



## Approved 2022 Operating and Capital Budget

| 2021 Budget        | 2021 Projections      | Primary Committee                      | 2022 Budget          |
|--------------------|-----------------------|--|----------------------|
| \$ (1,074,043.01)  | \$ (830,615.15)       | Legislative & Political Affairs        | \$ (1,097,941.91)    |
| \$ (336,270.00)    | \$ (257,299.61)       | Risk Management                        | \$ (338,760.00)      |
| \$ (1,153,326.23)  | \$ (937,518.23)       | Business Technology & Communications   | \$ (994,450.23)      |
| \$ (545,935.02)    | \$ (492,474.52)       | Professional & Business Development    | \$ (564,052.56)      |
| \$ 3,183,414.36    | \$ 4,637,179.00       | Operations & Strategic Initiatives     | \$ 3,622,746.44      |
| <b>\$73,840.10</b> | <b>\$2,119,271.49</b> | <b>* Net (Expense)/Income Totals *</b> | <b>\$ 627,541.74</b> |

| LEGISLATIVE & POLITICAL AFFAIRS    |                  |                             |                              |                   |
|------------------------------------|------------------|-----------------------------|------------------------------|-------------------|
| 2021 Approved                      | 2021 Projections | Code                        |                              | 2022              |
| <b>PROJECTED INCOME</b>            |                  |                             |                              |                   |
| \$ -                               |                  |                             |                              |                   |
| \$ -                               |                  |                             |                              | \$ -              |
| <b>PROJECTED DIRECT (EXPENSES)</b> |                  |                             |                              |                   |
| \$ (31,370.00)                     | \$ (24,600.00)   | 605                         | AWARDS/GIFTS                 | \$ (29,370.00)    |
| \$ (8,860.00)                      | \$ (4,750.00)    | 621                         | REPAIRS/MAINTENANCE          | \$ (9,235.00)     |
| \$ (16,540.00)                     | \$ (5,800.00)    | 623                         | UTILITIES                    | \$ (16,540.00)    |
| \$ (213,855.00)                    | \$ (97,400.00)   | 630                         | CATERING/HOTEL               | \$ (178,105.00)   |
| \$ (1,450.00)                      | \$ (1,548.38)    | 631                         | BUILDING                     | \$ (2,048.38)     |
| \$ (1,000.00)                      | \$ (500.00)      | 632                         | COPYING                      | \$ (750.00)       |
| \$ (343,720.00)                    | \$ (341,685.00)  | 639                         | DUES/COMMITMENTS             | \$ (355,990.00)   |
| \$ (5,030.00)                      | \$ (4,056.80)    | 640                         | EQUIPMENT MAINTENANCE/RENTAL | \$ (5,060.00)     |
| \$ (9,750.08)                      | \$ (12,650.00)   | 770.1                       | SUPPLIES                     | \$ (12,750.08)    |
| \$ (2,062.00)                      | \$ (1,177.00)    | 780                         | POSTAGE                      | \$ (3,062.00)     |
| \$ (6,700.00)                      | \$ (1,500.00)    | 781                         | PRINTING                     | \$ (4,700.00)     |
| \$ (60,280.00)                     | \$ (31,525.00)   | 786                         | PROMOTION                    | \$ (64,280.00)    |
| \$ (10,000.00)                     | \$ (10,000.00)   | 787                         | SPEAKER                      | \$ (10,000.00)    |
| \$ (2,000.00)                      | \$ -             | 788                         | STAFF EXPENSE                | \$ (2,000.00)     |
| \$ (13,501.48)                     | \$ (12,361.90)   | 790                         | SUBSCRIPTIONS/REFERENCE      | \$ (12,394.00)    |
| \$ (261,938.00)                    | \$ (241,566.00)  | 810                         | PROFESSIONAL/CONTRACT FEES   | \$ (305,026.00)   |
| \$ (5,500.00)                      | \$ (7,068.00)    | 850                         | TELEPHONE                    | \$ (7,180.00)     |
| \$ (21,348.00)                     | \$ (9,427.07)    | 860                         | CONFERENCES                  | \$ (20,313.00)    |
| \$ (42,800.00)                     | \$ (9,800.00)    | 867                         | TRAVEL/OTHER                 | \$ (42,800.00)    |
| \$ (16,338.45)                     | \$ (13,200.00)   | 867.2                       | STAFF TRAVEL                 | \$ (16,338.45)    |
| \$ (1,074,043.01)                  | \$ (830,615.15)  | TOTAL DIRECT (EXPENSES)     |                              | \$ (1,097,941.91) |
| \$ (1,074,043.01)                  | \$ (830,615.15)  | TOTAL NET (EXPENSES)/INCOME |                              | \$ (1,097,941.91) |

LEGISLATIVE AND POLITICAL AFFAIRS

| A                                       | B                            | C              | D                | E  | F             | G         | H   | I        | J     | K            | L              |
|---|------------------------------|----------------|------------------|--|---------------|-----------|-----|----------|-------|--------------|----------------|
| Code                                    | Category                     | 2021 Approved  | 2021 Projections |  | Rate          | Item      | Qty | Item     | Qty   | Item         | 2022 Total     |
| <b>GOVERNMENTAL AREA SUPPORT - 1501</b> |                              |                |                  |  |               |           |     |          |       |              |                |
| 621                                     | Repairs/Maintenance          | \$ (300.00)    | \$ (4,750.00)    | General Upkeep (lights, air filters, etc.)                   | \$ (600.00)   |           | 1   |          | 1     |              | \$ (600.00)    |
|   |                              | \$ (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                               | \$ (800.00)   |           | 1   |          | 1     |              | \$ (800.00)    |
|   |                              | \$ (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                                 | \$ (1,225.00) |           | 1   |          | 1     |              | \$ (1,225.00)  |
|   |                              | \$ (3,200.00)  |                  | Janitorial/Window Cleaning                                   | \$ (2,400.00) |           | 1   |          | 1     |              | \$ (2,400.00)  |
|   |                              | \$ (415.00)    |                  | Pictures/Furnishings   | \$ (415.00)   |           | 1   |          | 1     |              | \$ (415.00)    |
|   |                              | \$ (800.00)    |                  | Landscaping - Maintenance                                    | \$ (1,250.00) |           | 1   |          | 1     |              | \$ (1,250.00)  |
| 623                                     | Utilities                    | \$ (6,500.00)  | \$ (5,800.00)    | 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               | \$ (1,125.00)  | \$ -             | Work Group Lunches   | \$ (15.00)    | each      | 5   | meetings | 15    | members      | \$ (1,125.00)  |
|   |                              | \$ (330.00)    | \$ -             | 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 | \$ (1,000.00)  | \$ (1,000.00)    | Miscellaneous Computer Items                                 | \$ (1,500.00) |           | 1   |          | 1     |              | \$ (1,500.00)  |
|   |                              | \$ (225.00)    | \$ (323.38)      | Zoom Licenses  | \$ (323.38)   | annual    | 1   |          | 1     | subscription | \$ (323.38)    |
|   |                              | \$ (225.00)    | \$ (225.00)      | Adobe AcroPro  | \$ (225.00)   | annual    | 1   |          | 1     | subscription | \$ (225.00)    |
| 632                                     | Copying                      | \$ (1,000.00)  | \$ (500.00)      | Copying  | \$ (750.00)   | annual    | 1   |          | 1     |              | \$ (750.00)    |
| 640                                     | Equipment Maintenance/Rental | \$ (15.00)     | \$ (56.80)       | Postage Machine  | \$ (15.00)    | quarterly | 1   |          | 4     |              | \$ (60.00)     |
|   |                              | \$ (15.00)     | \$ -             | Copier and Printer Leases                                    |               | annual    | 1   |          | 1     |              | \$ -           |
|   |                              | \$ (5,000.00)  | \$ (4,000.00)    | Equipment Maintenance Rental Fees                            | \$ (5,000.00) | annual    | 1   |          | 1     |              | \$ (5,000.00)  |
| 770.1                                   | Supplies                     | \$ (2,000.00)  | \$ (2,000.00)    | General Supplies   | \$ (2,000.00) |           | 1   |          | 1     |              | \$ (2,000.00)  |
|   |                              | \$ (500.04)    | \$ (450.00)      | Coffee (Parks & Co.)   | \$ (41.67)    | monthly   | 12  |          | 1     |              | \$ (500.04)    |
|   |                              | \$ (500.04)    | \$ (450.00)      | Bottled Water/Coolers (Ready Refresh by Nestle)              | \$ (41.67)    | monthly   | 12  |          | 1     |              | \$ (500.04)    |
| 780                                     | Postage                      | \$ (750.00)    | \$ (500.00)      | Postage  | \$ (750.00)   | annually  | 1   |          | 1     |              | \$ (750.00)    |
|   |                              | \$ (312.00)    | \$ (312.00)      | UPS (Weekly Pick-Up Fees)                                    | \$ (6.00)     | week      | 52  | weeks    | 1     | svc chg      | \$ (312.00)    |
| 781                                     | Printing                     | \$ (2,000.00)  | \$ (500.00)      | In-house Printing  | \$ (1,500.00) | annual    | 1   |          | 1     |              | \$ (1,500.00)  |
|   |                              | \$ (700.00)    |                  | Letterhead, Envelopes & Business Cards                       | \$ (700.00)   |           | 1   |          | 1     |              | \$ (700.00)    |
| 790                                     | Subscription/References      | \$ (351.60)    | \$ (87.90)       | Asana  | \$ -          | monthly   | 12  | months   | 1     | subscription | \$ -           |
| 810                                     | Contract Fees                | \$ (150.00)    | \$ (150.00)      | Paper Shredding  | \$ (150.00)   |           | 1   |          | 1     |              | \$ (150.00)    |
|   |                              | \$ (144.00)    | \$ (180.00)      | 125 Plan Admin. (WageWorks) FSA                              | \$ (18.00)    | monthly   | 12  |          | 1     |              | \$ (216.00)    |
|   |                              | \$ (744.00)    | \$ (650.00)      | Property Management Fees                                     | \$ (100.00)   | monthly   | 12  |          | 1     |              | \$ (1,200.00)  |
|   |                              | \$ (336.00)    | \$ (336.00)      | ShareFile  | \$ (30.00)    | monthly   | 12  |          | 1     |              | \$ (360.00)    |
| 850                                     | Telephone                    | \$ (5,500.00)  | \$ (5,400.00)    | Long Distance, Data Lines, Mobile, Monthly Lines, & Internet | \$ (5,500.00) |           | 1   |          | 1     |              | \$ (5,500.00)  |
|   |                              |                | \$ (1,668.00)    | Nextiva  | \$ (140.00)   | monthly   | 12  | months   | 1     |              | \$ (1,680.00)  |
| 860                                     | Conferences                  | \$ (108.00)    | \$ (100.00)      | 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                       | \$ (800.00)    | \$ (800.00)      | Arizona REALTOR® Conference (NAR Staff) - Hotel              | \$ (200.00)   | night     | 2   | nights   | 2     | staff        | \$ (800.00)    |
| 867.2                                   | Staff Travel                 | \$ (2,580.00)  | \$ (2,500.00)    | Local Association Visits - Hotel                             | \$ (215.00)   | night     | 3   | nights   | 4     | staff        | \$ (2,580.00)  |
|   |                              | \$ (2,730.00)  | \$ (2,700.00)    | Local Association Visits - Daily Expense                     | \$ (65.00)    | per diem  | 14  | trips    | 3     | staff        | \$ (2,730.00)  |
|   |                              | \$ (8,028.45)  | \$ (8,000.00)    | Local Association Visits - Mileage                           | \$ (0.57)     | per mile  | 1   | trip     | 14085 | miles        | \$ (8,028.45)  |
|   |                              | \$ (67,093.13) | \$ (47,939.08)   | <b>1501 Total</b>  |               |           |     |          |       |              | \$ (69,562.91) |

LEGISLATIVE AND POLITICAL AFFAIRS

| A  | B                                    | C                          | D               | E               | F   | G               | H            | I  | J      | K | L                          |
|----|--------------------------------------|----------------------------|-----------------|-----------------|---|-----------------|--------------|----|--------|---|----------------------------|
| 56 |                                      |                            |                 |                 |   |                 |              |    |        |   |                            |
| 57 | <b>LEGISLATIVE ADVOCACY - 1510</b>   |                            |                 |                 |   |                 |              |    |        |   |                            |
| 58 | <b>639</b>                           | Dues /Commitments          | \$ (1,200.00)   | \$ (1,165.00)   | Phoenix Chamber of Commerce   | \$ (1,200.00)   | annual       | 1  |        | 1 | \$ (1,200.00)              |
| 59 |                                      |                            | \$ (15,000.00)  | \$ (13,400.00)  | Arizona Chamber of Commerce   | \$ (15,000.00)  | annual       | 1  | time   | 1 | staff \$ (15,000.00)       |
| 60 |                                      |                            | \$ (10,400.00)  | \$ (10,250.00)  | Arizona Tax Research Association  | \$ (10,400.00)  | annual       | 1  | time   | 1 | staff \$ (10,400.00)       |
| 61 | <b>786</b>                           | Promotion                  | \$ (10,000.00)  | \$ (5,000.00)   | Promotion Fund  | \$ (10,000.00)  | annual       | 1  |        | 1 | \$ (10,000.00)             |
| 62 |                                      |                            | \$ (780.00)     | \$ (780.00)     | Cellular Device   | \$ (65.00)      | staff        | 12 | months | 1 | staff \$ (780.00)          |
| 63 |                                      |                            | \$ (3,000.00)   | \$ (3,000.00)   | FPC Ambassador Program  | \$ (3,000.00)   | annual       | 1  |        | 1 | \$ (3,000.00)              |
| 64 | <b>790</b>                           | Subscriptions/Reference    | \$ (150.00)     | \$ (150.00)     | Phoenix Business Journal  | \$ (150.00)     | annual       | 1  | year   | 1 | subscription \$ (150.00)   |
| 65 |                                      |                            | \$ (4,080.00)   | \$ (4,080.00)   | AZ News/Leg. Report   | \$ (700.00)     | annual       | 6  | months | 1 | subscription \$ (4,200.00) |
| 66 |                                      |                            | \$ (900.00)     | \$ -            | AZ New Service Legislative Subscription   | \$ -            | annual       | 1  | copy   | 1 | subscription \$ -          |
| 67 |                                      |                            | \$ (189.00)     | \$ (189.00)     | Arizona Capitol Times/Journal Recording Publishing                                      | \$ (189.00)     | annual       | 1  | year   | 1 | subscription \$ (189.00)   |
| 68 |                                      |                            | \$ (3,588.00)   | \$ (3,588.00)   | AZ News Svc/Yellow Sheets (1 annual)  | \$ (299.00)     | annual       | 12 | months | 1 | subscription \$ (3,588.00) |
| 69 |                                      |                            | \$ (107.88)     | \$ (132.00)     | AZ Republic Digital Access  | \$ (11.00)      | monthly      | 12 | months | 1 | subscription \$ (132.00)   |
| 70 |                                      |                            | \$ (3,935.00)   | \$ (3,935.00)   | LOLA Access Arizona News Service  | \$ (3,935.00)   | annual       | 1  |        | 1 | \$ (3,935.00)              |
| 71 |                                      |                            | \$ (200.00)     | \$ (200.00)     | Miscellaneous   | \$ (200.00)     | annual       | 1  | time   | 1 | time \$ (200.00)           |
| 72 | <b>810</b>                           | Professional/Contract Fees | \$ (130,000.00) | \$ (130,000.00) | Contract Lobbyist Fees  | \$ (130,000.00) | annual       | 1  |        | 1 | \$ (130,000.00)            |
| 73 | <b>860</b>                           | Conferences                | \$ (580.00)     | \$ -            | American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Sponsorship   | \$ (580.00)     | sponsorship  | 1  | annual | 1 | sponsorships \$ (580.00)   |
| 74 |                                      |                            | \$ (275.00)     | \$ (275.00)     | American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Airfare       | \$ (275.00)     | airfare      | 1  | trip   | 1 | staff \$ (275.00)          |
| 75 |                                      |                            | \$ (1,000.00)   | \$ (1,000.00)   | American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Hotel         | \$ (250.00)     | night        | 4  | days   | 1 | staff \$ (1,000.00)        |
| 76 |                                      |                            | \$ (500.00)     | \$ (500.00)     | American Legislative Economic Council (ALEC) (Salt Lake, UT) Conference - Daily Expense | \$ (100.00)     | per diem     | 5  | days   | 1 | staff \$ (500.00)          |
| 77 |                                      |                            | \$ (500.00)     | \$ (500.00)     | GAD (Philadelphia, PA) Seminar - Daily Expense  | \$ (100.00)     | per diem     | 5  | days   | 1 | staff \$ (500.00)          |
| 78 |                                      |                            | \$ (1,250.00)   | \$ (1,060.27)   | GAD (Philadelphia, PA) Seminar - Hotel  | \$ (250.00)     | night        | 5  | days   | 1 | staff \$ (1,250.00)        |
| 79 |                                      |                            | \$ (275.00)     | \$ (216.80)     | GAD (Philadelphia, PA) Seminar - Airfare  | \$ (380.00)     | airfare      | 1  | time   | 1 | staff \$ (380.00)          |
| 80 |                                      |                            | \$ (550.00)     | \$ (550.00)     | GAD (Philadelphia, PA) Seminar - Registration   | \$ (550.00)     | registration | 1  | time   | 1 | staff \$ (550.00)          |
| 81 |                                      |                            | \$ (550.00)     | \$ (275.00)     | NAR EXPO (Orlando, FL) - Airfare  | \$ (380.00)     | airfare      | 1  | time   | 2 | staff \$ (760.00)          |
| 82 |                                      |                            | \$ (1,050.00)   | \$ (525.00)     | NAR EXPO (Orlando, FL) - Registration   | \$ (550.00)     | registration | 1  | time   | 2 | staff \$ (1,100.00)        |
| 83 |                                      |                            | \$ (2,750.00)   | \$ (1,375.00)   | NAR EXPO (Orlando, FL) - Hotel  | \$ (275.00)     | night        | 5  | nights | 2 | staff \$ (2,750.00)        |
| 84 |                                      |                            | \$ (1,500.00)   | \$ (750.00)     | NAR EXPO (Orlando, FL) - Daily Expense  | \$ (150.00)     | per diem     | 5  | days   | 2 | staff \$ (1,500.00)        |
| 85 |                                      |                            | \$ (500.00)     | \$ (500.00)     | NCSL Conference (Denver, CO) - National Council of State Governments - Daily Expense    | \$ (100.00)     | per diem     | 5  | days   | 1 | staff \$ (500.00)          |
| 86 |                                      |                            | \$ (450.00)     | \$ (300.00)     | NCSL Conference (Denver, CO) - National Council of State Governments - Airfare          | \$ (300.00)     | airfare      | 1  | time   | 1 | staff \$ (300.00)          |
| 87 |                                      |                            | \$ (500.00)     | \$ (500.00)     | NCSL Conference (Denver, CO) - National Council of State Governments - Sponsorship      | \$ (500.00)     | annual       | 1  | time   | 1 | sponsorship \$ (500.00)    |
| 88 |                                      |                            | \$ (1,000.00)   | \$ (1,000.00)   | NCSL Conference (Denver, CO) - National Council of State Governments - Hotel            | \$ (250.00)     | night        | 4  | nights | 1 | staff \$ (1,000.00)        |
| 89 |                                      |                            | \$ (300.00)     | \$ -            | NAR Campaign School - Daily Expense   | \$ -            | per diem     | 3  | days   | 1 | staff \$ -                 |
| 90 |                                      |                            | \$ (400.00)     | \$ -            | NAR Campaign School - Hotel   | \$ -            | night        | 2  | days   | 1 | staff \$ -                 |
| 91 |                                      |                            | \$ (100.00)     | \$ -            | NAR Campaign School - Registration  | \$ -            | registration | 1  | time   | 1 | staff \$ -                 |
| 92 |                                      |                            | \$ (450.00)     | \$ -            | NAR Campaign School - Airfare   | \$ -            | airfare      | 1  | time   | 1 | staff \$ -                 |
| 93 |                                      |                            | \$ (198,009.88) | \$ (185,196.07) | <b>1510 Total</b>   |                 |              |    |        |   | \$ (196,219.00)            |
| 94 |                                      |                            |                 |                 |   |                 |              |    |        |   |                            |
| 95 | <b>LOCAL LOBBYING SUPPORT - 1545</b> |                            |                 |                 |   |                 |              |    |        |   |                            |
| 96 | <b>867.2</b>                         | Staff Travel               | \$ (3,000.00)   | \$ -            | In-state & National Meetings  | \$ (3,000.00)   |              | 1  |        | 1 | staff \$ (3,000.00)        |
| 97 |                                      |                            | \$ (3,000.00)   | \$ -            | <b>1545 Total</b>   |                 |              |    |        |   | \$ (3,000.00)              |
| 98 |                                      |                            |                 |                 |   |                 |              |    |        |   |                            |

LEGISLATIVE AND POLITICAL AFFAIRS

|     | A  | B                           | C               | D               | E  | F              | G            | H  | I      | J      | K         | L               |
|-----|--|-----------------------------|-----------------|-----------------|--|----------------|--------------|----|--------|--------|-----------|-----------------|
| 99  | <b>LEGISLATIVE POLICY DEVELOPMENT - 1550</b> |                             |                 |                 |  |                |              |    |        |        |           |                 |
| 100 | <b>630</b>                                   | Catering/Hotel              | \$ (10,000.00)  | \$ (10,000.00)  | REALTOR Caucus- Audio/Visual                         | \$ (2,000.00)  | audio/visual | 1  | event  | 5      | rooms     | \$ (10,000.00)  |
| 101 |  |                             | \$ (9,900.00)   | \$ (9,900.00)   | REALTOR Caucus - Room Rental                         | \$ (220.00)    | per room     | 45 | rooms  | 1      | night     | \$ (9,900.00)   |
| 102 |  |                             | \$ (35,000.00)  | \$ (35,000.00)  | REALTOR Caucus - Catering                            | \$ (35,000.00) |              | 1  | time   | 1      | event     | \$ (35,000.00)  |
| 103 |  |                             | \$ (95,000.00)  | \$ (10,000.00)  | Legislative Events (REALTOR Day, other event(s))     | \$ (49,250.00) |              | 1  | events | 1      |           | \$ (49,250.00)  |
| 104 |  |                             | \$ (2,000.00)   | \$ (2,000.00)   | Legislative Industry Partners Event                  | \$ (2,000.00)  | annual       | 1  | events | 1      |           | \$ (2,000.00)   |
| 105 | <b>770.1</b>                                 | Supplies                    | \$ (150.00)     | \$ (3,150.00)   | Miscellaneous Supplies (REALTOR Day, exc)            | \$ (3,150.00)  |              | 1  | time   | 1      |           | \$ (3,150.00)   |
| 106 |  |                             | \$ (2,500.00)   | \$ (2,500.00)   | REALTOR Caucus- Swag                                 | (\$10)         | per attendee | 1  | time   | 250    | attendees | \$ (2,500.00)   |
| 107 |  |                             | \$ (2,500.00)   | \$ (2,500.00)   | REALTOR Caucus Miscellaneous (Floral,exc)            | \$ (2,500.00)  |              | 1  | time   | 1      |           | \$ (2,500.00)   |
| 108 | <b>810</b>                                   | Professional/ Contract Fees | \$ (5,000.00)   | \$ (5,000.00)   | Event Registration Website- Cvent                    | \$ (5,000.00)  | annual       | 1  | time   | 1      |           | \$ (5,000.00)   |
| 109 |  |                             |                 | \$ -            | Parking/Transport                                    | \$ (5,250.00)  | annual       | 1  | time   | 1      |           | \$ (5,250.00)   |
| 110 |  |                             |                 | \$ -            | REALTOR Day Rentals                                  | \$ (35,000.00) | annual       | 1  | time   | 1      |           | \$ (35,000.00)  |
| 111 |  |                             |                 | \$ -            | REALTOR Day Entertainment                            | \$ (2,500.00)  | annual       | 1  | time   | 1      |           | \$ (2,500.00)   |
| 112 | <b>787</b>                                   | Speaker                     | \$ (10,000.00)  | \$ (10,000.00)  | REALTOR Caucus - Speaker Fees                        | \$ (10,000.00) | annual       | 1  | time   | 1      |           | \$ (10,000.00)  |
| 113 | <b>867</b>                                   | Travel                      | \$ (9,000.00)   | \$ (9,000.00)   | REALTOR Caucus -Mileage Reimbursements               | \$ (9,000.00)  |              | 1  | event  | 1      | time      | \$ (9,000.00)   |
| 114 |  |                             | \$ (181,050.00) | \$ (99,050.00)  | <b>1550 Total</b>                                    |                |              |    |        |        |           | \$ (181,050.00) |
| 115 |  |                             |                 |                 |  |                |              |    |        |        |           |                 |
| 116 | <b>FUNDRAISING/GRASSROOTS SUPPORT - 1560</b> |                             |                 |                 |  |                |              |    |        |        |           |                 |
| 117 | <b>605</b>                                   | Awards/Gifts                | \$ (4,050.00)   | \$ (1,600.00)   | Local Association Year-End Awards                    | \$ (2,050.00)  | award        | 1  |        | 1      |           | \$ (2,050.00)   |
| 118 |  |                             | \$ (4,320.00)   | \$ -            | RAPAC Recognition Pins                               | \$ (4,320.00)  | order        | 1  |        | 1      |           | \$ (4,320.00)   |
| 119 |  |                             | \$ (10,000.00)  | \$ (10,000.00)  | Major Investor Gift                                  | \$ (10,000.00) | order        | 1  | time   | 1      | members   | \$ (10,000.00)  |
| 120 |  |                             | \$ (2,000.00)   | \$ (2,000.00)   | President Circle Gift                                | \$ (2,000.00)  | order        | 1  | time   | 1      | members   | \$ (2,000.00)   |
| 121 |  |                             | \$ (10,000.00)  | \$ (10,000.00)  | Hall of Fame Gift                                    | \$ (10,000.00) | order        | 1  | time   | 1      | members   | \$ (10,000.00)  |
| 122 |  |                             | \$ (1,000.00)   | \$ (1,000.00)   | RAPAC Promotion Materials                            | \$ (1,000.00)  | order        | 1  | time   | 1      | members   | \$ (1,000.00)   |
| 123 | <b>630</b>                                   | Catering/Hotel              | \$ (25,000.00)  | \$ (25,000.00)  | RAPAC Annual Event                                   | \$ (35,000.00) | annual       | 1  | time   | 1      | members   | \$ (35,000.00)  |
| 124 |  |                             | \$ (1,000.00)   | \$ (1,000.00)   | Major Investor Event                                 | \$ (1,000.00)  |              | 1  |        | 1      |           | \$ (1,000.00)   |
| 125 | <b>639</b>                                   | Dues/Commitments            | \$ (250.00)     | \$ -            | SOS Standing Committee Renewal                       | \$ (250.00)    | annual       | 1  | time   | 1      |           | \$ (250.00)     |
| 126 |  |                             | \$ (306,870.00) | \$ (306,870.00) | REALTOR® Party PSF Allocation at \$6 per member plus | \$ (6.00)      | annual       | 1  | time   | 53,190 | members   | \$ (319,140.00) |
| 127 |  |                             | \$ (10,000.00)  | \$ (10,000.00)  | Platinum R   | \$ (10,000.00) | annual       | 1  | each   | 1      |           | \$ (10,000.00)  |
| 128 | <b>770.1</b>                                 | Supplies                    | \$ (300.00)     | \$ (300.00)     | Arizona REALTOR® Conference Supplies                 | \$ (300.00)    | annual       | 1  |        | 1      |           | \$ (300.00)     |
| 129 |  |                             | \$ (300.00)     | \$ (300.00)     | October Leadership Supplies                          | \$ (300.00)    | annual       | 1  |        | 1      |           | \$ (300.00)     |
| 130 |  |                             | \$ (1,000.00)   | \$ (1,000.00)   | RAPAC Annual Event Supplies                          | \$ (1,000.00)  | annual       | 1  | time   | 1      |           | \$ (1,000.00)   |
| 131 | <b>780</b>                                   | Postage                     | \$ (1,000.00)   | \$ (365.00)     | Online Auction Postage                               | \$ (500.00)    | annual       | 1  | time   | 1      | event     | \$ (500.00)     |
| 132 |  |                             |                 |                 | RAPAC Gift Postage                                   | \$ (1,500.00)  | annual       | 1  | time   | 1      |           | \$ (1,500.00)   |
| 133 | <b>786</b>                                   | Promotion                   | \$ (2,000.00)   | \$ (2,000.00)   | October Leadership Fundraiser                        | \$ (2,000.00)  | drawing      | 1  | each   | 1      |           | \$ (2,000.00)   |
| 134 |  |                             | \$ (1,500.00)   | \$ (1,500.00)   | Arizona REALTOR® Conference RAPAC Promotion          | \$ (1,500.00)  | drawing      | 1  | each   | 1      |           | \$ (1,500.00)   |
| 135 |  |                             | \$ (6,000.00)   | \$ (6,000.00)   | REALTOR Party Statewide Training                     | \$ (6,000.00)  | training     | 1  | each   | 1      |           | \$ (6,000.00)   |
| 136 |  |                             | \$ (2,500.00)   | \$ (2,245.00)   | Online Fundraising Auction Vendor Give Smart         | \$ (2,500.00)  | annual       | 1  | each   | 1      |           | \$ (2,500.00)   |
| 137 | <b>810</b>                                   | Professional/Contract Fees  | \$ (9,100.00)   | \$ (9,100.00)   | Annual Audit   | \$ (9,100.00)  | audit        | 1  | audit  | 1      |           | \$ (9,100.00)   |
| 138 |  |                             | \$ (95,000.00)  | \$ (95,000.00)  | REALTOR® Party Plus                                  | \$ (95,000.00) | annual       | 1  | each   | 1      |           | \$ (95,000.00)  |
| 139 |  |                             | \$ (493,190.00) | \$ (485,280.00) | <b>1560 Total</b>                                    |                |              |    |        |        |           | \$ (514,460.00) |
| 140 |  |                             |                 |                 |  |                |              |    |        |        |           |                 |

