52	weeks	1	svc chg	\$ (442.00)	
67			\$ (3,200.00)		Postage (all programs and general office)	\$ (3,200.00)	annually	1	time	1	time	\$ (3,200.00)	
68	786	Promotion	\$ (5,000.00)	\$ (10,000.00)	Association Events/Incentives	\$ (5,000.00)	fee	1	time	1	time	\$ (5,000.00)	
69			\$ (2,500.00)		Flair	\$ (2,500.00)	annually	1	time	1	time	\$ (2,500.00)	
70			\$ (5,000.00)		Sponsorships	\$ (5,000.00)		1	time	1	time	\$ (5,000.00)	
71	810	Professional/Contrcts	\$ (5,000.00)	\$ (5,000.00)	Outside Legal	\$ (5,000.00)	annually	1	time	1	time	\$ (5,000.00)	
72	867.2	Staff Travel	\$ (800.00)	\$ -	In-state Travel	\$ (800.00)	travel	1	time	1	staff	\$ (800.00)	
73			\$ (31,362.00)	\$ (22,050.00)	1901 Total							\$ (30,862.00)	
74													
75	ASSOCIATION RELATIONS - 1903												
76	EXPENSE												
77	630	Catering/Hotel	\$ (5,000.00)	\$ (9,400.00)	AE Workshop - Catering	\$ (6,000.00)	breakfast/dinner	1	time	1	workshop	\$ (6,000.00)	
78			\$ (2,000.00)		AE Lunches/Breakfasts at AAR Meetings	\$ (1,000.00)	lunch	2	lunches	1	time	\$ (2,000.00)	
79			\$ (3,000.00)		AEI State Night Out Dinner	\$ (4,000.00)	dinner	1	time	1	dinner	\$ (4,000.00)	
80			\$ (6,000.00)		Past Presidents Dinner	\$ (6,500.00)		1		1		\$ (6,500.00)	
81			\$ (3,000.00)		NAR Leadership Summit Night Out	\$ (3,000.00)	dinner	1	time	1	dinner	\$ (3,000.00)	
82	786	Promotion	\$ (5,000.00)	\$ (3,000.00)	Association Relations/Promotion/Line Officer Hosting	\$ (5,000.00)		1		1		\$ (5,000.00)	
83	867.2	Staff Travel	\$ (900.00)	\$ (500.00)	AE Workshop - AAR Staff Hotel	\$ (150.00)	night	1	nights	6	staff	\$ (900.00)	
84			\$ (900.00)		AE Workshop - AAR Staff Mileage (Senior VPs)	\$ (150.00)		1	time	6	staff	\$ (900.00)	
85			\$ (2,000.00)		Office/Staff to Association Events	\$ (2,000.00)		1		1		\$ (2,000.00)	
86			\$ (27,800.00)	\$ (12,900.00)	1903 Total							\$ (30,300.00)	
87													

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
88	NATIONAL MEETINGS - 1905											
89	EXPENSE											
90	630	Catering/Hotel	\$ (3,300.00)	\$ -	AZ Reception at Region XI Conference (Denver, CO)	\$ (126.67)	attendees	30	each	1	event	\$ (3,800.10)
91	639	Dues/Commitments	\$ (51,145.00)	\$ (51,037.00)	Region XI dues	\$ (1.00)		51145	members	1	time	\$ (51,145.00)
92	860	Conferences	\$ (2,200.00)	\$ (745.00)	Operations Staff - NAR AEI - March (Houston, TX) - Hotel	\$ (221.00)	night	4	nights	2	staff	\$ (1,768.00)
93			\$ (1,500.00)		Operations Staff - NAR AEI - March (Houston, TX) - Daily Expense	\$ (150.00)	per diem	5	days	2	staff	\$ (1,500.00)
94			\$ (500.00)		Operations Staff - NAR AEI - March (Houston, TX) - Airfare	\$ (400.00)	airfare	1	traveler	2	staff	\$ (800.00)
95			\$ (1,050.00)		Operations Staff - NAR AEI - March (Houston, TX) - Registration	\$ (595.00)	registration	1	registration	2	staff	\$ (1,190.00)
96			\$ (3,200.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	5	nights	2	staff	\$ (3,200.00)