LEGISLATIVE AND POLITICAL AFFAIRS

|     | A   | B                          | C                 | D               | E  | F              | G          | H | I | J      | K  | L       |                   |
|-----|---|----------------------------|-------------------|-----------------|--|----------------|------------|---|---|--------|----|---------|-------------------|
| 141 | <b>FEDERAL LIAISON SUPPORT - 1575</b>     |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 142 | 630                                       | Catering/Hotel             | \$ (30,000.00)    | \$ -            | Hill Visit Reception                               | \$ (30,000.00) |            |   | 1 | each   | 1  | members | \$ (30,000.00)    |
| 143 | 786                                       | Promotion                  | \$ (16,500.00)    | \$ -            | FPC In-District Funds                              | \$ (1,500.00)  |            |   | 1 | each   | 11 | members | \$ (16,500.00)    |
| 144 | 860                                       | Conferences                | \$ (2,000.00)     | \$ -            | NAR Legislative (D.C.) - Daily Expense             | \$ (200.00)    | per diem   |   | 5 | days   | 2  | staff   | \$ (2,000.00)     |
| 145 |   |                            | \$ (3,200.00)     | \$ -            | NAR Legislative (D.C.) - Hotel                     | \$ (320.00)    | night      |   | 5 | nights | 2  | staff   | \$ (3,200.00)     |
| 146 |   |                            | \$ (1,200.00)     | \$ -            | NAR Legislative (D.C.) - Airfare                   | \$ (600.00)    | airfare    |   | 1 | time   | 2  | staff   | \$ (1,200.00)     |
| 147 | 867                                       | Travel/Other               | \$ (33,000.00)    | \$ -            | FPC NAR DC Meetings                                | \$ (3,000.00)  | per member |   | 1 | time   | 11 | members | \$ (33,000.00)    |
| 148 |   |                            | \$ (85,900.00)    | \$ -            | <b>1575 Total</b>                                  |                |            |   |   |        |    |         | \$ (85,900.00)    |
| 149 | <b>ELECTION YEAR ACTIVITIES - 1580</b>    |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 150 |   |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 151 | 788                                       | Staff Expense              | \$ (2,000.00)     | \$ -            | Get Out The Vote Campaign                          | \$ (2,000.00)  |            |   | 1 |        | 1  | staff   | \$ (2,000.00)     |
| 152 |   |                            | \$ (2,000.00)     | \$ -            | <b>1580 Total</b>                                  |                |            |   |   |        |    |         | \$ (2,000.00)     |
| 153 | <b>GOVERNMENTAL COMMUNICATIONS - 1585</b> |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 154 |   |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 155 | 781                                       | Printing                   | \$ (4,000.00)     | \$ (1,000.00)   | Governmental Programs Communications (Print)       | \$ (2,500.00)  |            |   | 1 | time   | 1  | time    | \$ (2,500.00)     |
| 156 | 786                                       | Promotion                  | \$ (10,000.00)    | \$ -            | CFA Outreach Services                              | \$ (10,000.00) |            |   | 1 | time   | 1  | time    | \$ (10,000.00)    |
| 157 |   |                            | \$ (3,000.00)     | \$ -            | Governmental Programs Communications (Audio/Video) | \$ (4,000.00)  |            |   | 1 | time   | 1  | time    | \$ (4,000.00)     |
| 158 |   |                            | \$ (8,000.00)     | \$ (8,000.00)   | REALTOR Party Video                                | \$ (8,000.00)  |            |   | 1 | time   | 1  | time    | \$ (8,000.00)     |
| 159 | 810                                       | Professional/Contract Fees | \$ (400.00)       | \$ (550.00)     | AZ News Service Trade and Professional Association | \$ (550.00)    |            |   | 1 |        | 1  |         | \$ (550.00)       |
| 160 |   |                            | \$ (700.00)       | \$ (600.00)     | AZ Capitol Times Book of Lobbyists                 | \$ (350.00)    |            |   | 1 | time   | 2  | ad      | \$ (700.00)       |
| 161 |   |                            | \$ (700.00)       | \$ -            | AZ News Service Citizen Government Directory       | \$ -           |            |   | 1 |        | 1  |         | \$ -              |
| 162 |   |                            | \$ (23,800.00)    | \$ (13,150.00)  | <b>1585 Total</b>                                  |                |            |   |   |        |    |         | \$ (25,750.00)    |
| 163 | <b>POLITICAL RESEARCH - 1596</b>          |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 164 |   |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 165 | 810                                       | Professional/Contract Fees | \$ (20,000.00)    | \$ -            | Research, Policy                                   | \$ 20,000.00   |            |   | 1 |        | 1  | fee     | \$ (20,000.00)    |
| 166 |   |                            | \$ (20,000.00)    | \$ -            | <b>1596 Total</b>                                  |                |            |   |   |        |    |         | \$ (20,000.00)    |
| 167 | <b>TOTAL (EXPENSE)</b>                    |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 168 |   |                            | \$ (1,074,043.01) | \$ (830,615.15) |  |                |            |   |   |        |    |         | \$ (1,097,941.91) |
| 169 | <b>TOTAL INCOME</b>                       |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
| 170 |   |                            | \$ (1,074,043.01) | \$ (830,615.15) |  |                |            |   |   |        |    |         | \$ -              |
|     | <b>TOTAL NET (EXPENSE)/INCOME</b>         |                            |                   |                 |  |                |            |   |   |        |    |         |                   |
|     |   |                            |                   |                 |  |                |            |   |   |        |    |         | \$ (1,097,941.91) |

| <b>RISK MANAGEMENT</b>             |                         |                                    |                              |                        |
|------------------------------------|-------------------------|------------------------------------|------------------------------|------------------------|
| <b>2021 Approved</b>               | <b>2021 Projections</b> | <b>Code</b>                        |                              | <b>2022</b>            |
| <b>PROJECTED INCOME</b>            |                         |                                    |                              |                        |
| \$ 27,500.00                       | \$ 27,500.00            | 440                                | PS ENFORCEMENT INCOME        | \$ 28,900.00           |
| \$ 1,000.00                        | \$ 87.28                | 440                                | REGISTRATION FEES            | \$ 1,000.00            |
| <b>\$ 28,500.00</b>                | <b>\$ 27,587.28</b>     | <b>TOTAL PROJECTED INCOME</b>      |                              | <b>\$ 29,900.00</b>    |
| <b>PROJECTED DIRECT (EXPENSES)</b> |                         |                                    |                              |                        |
| \$ (400.00)                        | \$ (405.93)             | 605                                | AWARDS/GIFTS                 | \$ (400.00)            |
| \$ (9,900.00)                      | \$ (7,750.00)           | 621                                | REPAIRS & MAINTENANCE        | \$ (11,450.00)         |
| \$ (10,385.00)                     | \$ (9,000.00)           | 623                                | UTILITIES                    | \$ (10,385.00)         |
| \$ (20,828.00)                     | \$ (2,844.20)           | 630                                | CATERING/HOTEL               | \$ (20,380.00)         |
| \$ (2,500.00)                      | \$ (1,500.00)           | 631                                | COMPUTER SERVICES & EXPENSES | \$ (2,500.00)          |
| \$ (1,000.00)                      | \$ -                    | 632                                | COPYING                      | \$ (1,000.00)          |
| \$ (15,095.00)                     | \$ (6,120.00)           | 640                                | EQUIPMENT MAINTENANCE/RENTAL | \$ (13,095.00)         |
| \$ (4,750.00)                      | \$ (3,000.00)           | 770                                | SUPPLIES                     | \$ (4,750.00)          |
| \$ (3,430.00)                      | \$ (1,350.00)           | 780                                | POSTAGE                      | \$ (2,624.00)          |
| \$ (1,200.00)                      | \$ (250.00)             | 781                                | PRINTING                     | \$ (1,200.00)          |
| \$ (4,500.00)                      | \$ (100.00)             | 786                                | PROMOTION                    | \$ (4,500.00)          |
| \$ (4,000.00)                      | \$ (2,500.00)           | 787                                | SPEAKER FEES                 | \$ (4,000.00)          |
| \$ (11,090.00)                     | \$ (10,162.76)          | 790                                | SUBSCRIPTIONS/REFERENCE      | \$ (11,685.00)         |
| \$ (238,274.00)                    | \$ (220,212.00)         | 810                                | PROFESSIONAL/CONTRACT FEES   | \$ (248,686.00)        |
| \$ (8,220.00)                      | \$ (7,850.00)           | 850                                | TELEPHONE                    | \$ (7,500.00)          |
| \$ (18,137.00)                     | \$ (8,342.00)           | 860                                | CONFERENCES                  | \$ (15,279.00)         |
| \$ (11,061.00)                     | \$ (3,500.00)           | 867                                | TRAVEL/OTHER                 | \$ (9,226.00)          |
| <b>\$ (364,770.00)</b>             | <b>\$ (284,886.89)</b>  | <b>TOTAL DIRECT (EXPENSES)</b>     |                              | <b>\$ (368,660.00)</b> |
| <b>\$ (336,270.00)</b>             | <b>\$ (257,299.61)</b>  | <b>TOTAL NET (EXPENSES)/INCOME</b> |                              | <b>\$ (338,760.00)</b> |

RISK MANAGEMENT

|    | A  | B                            | C              | D                | E   | F              | G            | H   | I      | J   | K       | L              |
|----|--|------------------------------|----------------|------------------|---|----------------|--------------|-----|--------|-----|---------|----------------|
| 1  | Code   |                              | 2021 Approved  | 2021 Projections |   | Rate           | Item         | Qty | Item   | Qty | Item    | 2022 Total     |
| 2  | <b>RISK MANAGEMENT/TASK FORCE/WORK GROUP SUPPORT - 1601 (Dues)</b> |                              |                |                  |   |                |              |     |        |     |         |                |
| 3  | 621  | Repairs/Maintenance          | \$ (500.00)    | \$ (7,750.00)    | General Upkeep (lights, air filters, etc.)                            | \$ (650.00)    |              | 1   |        | 1   |         | \$ (650.00)    |
| 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                                 | \$ (750.00)    |              | 1   |        | 1   |         | \$ (750.00)    |
| 8  |  |                              | \$ (950.00)    |                  | HVAC Service Contract - O'Neil  | \$ (1,150.00)  |              | 1   |        | 1   |         | \$ (1,150.00)  |
| 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 |  |                              | \$ (900.00)    |                  | Interior Repairs/Maintenance  | \$ (1,150.00)  |              | 1   |        | 1   |         | \$ (1,150.00)  |
| 14 |  |                              | \$ (2,000.00)  |                  | Janitorial/Window Cleaning  | \$ (2,500.00)  |              | 1   |        | 1   |         | \$ (2,500.00)  |
| 15 |  |                              | \$ (550.00)    |                  | Pictures/Furnishings  | \$ (550.00)    |              | 1   |        | 1   |         | \$ (550.00)    |
| 16 |  |                              | \$ (1,200.00)  |                  | Landscaping - Maintenance   | \$ (1,600.00)  |              | 1   |        | 1   |         | \$ (1,600.00)  |
| 17 | 605  | Awards/Gifts                 | \$ (200.00)    | \$ (175.93)      | RMC Chair Recognition   | \$ (200.00)    |              | 1   |        | 1   |         | \$ (200.00)    |
| 18 | 623  | Utilities                    | \$ (9,250.00)  | \$ (9,000.00)    | Electricity   | \$ (9,250.00)  |              | 1   |        | 1   |         | \$ (9,250.00)  |
| 19 |  |                              | \$ (950.00)    |                  | Sewer/Water   | \$ (950.00)    |              | 1   |        | 1   |         | \$ (950.00)    |
| 20 |  |                              | \$ (185.00)    |                  | Trash   | \$ (185.00)    |              | 1   |        | 1   |         | \$ (185.00)    |
| 21 | 630  | Catering/Hotel               | \$ (2,400.00)  |                  | Group Meetings  | \$ (600.00)    | meal         | 4   | times  | 1   |         | \$ (2,400.00)  |
| 22 | 631  | Computer Services & Expenses | \$ (2,500.00)  | \$ (1,500.00)    | Misc. Computer Expenses, Accessories & Licenses                       | \$ (2,500.00)  |              | 1   |        | 1   |         | \$ (2,500.00)  |
| 23 | 632  | Copying                      | \$ (1,000.00)  |                  | Copies  | \$ (1,000.00)  |              | 1   |        | 1   |         | \$ (1,000.00)  |
| 24 | 640  | Equipment Maintenance/Rental | \$ (95.00)     | \$ (6,120.00)    | Pinney Bowes Meter  | \$ (95.00)     |              | 1   |        | 1   |         | \$ (95.00)     |
| 25 |  |                              | \$ (15,000.00) |                  | Copier Lease  | \$ (13,000.00) |              | 1   |        | 1   |         | \$ (13,000.00) |
| 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   | \$ (1,000.00)  | annually     | 1   |        | 1   |         | \$ (1,000.00)  |
| 30 |  |                              | \$ (1,430.00)  |                  | UPS (Weekly Pick-Up Fees)   | \$ (12.00)     | week         | 52  | weeks  | 1   | svc chg | \$ (624.00)    |
| 31 | 781  | Printing                     | \$ (1,000.00)  | \$ (250.00)      | Business Cards/Notes, Letterhead, Envelopes                           | \$ (1,000.00)  |              | 1   |        | 1   |         | \$ (1,000.00)  |
| 32 | 786  | Promotion                    | \$ (500.00)    | \$ (100.00)      | Member expenses   | \$ (500.00)    |              | 1   |        | 1   |         | \$ (500.00)    |
| 33 | 810  | Contract Fees                | \$ (348.00)    | \$ (1,550.00)    | 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  | \$ (240.00)    | monthly      | 12  |        | 1   |         | \$ (2,880.00)  |
| 36 | 850  | Telephone                    | \$ (8,220.00)  | \$ (7,850.00)    | Long Distance, Data Lines, Mobile, Monthly Lines, & Internet          | \$ (625.00)    | monthly      | 12  |        | 1   |         | \$ (7,500.00)  |
| 37 | 860  | Conferences                  | \$ (42.00)     | \$ (8,342.00)    | Arizona REALTOR® Conference - Mileage                                 | \$ (21.00)     | mileage      | 4   | days   | 1   | staff   | \$ (84.00)     |
| 38 |  |                              | \$ (225.00)    | \$ -             | General Counsel Meeting - Daily Expense                               | \$ (75.00)     | per diem     | 3   | days   | 1   | staff   | \$ (225.00)    |
| 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 |  |                              | \$ (2,500.00)  |                  | AE Institute (Atlanta, GA) - Hotel                                    | \$ (250.00)    | hotel        | 5   | nights | 1   | staff   | \$ (1,250.00)  |
| 43 |  |                              | \$ (1,200.00)  |                  | AE Institute (Atlanta, GA) - Airfare                                  | \$ (600.00)    | airfare      | 1   | time   | 1   | staff   | \$ (600.00)    |
| 44 |  |                              | \$ (900.00)    |                  | AE Institute (Atlanta, GA) - Daily Expense                            | \$ (75.00)     | per diem     | 6   | days   | 1   | staff   | \$ (450.00)    |
| 45 |  |                              | \$ (1,200.00)  |                  | AE Institute (Atlanta, GA) - Registration                             | \$ (600.00)    | registration | 1   | time   | 1   | staff   | \$ (600.00)    |
| 46 |  |                              | \$ (3,200.00)  |                  | NAR EXPO (Orlando, FL) - Hotel  | \$ (320.00)    | night        | 5   | nights | 2   | staff   | \$ (3,200.00)  |
| 47 |  |                              | \$ (1,200.00)  |                  | NAR EXPO (Orlando, FL) - Airfare                                      | \$ (600.00)    | airfare      | 1   | time   | 2   | staff   | \$ (1,200.00)  |
| 48 |  |                              | \$ (1,500.00)  |                  | NAR EXPO (Orlando, FL) - Daily Expense                                | \$ (150.00)    | per diem     | 5   | days   | 2   | staff   | \$ (1,500.00)  |
| 49 |  |                              | \$ (900.00)    |                  | NAR EXPO (Orlando, FL) - 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 |  |                              | \$ (900.00)    |                  | 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                 | \$ (3,500.00)  | \$ (1,500.00)    | In-state Travel & Expense (outreach activities and RM related issues) | \$ (3,500.00)  | travel       | 1   | pool   | 1   | staff   | \$ (3,500.00)  |
| 55 |  |                              | \$ (80,211.00) | \$ (47,387.93)   | <b>1601 Total</b>   |                |              |     |        |     |         | \$ (77,687.00) |
| 56 |  |                              |                |                  |   |                |              |     |        |     |         |                |



RISK MANAGEMENT

|    | A   | B                          | C                     | D                     | E   | F              | G              | H   | I          | J | K        | L                     |
|----|---|----------------------------|-----------------------|-----------------------|---|----------------|----------------|-----|------------|---|----------|-----------------------|
| 57 | <b>LEGAL SUPPORT - 1602</b>                             |                            |                       |                       |   |                |                |     |            |   |          |                       |
| 58 | 790   | Subscriptions/Reference    | \$ (750.00)           | \$ (7,500.00)         | Legal Publications                                  | \$ (750.00)    | subscriptions  | 1   |            | 1 |          | \$ (750.00)           |
| 59 |   |                            | \$ (5,250.00)         |                       | Legal Research - West Law                           | \$ (5,500.00)  | subscriptions  | 1   |            | 1 |          | \$ (5,500.00)         |
| 60 |   |                            | \$ (2,000.00)         |                       | 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)        | \$ (5,000.00)         | Outside Legal                                       | \$ (20,000.00) |                | 1   |            | 1 |          | \$ (20,000.00)        |
| 63 | 867   | Travel/Other               | \$ (2,000.00)         | \$ (2,000.00)         | RMC Chair/Vice Chair                                | \$ (2,000.00)  | travel         | 1   |            | 1 |          | \$ (2,000.00)         |
| 64 |   |                            | <b>\$ (30,200.00)</b> | <b>\$ (14,500.00)</b> | <b>1602 Total</b>                                   |                |                |     |            |   |          | <b>\$ (30,450.00)</b> |
| 65 |   |                            |                       |                       |   |                |                |     |            |   |          |                       |
| 66 | <b>PROFESSIONAL STANDARDS ENFORCEMENT - 1605 (Dues)</b> |                            |                       |                       |   |                |                |     |            |   |          |                       |
| 67 | <b>INCOME</b>   |                            |                       |                       |   |                |                |     |            |   |          |                       |
| 68 | 440   | PS Enforcement             | \$ 1,000.00           | \$ 27,500.00          | Appeal Fees Retained                                | \$ 500.00      | appeals        | 2   | hearings   | 1 | time     | \$ 1,000.00           |
| 69 |   |                            | \$ 3,500.00           |                       | Arbitration Deposits Retained                       | \$ 500.00      | deposits       | 7   | hearings   | 1 | time     | \$ 3,500.00           |
| 70 |   |                            | \$ 500.00             |                       | Ethics Citation Fee                                 | \$ 250.00      | fee            | 2   | violations | 1 | time     | \$ 500.00             |
| 71 |   |                            | \$ 7,500.00           |                       | Ethics Administrative Fees                          | \$ 300.00      | fee            | 33  | fees       | 1 | time     | \$ 9,900.00           |
| 72 |   |                            | \$ 15,000.00          |                       | Ethics Retained Fines/Deposits                      | \$ 1,000.00    |                | 14  | fees       | 1 |          | \$ 14,000.00          |
| 73 |   |                            | <b>\$ 27,500.00</b>   | <b>\$ 27,500.00</b>   | <b>1605 Income Total</b>                            |                |                |     |            |   |          | <b>\$ 28,900.00</b>   |
| 74 | <b>EXPENSE</b>  |                            |                       |                       |   |                |                |     |            |   |          |                       |
| 75 | 605   | Awards/Gifts               | \$ (200.00)           | \$ (230.00)           | Committee Recognition                               | \$ (200.00)    | recognition    | 1   |            | 1 |          | \$ (200.00)           |
| 76 | 630   | Catering/Hotel             | \$ (1,200.00)         | \$ (500.00)           | Lunches (GVC)                                       | \$ (100.00)    | lunch          | 12  | lunches    | 1 | meetings | \$ (1,200.00)         |
| 77 |   |                            | \$ (1,008.00)         | \$ -                  | Lunches (PS Panels)                                 | \$ (8.00)      | lunch          | 5   | lunches    | 6 | hearings | \$ (240.00)           |
| 78 | 770   | Supplies                   | \$ (500.00)           | \$ (500.00)           | General   | \$ (500.00)    |                | 1   |            | 1 |          | \$ (500.00)           |
| 79 | 780   | Postage                    | \$ (1,750.00)         | \$ (600.00)           | Stamps.com  | \$ (1,000.00)  |                | 1   |            | 1 |          | \$ (1,000.00)         |
| 80 | 790   | Subscriptions/Reference    | \$ (40.00)            | \$ (2,662.76)         | CEAM (for AAR GVC & PSC members & staff) - Shipping | \$ (40.00)     | shipping       | 1   |            | 1 |          | \$ (40.00)            |
| 81 |   |                            | \$ (1,400.00)         |                       | CEAM (for AAR GVC & PSC members & staff)            | \$ (27.50)     | CEAM           | 70  | books      | 1 |          | \$ (1,925.00)         |
| 82 |   |                            | \$ (1,080.00)         |                       | Professionalism in Real Estate                      | \$ (6.00)      | booklet        | 150 | books      | 1 |          | \$ (900.00)           |
| 83 |   |                            | \$ (20.00)            |                       | Professionalism in Real Estate - Shipping           | \$ (20.00)     |                | 1   |            | 1 |          | \$ (20.00)            |
| 84 | 810   | Professional/Contract Fees | \$ (1,000.00)         | \$ (14,000.00)        | Court Reporter                                      | \$ (200.00)    | court reporter | 6   | hearings   | 1 | time     | \$ (1,200.00)         |
| 85 |   |                            | \$ (4,000.00)         |                       | Abacus training                                     | \$ -           | hour           | 0   | hours      | 1 | staff    | \$ -                  |
| 86 |   |                            | \$ (8,580.00)         |                       | Abacus Subscription                                 | \$ (923.50)    |                | 12  | months     | 1 |          | \$ (11,082.00)        |
| 87 | 867   | Travel/Other               | \$ (81.00)            | \$ -                  | Meals   | \$ (27.00)     | meal           | 6   | meals      | 3 |          | \$ (486.00)           |
| 88 |   |                            | \$ (750.00)           |                       | Panel Member Mileage                                | \$ (750.00)    | mileage        | 1   | miles      | 1 | hearing  | \$ (750.00)           |
| 89 |   |                            | \$ (750.00)           |                       | Hearing Panel Chair Travel (Mileage)                | \$ (750.00)    | mileage        | 1   | miles      | 1 | hearing  | \$ (750.00)           |
| 90 |   |                            | \$ (165.00)           |                       | Hotel (Panel Chairs)                                | \$ (165.00)    | night          | 3   | nights     | 1 |          | \$ (495.00)           |
| 91 | 867.2   | Staff Travel               | \$ (165.00)           | \$ -                  | Hotel   | \$ (165.00)    | night          | 3   | nights     | 1 | time     | \$ (495.00)           |
| 92 |   |                            | \$ (600.00)           |                       | Car Rental & Gas                                    | \$ (150.00)    | rental         | 4   | days       | 1 | time     | \$ (600.00)           |
| 93 |   |                            | <b>\$ (23,289.00)</b> | <b>\$ (18,492.76)</b> | <b>1605 Expense Total</b>                           |                |                |     |            |   |          | <b>\$ (21,883.00)</b> |
| 94 |   |                            |                       |                       |   |                |                |     |            |   |          |                       |