97			\$ (2,400.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	6	days	2	staff	\$ (2,400.00)
98			\$ (1,200.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	1	traveler	2	staff	\$ (1,200.00)
99			\$ (2,200.00)		Operations Staff - NAR EXPO - November (San Diego, CA) - Hotel	\$ (275.00)	night	4	nights	2	staff	\$ (2,200.00)
100			\$ (1,500.00)		Operations Staff - NAR EXPO - November (San Diego, CA) - Daily Expense	\$ (150.00)	per diem	5	days	2	staff	\$ (1,500.00)
101			\$ (900.00)		Operations Staff - NAR EXPO - November (San Diego, CA) - Airfare	\$ (275.00)	airfare	1	traveler	2	staff	\$ (550.00)
102			\$ (900.00)		Operations Staff - NAR EXPO - November (San Diego, CA) - Registration	\$ (525.00)	registration	1	registration	2	staff	\$ (1,050.00)
103	867	Travel	\$ (1,000.00)	\$ (3,187.00)	Airfare Increase Pool - National Travel	\$ (1,000.00)	miscellaneous	1	pool	1	pool	\$ (1,000.00)
104			\$ (1,100.00)		AE Institute - March (Houston, TX) - Hotel	\$ (221.00)	night	4	nights	1	CEO	\$ (884.00)
105			\$ (750.00)		AE Institute - March (Houston, TX) - Daily Expense	\$ (150.00)	per diem	5	days	1	CEO	\$ (750.00)
106			\$ (250.00)		AE Institute - March (Houston, TX) - Airfare	\$ (400.00)	airfare	1	traveler	1	CEO	\$ (400.00)
107			\$ (575.00)		AE Institute - March (Houston, TX) - Registration	\$ (595.00)	registration	1	time	1	CEO	\$ (595.00)
108			\$ (400.00)		Meeting with NAR CEO - Daily Expense	\$ (200.00)	per diem	2	days	1	CEO	\$ (400.00)
109			\$ (500.00)		Region XI Conference - April (Denver, CO) - Hotel	\$ (280.00)	night	2	nights	1	CEO	\$ (560.00)
110			\$ (450.00)		Region XI Conference - April (Denver, CO) - Daily Expense	\$ (150.00)	per diem	3	days	1	CEO	\$ (450.00)
111			\$ (250.00)		Region XI Conference - April (Denver, CO) - Airfare	\$ (250.00)	airfare	1	traveler	1	CEO	\$ (250.00)
112			\$ (2,240.00)		NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	CEO	\$ (2,240.00)
113			\$ (1,600.00)		NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	CEO	\$ (1,600.00)
114			\$ (1,200.00)		NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	CEO	\$ (1,200.00)
115			\$ (700.00)		State AE Meeting - June - Hotel	\$ (350.00)	night	2	nights	1	CEO	\$ (700.00)
116			\$ (200.00)		State AE Meeting - June - Daily Expense	\$ (150.00)	per diem	2	days	1	CEO	\$ (300.00)
117			\$ (600.00)		State AE Meeting - June - Airfare	\$ (600.00)	airfare	1	traveler	1	CEO	\$ (600.00)
118			\$ (250.00)		State AE Meeting - June - Registration	\$ (250.00)	registration	1	time	1	CEO	\$ (250.00)
119			\$ (450.00)		NAR Leadership Summit - August (Chicago) - Daily Expense	\$ (150.00)	per diem	3	days	1	CEO	\$ (450.00)
120			\$ (450.00)		NAR Leadership Summit - August (Chicago) - Airfare	\$ (450.00)	airfare	1	traveler	1	CEO	\$ (450.00)
121			\$ (1,650.00)		NAR EXPO - November (San Diego, CA) - Hotel	\$ (275.00)	night	6	nights	1	CEO	\$ (1,650.00)
122			\$ (900.00)		NAR EXPO - November (San Diego, CA) - Daily Expense	\$ (150.00)	per diem	6	days	1	CEO	\$ (900.00)