RISK MANAGEMENT

|     | A   | B                          | C                      | D                      | E  | F               | G            | H   | I           | J | K        | L                      |
|-----|---|----------------------------|------------------------|------------------------|--|-----------------|--------------|-----|-------------|---|----------|------------------------|
| 95  | <b>PROFESSIONAL STANDARDS TRAINING - 1610</b>               |                            |                        |                        |  |                 |              |     |             |   |          |                        |
| 96  | <b>INCOME</b>   |                            |                        |                        |  |                 |              |     |             |   |          |                        |
| 97  | 440   | Registration Fees          | \$ 1,000.00            | \$ 87.28               | Workshop Registration  |                 | registration |     | registrants |   | time     | \$ 1,000.00            |
| 98  |   |                            | <b>\$ 1,000.00</b>     | <b>\$ 87.28</b>        | <b>1610 Income Total</b>   |                 |              |     |             |   |          | <b>\$ 1,000.00</b>     |
| 99  | <b>EXPENSE</b>  |                            |                        |                        |  |                 |              |     |             |   |          |                        |
| 100 | 630   | Catering/Hotel             | \$ (1,100.00)          | \$ (1,094.20)          | 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)                 | \$ (72.00)      | catering     | 185 | meals       | 1 |          | \$ (13,320.00)         |
| 104 | 770   | Supplies                   | \$ (500.00)            |                        | General  | \$ (500.00)     |              | 1   |             | 1 |          | \$ (500.00)            |
| 105 | 787   | Speaker Fees               | \$ (3,000.00)          | \$ (2,500.00)          | PS Workshop  | \$ (3,000.00)   | speaker fee  | 1   |             | 1 |          | \$ (3,000.00)          |
| 106 | 790   | Subscriptions/Reference    | \$ (350.00)            | \$ -                   | NAR Materials/Code for Training Courses                          | \$ (350.00)     | subscription | 1   |             | 1 |          | \$ (350.00)            |
| 107 | 810   | Professional/Contract Fees | \$ (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)         | \$ -            |              | 1   |             | 1 |          | \$ -                   |
| 109 |   |                            | <b>\$ (21,900.00)</b>  | <b>\$ (3,594.20)</b>   | <b>1610 Expense Total</b>  |                 |              |     |             |   |          | <b>\$ (20,220.00)</b>  |
| 110 | <b>ALTERNATIVE DISPUTE RESOLUTION - 1615</b>                |                            |                        |                        |  |                 |              |     |             |   |          |                        |
| 112 | 630   | Catering/Hotel             | \$ (1,250.00)          | \$ (1,250.00)          | Mediation/Ombudsman Training                                     | \$ (25.00)      | catering     | 50  | attendees   | 1 | time     | \$ (1,250.00)          |
| 113 | 787   | Speaker Fees               | \$ (1,000.00)          | \$ -                   | Mediation/Ombudsman Training                                     | \$ (1,000.00)   | speaker fee  | 1   |             | 1 |          | \$ (1,000.00)          |
| 114 | 810   | Professional/Contract Fees | \$ (1,650.00)          | \$ (1,662.00)          | Ombudsman Insurance Policy                                       | \$ (1,800.00)   | policy       | 1   |             | 1 |          | \$ (1,800.00)          |
| 115 | 867   | Travel/Other               | \$ (1,050.00)          | \$ -                   | Mediator travel  | \$ (150.00)     | travel       | 1   | mediations  | 1 | time     | \$ (150.00)            |
| 116 |   |                            | <b>\$ (4,950.00)</b>   | <b>\$ (2,912.00)</b>   | <b>1615 Total</b>  |                 |              |     |             |   |          | <b>\$ (4,200.00)</b>   |
| 117 | <b>RISK MANAGEMENT PUBLICATIONS - 1625 (Primarily Fees)</b> |                            |                        |                        |  |                 |              |     |             |   |          |                        |
| 118 | 786   | Promotion                  | \$ (4,000.00)          | \$ -                   | Text Alert System  | \$ (4,000.00)   |              | 1   |             | 1 |          | \$ (4,000.00)          |
| 119 |   |                            | <b>\$ (4,000.00)</b>   | <b>\$ -</b>            | <b>1625 Total</b>  |                 |              |     |             |   |          | <b>\$ (4,000.00)</b>   |
| 121 | <b>FORMS DEVELOPMENT - 1650</b>                             |                            |                        |                        |  |                 |              |     |             |   |          |                        |
| 123 | 630   | Catering/Hotel             | \$ (420.00)            | \$ -                   | Forms Workgroup Meeting  | \$ (14.00)      | catering     | 15  | lunches     | 2 | meetings | \$ (420.00)            |
| 124 | 810   | Professional/Contract Fees | \$ (3,000.00)          | \$ (1,500.00)          | Translation/Copyright/Screen Reader Fees Forms                   | \$ (3,000.00)   |              | 1   |             | 1 |          | \$ (3,000.00)          |
| 125 |   |                            | <b>\$ (3,420.00)</b>   | <b>\$ (1,500.00)</b>   | <b>1650 Total</b>  |                 |              |     |             |   |          | <b>\$ (3,420.00)</b>   |
| 126 | <b>LEGAL HOTLINE - 1665 (Dues)</b>                          |                            |                        |                        |  |                 |              |     |             |   |          |                        |
| 128 | 781   | Printing                   | \$ (200.00)            | \$ -                   | Legal Hotline Letterhead   | \$ (200.00)     | printing     | 1   |             | 1 |          | \$ (200.00)            |
| 129 | 810   | Professional/Contract Fees | \$ (196,000.00)        | \$ (196,000.00)        | Legal Services   | \$ (206,000.00) | fee          | 1   | year        | 1 |          | \$ (206,000.00)        |
| 130 |   |                            | \$ (600.00)            | \$ (500.00)            | Other Fees (postage/copying, etc. costs)                         | \$ (50.00)      |              | 12  | months      | 1 |          | \$ (600.00)            |
| 131 |   |                            | <b>\$ (196,800.00)</b> | <b>\$ (196,500.00)</b> | <b>1665 Total</b>  |                 |              |     |             |   |          | <b>\$ (206,800.00)</b> |
| 132 |   |                            | \$ (364,770.00)        | \$ (284,886.89)        | <b>TOTAL (EXPENSE)</b>   |                 |              |     |             |   |          | \$ (368,660.00)        |
| 133 |   |                            | \$ 28,500.00           | \$ 27,587.28           | <b>TOTAL INCOME</b>  |                 |              |     |             |   |          | \$ 29,900.00           |
| 134 |   |                            | <b>\$ (336,270.00)</b> | <b>\$ (257,299.61)</b> | <b>TOTAL NET (EXPENSE)/INCOME</b>                                |                 |              |     |             |   |          | <b>\$ (338,760.00)</b> |

| <b>BUSINESS TECHNOLOGY &amp; COMMUNICATIONS</b> |                          |             |                                    |  |                          |
|---|--------------------------|-------------|------------------------------------|--|--------------------------|
| <b>2021 Approved</b>                            | <b>2021 Projections</b>  | <b>Code</b> |                                    |  | <b>2022</b>              |
| <b>PROJECTED INCOME</b>                         |                          |             |                                    |  |                          |
| \$ 60,000.00                                    | \$ 70,000.00             | 433         | FORMS LICENSING                    |  | \$ 84,000.00             |
| \$ 2,000.00                                     | \$ 750.00                | 466         | COMMUNICATIONS                     |  | \$ 2,000.00              |
| <b>\$ 62,000.00</b>                             | <b>\$ 70,750.00</b>      |             | <b>TOTAL PROJECTED INCOME</b>      |  | <b>\$ 86,000.00</b>      |
| <b>PROJECTED DIRECT (EXPENSES)</b>              |                          |             |                                    |  |                          |
| \$ (5,500.00)                                   | \$ (1,000.00)            | 540         | STAFF DEVELOPMENT                  |  | \$ (5,500.00)            |
| \$ (14,440.00)                                  | \$ (10,500.00)           | 621         | REPAIRS/MAINTENANCE                |  | \$ (14,750.00)           |
| \$ (18,400.00)                                  | \$ (12,750.00)           | 623         | UTILITIES                          |  | \$ (18,400.00)           |
| \$ (1,200.00)                                   | \$ (300.00)              | 630         | CATERING/HOTEL                     |  | \$ (10,300.00)           |
| \$ (15,000.00)                                  | \$ (4,852.00)            | 631         | COMPUTER SERVICES & EXPENSES       |  | \$ (5,175.00)            |
| \$ (2,500.00)                                   | \$ (1,000.00)            | 632         | COPYING                            |  | \$ (1,000.00)            |
| \$ -  | \$ -                     | 639         | DUES & COMMITMENTS                 |  | \$ (750.00)              |
| \$ (799.64)                                     | \$ (900.00)              | 640         | EQUIPMENT MAINTENANCE/RENTAL       |  | \$ (958.00)              |
| \$ (8,246.06)                                   | \$ (4,150.00)            | 770         | SUPPLIES                           |  | \$ (8,054.00)            |
| \$ (1,080.00)                                   | \$ (525.00)              | 780         | POSTAGE                            |  | \$ (1,080.00)            |
| \$ (33,850.00)                                  | \$ (4,523.00)            | 781         | PRINTING                           |  | \$ (18,850.00)           |
| \$ (7,500.00)                                   | \$ (4,500.00)            | 786         | PROMOTION                          |  | \$ (6,750.00)            |
| \$ (7,500.00)                                   | \$ (7,500.00)            | 787         | SPEAKER FEES                       |  | \$ (10,000.00)           |
| \$ (1,425.00)                                   | \$ (1,510.00)            | 790         | SUBSCRIPTIONS/REFERENCE            |  | \$ (2,010.00)            |
| \$ (1,056,535.13)                               | \$ (931,493.23)          | 810         | PROFESSIONAL/CONTRACT FEES         |  | \$ (940,149.23)          |
| \$ (11,174.30)                                  | \$ (9,894.00)            | 850         | TELEPHONE                          |  | \$ (10,500.00)           |
| \$ (19,406.10)                                  | \$ (8,551.00)            | 860         | CONFERENCES                        |  | \$ (13,490.00)           |
| \$ (10,770.00)                                  | \$ (4,320.00)            | 867         | TRAVEL                             |  | \$ (12,734.00)           |
| <b>\$ (1,215,326.23)</b>                        | <b>\$ (1,008,268.23)</b> |             | <b>TOTAL DIRECT (EXPENSES)</b>     |  | <b>\$ (1,080,450.23)</b> |
| <b>\$ (1,153,326.23)</b>                        | <b>\$ (937,518.23)</b>   |             | <b>TOTAL NET (EXPENSES)/INCOME</b> |  | <b>\$ (994,450.23)</b>   |

**BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY**

|    | A  | B                            | C              | D                | E  | F              | G             | H   | I         | J   | K         | L              |
|----|--|------------------------------|----------------|------------------|--|----------------|---------------|-----|-----------|-----|-----------|----------------|
| 1  | Code   |                              | 2021 Approved  | 2021 Projections |  | Rate           | Item          | Qty | Item      | Qty | Item      | 2022 Total     |
| 2  | <b>BUSINESS TECHNOLOGY &amp; COMMUNICATIONS SUPPORT - 1701</b> |                              |                |                  |  |                |               |     |           |     |           |                |
| 3  | 540  | Staff Development            | \$ (3,500.00)  | \$ (500.00)      | Technical Training/Education (CES, Defcon, Interop)          | \$ (3,000.00)  | training      | 1   | year      | 1   | time      | \$ (3,000.00)  |
| 4  | 621  | Repairs/Maintenance          | \$ (515.00)    | \$ (10,500.00)   | General Upkeep (lights, air filters, etc.)                   | \$ (800.00)    |               | 1   |           | 1   |           | \$ (800.00)    |
| 5  |  |                              | \$ (250.00)    |                  | Pest Control   | \$ (250.00)    |               | 1   |           | 1   |           | \$ (250.00)    |
| 6  |  |                              | \$ (400.00)    |                  | Elevator   | \$ (400.00)    |               | 1   |           | 1   |           | \$ (400.00)    |
| 7  |  |                              | \$ (750.00)    |                  | Building/General   | \$ (1,100.00)  |               | 1   |           | 1   |           | \$ (1,100.00)  |
| 8  |  |                              | \$ (850.00)    |                  | HVAC - AZ Control Specialist Contract                        | \$ (1,000.00)  |               | 1   |           | 1   |           | \$ (1,000.00)  |
| 9  |  |                              | \$ (1,100.00)  |                  | HVAC Service Contract - O'Neil                               | \$ (1,500.00)  |               | 1   |           | 1   |           | \$ (1,500.00)  |
| 10 |  |                              | \$ (575.00)    |                  | HVAC Miscellaneous Repairs                                   | \$ (575.00)    |               | 1   |           | 1   |           | \$ (575.00)    |
| 11 |  |                              | \$ (400.00)    |                  | Security/Fire Alarm/Extinguishers                            | \$ (400.00)    |               | 1   |           | 1   |           | \$ (400.00)    |
| 12 |  |                              | \$ (1,000.00)  |                  | Exterior Repairs/Maintenance                                 | \$ (1,000.00)  |               | 1   |           | 1   |           | \$ (1,000.00)  |
| 13 |  |                              | \$ (75.00)     |                  | Security Monitoring  | \$ (75.00)     |               | 1   |           | 1   |           | \$ (75.00)     |
| 14 |  |                              | \$ (1,250.00)  |                  | Interior Repairs/Maintenance                                 | \$ (1,250.00)  |               | 1   |           | 1   |           | \$ (1,250.00)  |
| 15 |  |                              | \$ (5,675.00)  |                  | Janitorial/Window Cleaning                                   | \$ (4,200.00)  |               | 1   |           | 1   |           | \$ (4,200.00)  |
| 16 |  |                              | \$ (500.00)    |                  | Pictures/Furnishings   | \$ (500.00)    |               | 1   |           | 1   |           | \$ (500.00)    |
| 17 |  |                              | \$ (1,100.00)  |                  | Landscaping - Maintenance                                    | \$ (1,700.00)  |               | 1   |           | 1   |           | \$ (1,700.00)  |
| 18 | 623  | Utilities                    | \$ (15,250.00) | \$ (12,750.00)   | Electricity  | \$ (15,250.00) |               | 1   |           | 1   |           | \$ (15,250.00) |
| 19 |  |                              | \$ (1,150.00)  |                  | Sewer/Water  | \$ (1,150.00)  |               | 1   |           | 1   |           | \$ (1,150.00)  |
| 20 |  |                              | \$ (2,000.00)  |                  | Trash  | \$ (2,000.00)  |               | 1   |           | 1   |           | \$ (2,000.00)  |
| 21 | 640  | Equipment Maintenance/Rental | \$ (99.64)     | \$ (900.00)      | Postage Machine  | \$ (27.00)     |               | 4   | Quarterly | 1   |           | \$ (108.00)    |
| 22 |  |                              | \$ (700.00)    |                  | Copier & Printer Leases                                      | \$ (850.00)    |               | 1   |           | 1   |           | \$ (850.00)    |
| 23 | 770.1  | Supplies                     | \$ (1,500.00)  | \$ (2,400.00)    | Supplies   | \$ (1,650.00)  | supplies      | 1   |           | 1   |           | \$ (1,650.00)  |
| 24 |  |                              | \$ (645.96)    |                  | Coffee (Parks & Co.)   | \$ (42.00)     |               | 12  | months    | 1   |           | \$ (504.00)    |
| 25 |  |                              | \$ (850.10)    |                  | Bottled Water/Coolers (Ready Refresh by Nestle)              | \$ (75.00)     |               | 12  | months    | 1   |           | \$ (900.00)    |
| 26 | 780  | Postage                      | \$ (600.00)    | \$ (525.00)      | Postage  | \$ (600.00)    |               | 1   |           | 1   |           | \$ (600.00)    |
| 27 |  |                              | \$ (480.00)    |                  | UPS (Weekly Pick-Up Fees)                                    | \$ (480.00)    | 40 month      | 1   |           | 1   |           | \$ (480.00)    |
| 28 | 781  | Printing                     | \$ (2,500.00)  | \$ (250.00)      | Printing/Copies  | \$ (2,500.00)  |               | 1   |           | 1   |           | \$ (2,500.00)  |
| 29 |  |                              | \$ (1,350.00)  |                  | Letterhead, Envelopes, Business Cards                        | \$ (1,350.00)  |               | 1   |           | 1   |           | \$ (1,350.00)  |
| 30 | 790  | Subscriptions/Reference      | \$ (750.00)    | \$ (250.00)      | Books, Periodicals and Reference Texts                       | \$ (750.00)    | subscriptions | 1   |           | 1   |           | \$ (750.00)    |
| 31 | 810  | Contract Fees                | \$ (150.00)    | \$ (2,850.00)    | Paper Shredding  | \$ (23.00)     | monthly       | 12  | months    | 1   |           | \$ (276.00)    |
| 32 |  |                              | \$ (554.64)    |                  | 125 Plan Admin. (WageWorks)                                  | \$ (60.00)     |               | 12  | months    | 1   |           | \$ (720.00)    |
| 33 |  |                              | \$ (1,393.92)  |                  | Property Management Fees                                     | \$ (265.00)    |               | 12  | months    | 1   |           | \$ (3,180.00)  |
| 34 | 850  | Telephone                    | \$ (11,174.30) | \$ (9,894.00)    | Long Distance, Data Lines, Mobile, Monthly Lines, & Internet | \$ (875.00)    |               | 12  | months    | 1   |           | \$ (10,500.00) |
| 35 | 860  | Conferences                  | \$ (300.00)    | \$ -             | Leadership Conference - Daily Expense (local)                | \$ -           | per diem      | 3   | days      | 2   | staff     | \$ -           |
| 36 |  |                              | \$ (16.35)     | \$ -             | Leadership Conference - Mileage (Local)                      | \$ -           | per mile      | 15  | miles     | 2   | staff     | \$ -           |
| 37 |  |                              | \$ (27.25)     | \$ -             | Arizona REALTOR® Conference - Mileage (Local)                | \$ -           | miles         | 50  | miles     | 1   | staff     | \$ -           |
| 38 |  |                              | \$ (500.00)    | \$ -             | IT Directors Conference - Airfare                            | \$ -           | airfare       | 1   | flight    | 1   | staff     | \$ -           |
| 39 |  |                              | \$ (750.00)    | \$ -             | IT Directors Conference - Hotel                              | \$ -           | night         | 3   | nights    | 1   | staff     | \$ -           |
| 40 |  |                              | \$ (225.00)    | \$ -             | IT Directors Conference - Daily Expense                      | \$ -           | per diem      | 3   | days      | 1   | staff     | \$ -           |
| 41 |  |                              | \$ (275.00)    | \$ (275.00)      | NAR EXPO (Orlando) - Airfare November                        | \$ (275.00)    | airfare       | 1   | flight    | 1   | staff     | \$ (275.00)    |
| 42 |  |                              | \$ (600.00)    | \$ (600.00)      | NAR EXPO (San Diego) - Daily Expense                         | \$ (150.00)    | per diem      | 4   | nights    | 1   | staff     | \$ (600.00)    |
| 43 |  |                              | \$ (1,100.00)  | \$ (1,100.00)    | NAR EXPO (San Diego) - Hotel                                 | \$ (275.00)    | night         | 4   | nights    | 1   | staff     | \$ (1,100.00)  |
| 44 |  |                              | \$ (525.00)    | \$ (525.00)      | NAR EXPO (San Diego) - Registration                          | \$ (525.00)    | registration  | 1   |           | 1   | staff     | \$ (525.00)    |
| 45 |  |                              | \$ (600.00)    | \$ -             | NAR Legislative (D.C.) - Airfare BC&T is a NO                | \$ -           | airfare       | 1   |           | 1   | staff     | \$ -           |
| 46 |  |                              | \$ (1,000.00)  | \$ -             | NAR Legislative (D.C.) - Daily Expense                       | \$ -           | per diem      | 5   | nights    | 1   | staff     | \$ -           |
| 47 |  |                              | \$ (1,600.00)  | \$ -             | NAR Legislative (D.C.) - Hotel                               | \$ -           | night         | 5   | nights    | 1   | staff     | \$ -           |
| 48 |  |                              | \$ (450.00)    | \$ -             | NAR Legislation (D.C.) - Registration                        | \$ -           | registration  | 1   |           | 1   | staff     | \$ -           |
| 49 |  |                              | \$ (500.00)    | \$ (500.00)      | NAR iOi Summit - Airfare - August 2022                       | \$ (500.00)    | airfare       | 1   | flight    | 1   | BST Chair | \$ (500.00)    |
| 50 |  |                              | \$ (600.00)    | \$ (600.00)      | NAR iOi Summit - Daily Expense                               | \$ (150.00)    | per diem      | 4   | days      | 1   | BST Chair | \$ (600.00)    |
| 51 |  |                              | \$ (1,000.00)  | \$ (1,000.00)    | NAR iOi Summit - Hotel                                       | \$ (250.00)    | night         | 4   | nights    | 1   | BST Chair | \$ (1,000.00)  |
| 52 |  |                              | \$ (299.00)    | \$ (299.00)      | NAR iOi Summit - Registration                                | \$ (299.00)    | registration  | 1   |           | 1   | BST Chair | \$ (299.00)    |
| 53 |  |                              | \$ (1,200.00)  | \$ -             | RAMCON - Airfare NAR Office Chicago May                      | \$ -           | airfare       | 1   | flight    | 2   | staff     | \$ -           |
| 54 |  |                              | \$ (1,600.00)  | \$ -             | RAMCON - Daily Expense                                       | \$ (200.00)    | per diem      | 4   | nights    | 2   | staff     | \$ (1,600.00)  |
| 55 |  |                              | \$ (2,560.00)  | \$ -             | RAMCON - Hotel   | \$ (320.00)    | night         | 4   | nights    | 2   | staff     | \$ (2,560.00)  |
| 56 |  |                              | \$ -           | \$ -             | RAMCON - Registration  | \$ (150.00)    | Registration  | 2   |           | 2   | staff     | \$ (600.00)    |
| 57 | 867.2  | Staff Travel                 | \$ (545.00)    | \$ 110.00        | Miscellaneous In-state Travel                                | \$ (0.55)      | per mile      | 200 | miles     | 1   |           | \$ (109.00)    |
| 58 |  |                              | \$ (75,361.16) | \$ (45,608.00)   | <b>1701 Total</b>  |                |               |     |           |     |           | \$ (70,286.00) |
| 59 |  |                              |                |                  |  |                |               |     |           |     |           |                |

**BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY**

|     | A          | B                          | C               | D               | E   | F              | G         | H  | I       | J | K      | L               |
|-----|------------|----------------------------|-----------------|-----------------|---|----------------|-----------|----|---------|---|--------|-----------------|
| 60  |            |                            |                 |                 |   |                |           |    |         |   |        |                 |
| 61  |            |                            |                 |                 | <b>SOFTWARE DEVELOPMENT - 1710</b>                              |                |           |    |         |   |        |                 |
| 62  | <b>810</b> | Professional/Contract Fees | \$ -            | \$ (350.00)     | My Domains  | \$ (350.00)    | total     | 1  | total   | 1 | yearly | \$ (350.00)     |
| 63  |            |                            | \$ -            | \$ (350.00)     | <b>1710 Total</b>   |                |           |    |         |   |        |                 |
| 64  |            |                            |                 |                 |   |                |           |    |         |   |        | \$ (350.00)     |
| 65  |            |                            |                 |                 |   |                |           |    |         |   |        |                 |
| 66  |            |                            |                 |                 | <b>IT RESOURCES AND SECURITY MANAGEMENT - 1730</b>              |                |           |    |         |   |        |                 |
| 67  | <b>631</b> | Computer Expense           | \$ (9,000.00)   | \$ (1,000.00)   | Desktop/Laptop Maintenance & Support                            | \$ (1,000.00)  |           | 1  |         | 1 |        | \$ (1,000.00)   |
| 68  |            |                            | \$ (3,000.00)   | \$ (300.00)     | Zoom Licenses Room (Business License 100 Attendee X 10)         | \$ (300.00)    |           | 1  |         | 1 | yearly | \$ (300.00)     |
| 69  |            |                            |                 | \$ (500.00)     | Zoom Licenses Room 4 (Business License 100 Attendee)            | \$ (500.00)    |           | 1  |         | 1 | yearly | \$ (500.00)     |
| 70  |            |                            |                 | \$ 323.00       | Zoom Connector 1 year room 4                                    | \$ -           |           | 1  |         | 1 | yearly | \$ -            |
| 71  |            |                            | \$ (3,000.00)   | \$ (3,000.00)   | Adobe AcroPro Licenses  | \$ (3,000.00)  |           | 1  |         | 1 |        | \$ (3,000.00)   |
| 72  | <b>810</b> | Professional/Contract Fees | \$ (250.00)     | \$ (250.00)     | Infrastructure Server Imaging Veritas/ Backup Exec              | \$ (250.00)    |           | 1  |         | 1 |        | \$ (250.00)     |
| 73  |            |                            | \$ (2,020.00)   | \$ (2,050.00)   | Adobe Creative Cloud  | \$ (2,050.00)  |           | 1  |         | 1 |        | \$ (2,050.00)   |
| 74  |            |                            | \$ (1,500.00)   | \$ (1,500.00)   | Infrastructure - SSL Licenses - Guru                            | \$ (1,500.00)  |           | 1  | license | 1 | yearly | \$ (1,500.00)   |
| 75  |            |                            | \$ (4,000.00)   | \$ (4,000.00)   | Infrastructure - ExaGrid Licensing                              | \$ (4,000.00)  |           | 1  | units   | 1 | yearly | \$ (4,000.00)   |
| 76  |            |                            | \$ (50.00)      | \$ (50.00)      | Doodle.com  | \$ (50.00)     |           | 1  | units   | 1 | yearly | \$ (50.00)      |
| 77  |            |                            | \$ (12,000.00)  | \$ (12,000.00)  | Office 365  | \$ (12,000.00) |           | 1  |         | 1 |        | \$ (12,000.00)  |
| 78  |            |                            | \$ (132,000.00) | \$ (97,284.00)  | Managed Service Provider Global Market Innovators (GMI)         | \$ (8,107.00)  | Per month | 12 | months  | 1 |        | \$ (97,284.00)  |
| 79  |            |                            | \$ (69,600.00)  | \$ (66,744.00)  | Infrastructure - RAMCO AMS Licensing                            | \$ (5,800.00)  | per month | 12 | months  | 1 | office | \$ (69,600.00)  |
| 80  |            |                            | \$ (5,000.00)   | \$ (5,000.00)   | Infrastructure - Domain and Hosting Fees                        | \$ (5,000.00)  | fee       | 1  |         | 1 |        | \$ (5,000.00)   |
| 81  |            |                            | \$ -            | \$ -            | Infrastructure - Room 4 (Now serviced by Conference Tech)       | \$ -           |           | 1  |         | 1 |        | \$ -            |
| 82  |            |                            | \$ -            | \$ -            | Infrastructure - (Svc Maint Agree Now Serviced by Conference T  | \$ -           |           | 1  |         | 1 |        | \$ -            |
| 83  |            |                            | \$ (5,000.00)   | \$ (5,000.00)   | Infrastructure - Cisco Switch SmartNet                          | \$ (5,000.00)  |           | 1  |         | 1 |        | \$ (5,000.00)   |
| 84  |            |                            | \$ (3,000.00)   | \$ (3,000.00)   | Infrastructure - Cisco Main Switch Maint.                       | \$ (3,000.00)  |           | 1  |         | 1 |        | \$ (3,000.00)   |
| 85  |            |                            | \$ -            | \$ -            | Infrastructure Cisco - Firewall - Lic 3 year renewal            | \$ -           |           | 1  | Year    | 1 |        | \$ -            |
| 86  |            |                            | \$ (500.00)     | \$ (500.00)     | Infrastructure - UPS Maintenance                                | \$ (500.00)    |           | 1  |         | 1 |        | \$ (500.00)     |
| 87  |            |                            | \$ (750.00)     | \$ (750.00)     | GoDaddy - Hosting (6 live active)                               | \$ (750.00)    |           | 1  |         | 1 | yearly | \$ (750.00)     |
| 88  |            |                            | \$ (3,000.00)   | \$ (3,000.00)   | GoDaddy - Domains   | \$ (3,000.00)  |           | 1  |         | 1 | yearly | \$ (3,000.00)   |
| 89  |            |                            | \$ (6,000.00)   | \$ (5,500.00)   | Adobe Subscriptions   | \$ (5,500.00)  | year      | 1  | year    | 1 | office | \$ (5,500.00)   |
| 90  |            |                            | \$ (5,000.00)   | \$ -            | QuickBooks Consultant   | \$ -           | annual    | 1  | year    | 1 |        | \$ -            |
| 91  |            |                            | \$ (500.00)     | \$ (500.00)     | TechSmith (SnagIt)  | \$ (500.00)    |           | 1  |         | 1 | yearly | \$ (500.00)     |
| 92  |            |                            | \$ (295.00)     | \$ (295.00)     | HostTracker   | \$ (295.00)    |           | 1  |         | 1 |        | \$ (295.00)     |
| 93  |            |                            | \$ (120.00)     | \$ (120.00)     | WeTransfer  | \$ (120.00)    |           | 1  |         | 1 |        | \$ (120.00)     |
| 94  |            |                            | \$ (222.29)     | \$ (222.29)     | Sharefile   | \$ (222.29)    |           | 1  |         | 1 |        | \$ (222.29)     |
| 95  |            |                            | \$ (125.00)     | \$ (125.00)     | Siber RoboForm® Goodsync  | \$ (125.00)    |           | 1  |         | 1 |        | \$ (125.00)     |
| 96  |            |                            | \$ (72.00)      | \$ -            | Add Event   | \$ -           |           | 12 | months  | 1 |        | \$ -            |
| 97  |            |                            | \$ (150.00)     | \$ (150.00)     | REALTOR® Assn. - Michelle Domain                                | \$ (150.00)    |           | 1  |         | 1 |        | \$ (150.00)     |
| 98  |            |                            | \$ (900.00)     | \$ (1,491.72)   | Cox Communications - Rm 4 Line                                  | \$ (124.31)    |           | 12 | months  | 1 |        | \$ (1,491.72)   |
| 99  |            |                            | \$ (4,500.00)   | \$ -            | Citrix - GoToWebinar  | \$ -           |           | 12 | months  | 1 |        | \$ -            |
| 100 |            |                            | \$ (1,250.00)   | \$ -            | Security - Network Layer Vulnerability Scan- In                 | \$ (1,250.00)  |           | 1  |         | 1 |        | \$ (1,250.00)   |
| 101 |            |                            | \$ (2,900.00)   | \$ (1,619.80)   | Security - WebSense Triton (Mailboxes) Forcepoint (Serviced by  | \$ (1,619.80)  |           | 1  |         | 1 |        | \$ (1,619.80)   |
| 102 |            |                            | \$ -            | \$ (245.42)     | Security - WebSense Triton (Support ) Forcepoint (Serviced by V | \$ (245.42)    |           | 1  |         | 1 |        | \$ (245.42)     |
| 103 |            |                            | \$ -            | \$ (1,300.00)   | Security - WebSense Web (Internet) Forcepoint (Serviced by Vol  | \$ (1,300.00)  |           | 1  |         | 1 |        | \$ (1,300.00)   |
| 104 |            |                            | \$ (275,704.29) | \$ (217,174.23) | <b>1730 Total</b>   |                |           |    |         |   |        |                 |
| 105 |            |                            |                 |                 |   |                |           |    |         |   |        | \$ (221,603.23) |
| 106 |            |                            |                 |                 |   |                |           |    |         |   |        |                 |

**BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY**

|     | A  | B                          | C                      | D                      | E  | F              | G                | H       | I       | J       | K       | L                      |
|-----|--|----------------------------|------------------------|------------------------|--|----------------|------------------|---------|---------|---------|---------|------------------------|
| 107 | <b>BUSINESS SERVICES DEPARTMENT - 1770</b> |                            |                        |                        |  |                |                  |         |         |         |         |                        |
| 108 | <b>INCOME</b>                              |                            |                        |                        |  |                |                  |         |         |         |         |                        |
| 109 | <b>433</b>                                 | Forms Licensing            | \$ 12,000.00           | \$ 12,000.00           | Forms Licensing - DotLoop                                      | \$ 1,000.00    | license          | 1       | license | 12      | months  | \$ 12,000.00           |
| 110 |  |                            | \$ 12,000.00           | \$ 12,000.00           | Forms Licensing - Brokermint                                   | \$ 1,000.00    | license          | 1       | license | 12      | months  | \$ 12,000.00           |
| 111 |  |                            | \$ 12,000.00           | \$ 12,000.00           | Forms Licensing - Skyslope                                     | \$ 1,000.00    | license          | 1       | license | 12      | months  | \$ 12,000.00           |
| 112 |  |                            | \$ 12,000.00           | \$ 12,000.00           | Forms Licensing - DocuSign                                     | \$ 1,000.00    | license          | 1       | license | 12      | months  | \$ 12,000.00           |
| 113 |  |                            | \$ 12,000.00           | \$ 12,000.00           | Forms Licensing - zipForm®                                     | \$ 1,000.00    | license          | 1       | license | 12      | months  | \$ 12,000.00           |
| 114 |  |                            | \$ -                   | \$ 6,000.00            | Forms Licensing - Jointly - New July 2021                      | \$ 1,000.00    | license          | 1       | license | 12      | Months  | \$ 12,000.00           |
| 115 |  |                            | \$ -                   | \$ 4,000.00            | Forms Licensing - Propy (pending approval 9/2021)              | \$ 1,000.00    | license          | 1       | license | 12      | months  | \$ 12,000.00           |
| 116 |  |                            | \$ <b>60,000.00</b>    | \$ <b>70,000.00</b>    | <b>1770 Income Total</b>                                       |                |                  |         |         |         |         | \$ <b>84,000.00</b>    |
| 117 | <b>EXPENSE</b>                             |                            |                        |                        |  |                |                  |         |         |         |         |                        |
| 118 | <b>EXPENSE</b>                             |                            |                        |                        |  |                |                  |         |         |         |         |                        |
| 119 | <b>630</b>                                 | Catering/Hotel             | \$ (1,200.00)          | \$ (300.00)            | Catering   | \$ (300.00)    | session          | 1       | session | 1       | time    | \$ (300.00)            |
| 120 | <b>786</b>                                 | Promotion                  | \$ (3,000.00)          | \$ -                   | Promotional Expense  | \$ -           | promotion        | 1       |         | 1       |         | \$ -                   |
| 121 | <b>810</b>                                 | Professional/Contract Fees | \$ (75,594.28)         | \$ -                   | GoPaperless 51145 members Real Estate Digital LLC\$4.20 member | \$/Yr/Member   | 4                | monthly | 1       | members |         | \$ -                   |
| 122 |  |                            | \$ (331,419.60)        | \$ (349,920.00)        | Forms Provider - Transaction Desk \$29,160.00 Monthly          | \$ (0.54)      | per member       | 12      | months  | 54000   | annual  | \$ (349,920.00)        |
| 123 |  |                            | \$ (38,000.00)         | \$ (38,000.00)         | ClickDimensions  | \$ (38,000.00) | 5 Million Emails | 1       | annual  | 1       |         | \$ (38,000.00)         |
| 124 |  |                            | \$ (98,198.40)         | \$ (103,680.00)        | TechHelpline billed quarterly \$25,920.00 Quarterly            | \$ (1.92)      | \$/Yr/Member     | 1       | annual  | 54000   | members | \$ (103,680.00)        |
| 125 |  |                            | \$ (151,200.00)        | \$ (151,200.00)        | Clareity SSO   | \$ (12,600.00) | month            | 12      | months  | 1       |         | \$ (151,200.00)        |
| 126 | <b>867.2</b>                               | Staff Travel               | \$ (1,000.00)          | \$ (750.00)            | Miscellaneous Travel   | \$ (750.00)    | travel           | 1       |         | 1       |         | \$ (750.00)            |
| 127 |  |                            | \$ (2,725.00)          | \$ (600.00)            | Mileage  | -0.575         | miles            | 5000    | miles   | 1       | annual  | \$ (2,875.00)          |
| 128 |  |                            | \$ (1,300.00)          | \$ (390.00)            | Daily Expense  | \$ (65.00)     | per diem         | 20      | days    | 1       | staff   | \$ (1,300.00)          |
| 129 |  |                            | \$ (900.00)            | \$ -                   | Auto Rental  | \$ (225.00)    | rental           | 4       | rentals | 1       | staff   | \$ (900.00)            |
| 130 |  |                            | \$ (2,300.00)          | \$ (690.00)            | Hotel/Lodging  | \$ (115.00)    | night            | 20      | nights  | 1       | staff   | \$ (2,300.00)          |
| 131 |  |                            | \$ <b>(706,837.28)</b> | \$ <b>(645,530.00)</b> | <b>1770 Expense Total</b>                                      |                |                  |         |         |         |         | \$ <b>(651,225.00)</b> |
| 132 |  |                            | \$ <b>(646,837.28)</b> | \$ <b>(575,530.00)</b> | <b>1770 Total Net</b>  |                |                  |         |         |         |         | \$ <b>(567,225.00)</b> |
| 133 |  |                            |                        |                        |  |                |                  |         |         |         |         |                        |

**BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY**

| A   | B                                 | C                          | D                 | E                 | F  | G              | H            | I | J  | K      | L |                   |                |
|-----|-----------------------------------|----------------------------|-------------------|-------------------|--|----------------|--------------|---|----|--------|---|-------------------|----------------|
| 134 | <b>COMMUNICATIONS - 1780</b>      |                            |                   |                   |  |                |              |   |    |        |   |                   |                |
| 135 | <b>INCOME</b>                     |                            |                   |                   |  |                |              |   |    |        |   |                   |                |
| 136 | <b>466.2</b>                      | Advertising Income         | \$ 2,000.00       | \$ 750.00         | Ads (Arizona REALTORS Email Blasts)                    | \$ 2,000.00    |              |   | 1  |        | 1 | \$ 2,000.00       |                |
| 137 |                                   |                            | \$ 2,000.00       | \$ 750.00         | <b>1780 Income Total</b>                               |                |              |   |    |        |   | \$ 2,000.00       |                |
| 138 |                                   |                            |                   |                   |  |                |              |   |    |        |   |                   |                |
| 139 | <b>EXPENSE</b>                    |                            |                   |                   |  |                |              |   |    |        |   |                   |                |
| 140 | <b>540</b>                        | Staff Development          | \$ (2,000.00)     | \$ (500.00)       | Training/Seminars                                      | \$ (1,000.00)  |              |   | 1  |        | 2 | staff             | \$ (2,000.00)  |
| 141 | <b>631</b>                        | Computer Service & Expense | \$ -              | \$ (375.00)       | Zoom License/Cloud Connector (January/April)           | \$ (375.00)    |              |   | 1  |        | 1 |                   | \$ (375.00)    |
| 142 | <b>770</b>                        | Supplies                   | \$ (1,500.00)     | \$ (500.00)       | Miscellaneous Art Supplies                             | \$ (1,500.00)  |              |   | 1  |        | 1 |                   | \$ (1,500.00)  |
| 143 |                                   |                            | \$ (2,500.00)     | \$ (500.00)       | Recording Studio Supplies                              | \$ (2,500.00)  |              |   | 1  |        | 1 |                   | \$ (2,500.00)  |
| 144 |                                   |                            | \$ (500.00)       | \$ -              | President's Scrapbook                                  |                |              |   | 1  |        | 1 |                   | \$ -           |
| 145 | <b>781</b>                        | Printing                   | \$ (30,000.00)    | \$ (4,273.00)     | Promotional Materials - Member Benefits Booklets       | \$ (15,000.00) |              |   | 1  |        | 1 |                   | \$ (15,000.00) |
| 146 | <b>786</b>                        | Promotion                  | \$ (2,000.00)     | \$ (2,000.00)     | Contest Prizes   | \$ (2,500.00)  |              |   | 1  |        | 1 |                   | \$ (2,500.00)  |
| 147 | <b>790</b>                        | Subscriptions/Reference    | \$ (500.00)       | \$ (600.00)       | Subscriptions  | \$ (600.00)    |              |   | 1  |        | 1 |                   | \$ (600.00)    |
| 148 |                                   |                            | \$ -              | \$ (325.00)       | Social Media Examiner (March)                          | \$ (325.00)    |              |   | 1  |        | 1 |                   | \$ (325.00)    |
| 149 |                                   |                            | \$ -              | \$ (160.00)       | Corel Funchal (March)                                  | \$ (160.00)    |              |   | 1  |        | 1 |                   | \$ (160.00)    |
| 150 |                                   |                            | \$ (175.00)       | \$ (175.00)       | Hootsuite (February)                                   | \$ (175.00)    |              |   | 1  |        | 1 |                   | \$ (175.00)    |
| 151 | <b>810</b>                        | Professional/Contract Fees | \$ (60,420.00)    | \$ (60,420.00)    | Website Maintenance, Hosting, Programming & Consulting | \$ (5,035.00)  | monthly      |   | 12 |        | 1 |                   | \$ (60,420.00) |
| 152 |                                   |                            | \$ (25,000.00)    | \$ (6,000.00)     | Video Production                                       | \$ (6,000.00)  |              |   | 1  |        | 1 |                   | \$ (6,000.00)  |
| 153 |                                   |                            | \$ (1,500.00)     | \$ (1,500.00)     | Social Media Ads                                       | \$ (1,500.00)  |              |   | 1  |        | 1 |                   | \$ (1,500.00)  |
| 154 |                                   |                            | \$ (500.00)       | \$ -              | Headshot Photos (President)                            |                |              |   | 1  |        | 1 |                   | \$ -           |
| 155 |                                   |                            | \$ (2,500.00)     | \$ (300.00)       | Group Texting  | \$ (2,500.00)  |              |   | 1  |        | 1 |                   | \$ (2,500.00)  |
| 156 |                                   |                            | \$ (5,000.00)     | \$ -              | Zoom Licensing (Moved to 631 for 2022)                 |                |              |   | 1  |        | 1 |                   | \$ -           |
| 157 |                                   |                            | \$ (2,500.00)     | \$ (3,376.00)     | iStock Photo (January)                                 | \$ (3,500.00)  |              |   | 1  |        | 1 |                   | \$ (3,500.00)  |
| 158 |                                   |                            | \$ -              | \$ (200.00)       | Q2ID Bundle for InDesign - Markzware.com (April)       | \$ (200.00)    |              |   | 1  |        | 1 |                   | \$ (200.00)    |
| 159 |                                   |                            | \$ (900.00)       | \$ -              | Font Packages (March)                                  | \$ (900.00)    |              |   | 1  |        | 1 |                   | \$ (900.00)    |
| 160 |                                   |                            | \$ (1,000.00)     | \$ (1,000.00)     | Creative Manager Software (QuarkXPress)                | \$ (1,000.00)  |              |   | 1  |        | 1 |                   | \$ (1,000.00)  |
| 161 | <b>860</b>                        | Conferences                | \$ (500.00)       | \$ (500.00)       | NAR Comm. Director Institute (July) - Airfare          | \$ (500.00)    | airfare      |   | 1  | time   | 1 | staff             | \$ (500.00)    |
| 162 |                                   |                            | \$ (300.00)       | \$ (300.00)       | NAR Comm. Director Institute (July) - Daily Expense    | \$ (75.00)     | per diem     |   | 4  | days   | 1 | staff             | \$ (300.00)    |
| 163 |                                   |                            | \$ (900.00)       | \$ (900.00)       | NAR Comm. Director Institute (July) - Hotel            | \$ (300.00)    | night        |   | 3  | nights | 1 | staff             | \$ (900.00)    |
| 164 |                                   |                            | \$ (125.00)       | \$ (249.00)       | NAR Comm. Director Institute (July) - Registration     | \$ (249.00)    | registration |   | 1  | time   | 1 | staff             | \$ (249.00)    |
| 165 |                                   |                            | \$ (500.00)       | \$ (500.00)       | NAREE Comm. Director - Airfare                         | \$ (500.00)    | airfare      |   | 1  | time   | 1 | staff             | \$ (500.00)    |
| 166 |                                   |                            | \$ (300.00)       | \$ (300.00)       | NAREE Comm. Director - Daily Expense                   | \$ (75.00)     | per diem     |   | 4  | days   | 1 | staff             | \$ (300.00)    |
| 167 |                                   |                            | \$ (900.00)       | \$ (750.00)       | NAREE Comm. Director - Hotel                           | \$ (300.00)    | night        |   | 3  | nights | 1 | staff             | \$ (900.00)    |
| 168 |                                   |                            | \$ (125.00)       | \$ (125.00)       | NAREE Comm. Director - Registration                    | \$ (125.00)    | registration |   | 1  | time   | 1 | staff             | \$ (125.00)    |
| 169 |                                   |                            | \$ (28.50)        | \$ (28.00)        | Arizona REALTOR® Convention - Mileage                  | \$ (0.57)      | per mile     |   | 50 | miles  | 2 | staff             | \$ (57.00)     |
| 170 | <b>867.2</b>                      | Staff Travel               | \$ (2,000.00)     | \$ (2,000.00)     | Outreach Travel  | \$ (2,000.00)  |              |   | 1  |        | 1 |                   | \$ (2,000.00)  |
| 171 |                                   |                            | \$ (144,173.50)   | \$ (87,856.00)    | <b>1780 Expense Total</b>                              |                |              |   |    |        |   | \$ (106,986.00)   |                |
| 172 |                                   |                            | \$ (142,173.50)   | \$ (87,106.00)    | <b>1780 Total Net</b>                                  |                |              |   |    |        |   | \$ (104,986.00)   |                |
| 173 |                                   |                            |                   |                   |  |                |              |   |    |        |   |                   |                |
| 174 | <b>DIVERSITY COMMITTEE - 1781</b> |                            |                   |                   |  |                |              |   |    |        |   |                   |                |
| 175 | <b>540</b>                        | Staff Development          | \$ -              |                   | Training/Seminars                                      | \$ (500.00)    |              |   | 1  |        | 1 |                   | \$ (500.00)    |
| 176 | <b>630</b>                        | Catering/Hotel             | \$ -              |                   | DEI/Fair Housing Event                                 | \$ (10,000.00) |              |   | 1  |        | 1 |                   | \$ (10,000.00) |
| 177 | <b>632</b>                        | Copying                    | \$ (2,500.00)     | \$ (1,000.00)     | Copies   | \$ (1,000.00)  |              |   | 1  |        | 1 |                   | \$ (1,000.00)  |
| 178 | <b>639</b>                        | Dues/Commitments           | \$ -              |                   | Multicultural Organization Memberships                 | \$ (525.00)    |              |   | 1  |        | 1 |                   | \$ (525.00)    |
| 179 |                                   |                            | \$ -              |                   | National Fair Housing Alliance Membership              | \$ (225.00)    |              |   | 1  |        | 1 |                   | \$ (225.00)    |
| 180 | <b>770</b>                        | Supplies                   | \$ (750.00)       | \$ (750.00)       | Materials/supplies for events                          | \$ (1,000.00)  |              |   | 1  |        | 1 |                   | \$ (1,000.00)  |
| 181 | <b>786</b>                        | Promotion                  | \$ (2,500.00)     | \$ (2,500.00)     | Event sponsorships                                     | \$ (2,500.00)  |              |   | 1  |        | 1 |                   | \$ (2,500.00)  |
| 182 |                                   |                            | \$ -              |                   | Scholarship/Essay Contest                              | \$ (1,750.00)  |              |   | 1  |        | 1 |                   | \$ (1,750.00)  |
| 183 | <b>787</b>                        | Speaker Fees               | \$ (7,500.00)     | \$ (7,500.00)     | Diversity Committee speakers                           | \$ (10,000.00) |              |   | 1  |        | 1 |                   | \$ (10,000.00) |
| 184 | <b>867</b>                        | Travel                     | \$ -              |                   | Statewide Diversity Outreach Travel (mileage, meals)   | \$ (2,500.00)  |              |   | 1  |        | 1 |                   | \$ (2,500.00)  |
| 185 |                                   |                            | \$ (13,250.00)    | \$ (11,750.00)    | <b>1781 Total</b>                                      |                |              |   |    |        |   | \$ (30,000.00)    |                |
| 186 |                                   |                            |                   |                   |  |                |              |   |    |        |   |                   |                |
| 187 |                                   |                            | \$ (1,215,326.23) | \$ (1,008,268.23) | <b>GRAND TOTAL (EXPENSE)</b>                           |                |              |   |    |        |   | \$ (1,080,450.23) |                |
| 188 |                                   |                            | \$ 62,000.00      | \$ 70,750.00      | <b>GRAND TOTAL INCOME</b>                              |                |              |   |    |        |   | \$ 86,000.00      |                |
| 189 |                                   |                            | \$ (1,153,326.23) | \$ (937,518.23)   | <b>GRAND TOTAL NET</b>                                 |                |              |   |    |        |   | \$ (994,450.23)   |                |

| PROFESSIONAL & BUSINESS DEVELOPMENT |                        |      |  |                        |
|-------------------------------------|------------------------|------|--|------------------------|
| 2021 Approved                       | 2021 Projections       | Code |  | 2022                   |
| <b>PROJECTED INCOME</b>             |                        |      |  |                        |
| \$ 31,640.00                        | \$ 22,458.00           |      | INCOME (MRE, REALTOR Institute, Ed. Development) | \$ 32,860.00           |
| \$ 286,130.00                       | \$ 225,122.00          |      | REGISTRATION                                     | \$ 302,210.00          |
| \$ 1,500.00                         | \$ 1,500.00            |      | SPONSORSHIP                                      | \$ 2,200.00            |
| <b>\$ 319,270.00</b>                | <b>\$ 249,080.00</b>   |      | <b>TOTAL PROJECTED INCOME</b>                    | <b>\$ 337,270.00</b>   |
| <b>PROJECTED DIRECT (EXPENSES)</b>  |                        |      |  |                        |
| \$ (3,100.00)                       | \$ (1,000.00)          | 540  | STAFF DEVELOPMENT                                | \$ (2,600.00)          |
| \$ (1,000.00)                       | \$ (550.00)            | 605  | AWARDS/GIFTS                                     | \$ (1,100.00)          |
| \$ (7,325.00)                       | \$ (6,300.00)          | 621  | REPAIRS & MAINTENANCE                            | \$ (9,075.00)          |
| \$ (8,115.00)                       | \$ (6,850.00)          | 623  | UTILITIES  | \$ (8,115.00)          |
| \$ (258,097.00)                     | \$ (215,424.00)        | 630  | CATERING/HOTEL                                   | \$ (302,616.00)        |
| \$ (2,900.00)                       | \$ (2,225.00)          | 631  | COMPUTER SERVICES & EXPENSES                     | \$ (3,500.00)          |
| \$ (1,750.00)                       | \$ (350.00)            | 632  | COPYING  | \$ (1,750.00)          |
| \$ (3,306.00)                       | \$ (3,816.00)          | 639  | DUES/COMMITMENTS                                 | \$ (3,029.00)          |
| \$ (26,476.26)                      | \$ (23,000.00)         | 640  | EQUIPMENT MAINTENANCE/RENTAL                     | \$ (26,476.26)         |
| \$ (17,444.78)                      | \$ (14,247.52)         | 770  | SUPPLIES   | \$ (13,507.78)         |
| \$ (37,315.50)                      | \$ (35,386.00)         | 780  | POSTAGE  | \$ (36,996.00)         |
| \$ (12,138.00)                      | \$ (11,488.00)         | 781  | PRINTING   | \$ (11,713.00)         |
| \$ (23,825.00)                      | \$ (22,225.00)         | 786  | PROMOTION  | \$ (24,500.00)         |
| \$ (275,200.00)                     | \$ (241,050.00)        | 787  | SPEAKER FEES                                     | \$ (259,925.00)        |
| \$ (156,166.96)                     | \$ (144,933.00)        | 810  | PROFESSIONAL/CONTRACT FEES                       | \$ (163,737.00)        |
| \$ (6,321.52)                       | \$ (4,875.00)          | 850  | TELEPHONE  | \$ (6,321.52)          |
| \$ (10,674.00)                      | \$ (2,961.00)          | 860  | CONFERENCES                                      | \$ (12,564.00)         |
| \$ (14,050.00)                      | \$ (4,874.00)          | 867  | TRAVEL   | \$ (13,797.00)         |
| <b>\$ (865,205.02)</b>              | <b>\$ (741,554.52)</b> |      | <b>TOTAL DIRECT (EXPENSES)</b>                   | <b>\$ (901,322.56)</b> |
| <b>\$ (545,935.02)</b>              | <b>\$ (492,474.52)</b> |      | <b>TOTAL NET (EXPENSES)/INCOME</b>               | <b>\$ (564,052.56)</b> |