123			\$ (900.00)		NAR EXPO - November (San Diego, CA) - Airfare	\$ (275.00)	airfare	2	travelers	1	CEO	\$ (550.00)
124			\$ (450.00)		NAR EXPO - November (San Diego, CA) - Registration	\$ (525.00)	registration	1	time	1	CEO	\$ (525.00)
125			\$ (1,500.00)		President - Misc. (registration fees, function tickets, etc.)	\$ (1,500.00)	miscellaneous	1	pool	1	Pres	\$ (1,500.00)
126			\$ (500.00)		President - Region XI Conf. - April (Denver, CO) - Hotel	\$ (280.00)	night	2	nights	1	Pres	\$ (560.00)
127			\$ (450.00)		President - Region XI Conf. - April (Denver, CO) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres	\$ (450.00)
128			\$ (250.00)		President - Region XI Conf. - April (Denver, CO) - Airfare	\$ (250.00)	airfare	1	traveler	1	Pres	\$ (250.00)
129			\$ (2,240.00)		President - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	Pres	\$ (2,240.00)
130			\$ (1,600.00)		President - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	Pres	\$ (1,600.00)
131			\$ (1,200.00)		President - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	Pres	\$ (1,200.00)
132			\$ (1,650.00)		President - NAR EXPO - November (San Diego, CA) - Hotel	\$ (275.00)	night	6	nights	1	Pres	\$ (1,650.00)
133			\$ (900.00)		President - NAR EXPO - November (San Diego, CA) - Daily Expense	\$ (150.00)	per diem	6	days	1	Pres	\$ (900.00)
134			\$ (900.00)		President - NAR EXPO - November (San Diego, CA) - Airfare	\$ (275.00)	airfare	2	travelers	1	Pres	\$ (550.00)
135			\$ (1,200.00)		President-elect - Misc. (registration fees, function tickets, etc.)	\$ (1,200.00)	miscellaneous	1	pool	1	Pres-elect	\$ (1,200.00)
136			\$ (500.00)		President-elect - Region XI Conf. - April (Denver, CO) - Hotel	\$ (280.00)	night	2	nights	1	Pres-elect	\$ (560.00)
137			\$ (450.00)		President-elect - Region XI Conf. - April (Denver, CO) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres-elect	\$ (450.00)
138			\$ (250.00)		President-elect - Region XI Conf. - April (Denver, CO) - Airfare	\$ (250.00)	airfare	1	traveler	1	Pres-elect	\$ (250.00)
139			\$ (2,240.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	Pres-elect	\$ (2,240.00)
140			\$ (1,600.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	Pres-elect	\$ (1,600.00)
141			\$ (1,200.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	Pres-elect	\$ (1,200.00)
142			\$ (450.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres-elect	\$ (450.00)
143			\$ (450.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Airfare	\$ (450.00)	airfare	1	traveler	1	Pres-elect	\$ (450.00)
144			\$ (1,650.00)		President-elect - NAR EXPO - November (San Diego, CA) - Hotel	\$ (275.00)	night	6	nights	1	Pres-elect	\$ (1,650.00)
145			\$ (900.00)		President-elect - NAR EXPO - November (San Diego, CA) - Daily Expense	\$ (150.00)	per diem	6	days	1	Pres-elect	\$ (900.00)
146			\$ (900.00)		President-elect - NAR EXPO - November (San Diego, CA) - Airfare	\$ (275.00)	airfare	2	travelers	1	Pres-elect	\$ (550.00)