PROFESSIONAL AND BUSINESS DEVELOPMENT

|    | A   | B                            | C              | D                | E   | F             | G          | H   | I        | J   | K    | L              |
|----|---|------------------------------|----------------|------------------|---|---------------|------------|-----|----------|-----|------|----------------|
| 1  | Code  |                              | 2021           | 2021 Projections |   | Rate          | Item       | Qty | Item     | Qty | Item | 2022 Total     |
| 2  | <b>PROFESSIONAL &amp; BUSINESS DEVELOPMENT SUPPORT - 1801</b> |                              |                |                  |   |               |            |     |          |     |      |                |
| 3  | <b>EXPENSE</b>  |                              |                |                  |   |               |            |     |          |     |      |                |
| 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)    | \$ (6,300.00)    | General Upkeep (lights, air filters, etc.)      | \$ (750.00)   |            | 1   |          | 1   |      | \$ (750.00)    |
| 6  |   |                              | \$ (125.00)    |                  | Pest Control                                    | \$ (125.00)   |            | 1   |          | 1   |      | \$ (125.00)    |
| 7  |   |                              | \$ (200.00)    |                  | Elevator  | \$ (200.00)   |            | 1   |          | 1   |      | \$ (200.00)    |
| 8  |   |                              | \$ (450.00)    |                  | Building/General                                | \$ (650.00)   |            | 1   |          | 1   |      | \$ (650.00)    |
| 9  |   |                              | \$ (400.00)    |                  | HVAC - AZ Control Specialist Contract           | \$ (650.00)   |            | 1   |          | 1   |      | \$ (650.00)    |
| 10 |   |                              | \$ (500.00)    |                  | HVAC Service Contract - O'Neil                  | \$ (850.00)   |            | 1   |          | 1   |      | \$ (850.00)    |
| 11 |   |                              | \$ (275.00)    |                  | HVAC Miscellaneous Repairs                      | \$ (275.00)   |            | 1   |          | 1   |      | \$ (275.00)    |
| 12 |   |                              | \$ (200.00)    |                  | Security/Fire Alarm/Extinguishers               | \$ (200.00)   |            | 1   |          | 1   |      | \$ (200.00)    |
| 13 |   |                              | \$ (450.00)    |                  | Exterior Repairs/Maintenance                    | \$ (450.00)   |            | 1   |          | 1   |      | \$ (450.00)    |
| 14 |   |                              | \$ (75.00)     |                  | Security Monitoring                             | \$ (75.00)    |            | 1   |          | 1   |      | \$ (75.00)     |
| 15 |   |                              | \$ (800.00)    |                  | Interior Repairs/Maintenance                    | \$ (800.00)   |            | 1   |          | 1   |      | \$ (800.00)    |
| 16 |   |                              | \$ (2,600.00)  |                  | Janitorial/Window Cleaning                      | \$ (2,400.00) |            | 1   |          | 1   |      | \$ (2,400.00)  |
| 17 |   |                              | \$ (350.00)    |                  | Pictures/Furnishings                            | \$ (350.00)   |            | 1   |          | 1   |      | \$ (350.00)    |
| 18 |   |                              | \$ (650.00)    |                  | Landscaping - Maintenance                       | \$ (1,300.00) |            | 1   |          | 1   |      | \$ (1,300.00)  |
| 19 | 623   | Utilities                    | \$ (7,500.00)  | \$ (6,850.00)    | Electricity                                     | \$ (7,500.00) |            | 1   |          | 1   |      | \$ (7,500.00)  |
| 20 |   |                              | \$ (515.00)    |                  | Sewer/Water                                     | \$ (515.00)   |            | 1   |          | 1   |      | \$ (515.00)    |
| 21 |   |                              | \$ (100.00)    |                  | Trash   | \$ (100.00)   |            | 1   |          | 1   |      | \$ (100.00)    |
| 22 | 630   | Catering/Hotel               | \$ (1,600.00)  | \$ (800.00)      | Workgroups/Committee                            | \$ (400.00)   |            | 4   | mtgs     | 1   | time | \$ (1,600.00)  |
| 23 | 631   | Computer                     | \$ (1,000.00)  | \$ (2,225.00)    | Repair/Replacement                              | \$ (1,000.00) | annual     | 1   | time     | 1   | time | \$ (1,000.00)  |
| 24 |   |                              | \$ (450.00)    |                  | Zoom platform license (3)                       | \$ (1,050.00) | annual     | 1   | time     | 1   | time | \$ (1,050.00)  |
| 25 |   |                              | \$ (440.00)    |                  | Adobe Acro Pro                                  | \$ (440.00)   | annual     | 1   | time     | 1   | time | \$ (440.00)    |
| 26 |   |                              | \$ (1,010.00)  |                  | Adobe Creative Cloud                            | \$ (1,010.00) | annual     | 1   | time     | 1   | time | \$ (1,010.00)  |
| 27 | 632   | Copying                      |                | \$ (350.00)      | Workgroups/Conferences/Classes/General          | \$ -          |            |     |          |     |      | \$ -           |
| 28 |   |                              | \$ (1,750.00)  | \$ -             | 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 |   |                              |                | \$ (450.00)      | Zoom License #2                                 | \$ -          | annual     | 1   | fee      | 1   | time | \$ -           |
| 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)    | \$ (228.00)      | Poll Everywhere                                 | \$ (19.00)    | fee        | 12  | months   | 1   | time | \$ (228.00)    |
| 35 |   |                              | \$ (397.00)    | \$ (397.00)      | Social Media Examiner subscription              |               |            |     |          |     |      | \$ -           |
| 36 |   |                              | \$ (199.00)    | \$ (199.00)      | Vimeo subscription                              | \$ (199.00)   | annual     | 1   | fee      | 1   | year | \$ (199.00)    |
| 37 |   |                              | \$ (300.00)    | \$ (300.00)      | Menti Meter Polling                             | \$ (300.00)   | annual     | 1   | fee      | 1   | time | \$ (300.00)    |
| 38 |   |                              | \$ (30.00)     | \$ (30.00)       | Trivia Maker license                            | \$ (30.00)    | annual     | 1   | fee      | 1   | time | \$ (30.00)     |
| 39 |   |                              |                | \$ (60.00)       | Spotify Subscription                            | \$ (10.00)    | per month  | 12  | months   | 1   | time | \$ (120.00)    |
| 40 | 640   | Equipment Maintenance/Rental | \$ (28.26)     | \$ (23,000.00)   | Postage Machine                                 | \$ (28.26)    | annual     | 1   | time     | 1   | time | \$ (28.26)     |
| 41 |   |                              | \$ (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)    |                  | Office Supplies (soda, water, etc)              | \$ (893.00)   | annual     | 1   | time     | 1   | time | \$ (893.00)    |
| 44 |   |                              | \$ (342.16)    |                  | Coffee (Parks & Co.)                            | \$ (342.16)   | annual     | 1   | time     | 1   | time | \$ (342.16)    |
| 45 |   |                              | \$ (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                        |               |            |     |          |     |      | \$ -           |
| 48 |   |                              | \$ (750.00)    | \$ (400.00)      | Badge holders/badge stock                       | \$ (400.00)   | annual     | 1   | time     | 1   | time | \$ (400.00)    |
| 49 | 780   | Postage                      | \$ (877.66)    | \$ (1,350.00)    | Postage   | \$ (1,300.00) | annual     | 1   | time     | 1   | time | \$ (1,300.00)  |
| 50 |   |                              | \$ (213.84)    |                  | UPS (Weekly Pick-Up Fees)                       | \$ (351.00)   | annual     | 1   | time     | 1   | time | \$ (351.00)    |
| 51 | 781   | Printing                     | \$ (2,000.00)  | \$ (2,000.00)    | Brochure/Flyers                                 | \$ (2,000.00) |            | 1   | time     | 1   | time | \$ (2,000.00)  |
| 52 |   |                              | \$ (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 | <b>786</b>   | Promotion                  | \$ (1,000.00)   | \$ (500.00)    | Event Tables - local association expos                       | \$ (500.00)    |                   | 2  | events | 1 | time  | \$ (1,000.00)   |
| 54 |              |                            | \$ (600.00)     | \$ (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)   |
| 57 | <b>810</b>   | Professional/Contract Fees | \$ (345.00)     | \$ (345.00)    | Canva, Dropbox, Amazon Prime                                 | \$ (345.00)    | annual            | 1  | time   | 1 | time  | \$ (345.00)     |
| 58 |              |                            | \$ (3,000.00)   | \$ (2,800.00)  | Online Registration System Enhancements (Ivexi)              | \$ (3,000.00)  |                   | 1  | time   | 1 | time  | \$ (3,000.00)   |
| 59 |              |                            | \$ (1,000.00)   | \$ (1,000.00)  | REBAC License Renewal  | \$ (1,000.00)  |                   | 1  | time   | 1 | time  | \$ (1,000.00)   |
| 60 |              |                            | \$ (345.00)     | \$ (345.00)    | Thermal Binding Machine Maintenance                          | \$ (345.00)    |                   | 1  | time   | 1 | time  | \$ (345.00)     |
| 61 |              |                            | \$ (360.00)     | \$ (415.00)    | Survey Monkey software                                       | \$ (415.00)    |                   | 1  | time   | 1 | time  | \$ (415.00)     |
| 62 |              |                            | \$ (2,000.00)   | \$ (1,200.00)  | Education Video Development                                  | \$ (150.00)    | per video snippit | 8  | videos | 1 | time  | \$ (1,200.00)   |
| 63 |              |                            | \$ (11,000.00)  | \$ (11,000.00) | EFT credit card fees for education programs                  | \$ (11,000.00) | fees              | 1  | time   | 1 | time  | \$ (11,000.00)  |
| 64 |              |                            | \$ (6,000.00)   | \$ (5,400.00)  | Cvent system (registration platform license, website))       | \$ (6,000.00)  | annual fee        | 1  | time   | 1 | time  | \$ (6,000.00)   |
| 65 |              |                            | \$ (8,000.00)   | \$ (8,000.00)  | Education Mobile App Development                             |                |                   |    |        |   |       | \$ -            |
| 66 |              |                            |                 |                | Event Website development                                    |                |                   |    |        |   |       | \$ -            |
| 67 |              |                            | \$ (120.00)     |                | Paper Shredding  | \$ (10.00)     | fee               | 12 | months | 1 | time  | \$ (120.00)     |
| 68 |              |                            | \$ (123.00)     |                | 125 Plan Admin. (WageWorks)                                  | \$ (10.25)     | monthly           | 12 |        | 1 | time  | \$ (123.00)     |
| 69 |              |                            | \$ (696.96)     |                | Property Management Fees                                     | \$ (210.00)    | monthly           | 12 | months | 1 | time  | \$ (2,520.00)   |
| 70 | <b>850</b>   | Telephone                  | \$ (6,321.52)   | \$ (4,875.00)  | Long Distance, Data Lines, Mobile, Monthly Lines, & Internet | \$ (6,321.52)  | annual            | 1  | time   | 1 | time  | \$ (6,321.52)   |
| 71 | <b>860</b>   | Conferences                | \$ (475.00)     | \$ (450.00)    | NAR EXPO (Orlando) - Registration                            | \$ (525.00)    | registration fee  | 1  | fee    | 1 | time  | \$ (525.00)     |
| 72 |              |                            | \$ (825.00)     | \$ (825.00)    | NAR EXPO (Orlando) - Hotel                                   | \$ (275.00)    | night             | 3  | nights | 1 | time  | \$ (825.00)     |
| 73 |              |                            | \$ (600.00)     | \$ (600.00)    | NAR EXPO (Orlando) - Daily Expense                           | \$ (150.00)    | per diem          | 3  | days   | 1 | staff | \$ (450.00)     |
| 74 |              |                            | \$ (450.00)     | \$ (425.00)    | NAR EXPO (Orlando) - Airfare                                 | \$ (425.00)    | airfare           | 1  | time   | 1 | staff | \$ (425.00)     |
| 75 |              |                            | \$ (600.00)     | \$ -           | NAR Legislative (D.C.) - Daily Expense                       | \$ (200.00)    | per diem          | 3  | days   | 1 | staff | \$ (600.00)     |
| 76 |              |                            | \$ (1,050.00)   | \$ -           | NAR Legislative (D.C.) - Hotel                               | \$ (350.00)    | night             | 3  | nights | 1 | staff | \$ (1,050.00)   |
| 77 |              |                            | \$ (600.00)     | \$ -           | NAR Legislative (D.C.) - Airfare                             | \$ (600.00)    | airfare           | 1  | time   | 1 | staff | \$ (600.00)     |
| 78 |              |                            | \$ (275.00)     | \$ (100.00)    | State Education Director conference registration             | \$ (275.00)    | registration fee  | 1  | time   | 1 | time  | \$ (275.00)     |
| 79 |              |                            | \$ (400.00)     | \$ -           | State Ed. Director Conference - Airfare                      | \$ (400.00)    | airfare           | 1  | time   | 1 | staff | \$ (400.00)     |
| 80 |              |                            | \$ (150.00)     | \$ -           | State Ed. Director Conference - Daily Expense                | \$ (75.00)     | per diem          | 2  | days   | 1 | staff | \$ (150.00)     |
| 81 |              |                            | \$ (650.00)     | \$ -           | State Ed. Director Conference - Hotel                        | \$ (325.00)    | night             | 2  | nights | 1 | staff | \$ (650.00)     |
| 82 |              |                            |                 |                | Cvent Conference - registration                              | \$ (900.00)    | registration fee  | 1  | time   | 1 | staff | \$ (900.00)     |
| 83 |              |                            |                 |                | Cvent Conference - airfare                                   | \$ (350.00)    | airfare           | 1  | staff  | 1 | time  | \$ (350.00)     |
| 84 |              |                            |                 |                | Cvent Conference - hotel                                     | \$ (180.00)    | per night         | 3  | nights | 1 | staff | \$ (540.00)     |
| 85 |              |                            |                 |                | Cvent Conference - Daily Expense                             | \$ (75.00)     | per day           | 3  | days   | 1 | staff | \$ (225.00)     |
| 86 | <b>867</b>   | Travel                     | \$ (2,000.00)   | \$ (2,000.00)  | PBD Chair travel   | \$ (2,000.00)  |                   | 1  | time   | 1 | time  | \$ (2,000.00)   |
| 87 | <b>867.2</b> | Staff Travel               | \$ (250.00)     | \$ -           | In-state travel  | \$ (250.00)    | mileage           | 1  |        | 1 | staff | \$ (250.00)     |
| 88 |              |                            | \$ (112,875.02) | \$ (93,218.00) | <b>1801 Total</b>  |                |                   |    |        |   |       | \$ (109,433.56) |
| 89 |              |                            |                 |                |  |                |                   |    |        |   |       |                 |

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

|     | A                               | B                          | C                   | D                    | E  | F              | G                | H    | I        | J  | K           | L                   |
|-----|---------------------------------|----------------------------|---------------------|----------------------|--|----------------|------------------|------|----------|----|-------------|---------------------|
| 90  | <b>REALTOR INSTITUTE - 1815</b> |                            |                     |                      |  |                |                  |      |          |    |             |                     |
| 91  | <b>INCOME</b>                   |                            |                     |                      |  |                |                  |      |          |    |             |                     |
| 92  | <b>467</b>                      | Registration               | \$ 7,245.00         | \$ 6,200.00          | DTC Classes - One-Day - remote class                       | \$ 69.00       | registration fee | 35   | students | 2  | classes     | \$ 4,830.00         |
| 93  |                                 |                            |                     |                      | DTC Class - Two-Day - remote class                         | \$ 89.00       | registration fee | 35   | students | 1  | class       | \$ 3,115.00         |
| 94  |                                 |                            | \$ 4,830.00         | \$ 7,200.00          | DTM classes  | \$ 69.00       | registration fee | 35   | students | 4  | classes     | \$ 9,660.00         |
| 95  | <b>467.1</b>                    | Income                     | \$ 19,500.00        | \$ 9,000.00          | GRI Class Provider Per Student Fee                         | \$ 15.00       | royalty fee      | 1000 | students | 1  | time        | \$ 15,000.00        |
| 96  | <b>467.2</b>                    | Income                     | \$ 1,000.00         | \$ 500.00            | Retest   | \$ 25.00       | retest fee       | 20   | students | 1  | time        | \$ 500.00           |
| 97  | <b>467.3</b>                    | Income                     | \$ 5,400.00         | \$ 5,400.00          | Learning Library Business Plan Class Revenue Share         | \$ 36.00       | fee              | 150  | students | 1  | time        | \$ 5,400.00         |
| 98  | <b>467.4</b>                    | Income                     | \$ 2,100.00         | \$ 2,100.00          | New GRI Designee Fee                                       | \$ 30.00       | fee              | 70   | students | 1  | time        | \$ 2,100.00         |
| 99  |                                 |                            | <b>\$ 40,075.00</b> | <b>\$ 30,400.00</b>  | <b>1815 Income Total</b>                                   |                |                  |      |          |    |             | <b>\$ 40,605.00</b> |
| 100 | <b>EXPENSE</b>                  |                            |                     |                      |  |                |                  |      |          |    |             |                     |
| 101 | <b>EXPENSE</b>                  |                            |                     |                      |  |                |                  |      |          |    |             |                     |
| 102 | <b>605</b>                      | Awards/Gifts               | \$ (150.00)         | \$ (150.00)          | Gift card for survey response drawing                      | \$ (75.00)     | gift card        | 2    | survey   | 1  | time        | \$ (150.00)         |
| 103 | <b>630</b>                      | Catering/Hotel             | \$ (90.00)          | \$ -                 | DTC/DTM Class Instructor Lunch                             | \$ (30.00)     | 2 lunches        | 7    | times    | 1  | time        | \$ (210.00)         |
| 104 |                                 |                            | \$ (600.00)         | \$ (600.00)          | Workgroup/Audition Meetings                                | \$ (600.00)    | meeting          | 1    | meeting  | 1  | time        | \$ (600.00)         |
| 105 | <b>770</b>                      | Supplies                   | \$ (300.00)         | \$ (304.30)          | Office supplies  | \$ (300.00)    |                  | 1    | time     | 1  | time        | \$ (300.00)         |
| 106 |                                 |                            | \$ (900.00)         | \$ (911.22)          | GRI pins   | \$ (400.00)    | per pin          | 1    | time     | 1  | time        | \$ (400.00)         |
| 107 |                                 |                            | \$ (600.00)         | \$ (600.00)          | Certificate paper  | \$ (500.00)    |                  | 1    | time     | 1  | time        | \$ (500.00)         |
| 108 |                                 |                            | \$ (350.00)         | \$ (350.00)          | Class Monitor Appreciation                                 | \$ (5.00)      | per card         | 30   | classes  | 1  | time        | \$ (150.00)         |
| 109 |                                 |                            |                     |                      | GRI Live Stream Class Prize Giftcards                      | \$ (5.00)      | per card         | 50   | cards    | 1  | time        | \$ (250.00)         |
| 110 | <b>780</b>                      | Postage                    | \$ (360.00)         | \$ (360.00)          | DTC Class Student Workbooks                                | \$ (120.00)    | shipping         | 3    | classes  | 1  | time        | \$ (360.00)         |
| 111 | <b>781</b>                      | Printing                   |                     |                      | DTC student workbooks                                      |                |                  |      |          |    |             | \$ -                |
| 112 | <b>786</b>                      | Promotion                  | \$ (15,000.00)      | \$ (15,000.00)       | Scholarships   | \$ (15,000.00) |                  | 1    | time     | 1  | time        | \$ (15,000.00)      |
| 113 |                                 |                            |                     |                      | Promotion activities                                       | \$ -           | per ad           |      |          |    |             | \$ -                |
| 114 |                                 |                            | \$ (125.00)         | \$ (125.00)          | Promotion materials (GRI ribbons/buttons)                  | \$ -           | Ask Me           |      | time     |    | time        | \$ -                |
| 115 |                                 |                            | \$ (500.00)         | \$ (500.00)          | Promotional materials for AAR tables                       | \$ (500.00)    |                  | 1    | time     | 1  | time        | \$ (500.00)         |
| 116 | <b>787</b>                      | Speaker Fees               | \$ (2,250.00)       | \$ (2,250.00)        | DTC Instructor Fee (1 day class)                           | \$ (125.00)    | per hour         | 6    | hours    | 2  | days        | \$ (1,500.00)       |
| 117 |                                 |                            |                     |                      | DTC Instructor Fee (2-day class)                           | \$ (125.00)    | per hour         | 14   | hours    | 1  | classes     | \$ (1,750.00)       |
| 118 |                                 |                            | \$ (1,500.00)       | \$ (1,500.00)        | DTM Class Instructor Fee (1 day class)                     | \$ (125.00)    | per hour         | 6    | hours    | 4  | classes     | \$ (3,000.00)       |
| 119 |                                 |                            | \$ (3,000.00)       | \$ (3,000.00)        | GRI Designee/Education Achievement Webinars                | \$ (750.00)    | per webinar      | 4    | webinars | 1  | time        | \$ (3,000.00)       |
| 120 | <b>810</b>                      | Professional/Contract Fees | \$ (3,750.00)       | \$ (3,750.00)        | NAR Graduate Fee   | \$ (25.00)     |                  | 1    | time     | 70 | designees   | \$ (1,750.00)       |
| 121 |                                 |                            | \$ (1,050.00)       | \$ (1,050.00)        | DTC Revenue Share  | \$ (10.00)     | share            | 3    | classes  | 35 | registrants | \$ (1,050.00)       |
| 122 |                                 |                            | \$ (700.00)         | \$ (700.00)          | DTM Revenue Share  | \$ (10.00)     | share            | 4    | classes  | 35 | students    | \$ (1,400.00)       |
| 123 |                                 |                            |                     |                      |  |                |                  |      |          |    |             | \$ -                |
| 124 |                                 |                            | \$ (3,000.00)       | \$ (3,000.00)        | Online Learning Platform Annual License (Learning Library) | \$ (3,000.00)  | fees             | 1    | time     | 1  | time        | \$ (3,000.00)       |
| 125 |                                 |                            | \$ (1,500.00)       | \$ (1,000.00)        | GRI Website Enhancements/Maintenance                       | \$ (1,000.00)  | fees             | 1    | time     | 1  | time        | \$ (1,000.00)       |
| 126 |                                 |                            |                     |                      | Business Planning class updates                            | \$ (2,000.00)  | fees             | 1    | time     | 1  | time        | \$ (2,000.00)       |
| 127 | <b>867.2</b>                    | Staff Travel               | \$ (400.00)         | \$ -                 | Staff Travel to GRI classes                                | \$ (200.00)    | mileage          | 2    | sites    | 1  | time        | \$ (400.00)         |
| 128 |                                 |                            | \$ (36,125.00)      | \$ (35,150.52)       | <b>1815 Expense Total</b>                                  |                |                  |      |          |    |             | \$ (38,270.00)      |
| 129 |                                 |                            | <b>\$ 3,950.00</b>  | <b>\$ (4,750.52)</b> | <b>1815 Total Net</b>                                      |                |                  |      |          |    |             | <b>\$ 2,335.00</b>  |
| 130 |                                 |                            |                     |                      |  |                |                  |      |          |    |             |                     |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A                   | B                          | C                   | D                   | E                                   | F             | G                | H | I           | J  | K        | L                   |
|-----|---------------------|----------------------------|---------------------|---------------------|-------------------------------------|---------------|------------------|---|-------------|----|----------|---------------------|
| 131 | <b>rCRMS - 1820</b> |                            |                     |                     |                                     |               |                  |   |             |    |          |                     |
| 132 | <b>INCOME</b>       |                            |                     |                     |                                     |               |                  |   |             |    |          |                     |
| 133 | <b>468.1</b>        | Registration               | \$ 6,230.00         | \$ 3,115.00         | Two-Day Class (live)                | \$ 89.00      | registration fee | 2 | classes     | 35 | students | \$ 6,230.00         |
| 134 |                     |                            | \$ 24,780.00        | \$ 6,195.00         | One-Day Classes (Live)              | \$ 69.00      | registration fee | 6 | classes     | 35 | students | \$ 14,490.00        |
| 135 |                     |                            | \$ 4,130.00         | \$ 22,715.00        | DTM One-Day Classes                 | \$ 69.00      | registration fee | 2 | classes     | 35 | students | \$ 4,830.00         |
| 136 |                     |                            | \$ 10,325.00        | \$ 2,065.00         | DTC Classes One Day                 | \$ 69.00      | registration fee | 4 | classes     | 35 | students | \$ 9,660.00         |
| 137 |                     |                            |                     | \$ 3,465.00         | DTC Class Two Day                   | \$ 99.00      | registration fee | 1 | classes     | 35 | students | \$ 3,465.00         |
| 138 |                     |                            | <b>\$ 45,465.00</b> | <b>\$ 37,555.00</b> | <b>1820 Income Total</b>            |               |                  |   |             |    |          | <b>\$ 38,675.00</b> |
| 139 | <b>EXPENSE</b>      |                            |                     |                     |                                     |               |                  |   |             |    |          |                     |
| 140 | <b>EXPENSE</b>      |                            |                     |                     |                                     |               |                  |   |             |    |          |                     |
| 141 | <b>630</b>          | Catering/Hotel             | \$ (150.00)         | \$ (45.00)          | DTC - instructor lunches            | \$ (15.00)    | per lunch        | 2 | instructors | 8  | times    | \$ (240.00)         |
| 142 | <b>780</b>          | Postage                    | \$ (224.00)         | \$ (128.00)         | Live Locations                      | \$ (16.00)    | per class        | 8 | classes     | 1  | time     | \$ (128.00)         |
| 143 |                     |                            | \$ (475.00)         | \$ (190.00)         | DTC locations                       | \$ (95.00)    | per class        | 5 | classes     | 1  | time     | \$ (475.00)         |
| 144 | <b>770</b>          | Supplies                   | \$ (300.00)         | \$ (300.00)         | Certificate Paper/holders           | \$ (300.00)   |                  | 1 | time        | 1  | time     | \$ (300.00)         |
| 145 |                     |                            |                     | \$ (130.00)         | DTM/DCT class activity prizes       | \$ (5.00)     | per card         | 7 | classes     | 2  | time     | \$ (70.00)          |
| 146 | <b>787</b>          | Speaker Fees               | \$ (4,500.00)       | \$ (3,000.00)       | DTC Class - Two Day (2 instructors) | \$ (1,500.00) | per instructor   | 2 | instructors | 1  | class    | \$ (3,000.00)       |
| 147 |                     |                            | \$ (9,000.00)       | \$ (4,500.00)       | One-Day (2 Instructors) (live)      | \$ (750.00)   | per class        | 2 | instructors | 6  | classes  | \$ (9,000.00)       |
| 148 |                     |                            | \$ (6,000.00)       | \$ (3,000.00)       | Two-Day (2 instructors) (live)      | \$ (1,500.00) | per class        | 2 | instructors | 2  | classes  | \$ (6,000.00)       |
| 149 |                     |                            | \$ (1,500.00)       | \$ (8,250.00)       | DTM Class - one instructor          | \$ (750.00)   | per class        | 1 | instructor  | 2  | classes  | \$ (1,500.00)       |
| 150 |                     |                            | \$ (3,750.00)       | \$ (1,500.00)       | DTC One-Day Classes (2 instructor)  | \$ (750.00)   | per day          | 2 | instructor  | 4  | classes  | \$ (6,000.00)       |
| 151 | <b>810</b>          | Professional/Contract Fees | \$ (1,750.00)       | \$ (4,550.00)       | DTC/DTM Class Revenue Share         | \$ (10.00)    | fee              | 7 | classes     | 35 | students | \$ (2,450.00)       |
| 152 |                     |                            | \$ (100.00)         | -                   | Two-Day class profit share (live)   | \$ (50.00)    | profit share     | 2 | classes     | 1  | time     | \$ (100.00)         |
| 153 |                     |                            | \$ (3,288.00)       | -                   | One-Day class profit share (live)   | \$ (274.00)   | profit share     | 6 | classes     | 1  | time     | \$ (1,644.00)       |
| 154 |                     |                            | \$ (700.00)         |                     |                                     |               |                  |   |             |    |          | \$ 0.00             |
| 155 |                     |                            | \$ (31,737.00)      | \$ (25,593.00)      | <b>1820 Expense Total</b>           |               |                  |   |             |    |          | \$ (30,907.00)      |
| 156 |                     |                            | <b>\$ 13,728.00</b> | <b>\$ 11,962.00</b> | <b>1820 Net</b>                     |               |                  |   |             |    |          | <b>\$ 7,768.00</b>  |
| 157 |                     |                            |                     |                     |                                     |               |                  |   |             |    |          |                     |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A   | B                          | C                   | D                   | E                                    | F           | G                      | H    | I           | J  | K        | L                   |
|-----|---|----------------------------|---------------------|---------------------|--------------------------------------|-------------|------------------------|------|-------------|----|----------|---------------------|
| 158 | <b>CERTIFIED RESIDENTIAL PROPERTY MANAGEMENT CERTIFICATION - 1825</b> |                            |                     |                     |                                      |             |                        |      |             |    |          |                     |
| 159 | <b>INCOME</b>   |                            |                     |                     |                                      |             |                        |      |             |    |          |                     |
| 160 | <b>472</b>  | Registration               | \$ 7,080.00         | \$ -                | PM Bootcamp (live)                   | \$ 69.00    | reg fees               | 40   | attendees   | 3  | classes  | \$ 8,280.00         |
| 161 |   |                            | \$ 10,500.00        | \$ 4,800.00         | 3-hour classes (live)                | \$ 20.00    | reg fees               | 40   | attendees   | 12 | classes  | \$ 9,600.00         |
| 162 |   |                            | \$ 5,175.00         | \$ 5,175.00         | Property Management Summit           | \$ 69.00    | reg fees               | 75   | attendees   | 1  | time     | \$ 5,175.00         |
| 163 |   |                            | \$ 3,450.00         | \$ 7,965.00         | DTC Bootcamp class                   | \$69.00     | reg fee                | 50   | attendees   | 1  | time     | \$ 3,450.00         |
| 164 |   |                            | \$ 1,600.00         | \$ 19,200.00        | DTM CE Classes                       | \$20.00     | reg fee                | 40   | students    | 9  | classes  | \$ 7,200.00         |
| 165 |   |                            | \$ 7,420.00         |                     | DTC C/E classes (2 class package)    | \$ 30.00    | reg pkg (2 classes)    | 40   | attendees   | 2  | days     | \$ 2,400.00         |
| 166 |   |                            | \$ 2,720.00         | \$ 2,400.00         | DTC C/E classes (single class price) | \$ 20.00    | reg fee (single class) | 10   | attendees   | 4  | classes  | \$ 800.00           |
| 167 |   |                            | <b>\$ 37,945.00</b> | <b>\$ 39,540.00</b> | <b>1825 Income Total</b>             |             |                        | -    |             |    |          | <b>\$ 36,905.00</b> |
| 168 | <b>EXPENSE</b>  |                            |                     |                     |                                      |             |                        |      |             |    |          |                     |
| 169 | <b>EXPENSE</b>  |                            |                     |                     |                                      |             |                        |      |             |    |          |                     |
| 170 | <b>605</b>  | Awards/Gifts               |                     |                     | Webinar Honorariums                  |             |                        |      |             |    |          | \$ -                |
| 171 | <b>630</b>  | Catering                   | \$ (240.00)         | \$ (45.00)          | DTC/DTM - instructor lunch           | \$ (15.00)  | per lunch              | 5    | classes     | 1  | time     | \$ (75.00)          |
| 172 |   |                            | \$ (4,000.00)       | \$ (4,000.00)       | Property Management Summit           | \$ (50.00)  | meals                  | 80   | attendees   | 1  | time     | \$ (4,000.00)       |
| 173 | <b>639</b>  | Dues/Commitments           | \$ (195.00)         | \$ (195.00)         | NARPM dues                           | \$ (195.00) | membership             | 1    | fee         | 1  | time     | \$ (195.00)         |
| 174 | <b>770</b>  | Supplies                   | \$ (200.00)         | \$ (200.00)         | Pins                                 | \$ (200.00) |                        | 1    | time        | 1  | time     | \$ (200.00)         |
| 175 |   |                            | \$ (300.00)         | \$ (300.00)         | Certificate paper                    | \$ (300.00) |                        | 1    | time        | 1  | time     | \$ (300.00)         |
| 176 |   |                            |                     | \$ (300.00)         | Class Activity prizes                | \$ (5.00)   | per card               | 15   | c,lasses    | 2  | time     | \$ (150.00)         |
| 177 | <b>780</b>  | Postage                    | \$ (475.00)         | \$ (285.00)         | DTC class materials                  | \$ (95.00)  | delivery/UPS           | 6    | locations   | 3  | days     | \$ (1,710.00)       |
| 178 |   |                            | \$ (288.00)         | \$ (98.00)          | In class locations                   | \$ (16.00)  | delivery               | 15   | classes     | 1  | time     | \$ (240.00)         |
| 179 | <b>786</b>  | Promotion                  |                     |                     | Facebook Ads - Summit                | \$ -        | ad                     | 2    | ads         | 1  | time     | \$ -                |
| 180 | <b>787</b>  | Speaker Fees               | \$ (6,000.00)       | \$ -                | PM Bootcamp (live)                   | \$ (750.00) | per instructor         | 2    | instructors | 3  | classes  | \$ (4,500.00)       |
| 181 |   |                            | \$ (1,500.00)       | \$ (4,500.00)       | DTC PM Bootcamp                      | \$ (750.00) | per instructor         | 2    | instructors | 1  | classes  | \$ (1,500.00)       |
| 182 |   |                            | \$ (3,600.00)       | \$ (1,350.00)       | DTC C/E classess                     | \$ (450.00) | per class              | 1    | instructors | 4  | classes  | \$ (1,800.00)       |
| 183 |   |                            | \$ (5,250.00)       | \$ 2,250.00         | 3-hour classes (live)                | \$ (375.00) | per class              | 1    | instructors | 12 | classes  | \$ (4,500.00)       |
| 184 |   |                            | \$ (400.00)         | \$ (300.00)         | Property Management Summit           | \$ (400.00) | MC speaker             | 1    | speaker     | 1  | time     | \$ (400.00)         |
| 185 |   |                            | \$ (1,500.00)       | \$ (9,000.00)       | DTM classes                          | \$ (375.00) | per class              | 1    | instructors | 9  | classes  | \$ (3,375.00)       |
| 186 | <b>810</b>  | Professional/Contract Fees | \$ (2,800.00)       | \$ (1,200.00)       | DTC C/E class revenue share          | \$ (10.00)  | fee                    | 50   | students    | 4  | classes  | \$ (2,000.00)       |
| 187 |   |                            | \$ (800.00)         | \$ (10,800.00)      | DTM Class revenue share              | \$ (10.00)  | fee                    | 40   | students    | 9  | classes  | \$ (3,600.00)       |
| 188 |   |                            | \$ (1,496.00)       | \$ -                | Live 3-hour class revenue share      | \$ (187.00) | share                  | 12   | classes     | 1  | time     | \$ (2,244.00)       |
| 189 |   |                            | \$ (540.00)         | \$ -                | PM Bootcamp revenue share (live)     | \$ (135.00) | share                  | 3    | classes     | 1  | time     | \$ (405.00)         |
| 190 |   |                            | \$ (300.00)         | \$ (1,200.00)       | DTC Bootcamp Class                   | \$ (10.00)  | fee                    | 1    | classes     | 50 | students | \$ (500.00)         |
| 191 |   |                            |                     |                     | Webinar recording edits              |             |                        |      |             |    |          | \$ -                |
| 192 |   |                            | \$ (29,884.00)      | \$ (31,523.00)      | <b>1825 Expense Total</b>            |             |                        | \$ - |             |    |          | \$ (31,694.00)      |
| 193 |   |                            | <b>\$ 8,061.00</b>  | <b>\$ 8,017.00</b>  | <b>1825 Total Net</b>                |             |                        | -    |             |    |          | <b>\$ 5,211.00</b>  |
| 194 |   |                            |                     |                     |                                      |             |                        |      |             |    |          |                     |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A                                 | B              | C                   | D                   | E   | F              | G                | H   | I           | J   | K           | L                  |
|-----|-----------------------------------|----------------|---------------------|---------------------|---|----------------|------------------|-----|-------------|-----|-------------|--------------------|
| 195 | <b>LEADERSHIP TRAINING - 1840</b> |                |                     |                     |   |                |                  |     |             |     |             |                    |
| 196 | <b>INCOME</b>                     |                |                     |                     |   |                |                  |     |             |     |             |                    |
| 197 | <b>464</b>                        | Registration   | \$ 12,500.00        | \$ 12,500.00        | Conference Registration   | \$ 125.00      | registration fee | 100 | registrants | 1   | time        | \$12,500.00        |
| 198 |                                   |                | \$ 7,840.00         | \$ 7,840.00         | Conference Dinner Tickets   | \$ 90.00       | ticket fee       | 98  | registrants | 1   | time        | \$8,820.00         |
| 199 | <b>440.9</b>                      | Sponsorship    | \$ 1,500.00         | \$ 1,500.00         | Dinner Wine Sponsorship   | \$ 2,200.00    | sponsorship      | 1   | time        | 1   | time        | \$2,200.00         |
| 200 |                                   |                | <b>\$ 21,840.00</b> | <b>\$ 21,840.00</b> | <b>1840 Income Total</b>  |                |                  |     |             |     |             | <b>\$23,520.00</b> |
| 201 | <b>EXPENSE</b>                    |                |                     |                     |   |                |                  |     |             |     |             |                    |
| 202 |                                   |                |                     |                     |   |                |                  |     |             |     |             |                    |
| 203 | <b>630</b>                        | Catering/Hotel | \$ (12,000.00)      | \$ (12,000.00)      | Conference audio/visual   | \$ (15,000.00) |                  | 1   | time        | 1   | time        | \$ (15,000.00)     |
| 204 |                                   |                | \$ (2,200.00)       | \$ (2,200.00)       | Conference dinner wine  | \$ (60.00)     | per bottle       | 20  | tables      | 2   | per table   | \$ (2,400.00)      |
| 205 |                                   |                |                     |                     | Conference room rental  | \$ (12,000.00) | fee              | 1   | time        | 1   | time        | \$ (12,000.00)     |
| 206 |                                   |                | \$ (3,500.00)       | \$ (3,500.00)       | Conference Day 2 Continental  | \$ (38.00)     | breakfast        | 1   | time        | 100 | registrants | \$ (3,800.00)      |
| 207 |                                   |                | \$ (11,000.00)      | \$ (11,000.00)      | Conference Meal Package Day 1 (breakfast, breaks, lunch)                          | \$ (125.00)    | meal cost        | 1   | time        | 100 | registrants | \$ (12,500.00)     |
| 208 |                                   |                | \$ (5,500.00)       | \$ (5,500.00)       | Conference Meal Package Day 1 (comps)   | \$ (125.00)    | meal cost        | 1   | time        | 50  | comps       | \$ (6,250.00)      |
| 209 |                                   |                | \$ (11,760.00)      | \$ (11,760.00)      | Conference Installation Dinner  | \$ (135.00)    | dinner tickets   | 1   | time        | 98  | registrants | \$ (13,230.00)     |
| 210 |                                   |                | \$ (10,800.00)      | \$ (10,800.00)      | Conference Installation Dinner Comps (past pres., ExCom, guests, staff, speakers) | \$ (135.00)    | dinner tickets   | 1   | time        | 90  | comps       | \$ (12,150.00)     |
| 211 |                                   |                | \$ (3,500.00)       | \$ (3,500.00)       | Conference Reception  | \$ (4,000.00)  |                  | 1   |             | 1   | time        | \$ (4,000.00)      |
| 212 |                                   |                | \$ (4,500.00)       |                     | LTA Module 1 (January)  | \$ (4,500.00)  | meal pkg         | 1   |             | 1   | time        | \$ (4,500.00)      |
| 213 |                                   |                | \$ (4,500.00)       |                     | LTA Module 2 (February)   | \$ (4,500.00)  | meal pkg         | 1   |             | 1   | time        | \$ (4,500.00)      |
| 214 |                                   |                | \$ (4,500.00)       |                     | LTA Module 3 (March)  | \$ (4,500.00)  | meal pkg         | 1   |             | 1   | time        | \$ (4,500.00)      |
| 215 |                                   |                | \$ (4,500.00)       | \$ (4,328.00)       | LTA Module 4 (April)  | \$ (4,500.00)  | meal pkg         | 1   |             | 1   | time        | \$ (4,500.00)      |
| 216 |                                   |                |                     |                     | LTA Event at Convention   | \$ -           |                  |     |             |     |             | \$ -               |
| 217 |                                   |                | \$ (1,200.00)       | \$ (583.00)         | LTA Room Rental, audio/visual   | \$ (300.00)    | fee              | 1   | time        | 4   | times       | \$ (1,200.00)      |
| 218 |                                   |                |                     |                     | Leadership Open Workshop room rental  |                |                  |     |             |     |             | \$ -               |
| 219 |                                   |                | \$ (875.00)         | \$ (875.00)         | Leadership Open Public Speaking Class   | \$ (35.00)     | meal pkg         | 1   | time        | 25  | registrants | \$ (875.00)        |
| 220 | <b>770</b>                        | Supplies       | \$ (300.00)         | \$ (300.00)         | Conference supplies   | \$ (300.00)    |                  | 1   | time        | 1   | time        | \$ (300.00)        |
| 221 |                                   |                | \$ (1,500.00)       | \$ (1,500.00)       | LTA Supplies (books/activities)   | \$ (1,500.00)  |                  | 1   | time        | 1   | time        | \$ (1,500.00)      |
| 222 |                                   |                | \$ (2,400.00)       | \$ (2,400.00)       | Conference Attendee packet/portfolio  | \$ (2,400.00)  |                  | 1   | time        | 1   | time        | \$ (2,400.00)      |
| 223 | <b>781</b>                        | Printing       | \$ (400.00)         | \$ (400.00)         | Conference Printing/posters   | \$ (400.00)    | banner           | 1   | time        | 1   | time        | \$ (400.00)        |
| 224 |                                   |                | \$ (375.00)         | \$ (375.00)         | LTA student journals  | \$ (15.00)     | per book         | 1   | time        | 25  | registrants | \$ (375.00)        |
| 225 | <b>787</b>                        | Speaker Fees   | \$ (30,000.00)      | \$ (30,000.00)      | Conference Speakers   | \$ (30,000.00) | fee              | 1   | time        | 1   | time        | \$ (30,000.00)     |
| 226 |                                   |                | \$ (6,000.00)       | \$ (9,000.00)       | LTA 1: Speaker fee  | \$ (1,500.00)  | fee              | 2   | speakers    | 2   | time        | \$ (6,000.00)      |
| 227 |                                   |                | \$ (6,000.00)       | \$ (9,000.00)       | LTA 2: Speaker fee  | \$ (1,500.00)  | fee              | 2   | speakers    | 2   | time        | \$ (6,000.00)      |
| 228 |                                   |                | \$ (6,000.00)       | \$ (9,000.00)       | LTA 3: Speaker fee  | \$ (1,500.00)  | fee              | 2   | speakers    | 2   | time        | \$ (6,000.00)      |
| 229 |                                   |                | \$ (6,000.00)       | \$ (3,000.00)       | LTA 4: Speaker fee  | \$ (1,500.00)  | fee              | 2   | speakers    | 2   | time        | \$ (6,000.00)      |
| 230 |                                   |                | \$ (600.00)         | \$ (5,000.00)       | LTA Guest Speaker   | \$ (600.00)    | rate             | 1   | speaker     | 1   | time        | \$ (600.00)        |
| 231 |                                   |                | \$ (700.00)         | \$ (700.00)         | Leadership Week speaker appreciations   | \$ (50.00)     | gift card        | 14  | speakers    | 1   | time        | \$ (700.00)        |
| 232 |                                   |                | \$ (2,000.00)       | \$ (2,000.00)       | Leadership Week virtual training segments (chair/president)                       | \$ (1,000.00)  | speaker fee      | 2   | sessions    | 1   | time        | \$ (2,000.00)      |
| 233 |                                   |                | \$ (5,000.00)       | \$ (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               |
|-----|--------------|----------------------------|-----------------|-----------------|---|----------------|--------------|-----|-------------|---|--------|-----------------|
| 234 | <b>810</b>   | Professional/Contract Fees | \$ (4,900.00)   | \$ (4,900.00)   | Table centerpieces                              | \$ (5,500.00)  | fee          | 1   | time        | 1 | time   | \$ (5,500.00)   |
| 235 |              |                            | \$ (25.00)      | \$ (25.00)      | LTA DISC/Leadership Dimensions Assessments      | \$ (25.00)     | fee          | 1   | time        | 1 | time   | \$ (25.00)      |
| 236 |              |                            | \$ (22,000.00)  | \$ (22,000.00)  | Production                                      | \$ (25,000.00) |              | 1   | time        | 1 | time   | \$ (25,000.00)  |
| 237 |              |                            | \$ (1,188.00)   | \$ (1,188.00)   | Cvent Registration fee                          | \$ (8.00)      | fee          | 198 | registrants | 1 | time   | \$ (1,584.00)   |
| 238 |              |                            | \$ (900.00)     | \$ (900.00)     | Conference Photographer                         | \$ (900.00)    | fee          | 1   | time        | 1 | time   | \$ (900.00)     |
| 239 |              |                            | \$ (125.00)     | \$ (125.00)     | ASCAP/BMI music license - Conference            | \$ (125.00)    | fee          | 1   | time        | 1 | time   | \$ (125.00)     |
| 240 |              |                            |                 |                 | Event Parking                                   | \$ (450.00)    | fee          | 1   | time        | 1 | time   | \$ (450.00)     |
| 241 |              |                            | \$ (125.00)     | \$ -            | ASCAP/BMI music icense - LTA                    | \$ (125.00)    | fee          | 1   | time        | 1 | time   | \$ (125.00)     |
| 242 | <b>867</b>   | Travel                     | \$ (720.00)     | \$ (450.00)     | LTA President-elect travel (Eric)               | \$ (180.00)    | hotel        | 4   | modules     | 1 | time   | \$ (720.00)     |
| 243 |              |                            | \$ (1,800.00)   | \$ -            | LTA Treasurer travel (Sindy)                    | \$ (450.00)    | travel/hotel | 4   | modules     | 1 | time   | \$ (1,800.00)   |
| 244 |              |                            | \$ (1,800.00)   | \$ (450.00)     | LTA First Vice President travel (Shelley)       | \$ (450.00)    | hotel/travel | 4   | modules     | 1 | time   | \$ (1,800.00)   |
| 245 |              |                            | \$ (1,028.00)   | \$ -            | LTA 1: Speaker lodging                          | \$ (257.00)    | rate         | 2   | speakers    | 2 | nights | \$ (1,028.00)   |
| 246 |              |                            | \$ (364.00)     | \$ -            | LTA 1: Speaker mileage                          | \$ (364.00)    | mileage      | 1   | 2 speakers  | 1 | time   | \$ (364.00)     |
| 247 |              |                            | \$ (720.00)     | \$ -            | LTA 2: Speaker lodging                          | \$ (180.00)    | rate         | 2   | speakers    | 2 | nights | \$ (720.00)     |
| 248 |              |                            | \$ (364.00)     | \$ -            | LTA 2: Speaker mileage                          | \$ (364.00)    | mileage      | 1   | 2 speakers  | 1 | time   | \$ (364.00)     |
| 249 |              |                            | \$ (480.00)     | \$ -            | LTA 3: Speaker lodging                          | \$ (120.00)    | rate         | 2   | speakers    | 2 | nights | \$ (480.00)     |
| 250 |              |                            | \$ (364.00)     | \$ -            | LTA 3: Speaker mileage                          | \$ (364.00)    | mileage      | 1   | 2 speakers  | 1 | time   | \$ (364.00)     |
| 251 |              |                            | \$ (480.00)     | \$ (150.00)     | LTA 4: Speaker lodging                          | \$ (120.00)    | rate         | 2   | speakers    | 2 | nights | \$ (480.00)     |
| 252 |              |                            | \$ (364.00)     | \$ (364.00)     | LTA 4: Speaker mileage                          | \$ (364.00)    | mileage      | 1   | 2 speakers  | 1 | time   | \$ (364.00)     |
| 253 |              |                            | \$ (600.00)     | \$ (600.00)     | Leadership Open Public Speaking Speaker         | \$ (600.00)    | airfare      | 1   |             | 1 | time   | \$ (600.00)     |
| 254 |              |                            | \$ (200.00)     | \$ (200.00)     | Leadership Open Public Speaking Speaker lodging | \$ (200.00)    | rate         | 1   | speakers    | 1 | night  | \$ (200.00)     |
| 255 | <b>867.2</b> | Staff Travel               | \$ (48.00)      | \$ (12.00)      | LTA   | \$ (12.00)     | mileage      | 4   | sessions    | 1 | staff  | \$ (48.00)      |
| 256 |              |                            | \$ (1,020.00)   |                 | Conference (hotel and mileage)                  | \$ (255.00)    | hotel        | 2   | staff       | 2 | nights | \$ (1,020.00)   |
| 257 |              |                            | \$ (187,225.00) | \$ (175,085.00) | <b>1840 Expense Total</b>                       |                |              |     |             |   |        | \$ (212,741.00) |
| 258 |              |                            | \$ (165,385.00) | \$ (153,245.00) | <b>1840 Total Net</b>                           |                |              |     |             |   |        | \$ (189,221.00) |
| 259 |              |                            |                 |                 |   |                |              |     |             |   |        |                 |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A  | B                          | C                   | D           | E                         | F             | G   | H   | I         | J | K    | L                   |
|-----|--|----------------------------|---------------------|-------------|---------------------------|---------------|-----|-----|-----------|---|------|---------------------|
| 260 | <b>INDUSTRY PARTNERS CONFERENCE - 1850</b> |                            |                     |             |                           |               |     |     |           |   |      |                     |
| 261 | <b>INCOME</b>                              |                            |                     |             |                           |               |     |     |           |   |      |                     |
| 262 | <b>471</b>                                 | Registration               | \$ 33,375.00        | \$ -        | Registration Fees         | \$ 89.00      | fee | 375 | attendees | 1 | time | \$ 33,375.00        |
| 263 |  |                            | \$ 1,000.00         | \$ -        | Breakfast sponsor         | \$ 1,000.00   | fee | 1   | sponsor   | 1 | time | \$ 1,000.00         |
| 264 |  |                            | \$ 1,400.00         | \$ -        | Break sponsors            | \$ 750.00     | fee | 2   | breaks    | 1 | time | \$ 1,500.00         |
| 265 |  |                            | \$ 9,800.00         | \$ -        | Vendor Tables             | \$ 750.00     | fee | 14  | vendor    | 1 | time | \$ 10,500.00        |
| 266 |  |                            | <b>\$ 45,575.00</b> | <b>\$ -</b> | <b>1850 Income Total</b>  |               |     |     |           |   |      | <b>\$ 46,375.00</b> |
| 267 | <b>EXPENSE</b>                             |                            |                     |             |                           |               |     |     |           |   |      |                     |
| 268 |  |                            |                     |             |                           |               |     |     |           |   |      |                     |
| 269 | <b>630</b>                                 | Catering/Hotel             | \$ (22,940.00)      | \$ -        | Meals, audio/visual       | \$ (62.00)    | F&B | 370 | attendees | 1 | time | \$ (22,940.00)      |
| 270 |  |                            | \$ (1,000.00)       | \$ -        | Audio/Visual              | \$ (1,000.00) |     | 1   | pool      | 1 | time | \$ (1,000.00)       |
| 271 | <b>786</b>                                 | Promotion                  | \$ (800.00)         | \$ -        | Prizes                    | \$ (800.00)   |     | 1   | time      | 1 | time | \$ (800.00)         |
| 272 | <b>810</b>                                 | Professional/Contract Fees | \$ (12,390.00)      | \$ -        | Partner Revenue Share     | \$ (6,461.00) |     | 2   | shares    | 1 | time | \$ (12,922.00)      |
| 273 |  |                            | \$ (2,250.00)       | \$ -        | Cvent Registration fees   | \$ (6.00)     |     | 375 | attendees | 1 | time | \$ (2,250.00)       |
| 274 |  |                            |                     |             | Facebook ads              | \$ -          | ad  |     |           |   |      | \$ -                |
| 275 |  |                            | \$ (39,380.00)      | \$ -        | <b>1850 Expense Total</b> |               |     |     |           |   |      | \$ (39,912.00)      |
| 276 |  |                            | <b>\$ 6,195.00</b>  | <b>\$ -</b> | <b>1850 Total Net</b>     |               |     |     |           |   |      | <b>\$ 6,463.00</b>  |
| 277 |  |                            |                     |             |                           |               |     |     |           |   |      |                     |



PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A  | B                          | C                    | D                    | E   | F             | G                 | H   | I         | J | K         | L                     |
|-----|--|----------------------------|----------------------|----------------------|---|---------------|-------------------|-----|-----------|---|-----------|-----------------------|
| 278 | <b>PROFESSIONALISM PROGRAM OUTREACH - 1855</b> |                            |                      |                      |   |               |                   |     |           |   |           |                       |
| 279 | <b>INCOME</b>                                  |                            |                      |                      |   |               |                   |     |           |   |           |                       |
| 280 | <b>465</b>                                     | Income                     | \$ 500.00            | \$ 1,242.00          | New Agent Training Program                          | \$ 59.00      | registration fees | 30  | students  | 4 | offerings | \$ 7,080.00           |
| 281 |  |                            | <b>\$ 500.00</b>     | <b>\$ 1,242.00</b>   | <b>1855 Income Total</b>                            |               |                   |     |           |   |           | <b>\$ 7,080.00</b>    |
| 282 | <b>EXPENSE</b>                                 |                            |                      |                      |   |               |                   |     |           |   |           |                       |
| 283 | <b>EXPENSE</b>                                 |                            |                      |                      |   |               |                   |     |           |   |           |                       |
| 284 | <b>605</b>                                     | Awards/Gifts               | \$ (50.00)           | \$ (50.00)           | Gift card drawing                                   | \$ (50.00)    | gift card         | 3   | survey    | 1 | drawing   | \$ (150.00)           |
| 285 | <b>770</b>                                     | Supplies                   |                      |                      | Education Achievement Certificates                  | \$ (300.00)   | box               | 1   | box       | 1 | time      | \$ (300.00)           |
| 286 |  |                            | \$ (300.00)          | \$ (150.00)          | C2EX pins/ribbons                                   | \$ (4.00)     | per pin           | 50  | pins      | 1 | time      | \$ (200.00)           |
| 287 |  |                            | \$ (200.00)          | \$ (200.00)          | C2EX ribbons  | \$ (1.00)     | per ribbon        | 100 | ribbons   | 1 | time      | \$ (100.00)           |
| 288 |  |                            | \$ (325.00)          |                      | Education Achievement Banner                        | \$ (300.00)   | banner            | 1   | banner    | 1 | time      | \$ (300.00)           |
| 289 | <b>630</b>                                     | Catering                   | \$ (300.00)          |                      | Mixer at Convention                                 | \$ (30.00)    | per person        | 100 | people    | 1 | time      | \$ (3,000.00)         |
| 290 | <b>786</b>                                     | Promotion                  |                      |                      | Education Achievement Program and C2EX facebook ads | \$ (100.00)   | per ad            | 8   | ads       | 1 | time      | \$ (800.00)           |
| 291 | <b>810</b>                                     | Professional/Contract Fees |                      |                      | Smart Start video production                        | \$ (175.00)   | per video         | 8   | videos    | 1 | time      | \$ (1,400.00)         |
| 292 | <b>787</b>                                     | Speaker Fees               | \$ (1,500.00)        | \$ (1,500.00)        | Education Achievement Webinars                      | \$ (750.00)   | speaker fee       | 4   | times     | 1 | time      | \$ (3,000.00)         |
| 293 |  |                            |                      | \$ (1,500.00)        | New Agent Training Program                          | \$ (1,500.00) | speaker fee       | 4   | offerings | 1 | time      | \$ (6,000.00)         |
| 294 |  |                            | <b>\$ (2,675.00)</b> | <b>\$ (3,400.00)</b> | <b>1855 Expense Total</b>                           |               |                   |     |           |   |           | <b>\$ (15,250.00)</b> |
| 295 |  |                            | <b>\$ (2,175.00)</b> | <b>\$ (2,158.00)</b> | <b>1855 Net</b>                                     |               |                   |     |           |   |           | <b>\$ (8,170.00)</b>  |
| 296 |  |                            |                      |                      |   |               |                   |     |           |   |           |                       |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A                        | B              | C                   | D                   | E  | F              | G                | H   | I           | J | K       | L                   |
|-----|--------------------------|----------------|---------------------|---------------------|--|----------------|------------------|-----|-------------|---|---------|---------------------|
| 297 | <b>CONVENTION - 1860</b> |                |                     |                     |  |                |                  |     |             |   |         |                     |
| 298 | <b>INCOME</b>            |                |                     |                     |  |                |                  |     |             |   |         |                     |
| 299 | 469                      | Registration   | \$ 31,250.00        | \$ 31,250.00        | Registration Fees - Full earlybird                                 | \$ 129.00      | registration fee | 250 | registrants | 1 | time    | \$ 32,250.00        |
| 300 |                          |                | \$ 21,875.00        | \$ 21,875.00        | Registration - Full  | \$ 199.00      | full             | 125 | registrants | 1 | time    | \$ 24,875.00        |
| 301 |                          |                |                     |                     | Registration Fees - Single Day                                     |                |                  |     |             |   | time    | \$ -                |
| 302 |                          |                | \$ 19,000.00        | \$ 19,000.00        | Vendor tables  | \$ 1,900.00    | vendor table     | 10  | tables      | 1 | time    | \$ 19,000.00        |
| 303 |                          |                | \$ 10,000.00        | \$ 10,000.00        | Sponsors   | \$ 5,000.00    | sponsorships fee | 2   | sponsors    | 1 | time    | \$ 10,000.00        |
| 304 |                          |                | <b>\$ 82,125.00</b> | <b>\$ 82,125.00</b> | <b>1860 Income Total</b>   |                | \$ -             |     |             |   |         | <b>\$ 86,125.00</b> |
| 305 | <b>EXPENSE</b>           |                |                     |                     |  |                |                  |     |             |   |         |                     |
| 306 | <b>EXPENSE</b>           |                |                     |                     |  |                |                  |     |             |   |         |                     |
| 307 | 630                      | Catering/Hotel | \$ (30,000.00)      | \$ (30,000.00)      | Audio/Visual (stage, microphones, proejctors, screens, technician) | \$ (35,000.00) |                  | 1   | time        | 1 | time    | \$ (35,000.00)      |
| 308 |                          |                | \$ (25,000.00)      | \$ (25,000.00)      | Audio/Visual hybrid element  | \$ (25,000.00) |                  | 1   | time        | 1 | time    | \$ (25,000.00)      |
| 309 |                          |                | \$ (2,500.00)       |                     | Presidents Reception   | \$ (2,500.00)  |                  | 1   | reception   | 1 | time    | \$ (2,500.00)       |
| 310 |                          |                | \$ (18,000.00)      | \$ (18,000.00)      | Opening Reception  | \$ (70.00)     | f&b              | 300 | reception   | 1 | time    | \$ (21,000.00)      |
| 311 |                          |                | \$ (14,000.00)      | \$ (14,000.00)      | Coffee snacks  | \$ (40.00)     | muffins/bagels   | 400 | days        | 1 | day     | \$ (16,000.00)      |
| 312 |                          |                |                     |                     | Reception Day 1  |                |                  |     |             |   |         | \$ -                |
| 313 |                          |                | \$ (28,000.00)      | \$ (28,000.00)      | Lunch  | \$ (85.00)     | lunch            | 400 | attendees   | 1 | day     | \$ (34,000.00)      |
| 314 |                          |                | \$ (15,200.00)      | \$ (15,200.00)      | All Day Beverage Service   | \$ (42.00)     | beverages        | 400 | attendees   | 1 | day     | \$ (16,800.00)      |
| 315 |                          |                | \$ (6,400.00)       | \$ (6,400.00)       | Afternoon Break  | \$ (18.00)     | per person       | 400 | attendees   | 1 | time    | \$ (7,200.00)       |
| 316 |                          |                |                     |                     | Day 2 Lunch  |                |                  |     |             |   |         | \$ -                |
| 317 |                          |                |                     |                     | Reserved Parking Lot   |                |                  |     |             |   |         | \$ -                |
| 318 | 770                      | Supplies       | \$ (750.00)         | \$ (750.00)         | Materials  | \$ (750.00)    |                  | 1   | time        | 1 | time    | \$ (750.00)         |
| 319 |                          |                | \$ (2,300.00)       | \$ (2,300.00)       | PPE (masks/thermometers/hand sanitizer/sneeze guard)               |                |                  | 1   | time        | 1 | time    | \$ -                |
| 320 | 780                      | Postage        | \$ (14,850.00)      | \$ (14,850.00)      | Save the date postcard   | \$ (14,850.00) | postage          | 1   | time        | 1 | time    | \$ (14,850.00)      |
| 321 |                          |                | \$ (14,850.00)      | \$ (14,850.00)      | Schedule/speaker postcard  | \$ (14,850.00) | postage          | 1   | time        | 1 | time    | \$ (14,850.00)      |
| 322 | 781                      | Printing       | \$ (1,500.00)       | \$ (1,500.00)       | Flyers/Posters   | \$ (1,750.00)  |                  | 1   | time        | 1 | time    | \$ (1,750.00)       |
| 323 |                          |                | \$ (3,019.00)       | \$ (3,019.00)       | Save the date postcard   | \$ (3,019.00)  | printing         | 1   | time        | 1 | time    | \$ (3,019.00)       |
| 324 |                          |                | \$ (3,019.00)       | \$ (3,019.00)       | Schedule/speaker postcard  | \$ (3,019.00)  | printing         | 1   | time        | 1 | time    | \$ (3,019.00)       |
| 325 |                          |                |                     |                     | Onsite program   |                |                  |     |             |   |         | \$ -                |
| 326 |                          |                | \$ (375.00)         | \$ (375.00)         | Floor Stickers   | \$ (500.00)    | decals           | 1   | time        | 1 | time    | \$ (500.00)         |
| 327 | 786                      | Promotion      | \$ (600.00)         | \$ (600.00)         | Contest prizes   | \$ (300.00)    |                  | 2   | prizes      | 1 | time    | \$ (600.00)         |
| 328 |                          |                | \$ (2,000.00)       | \$ (2,000.00)       | Facebook ads   | \$ (2,000.00)  |                  | 1   | time        | 1 | time    | \$ (2,000.00)       |
| 329 |                          |                |                     |                     | Promotional items  | \$ -           |                  |     |             |   |         | \$ -                |
| 330 | 787                      | Speaker Fees   | \$ (18,000.00)      | \$ (26,500.00)      | Lunch Speaker  | \$ (18,000.00) |                  | 1   | time        | 1 | time    | \$ (18,000.00)      |
| 331 |                          |                | \$ (20,000.00)      | \$ (2,500.00)       | Breakout Speakers  | \$ (5,000.00)  |                  | 2   | speakers    | 1 | time    | \$ (10,000.00)      |
| 332 |                          |                | \$ (60,000.00)      | \$ (50,000.00)      | Keynote Speakers (opening & closing)                               | \$ (25,000.00) | fee              | 1   | speakers    | 2 | day     | \$ (50,000.00)      |
| 333 |                          |                | \$ (20,000.00)      | \$ (5,000.00)       | General Session speakers   | \$ (10,000.00) | fee              | 1   | time        | 1 | day     | \$ (10,000.00)      |
| 334 |                          |                | \$ (1,350.00)       | \$ -                | Local C/E Speakers   | \$ (150.00)    | per hour         | 3   | hours       | 3 | classes | \$ (1,350.00)       |
| 335 |                          |                | \$ (800.00)         | \$ (800.00)         | Speaker Lodging  | \$ (250.00)    | per night        | 4   | speakers    | 1 | night   | \$ (1,000.00)       |