147			\$ (1,200.00)		First VP - Misc. (registration fees & function tickets)	\$ (1,200.00)	miscellaneous	1	pool	1	First VP	\$ (1,200.00)
148			\$ (500.00)		First VP - Region XI Conference - April (Denver, CO) - Hotel	\$ (280.00)	night	2	nights	1	First VP	\$ (560.00)
149			\$ (450.00)		First VP - Region XI Conference - April (Denver, CO) - Daily Expense	\$ (150.00)	per diem	3	days	1	First VP	\$ (450.00)
150			\$ (250.00)		First VP - Region XI Conference - April (Denver, CO) - Airfare	\$ (250.00)	airfare	1	traveler	1	First VP	\$ (250.00)
151			\$ (2,240.00)		First VP - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (320.00)	night	7	nights	1	First VP	\$ (2,240.00)
152			\$ (1,600.00)		First VP - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (200.00)	per diem	8	days	1	First VP	\$ (1,600.00)
153			\$ (1,200.00)		First VP - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (600.00)	airfare	2	travelers	1	First VP	\$ (1,200.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L	
241	CONSUMER OUTREACH - 1955												
242	EXPENSE												
243	786	Promotion	\$ (20,000.00)	\$ (25,000.00)	Community Involvement/Community Service Awards (October)	\$ (20,000.00)			1		1	\$ (20,000.00)	
244			\$ (5,000.00)		Homeless Initiative	\$ (5,000.00)			1		1	\$ (5,000.00)	
245	810	Professional/Contract Fees	\$ (2,500.00)	\$ (63,250.00)	Spokesperson Training - Officers	\$ (5,000.00)			1		1	\$ (5,000.00)	
246			\$ (36,900.00)		Public Relations - Firm Retainer	\$ (39,600.00)			1		1	\$ (39,600.00)	
247			\$ (25,000.00)		Public Relations - Annual Special Project	\$ (25,000.00)			1		1	\$ (25,000.00)	
248			\$ (1,350.00)		Public Relations - Media Monitoring and Clips	\$ (1,350.00)			1		1	\$ (1,350.00)	
249	867	Travel/Other	\$ (2,500.00)	\$ (1,250.00)	Miscellaneous Travel (Officers)	\$ (2,500.00)			1		1	\$ (2,500.00)	
250			\$ (93,250.00)	\$ (89,500.00)	1955 Total							\$ (98,450.00)	
251	PERSONNEL - 1990												
252	EXPENSE												
254	501	Salaries/Benefits	\$ (2,650,000.00)		Salaries (28)	\$ (2,650,000.00)	salaries		1	time	1	time	\$ (2,650,000.00)
255	503	Payroll Taxes	\$ (229,850.00)		Payroll Taxes/Fees	\$ (229,850.00)	taxes		1	time	1	time	\$ (229,850.00)
256	510	Group Medical/Dental/Life Ins.	\$ (289,580.00)		Insurance	\$ (289,580.00)	fee		1	time	1	time	\$ (289,580.00)
257	525	Workers Comp Ins.	\$ (10,350.00)		Workers Compensation	\$ (10,350.00)	fee		1	time	1	time	\$ (10,350.00)
258	530	Pension Plan Contributions	\$ (225,255.00)		401K	\$ (225,255.00)	contributions		1	time	1	time	\$ (225,255.00)
259	531	Pension Plan Admin	\$ (3,000.00)		TPA	\$ (3,000.00)	fee		1	time	1	time	\$ (3,000.00)
260	535	Payroll Fees/Expenditures	\$ (4,000.00)		Payroll Fees	\$ (4,000.00)	fee		1	time	1	time	\$ (4,000.00)
261			\$ (3,412,035.00)	\$ (3,143,699.00)	1990 Total							\$ (3,412,035.00)	
262	BUILDING - 6000												
263	INCOME												