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

|     | A            | B                          | C               | D               | E   | F              | G             | H  | I          | J   | K         | L               |
|-----|--------------|----------------------------|-----------------|-----------------|---|----------------|---------------|----|------------|-----|-----------|-----------------|
| 336 | <b>810</b>   | Professional/Contract Fees | \$ (1,950.00)   | \$ (1,950.00)   | Cvent fees  | \$ (8.00)      | fee           | 1  | fee        | 325 | attendees | \$ (2,600.00)   |
| 337 |              |                            | \$ (1,920.00)   | \$ (1,920.00)   | Mailing house for postcard mailings                       | \$ (960.00)    | fee           | 2  | mailings   | 1   | time      | \$ (1,920.00)   |
| 338 |              |                            | \$ (3,000.00)   | \$ (3,000.00)   | Videographer (video for future promotions)                |                | fee           | 1  | time       | 1   | time      | \$ -            |
| 339 |              |                            | \$ (1,750.00)   | \$ (1,750.00)   | Photographer  | \$ (175.00)    | per hour      | 10 | hours      | 1   | time      | \$ (1,750.00)   |
| 340 |              |                            |                 |                 | Marketing/Graphics  | \$ -           |               |    |            |     |           | \$ -            |
| 341 |              |                            | \$ (10,000.00)  | \$ (10,000.00)  | Production (pipe drape, uplighting, conversation seating) | \$ (15,000.00) | fee           | 1  | time       | 1   | time      | \$ (15,000.00)  |
| 342 |              |                            | \$ (800.00)     | \$ (800.00)     | DJ for general session                                    | \$ (1,000.00)  | fee           | 1  | days       | 1   | session   | \$ (1,000.00)   |
| 343 |              |                            | \$ (500.00)     | \$ (500.00)     | DJ for Opening Reception                                  | \$ (800.00)    | fee           | 1  | time       | 1   | time      | \$ (800.00)     |
| 344 |              |                            | \$ (750.00)     | \$ (750.00)     | Photobooth for Receptions                                 | \$ (1,000.00)  | fee           | 1  | receptions | 1   | time      | \$ (1,000.00)   |
| 345 |              |                            | \$ (125.00)     | \$ (125.00)     | ASCAP/BMI fee   | \$ (125.00)    | fee           | 1  | time       | 1   | time      | \$ (125.00)     |
| 346 |              |                            | \$ (4,200.00)   | \$ (4,200.00)   | Cvent Crowd Compass Event App                             | \$ (4,200.00)  | fee           | 1  | time       | 1   | time      | \$ (4,200.00)   |
| 347 | <b>867.2</b> | Staff Travel               | \$ (600.00)     | \$ (600.00)     | Lodging   | \$ (249.00)    | night         | 1  | nights     | 3   | staff     | \$ (747.00)     |
| 348 |              |                            |                 |                 | Daily Expense   |                | daily expense |    |            |     |           | \$ -            |
| 349 |              |                            | \$ (48.00)      | \$ (48.00)      | Mileage   | \$ (16.00)     | mileage       | 1  | time       | 3   | staff     | \$ (48.00)      |
| 350 |              |                            | \$ (328,156.00) | \$ (290,306.00) | <b>1860 Expense Total</b>                                 |                |               |    |            |     |           | \$ (318,378.00) |
| 351 |              |                            | \$ (246,031.00) | \$ (208,181.00) | <b>1860 Total Net</b>                                     |                |               |    |            |     |           | \$ (232,253.00) |
| 352 |              |                            |                 |                 |   |                |               |    |            |     |           |                 |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A                                | B                          | C                     | D                     | E  | F              | G                 | H  | I       | J  | K         | L                     |
|-----|----------------------------------|----------------------------|-----------------------|-----------------------|--|----------------|-------------------|----|---------|----|-----------|-----------------------|
| 353 | <b>EDUCATION OUTREACH - 1870</b> |                            |                       |                       |  |                |                   |    |         |    |           |                       |
| 354 | <b>INCOME</b>                    |                            |                       |                       |  |                |                   |    |         |    |           |                       |
| 355 | <b>462</b>                       | Registration               | \$ 2,950.00           | \$ -                  | Live One-Day REBAC                                   | \$ 69.00       | reg fee           | 2  | classes | 25 | students  | \$ 3,450.00           |
| 356 |                                  |                            |                       | \$ 3,975.00           | Live Two-Day REBAC Classes                           | \$159          | registration fees | 0  | classes | 25 | students  | \$ -                  |
| 357 |                                  |                            | \$ 6,360.00           | \$ 4,425.00           | DTM One-Day REBAC                                    | \$ 69.00       | registration fees | 4  | class   | 25 | students  | \$ 6,900.00           |
| 358 |                                  |                            | \$ 5,900.00           | \$ -                  | DTC One-Day REBAC                                    | \$ 69.00       | registration fees | 2  | classes | 25 | students  | \$ 3,450.00           |
| 359 |                                  |                            | \$ 8,000.00           |                       | DTC CE Classes (single class)                        |                |                   |    |         |    |           | \$ -                  |
| 360 |                                  |                            | \$ 2,400.00           | \$ 18,000.00          | DTM CE classes                                       | \$20           | registration fees | 22 | classes | 45 | students  | \$ 19,800.00          |
| 361 |                                  |                            | \$ 12,250.00          | \$ -                  | DTC Two-Day REBAC                                    | \$ 159.00      | registration fee  | 4  | classes | 25 | students  | \$ 15,900.00          |
| 362 |                                  |                            | <b>\$ 37,860.00</b>   | <b>\$ 26,400.00</b>   | <b>1870 Income Total</b>                             |                |                   |    |         |    |           | <b>\$ 49,500.00</b>   |
| 363 | <b>EXPENSE</b>                   |                            |                       |                       |  |                |                   |    |         |    |           |                       |
| 364 | <b>EXPENSE</b>                   |                            |                       |                       |  |                |                   |    |         |    |           |                       |
| 365 | <b>605</b>                       | Awards/Gifts               |                       |                       | Monitor Appreciation                                 |                |                   |    |         |    |           | \$ -                  |
| 366 | <b>630</b>                       | Catering/Hotel             | \$ (300.00)           |                       | DTC REBAC Class - instructor lunches (1 and 2 days)  | \$ (15.00)     | per lunch         | 6  | times   | 1  | time      | \$ (90.00)            |
| 367 |                                  |                            | \$ (2,850.00)         | \$ (2,850.00)         | Trends Summit (Room Rental)                          | \$ (3,000.00)  |                   | 1  | time    | 1  | time      | \$ (3,000.00)         |
| 368 |                                  |                            | \$ (4,000.00)         | \$ (4,000.00)         | Trends Summit Catering                               | \$ (5,000.00)  |                   | 1  | time    | 1  | time      | \$ (5,000.00)         |
| 369 |                                  |                            | \$ (400.00)           |                       | Collaborative Events w/allied entities               | \$ (1,500.00)  |                   | 1  | time    | 1  |           | \$ (1,500.00)         |
| 370 | <b>770</b>                       | Supplies                   | \$ (300.00)           | \$ (60.00)            | DTM class activity prizes (CE and 1-day REBAC)       | \$ (5.00)      | gift card         | 26 | classes | 2  | times     | \$ (260.00)           |
| 371 | <b>780</b>                       | Postage                    | \$ (750.00)           | \$ (75.00)            | Class materials DTC REBAC (1 and 2 day)              | \$ (75.00)     | shipment          | 6  | classes | 6  | locations | \$ (2,700.00)         |
| 372 |                                  |                            | \$ (32.00)            |                       | Class Materials Live REBAC (1 day classes)           | \$ (16.00)     | delivery          | 2  | classes | 1  | locations | \$ (32.00)            |
| 373 | <b>787</b>                       | Speaker Fees               | \$ (3,000.00)         | \$ (3,000.00)         | DTM ePRO class speaker (2-day class)                 |                |                   |    |         |    |           | \$ -                  |
| 374 |                                  |                            | \$ (3,000.00)         | \$ (2,250.00)         | REBAC One-Day Class - Instrctor Fee (Live, DTM, DTC) | \$ (125.00)    | per hours         | 8  | classes | 6  | hours     | \$ (6,000.00)         |
| 375 |                                  |                            | \$ (1,500.00)         | \$ (6,000.00)         | CE classes Instructor Fee (DTM)                      | \$ (150.00)    | per hour          | 22 | classes | 3  | hours     | \$ (9,900.00)         |
| 376 |                                  |                            | \$ (1,500.00)         | \$ (3,000.00)         | REBAC Two-Day Class Instructor Fee (DTC)             | \$ (125.00)    | per hour          | 4  | classes | 12 | hours     | \$ (6,000.00)         |
| 377 |                                  |                            | \$ (9,000.00)         | \$ (8,250.00)         | C/E Live Streamed - Instructor Fee                   |                |                   |    |         |    |           | \$ -                  |
| 378 |                                  |                            | \$ (150.00)           | \$ (150.00)           | Legal Meets COE Virtual Event                        |                |                   |    |         |    |           | \$ -                  |
| 379 |                                  |                            | \$ (15,000.00)        | \$ (15,000.00)        | Trends Summit  | \$ (15,000.00) | summit            | 1  | days    | 1  | time      | \$ (15,000.00)        |
| 380 | <b>810</b>                       | Professional/Contract Fees | \$ (4,500.00)         | \$ (2,250.00)         | REBAC One-Day class Royalty Fees (live, DTM, DTC)    | \$ (30.00)     | fee               | 8  | classes | 25 | students  | \$ (6,000.00)         |
| 381 |                                  |                            |                       | \$ (3,000.00)         | REBAC Two-Day class Royalty Fees (DTC)               | \$ (60.00)     | fee               | 4  | classes | 25 | students  | \$ (6,000.00)         |
| 382 |                                  |                            | \$ (1,200.00)         | \$ (1,750.00)         | DTM ePRO live streamed revenue share                 |                |                   |    |         |    |           | \$ -                  |
| 383 |                                  |                            | \$ (400.00)           | \$ (3,000.00)         | DTM ePRO REBAC Royalty Fee                           |                |                   |    |         |    |           | \$ -                  |
| 384 |                                  |                            | \$ (3,000.00)         |                       | REBAC Revenue Share (DTM/DTC)                        | \$ (10.00)     | fee               | 8  | classes | 25 | students  | \$ (2,000.00)         |
| 385 |                                  |                            | \$ (5,500.00)         | \$ (8,800.00)         | CE class Revenue Share (DTM)                         | \$ (10.00)     | fee               | 22 | classes | 45 | students  | \$ (9,900.00)         |
| 386 |                                  |                            | \$ (2,400.00)         | \$ (1,000.00)         | DTM REBAC revenue share                              |                |                   |    |         |    |           | \$ -                  |
| 387 |                                  |                            | \$ (1,000.00)         | \$ -                  | DTM Rebac One-Day Royalty fees                       |                |                   |    |         |    |           | \$ -                  |
| 388 |                                  |                            | \$ (1,680.00)         | \$ (750.00)           | REBAC One-Day Live Streamed Revenue Share            |                |                   |    |         |    |           | \$ -                  |
| 389 | <b>867.2</b>                     | Staff Travel               | \$ (400.00)           | \$ -                  | Mileage to Live Classes or remote classes            |                |                   |    |         |    |           | \$ -                  |
| 390 |                                  |                            | \$ (61,862.00)        | \$ (65,185.00)        | <b>1870 Expense Total</b>                            |                |                   |    |         |    |           | \$ (73,382.00)        |
| 391 |                                  |                            | <b>\$ (24,002.00)</b> | <b>\$ (38,785.00)</b> | <b>1870 Total Net</b>                                |                |                   |    |         |    |           | <b>\$ (23,882.00)</b> |
| 392 |                                  |                            |                       |                       |  |                |                   |    |         |    |           |                       |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A                                   | B                          | C                    | D                    | E   | F             | G         | H  | I           | J | K    | L                    |
|-----|-------------------------------------|----------------------------|----------------------|----------------------|---|---------------|-----------|----|-------------|---|------|----------------------|
| 393 | <b>EDUCATION DEVELOPMENT - 1871</b> |                            |                      |                      |   |               |           |    |             |   |      |                      |
| 394 | <b>INCOME</b>                       |                            |                      |                      |   |               |           |    |             |   |      |                      |
| 395 | <b>461.1</b>                        | Income                     | \$ 380.00            | \$ 920.00            | Online CE Affinity Partnership Share      | \$ 95.00      | income    | 4  | times       | 1 | time | \$ 380.00            |
| 396 | <b>461.2</b>                        | Income                     | \$ 2,400.00          | \$ 1,923.00          | REBAC Affinity Partnership Income         | \$ 600.00     | income    | 4  | times       | 1 | time | \$ 2,400.00          |
| 397 |                                     |                            | \$ 360.00            | \$ 1,373.00          | Paperless Agent                           |               |           |    |             |   |      | \$ -                 |
| 398 |                                     |                            | <b>\$ 3,140.00</b>   | <b>\$ 4,216.00</b>   | <b>1871 Income Total</b>                  |               |           |    |             |   |      | <b>\$ 2,780.00</b>   |
| 399 | <b>EXPENSE</b>                      |                            |                      |                      |   |               |           |    |             |   |      |                      |
| 400 |                                     |                            |                      |                      |   |               |           |    |             |   |      |                      |
| 401 | <b>540</b>                          | Staff Development          | \$ (2,100.00)        | (16000               | Education program webinars/conference     | \$ (1,600.00) |           | 1  | time        | 1 | time | \$ (1,600.00)        |
| 402 | <b>770</b>                          | Supplies                   | \$ (750.00)          | \$ (750.00)          | Resources and Supplies                    | \$ (750.00)   | fee       | 1  | time        | 1 | time | \$ (750.00)          |
| 403 | <b>810</b>                          | Professional/Contract Fees | \$ (3,000.00)        | \$ (3,000.00)        | Curriculum Development Fees               | \$ (3,000.00) | fee       | 1  | time        | 1 | time | \$ (3,000.00)        |
| 404 |                                     |                            | \$ (1,200.00)        | \$ (1,200.00)        | Curriculum Review/Revision Honorariums    | \$ (400.00)   | fee       | 3  | classes     | 1 | time | \$ (1,200.00)        |
| 405 |                                     |                            | \$ (1,425.00)        | \$ (1,275.00)        | Contract Conversation - video/editing     | \$ (475.00)   | per video | 2  | videos      | 1 | time | \$ (950.00)          |
| 406 |                                     |                            | \$ (100.00)          | \$ -                 | ADRE Instructor Expedited (add course)    |               | fee       | 10 | instructors | 1 | time | \$ -                 |
| 407 |                                     |                            | \$ (150.00)          | \$ -                 | ADRE Course License Fees - Courses        |               | fee       | 10 | courses     | 1 | time | \$ -                 |
| 408 |                                     |                            | \$ (300.00)          | \$ -                 | ADRE Course License Fees - Remote Courses |               | fee       | 12 | courses     | 1 | time | \$ -                 |
| 409 |                                     |                            | \$ (2,300.00)        | \$ (2,300.00)        | Education Development/Software            | \$ (2,300.00) | licenses  | 1  | time        | 1 | time | \$ (2,300.00)        |
| 410 |                                     |                            | \$ (600.00)          | \$ (600.00)          | Curriculum design software (ElementsPro)  | \$ (600.00)   | annual    | 1  | time        | 1 | time | \$ (600.00)          |
| 411 |                                     |                            | \$ (11,925.00)       | \$ (9,125.00)        | <b>1871 Expense Total</b>                 |               |           |    |             |   |      | \$ (10,400.00)       |
| 412 |                                     |                            | <b>\$ (8,785.00)</b> | <b>\$ (4,909.00)</b> | <b>1871 Total Net</b>                     |               |           |    |             |   |      | <b>\$ (7,620.00)</b> |
| 413 |                                     |                            |                      |                      |   |               |           |    |             |   |      |                      |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A                                    | B                          | C                     | D                    | E  | F             | G                | H  | I            | J | K      | L                     |
|-----|--------------------------------------|----------------------------|-----------------------|----------------------|--|---------------|------------------|----|--------------|---|--------|-----------------------|
| 414 | <b>INSTRUCTOR DEVELOPMENT - 1872</b> |                            |                       |                      |  |               |                  |    |              |   |        |                       |
| 415 | <b>INCOME</b>                        |                            |                       |                      |  |               |                  |    |              |   |        |                       |
| 416 | <b>463.2</b>                         | Registration               | \$ 585.00             | \$ 585.00            | Instructor Forum (3 hours)                       | \$ 39.00      | registration fee | 15 | registrants  | 1 | class  | \$ 585.00             |
| 417 |                                      |                            | \$ 392.00             | \$ 647.00            | Instructor Skills IDW                            | \$ 49.00      | early reg fee    | 8  | registrants  | 1 | class  | \$ 392.00             |
| 418 |                                      |                            | \$ 468.00             |                      | Instructor Skills IDW - new instructor           | \$99          |                  | 12 | registrants  | 1 | class  | \$ 1,188.00           |
| 419 |                                      |                            | <b>\$ 1,445.00</b>    | <b>\$ 1,232.00</b>   | <b>1872 Income Total</b>                         |               |                  |    |              |   |        | <b>\$ 2,165.00</b>    |
| 420 | <b>EXPENSE</b>                       |                            |                       |                      |  |               |                  |    |              |   |        |                       |
| 421 | <b>EXPENSE</b>                       |                            |                       |                      |  |               |                  |    |              |   |        |                       |
| 422 | <b>605</b>                           | Awards/Gifts               | \$ (200.00)           | \$ (200.00)          | Excellence in Education Award                    | \$ (200.00)   | plaque           | 1  | time         | 1 | time   | \$ (200.00)           |
| 423 | <b>630</b>                           | Catering/Hotel             | \$ (240.00)           | \$ (240.00)          | Instructor Skills IDW - snacks                   | \$ (12.00)    | coffee/snacks    | 20 | registrants  | 1 | class  | \$ (240.00)           |
| 424 |                                      |                            | \$ (180.00)           | \$ (180.00)          | Instructor Forum - snacks                        | \$ (12.00)    | coffee/snack     | 15 | registrants  | 1 | forum  | \$ (180.00)           |
| 425 | <b>639</b>                           | Dues/Commitments           | \$ (150.00)           | \$ (150.00)          | REEA membership                                  | \$ (150.00)   | annual           | 1  | membership   | 1 | annual | \$ (150.00)           |
| 426 | <b>770</b>                           | Supplies                   | \$ (500.00)           | \$ (350.00)          | Materials/Resources                              | \$ (500.00)   | annual           | 1  | time         | 1 | time   | \$ (500.00)           |
| 427 | <b>787</b>                           | Speaker Fees               | \$ (2,500.00)         | \$ (375.00)          | Instructor Skills IDW                            | \$ (3,000.00) | fee              | 1  | class        | 1 | time   | \$ (3,000.00)         |
| 428 |                                      |                            | \$ (3,500.00)         |                      | Instructor Development Program (new instructors) | \$ (5,000.00) | fee              | 1  | seminar      | 1 | time   | \$ (5,000.00)         |
| 429 |                                      |                            | \$ (100.00)           | \$ (375.00)          | Instructor Forum                                 | \$ (300.00)   | fee              | 1  | time         | 1 | time   | \$ (300.00)           |
| 430 | <b>810</b>                           | Professional/Contract Fees | \$ (1,600.00)         | \$ (1,600.00)        | Scholarship to Bob Pike Bootcamp                 | \$ (1,600.00) | scholarship      | 1  | instructor   | 1 | time   | \$ (1,600.00)         |
| 431 |                                      |                            | \$ (600.00)           | \$ -                 | Trainer Webinars                                 |               |                  |    |              |   |        | \$ -                  |
| 432 | <b>860</b>                           | Conferences                | \$ (1,600.00)         | \$ (549.00)          | Training Magazine Conference - Registration      | \$ (1,600.00) | fee              | 1  | webinars     | 1 | time   | \$ (1,600.00)         |
| 433 |                                      |                            | \$ (450.00)           | \$ -                 | REEA Convention - registration                   | \$ (450.00)   | fee              | 1  | registration | 1 | time   | \$ (450.00)           |
| 434 |                                      |                            | \$ (24.00)            | \$ (12.00)           | Instructor Forum/IDW - Mileage                   | \$ (12.00)    | mileage          | 2  | mileage      | 1 | staff  | \$ (24.00)            |
| 435 |                                      |                            | \$ (600.00)           | \$ -                 | REEA Convention - Hotel                          | \$ (300.00)   | per night        | 2  | nights       | 1 | staff  | \$ (600.00)           |
| 436 |                                      |                            | \$ (150.00)           | \$ -                 | REEA Convention - Daily Expense                  | \$ (75.00)    | per day          | 2  | days         | 1 | staff  | \$ (150.00)           |
| 437 |                                      |                            | \$ (400.00)           | \$ -                 | REEA Convention - Airfare (Atlanta)              | \$ (400.00)   | airfare          | 1  | flight       | 1 | staff  | \$ (400.00)           |
| 438 |                                      |                            | \$ (825.00)           | \$ -                 | Training Magazine Conference - Hotel             | \$ (275.00)   | room             | 3  | nights       | 1 | staff  | \$ (825.00)           |
| 439 |                                      |                            | \$ (400.00)           | \$ -                 | Training Magazine Conference - Airfare           | \$ (400.00)   | flight           | 1  | flight       | 1 | staff  | \$ (400.00)           |
| 440 |                                      |                            | \$ (150.00)           | \$ -                 | Training Magazine Conference - Daily Expense     | \$ (75.00)    | per day          | 2  | days         | 1 | staff  | \$ (150.00)           |
| 441 |                                      |                            | \$ (14,169.00)        | \$ (4,031.00)        | <b>1872 Expense Total</b>                        |               |                  |    |              |   |        | \$ (15,769.00)        |
| 442 |                                      |                            | <b>\$ (12,724.00)</b> | <b>\$ (2,799.00)</b> | <b>1872 Total Net</b>                            |               |                  |    |              |   |        | <b>\$ (13,604.00)</b> |

PROFESSIONAL AND BUSINESS DEVELOPMENT

|     | A                               | B                          | C                      | D                      | E  | F           | G                | H  | I        | J  | K         | L                      |
|-----|---------------------------------|----------------------------|------------------------|------------------------|--|-------------|------------------|----|----------|----|-----------|------------------------|
| 443 | <b>BROKER UNIVERSITY - 1875</b> |                            |                        |                        |  |             |                  |    |          |    |           |                        |
| 444 | <b>INCOME</b>                   |                            |                        |                        |  |             |                  |    |          |    |           |                        |
| 445 | <b>460.1</b>                    | Registration               | \$ 3,300.00            | \$4,530.00             | BMC (package) DTM                              | \$ 59.00    | registration fee | 2  | offering | 30 | students  | \$ 3,540.00            |
| 446 |                                 |                            | <b>\$ 3,300.00</b>     | <b>\$ 4,530.00</b>     | <b>1875 Income Total</b>                       |             |                  |    |          |    |           | <b>\$ 3,540.00</b>     |
| 447 | <b>EXPENSE</b>                  |                            |                        |                        |  |             |                  |    |          |    |           |                        |
| 448 | <b>EXPENSE</b>                  |                            |                        |                        |  |             |                  |    |          |    |           |                        |
| 449 | <b>605</b>                      | Awards/Gifts               | \$ (600.00)            | \$ (150.00)            | Virtual Forum Guest Appreciations              | \$ (25.00)  | gift cards       | 12 | forums   | 2  | guests    | \$ (600.00)            |
| 450 | <b>630</b>                      | Catering/Hotel             |                        |                        | Broker Brief Webinars - speaker lunch          | \$ -        |                  |    |          |    |           | \$ -                   |
| 451 |                                 |                            |                        | \$ -                   | Broker Forums                                  |             |                  |    |          |    |           | \$ -                   |
| 452 |                                 |                            | \$ (72.00)             | \$ (18.00)             | BMC (DTM) - instructor lunch                   | \$ (18.00)  | meal             | 1  | days     | 2  | offerings | \$ (36.00)             |
| 453 | <b>770</b>                      | Supplies                   |                        |                        | Broker Outreach                                | \$ -        |                  |    |          |    |           | \$ -                   |
| 454 | <b>781</b>                      | Printing                   | \$ (800.00)            | \$ (800.00)            | Broker Postcard                                |             |                  |    |          |    |           | \$ -                   |
| 455 |                                 |                            |                        | \$ -                   | Broker Forum Materials                         |             |                  |    |          |    |           | \$ -                   |
| 456 | <b>780</b>                      | Postage                    | \$ (720.00)            | \$ -                   | Ship Materials to Remote Locations             |             |                  |    |          |    |           | \$ -                   |
| 457 |                                 |                            | \$ (3,200.00)          | \$ (3,200.00)          | Broker Postcard                                |             |                  |    |          |    |           | \$ -                   |
| 458 | <b>787</b>                      | Speaker Fees               | \$ (2,250.00)          | \$ (2,250.00)          | BMC (DTM)- Speaker Fee                         | \$ (125.00) | per hours        | 9  | hours    | 2  | offering  | \$ (2,250.00)          |
| 459 | <b>810</b>                      | Professional/Contract Fees | \$ (800.00)            | \$ (1,740.00)          | Legal Videos - Video Editing (Scott's Scoops)  | \$ (425.00) | per quarter      | 4  | quarters | 1  | time      | \$ (1,700.00)          |
| 460 |                                 |                            | \$ (600.00)            | \$ (780.00)            | BMC (DTM) Fee Share                            | \$ (10.00)  | fee              | 30 | students | 2  | offerings | \$ (600.00)            |
| 461 |                                 |                            | \$ (150.00)            | \$ -                   | Broker to Broker Virtual Forum Recording Edits |             |                  |    |          |    |           | \$ -                   |
| 462 |                                 |                            | \$ (9,192.00)          | \$ (8,938.00)          | <b>1875 Expense Total</b>                      |             |                  |    |          |    |           | \$ (5,186.00)          |
| 463 |                                 |                            | <b>\$ (5,892.00)</b>   | <b>\$ (4,408.00)</b>   | <b>1875 Total Net</b>                          |             |                  |    |          |    |           | <b>\$ (1,646.00)</b>   |
| 464 |                                 |                            | <b>\$ (865,205.02)</b> | <b>\$ (741,554.52)</b> | <b>TOTAL (EXPENSE)</b>                         |             |                  |    |          |    |           | <b>\$ (901,322.56)</b> |
| 465 |                                 |                            | <b>\$ 319,270.00</b>   | <b>\$ 249,080.00</b>   | <b>TOTAL INCOME</b>                            |             |                  |    |          |    |           | <b>\$ 337,270.00</b>   |
| 466 |                                 |                            | <b>\$ (545,935.02)</b> | <b>\$ (492,474.52)</b> | <b>TOTAL NET (EXPENSE)/INCOME</b>              |             |                  |    |          |    |           | <b>\$ (564,052.56)</b> |