265	415		\$ 12,412.74	\$ 67,858.94	Dr. Sun (from Jan. 1, 2021 to December 31, 2021)	\$ 1,049.68	month		12	months	1	\$ 12,596.16	
266			\$ 6,436.72		Assoc. of Golf Merchandisers - Lease Expired	\$ -	month		0	months	1	\$ -	
267			\$ 21,074.64		Southwest Institute - Lease Expired	\$ -	month		12	months	1	\$ -	
268			\$ 37,687.62		Urban Fabric Builders (from January 1, 2021 to June 30, 2021)	\$ 3,187.05	month		6	months	1	\$ 19,122.30	
269			\$ 77,611.72	\$ 67,858.94	6000 Income Total							\$ 31,718.46	
270	EXPENSE												
272	621	Repairs/Maintenance	\$ (2,045.00)	\$ (35,627.00)	General Upkeep (lights, air filters, etc.)	\$ (2,045.00)			1		1	\$ (2,045.00)	
273			\$ (935.00)		Pest Control	\$ (935.00)			1		1	\$ (935.00)	
274			\$ (1,600.00)		Elevator	\$ (1,600.00)			1		1	\$ (1,600.00)	
275			\$ (3,800.00)		Building/General	\$ (3,000.00)			1		1	\$ (3,000.00)	
276			\$ (3,300.00)		HVAC - AZ Control Specialist Contract	\$ (3,300.00)			1		1	\$ (3,300.00)	
277			\$ (4,400.00)		HVAC Service Contract - O'Neil	\$ (4,400.00)			1		1	\$ (4,400.00)	
278			\$ (2,290.00)		HVAC Miscellaneous Repairs	\$ (2,290.00)			1		1	\$ (2,290.00)	
279			\$ (1,585.00)		Security/Fire Alarm/Extinguishers	\$ (1,585.00)			1		1	\$ (1,585.00)	
280			\$ (3,920.00)		Exterior Repairs/Maintenance	\$ (3,920.00)			1		1	\$ (3,920.00)	
281			\$ (230.00)		Security Monitoring	\$ (230.00)			1		1	\$ (230.00)	
282			\$ (6,950.00)		Interior Repairs/Maintenance	\$ (5,000.00)			1		1	\$ (5,000.00)	
283			\$ (22,700.00)		Janitorial/Window Cleaning	\$ (22,700.00)			1		1	\$ (22,700.00)	
284			\$ (2,925.00)		Pictures/Furnishings	\$ (2,925.00)			1		1	\$ (2,925.00)	
285			\$ (5,675.00)		Landscaping - Maintenance	\$ (5,000.00)			1		1	\$ (5,000.00)	
286	623	Utilities	\$ (65,950.00)	\$ (49,721.00)	Electricity	\$ (62,500.00)			1		1	\$ (62,500.00)	
287			\$ (4,515.00)		Sewer/Water	\$ (4,515.00)			1		1	\$ (4,515.00)	
288			\$ (780.00)		Trash	\$ (780.00)			1		1	\$ (780.00)	
289	624	Insurance	\$ (6,500.00)	\$ (6,527.00)	Property Insurance (Osborn)	\$ (6,750.00)			1		1	\$ (6,750.00)	
290	625	Real Estate Taxes	\$ (63,000.00)	\$ (66,048.00)	Property Taxes	\$ (68,000.00)			1		1	\$ (68,000.00)	
291	804	Rental taxes	\$ (500.00)	\$ (100.00)	Rental Taxes	\$ (500.00)			1		1	\$ (500.00)	
292	810	Professional/Contract Fees	\$ (6,500.00)	\$ (6,342.00)	Management Fees	\$ (6,500.00)			1		1	\$ (6,500.00)	
293			\$ (40.00)		Permits/Fees	\$ (40.00)			1		1	\$ (40.00)	
294			\$ (125.00)		Check Fees	\$ (125.00)			1		1	\$ (125.00)	
295			\$ (10,000.00)		Leasing Agent Commission	\$ (10,000.00)			1		1	\$ (10,000.00)	
296			\$ (220,265.00)	\$ (164,365.00)	6000 Expense Total	\$ (126,725.00)						\$ (218,640.00)	
297			\$ (6,582,877.00)	\$ (6,034,517.00)	TOTAL (EXPENSE)							\$ (6,610,254.10)	
298			\$ 9,849,161.72	\$ 10,086,708.94	TOTAL INCOME							\$ 9,793,668.46	
299			\$ 3,266,284.72	\$ 4,052,191.94	TOTAL NET (EXPENSE)/INCOME							\$ 3,183,414.36	