| OPERATIONS & STRATEGIC INITIATIVES SUMMARY |                          |      |                                      |                          |
|--|--------------------------|------|--------------------------------------|--------------------------|
| 2021 Approved                              | 2021 Projections         | Code |                                      | 2022                     |
| <b>PROJECTED INCOME</b>                    |                          |      |                                      |                          |
| \$ 35,000.00                               | \$ 1,050.00              | 410  | INTEREST                             | \$ 3,500.00              |
| \$ 31,718.46                               | \$ 32,034.00             | 415  | RENTS                                | \$ 32,009.04             |
| \$ 9,725,550.00                            | \$ 10,715,000.00         | 430  | INCOME                               | \$ 9,316,250.00          |
| \$ 400.00                                  | \$ 1,250.00              | 435  | LAW BOOK SALES                       | \$ 300.00                |
| \$ 1,000.00                                | \$ 1,800.00              | 497  | MISCELLANEOUS INCOME                 | \$ 1,000.00              |
| <b>\$ 9,793,668.46</b>                     | <b>\$ 10,751,134.00</b>  |      | <b>TOTAL PROJECTED INCOME</b>        | <b>\$ 9,353,059.04</b>   |
| <b>PROJECTED DIRECT (EXPENSES)</b>         |                          |      |                                      |                          |
| \$ (3,412,035.00)                          | \$ (3,177,709.00)        | 500  | SALARIES/BENEFITS                    | \$ (3,662,035.00)        |
| \$ (5,000.00)                              | \$ (2,000.00)            | 540  | STAFF DEVELOPMENT                    | \$ (5,000.00)            |
| \$ (11,275.00)                             | \$ (11,275.00)           | 605  | AWARDS/GIFTS                         | \$ (12,950.00)           |
| \$ (58,930.00)                             | \$ (43,500.00)           | 621  | REPAIRS/MAINTENANCE                  | \$ (58,930.00)           |
| \$ (67,795.00)                             | \$ (49,500.00)           | 623  | UTILITIES                            | \$ (67,795.00)           |
| \$ (6,750.00)                              | \$ (7,230.00)            | 624  | INSURANCE                            | \$ (8,000.00)            |
| \$ (68,000.00)                             | \$ (67,750.00)           | 625  | DEBT RETIREMENT/TAXES                | \$ (71,000.00)           |
| \$ (104,100.10)                            | \$ (33,000.00)           | 630  | CATERING/HOTEL                       | \$ (104,800.00)          |
| \$ (2,100.00)                              | \$ (2,000.00)            | 631  | COMPUTER SERVICES & EXPENSES         | \$ (3,100.00)            |
| \$ (2,500.00)                              | \$ (1,000.00)            | 632  | COPYING                              | \$ (2,500.00)            |
| \$ (56,950.00)                             | \$ (55,644.00)           | 639  | DUES/COMMITMENTS                     | \$ (61,720.00)           |
| \$ (8,360.00)                              | \$ (5,750.00)            | 640  | EQUIPMENT MAINTENANCE/RENTAL         | \$ (7,360.00)            |
| \$ (267,000.00)                            | \$ (270,000.00)          | 690  | EFT/CREDIT CARD FEES (MISCELLANEOUS) | \$ (280,500.00)          |
| \$ (259,128.00)                            | \$ (259,128.00)          | 700  | DEPRECIATION                         | \$ (233,591.00)          |
| \$ (1,790,075.00)                          | \$ (1,790,075.00)        | 750  | RESERVE FUNDING                      | \$ (531,900.00)          |
| \$ (15,465.00)                             | \$ (6,750.00)            | 770  | SUPPLIES                             | \$ (17,385.00)           |
| \$ (3,642.00)                              | \$ (1,500.00)            | 780  | POSTAGE                              | \$ (3,642.00)            |
| \$ (1,200.00)                              | \$ (500.00)              | 781  | PRINTING                             | \$ (1,200.00)            |
| \$ (42,500.00)                             | \$ (40,775.00)           | 786  | PROMOTION                            | \$ (62,500.00)           |
| \$ (500.00)                                | \$ (500.00)              | 788  | STAFF EXPENSE                        | \$ (500.00)              |
| \$ (500.00)                                | \$ (100.00)              | 804  | RENTAL TAXES                         | \$ (500.00)              |
| \$ (214,975.00)                            | \$ (181,822.00)          | 810  | PROFESSIONAL/CONTRACT FEES           | \$ (324,196.60)          |
| \$ (15,000.00)                             | \$ (7,687.00)            | 850  | TELEPHONE                            | \$ (10,220.00)           |
| \$ (32,683.00)                             | \$ (11,230.00)           | 860  | CONFERENCES                          | \$ (33,033.00)           |
| \$ (163,791.00)                            | \$ (87,530.00)           | 867  | TRAVEL (CEO/EXCOM/Officer/Other)     | \$ (165,955.00)          |
| <b>\$ (6,610,254.10)</b>                   | <b>\$ (6,113,955.00)</b> |      | <b>TOTAL DIRECT (EXPENSES)</b>       | <b>\$ (5,730,312.60)</b> |
| <b>\$ 3,183,414.36</b>                     | <b>\$ 4,637,179.00</b>   |      | <b>TOTAL NET (EXPENSES)/INCOME</b>   | <b>\$ 3,622,746.44</b>   |



**OPERATIONS AND STRATEGIC INITIATIVES**

| A                              | B                                    | C                      | D                      | E   | F               | G             | H   | I      | J   | K    | L                      |
|--------------------------------|--------------------------------------|------------------------|------------------------|---|-----------------|---------------|-----|--------|-----|------|------------------------|
| Code                           |                                      | 2021 Approved          | 2021 Projections       |   | Rate            | Item          | Qty | Item   | Qty | Item | 2022 Total             |
| <b>GENERAL OVERHEAD - 1000</b> |                                      |                        |                        |   |                 |               |     |        |     |      |                        |
| <b>INCOME</b>                  |                                      |                        |                        |   |                 |               |     |        |     |      |                        |
| 410                            | Interest Income                      | \$ 35,000.00           | \$ 1,050.00            | RMA - Money Market Holding Account  | \$ 3,500.00     | interest      | 1   | time   | 1   | year | \$ 3,500.00            |
| 435                            | Law book sales                       | \$ 400.00              | \$ 1,250.00            | Law Book Sales  | \$ 300.00       |               | 1   |        | 1   |      | \$ 300.00              |
| 497                            | Miscellaneous Income                 | \$ 1,000.00            | \$ 1,800.00            | Miscellaneous Income  | \$ 1,000.00     |               | 1   |        | 1   |      | \$ 1,000.00            |
|                                |                                      | <b>\$ 36,400.00</b>    | <b>\$ 4,100.00</b>     | <b>1000 Income Total</b>  |                 |               |     |        |     |      | <b>\$ 4,800.00</b>     |
| <b>EXPENSE</b>                 |                                      |                        |                        |   |                 |               |     |        |     |      |                        |
| 540                            | Staff Development                    | \$ (5,000.00)          | \$ (2,000.00)          | General Training - Workshop (CMLS Convention, etc.)                             | \$ (5,000.00)   | miscellaneous | 1   | time   | 1   | time | \$ (5,000.00)          |
| 605                            | Awards/Gifts                         | \$ (3,500.00)          | \$ (4,500.00)          | Staff Recognition (Birthdays, Holiday party, etc.)                              | \$ (4,500.00)   |               | 1   |        | 1   |      | \$ (4,500.00)          |
|                                |                                      | \$ (1,000.00)          |                        | Miscellaneous/Members (flowers, funerals, etc.)                                 | \$ (1,500.00)   |               | 1   |        | 1   |      | \$ (1,500.00)          |
| 631                            | Computer Service & Expense           | \$ (2,100.00)          | \$ (2,000.00)          | Miscellaneous Computer Expenses & Licenses                                      | \$ (2,100.00)   |               | 1   |        | 1   |      | \$ (2,100.00)          |
|                                |                                      | \$ -                   | \$ -                   | Zoom Business Licenses - Operations   | \$ (1,000.00)   |               | 1   |        | 1   |      | \$ (1,000.00)          |
| 639                            | Dues/Commitments                     | \$ (300.00)            | \$ (900.00)            | Miscellaneous (Notary Bond, etc.) - Renew in 2025                               | \$ -            |               | 1   |        | 1   |      | \$ -                   |
|                                |                                      | \$ (50.00)             |                        | AZ Corporation Commission (fee/letters of good standing)                        | \$ (50.00)      |               | 1   |        | 1   |      | \$ (50.00)             |
|                                |                                      | \$ (50.00)             |                        | Phoenix Privilege Fee   | \$ (50.00)      |               | 1   |        | 1   |      | \$ (50.00)             |
|                                |                                      | \$ (135.00)            |                        | Costco Membership   | \$ (135.00)     |               | 1   |        | 1   |      | \$ (135.00)            |
|                                |                                      | \$ (350.00)            |                        | ASAE Dues   | \$ (375.00)     |               | 1   |        | 1   |      | \$ (375.00)            |
|                                |                                      | \$ (500.00)            |                        | Law Book Royalties  | \$ (500.00)     |               | 1   |        | 1   |      | \$ (500.00)            |
|                                |                                      | \$ -                   |                        | Surety Bond - Renews June 2022 then June 2025                                   | \$ (3,000.00)   |               | 1   |        | 1   |      | \$ (3,000.00)          |
| 640                            | Equipment Maintenance/Rental         | \$ (1,000.00)          | \$ (5,750.00)          | Non-agreement Repairs - per new contract w/ Xerox                               | \$ -            |               | 1   |        | 1   |      | \$ -                   |
|                                |                                      | \$ (110.00)            |                        | Postage Machine   | \$ (110.00)     |               | 1   |        | 1   |      | \$ (110.00)            |
|                                |                                      | \$ (7,250.00)          |                        | Copier and Printer Leases   | \$ (7,250.00)   |               | 1   |        | 1   |      | \$ (7,250.00)          |
| 690                            | EFT/Credit Card Fees (Miscellaneous) | \$ (250,000.00)        | \$ (270,000.00)        | NAR EFT Fees (2.45% of \$190 *51,145 members)/ Credit Card Fees + RAPAC billing | \$ (280,000.00) |               | 1   |        | 1   |      | \$ (280,000.00)        |
|                                |                                      | \$ (16,500.00)         |                        | Electronic Check Fees from E-Commerce   | \$ -            |               | 1   |        | 1   |      | \$ -                   |
|                                |                                      | \$ (500.00)            |                        | Stop Payment Fees, NSF Items  | \$ (500.00)     |               | 1   |        | 1   |      | \$ (500.00)            |
| 770                            | Supplies                             | \$ (8,500.00)          | \$ (6,750.00)          | General/Miscellaneous Supplies  | \$ (8,500.00)   |               | 1   |        | 1   |      | \$ (8,500.00)          |
|                                |                                      | \$ (525.00)            |                        | Coffee (Parks & Co.)  | \$ (30.00)      |               | 12  |        | 1   |      | \$ (360.00)            |
|                                |                                      | \$ (1,740.00)          |                        | Bottled Water/Coolers (Ready Refresh by Nestle)                                 | \$ (75.00)      |               | 12  |        | 1   |      | \$ (900.00)            |
|                                |                                      | \$ (2,000.00)          |                        | Checks/Invoices   | \$ (2,000.00)   |               | 1   |        | 1   |      | \$ (2,000.00)          |
| 781                            | Printing                             | \$ (1,200.00)          | \$ (500.00)            | Business Cards/Notes, Letterhead, Envelopes                                     | \$ (1,200.00)   |               | 1   |        | 1   |      | \$ (1,200.00)          |
| 788                            | Staff Expense                        | \$ (500.00)            | \$ (500.00)            | Line Officer Headshots  | \$ (500.00)     |               | 1   |        | 1   |      | \$ (500.00)            |
| 810                            | Professional/Contract Fees           | \$ (300.00)            | \$ (93,934.00)         | Paper Shredding   | \$ (25.00)      |               | 12  | months | 1   | time | \$ (300.00)            |
|                                |                                      | \$ (42,500.00)         |                        | Annual Audit  | \$ (47,500.00)  |               | 1   |        | 1   |      | \$ (47,500.00)         |
|                                |                                      | \$ (62,352.00)         |                        | Contracted Services for IT (Global Market Innovators previously NVision)        | \$ (5,196.00)   |               | 12  | months | 1   |      | \$ (62,352.00)         |
|                                |                                      | \$ (1,008.00)          |                        | 125 Plan Admin. (Wage Works)  | \$ (84.00)      | month         | 12  | months | 1   | time | \$ (1,008.00)          |
|                                |                                      | \$ (5,700.00)          |                        | QuickBooks Full Service Plan  | \$ (5,700.00)   | year          | 1   |        | 1   | time | \$ (5,700.00)          |
|                                |                                      | \$ (500.00)            |                        | Basecamp Fees   | \$ (500.00)     |               | 1   |        | 1   |      | \$ (500.00)            |
|                                |                                      | \$ -                   |                        | Sharefile   | \$ (34.30)      |               | 12  | months | 1   | time | \$ (411.60)            |
| 850                            | Telephone                            | \$ (15,000.00)         | \$ (7,687.00)          | Long Distance, Data Lines, Mobile, Monthly Lines, & Internet                    | \$ (8,000.00)   |               | 1   |        | 1   |      | \$ (8,000.00)          |
|                                |                                      | \$ -                   | \$ -                   | Nextiva VOIP Service  | \$ (185.00)     | month         | 12  |        | 1   | time | \$ (2,220.00)          |
| 867.2                          | Staff Travel                         | \$ (250.00)            | \$ (50.00)             | Staff Mileage   | \$ -            |               | 1   |        | 1   |      | \$ -                   |
|                                |                                      | <b>\$ (430,420.00)</b> | <b>\$ (394,571.00)</b> | <b>1000 Expense Total</b>   |                 |               |     |        |     |      | <b>\$ (447,521.60)</b> |

**OPERATIONS AND STRATEGIC INITIATIVES**

| A  | B                                   | C                     | D                        | E                        | F  | G              | H                | I      | J       | K       | L        |                        |             |
|----|-------------------------------------|-----------------------|--------------------------|--------------------------|--|----------------|------------------|--------|---------|---------|----------|------------------------|-------------|
| 46 | <b>RESERVE FUNDING - 1100</b>       |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 47 | <b>EXPENSE</b>                      |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 48 | <b>700</b>                          | Depreciation          | \$ (259,128.00)          | \$ (259,128.00)          | 2021 Capital Depreciation 3100 (based on 100% of 2020 Audit) | \$ (233,591)   | depreciation     | 1      | time    | 1       | time     | \$ (233,591.00)        |             |
| 49 | <b>750</b>                          | Reserve Funding       | \$ (1,790,075.00)        | \$ (1,790,075.00)        | Issues Mobilization (Realtor Party)                          | \$ (10.00)     |                  | 53,190 | members | 1       | time     | \$ (531,900.00)        |             |
| 50 |                                     |                       | \$ -                     | \$ -                     | Operating Reserve  | \$ -           |                  |        |         | members | time     | \$ -                   |             |
| 51 |                                     |                       | <b>\$ (2,049,203.00)</b> | <b>\$ (2,049,203.00)</b> | <b>1100 Total</b>  |                |                  |        |         |         |          | <b>\$ (765,491.00)</b> |             |
| 52 |                                     |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 53 | <b>DUES - 1400</b>                  |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 54 | <b>INCOME</b>                       |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 55 | <b>430</b>                          | Income                | \$ 9,717,550.00          | \$ 10,715,000.00         | FPU's of 53,190 represents a 4% increase from 2021           | \$ 175.00      | year             | 53,190 | members | 1       | time     | \$ 9,308,250.00        |             |
| 56 |                                     |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 57 |                                     |                       | \$ 8,000.00              |                          | Affiliate Dues   | \$ 8,000.00    |                  |        | 1       | time    | 1        | time                   | \$ 8,000.00 |
| 58 |                                     |                       | <b>\$ 9,725,550.00</b>   | <b>\$ 10,715,000.00</b>  | <b>1400 Total</b>  |                |                  |        |         |         |          | <b>\$ 9,316,250.00</b> |             |
| 59 |                                     |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 60 |                                     |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 61 | <b>OPERATIONS SUPPORT - 1901</b>    |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 62 | <b>EXPENSE</b>                      |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 63 | <b>630</b>                          | Catering/Hotel        | \$ (2,000.00)            | \$ (2,000.00)            | Staff Meetings   | \$ (2,000.00)  |                  | 1      |         | 1       | staff    | \$ (2,000.00)          |             |
| 64 | <b>632</b>                          | Copying               | \$ (2,500.00)            | \$ (1,000.00)            | Operations Copies  | \$ (2,500.00)  | annually         | 1      | time    | 1       | time     | \$ (2,500.00)          |             |
| 65 | <b>639</b>                          | Dues/Commitments      | \$ (4,000.00)            | \$ (2,000.00)            | CEO State Bar Dues/CLE Fees                                  | \$ (4,000.00)  | annually         | 1      | time    | 1       | CEO      | \$ (4,000.00)          |             |
| 66 |                                     |                       | \$ (420.00)              |                          | Arizona's Finest Lawyers Dues                                | \$ (420.00)    | annually         | 1      | time    | 1       | CEO      | \$ (420.00)            |             |
| 67 | <b>780</b>                          | Postage               | \$ (442.00)              | \$ (1,500.00)            | UPS (weekly pick-up fee)                                     | \$ (8.50)      | week             | 52     | weeks   | 1       | svc chg  | \$ (442.00)            |             |
| 68 |                                     |                       | \$ (3,200.00)            |                          | Postage (all programs and general office)                    | \$ (3,200.00)  | annually         | 1      | time    | 1       | time     | \$ (3,200.00)          |             |
| 69 | <b>786</b>                          | Promotion             | \$ (5,000.00)            | \$ (10,775.00)           | Association Events/Incentives                                | \$ (10,000.00) | fee              | 1      | time    | 1       | time     | \$ (10,000.00)         |             |
| 70 |                                     |                       | \$ (2,500.00)            |                          | Promotional Items  | \$ (2,500.00)  | annually         | 1      | time    | 1       | time     | \$ (2,500.00)          |             |
| 71 |                                     |                       | \$ (5,000.00)            |                          | Sponsorships   | \$ (5,000.00)  |                  | 1      | time    | 1       | time     | \$ (5,000.00)          |             |
| 72 | <b>810</b>                          | Professional/Contrcts | \$ (5,000.00)            | \$ (5,000.00)            | Outside Legal  | \$ (5,000.00)  | annually         | 1      | time    | 1       | time     | \$ (5,000.00)          |             |
| 73 |                                     |                       | \$ -                     |                          | Membership Needs Assessment/Survey                           | \$ (24,000.00) | annually         | 1      | time    | 1       | time     | \$ (24,000.00)         |             |
| 74 |                                     |                       |                          |                          | Search/CEO Transition Expenses                               | \$ (75,000.00) | annually         | 1      | time    | 1       | time     | \$ (75,000.00)         |             |
| 75 | <b>867.2</b>                        | Staff Travel          | \$ (800.00)              | \$ (200.00)              | In-state Travel  | \$ (1,050.00)  | travel           | 1      | time    | 1       | staff    | \$ (1,050.00)          |             |
| 76 |                                     |                       | <b>\$ (30,862.00)</b>    | <b>\$ (22,475.00)</b>    | <b>1901 Total</b>  |                |                  |        |         |         |          | <b>\$ (135,112.00)</b> |             |
| 77 |                                     |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 78 | <b>ASSOCIATION RELATIONS - 1903</b> |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 79 | <b>EXPENSE</b>                      |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |
| 80 | <b>630</b>                          | Catering/Hotel        | \$ (6,000.00)            | \$ (6,000.00)            | AE Workshop - Catering                                       | \$ (6,000.00)  | breakfast/dinner | 1      | time    | 1       | workshop | \$ (6,000.00)          |             |
| 81 |                                     |                       | \$ (2,000.00)            | \$ (1,000.00)            | AE Lunches/Breakfasts at AAR Meetings                        | \$ (1,000.00)  | lunch            | 2      | lunches | 1       | time     | \$ (2,000.00)          |             |
| 82 |                                     |                       | \$ (4,000.00)            | \$ -                     | AEI State Night Out Dinner                                   | \$ (4,000.00)  | dinner           | 1      | time    | 1       | dinner   | \$ (4,000.00)          |             |
| 83 |                                     |                       | \$ (6,500.00)            | \$ -                     | Past Presidents Dinner                                       | \$ (6,500.00)  |                  | 1      |         | 1       |          | \$ (6,500.00)          |             |
| 84 |                                     |                       | \$ (3,000.00)            | \$ (3,000.00)            | NAR Leadership Summit Night Out                              | \$ (3,000.00)  | dinner           | 1      | time    | 1       | dinner   | \$ (3,000.00)          |             |
| 85 | <b>786</b>                          | Promotion             | \$ (5,000.00)            | \$ (5,000.00)            | Association Relations/Promotion/Line Officer Hosting         | \$ (5,000.00)  |                  | 1      |         | 1       |          | \$ (5,000.00)          |             |
| 86 | <b>867.2</b>                        | Staff Travel          | \$ (900.00)              | \$ (600.00)              | AE Workshop - AAR Staff Hotel                                | \$ (150.00)    | night            | 1      | nights  | 6       | staff    | \$ (900.00)            |             |
| 87 |                                     |                       | \$ (900.00)              | \$ (450.00)              | AE Workshop - AAR Staff Mileage (Senior VPs)                 | \$ (150.00)    |                  | 1      | time    | 6       | staff    | \$ (900.00)            |             |
| 88 |                                     |                       | \$ (2,000.00)            | \$ (500.00)              | Office/Staff to Association Events                           | \$ (2,000.00)  |                  | 1      |         | 1       |          | \$ (2,000.00)          |             |
| 89 |                                     |                       | <b>\$ (30,300.00)</b>    | <b>\$ (16,550.00)</b>    | <b>1903 Total</b>  |                |                  |        |         |         |          | <b>\$ (30,300.00)</b>  |             |
| 90 |                                     |                       |                          |                          |  |                |                  |        |         |         |          |                        |             |

OPERATIONS AND STRATEGIC INITIATIVES

| A   | B                               | C                | D              | E              | F   | G             | H             | I     | J            | K | L          |                |
|-----|---------------------------------|------------------|----------------|----------------|---|---------------|---------------|-------|--------------|---|------------|----------------|
| 91  | <b>NATIONAL MEETINGS - 1905</b> |                  |                |                |   |               |               |       |              |   |            |                |
| 92  | <b>EXPENSE</b>                  |                  |                |                |   |               |               |       |              |   |            |                |
| 93  | 630                             | Catering/Hotel   | \$ (3,800.10)  | \$ -           | AZ Reception at Region XI Conference (Utah)                                 | \$ (150.00)   | attendees     | 30    | each         | 1 | event      | \$ (4,500.00)  |
| 94  | 639                             | Dues/Commitments | \$ (51,145.00) | \$ (52,744.00) | Region XI dues  | \$ (1.00)     |               | 53190 | members      | 1 | time       | \$ (53,190.00) |
| 95  | 860                             | Conferences      | \$ (1,768.00)  | \$ (6,600.00)  | Operations Staff - NAR AEI - March (Atlanta, GA) - Hotel                    | \$ (221.00)   | night         | 4     | nights       | 2 | staff      | \$ (1,768.00)  |
| 96  |                                 |                  | \$ (1,500.00)  |                | Operations Staff - NAR AEI - March (Atlanta, GA) - Daily Expense            | \$ (150.00)   | per diem      | 5     | days         | 2 | staff      | \$ (1,500.00)  |
| 97  |                                 |                  | \$ (800.00)    |                | Operations Staff - NAR AEI - March (Atlanta, GA) - Airfare                  | \$ (425.00)   | airfare       | 1     | traveler     | 2 | staff      | \$ (850.00)    |
| 98  |                                 |                  | \$ (1,190.00)  |                | Operations Staff - NAR AEI - March (Atlanta, GA) - Registration             | \$ (595.00)   | registration  | 1     | registration | 2 | staff      | \$ (1,190.00)  |
| 99  |                                 |                  | \$ (3,200.00)  |                | Operations Staff - NAR Legislative - May (Washington, D.C.) - Hotel         | \$ (320.00)   | night         | 5     | nights       | 2 | staff      | \$ (3,200.00)  |
| 100 |                                 |                  | \$ (2,400.00)  |                | Operations Staff - NAR Legislative - May (Washington, D.C.) - Daily Expense | \$ (200.00)   | per diem      | 6     | days         | 2 | staff      | \$ (2,400.00)  |
| 101 |                                 |                  | \$ (1,200.00)  |                | Operations Staff - NAR Legislative - May (Washington, D.C.) - Airfare       | \$ (600.00)   | airfare       | 1     | traveler     | 2 | staff      | \$ (1,200.00)  |
| 102 |                                 |                  | \$ (2,200.00)  |                | Operations Staff - NAR EXPO - November (Orlando, FL) - Hotel                | \$ (275.00)   | night         | 4     | nights       | 2 | staff      | \$ (2,200.00)  |
| 103 |                                 |                  | \$ (1,500.00)  |                | Operations Staff - NAR EXPO - November (Orlando, FL) - Daily Expense        | \$ (150.00)   | per diem      | 5     | days         | 2 | staff      | \$ (1,500.00)  |
| 104 |                                 |                  | \$ (550.00)    |                | Operations Staff - NAR EXPO - November (Orlando, FL) - Airfare              | \$ (425.00)   | airfare       | 1     | traveler     | 2 | staff      | \$ (850.00)    |
| 105 |                                 |                  | \$ (1,050.00)  |                | Operations Staff - NAR EXPO - November (Orlando, FL) - Registration         | \$ (525.00)   | registration  | 1     | registration | 2 | staff      | \$ (1,050.00)  |
| 106 | 867                             | Travel           | \$ (1,000.00)  | \$ (30,445.00) | Airfare Increase Pool - National Travel                                     | \$ (1,000.00) | miscellaneous | 1     | pool         | 1 | pool       | \$ (1,000.00)  |
| 107 |                                 |                  | \$ (884.00)    |                | AE Institute - March (Atlanta, GA) - Hotel                                  | \$ (221.00)   | night         | 4     | nights       | 1 | CEO        | \$ (884.00)    |
| 108 |                                 |                  | \$ (750.00)    |                | AE Institute - March (Atlanta, GA) - Daily Expense                          | \$ (150.00)   | per diem      | 5     | days         | 1 | CEO        | \$ (750.00)    |
| 109 |                                 |                  | \$ (400.00)    |                | AE Institute - March (Atlanta, GA) - Airfare                                | \$ (425.00)   | airfare       | 1     | traveler     | 1 | CEO        | \$ (425.00)    |
| 110 |                                 |                  | \$ (595.00)    |                | AE Institute - March (Atlanta, GA) - Registration                           | \$ (595.00)   | registration  | 1     | time         | 1 | CEO        | \$ (595.00)    |
| 111 |                                 |                  | \$ (400.00)    |                | Meeting with NAR CEO - Daily Expense  | \$ (200.00)   | per diem      | 2     | days         | 1 | CEO        | \$ (400.00)    |
| 112 |                                 |                  | \$ (560.00)    |                | Region XI Conference - April (Utah) - Hotel                                 | \$ (280.00)   | night         | 2     | nights       | 1 | CEO        | \$ (560.00)    |
| 113 |                                 |                  | \$ (450.00)    |                | Region XI Conference - April (Utah) - Daily Expense                         | \$ (150.00)   | per diem      | 3     | days         | 1 | CEO        | \$ (450.00)    |
| 114 |                                 |                  | \$ (250.00)    |                | Region XI Conference - April (Utah) - Airfare                               | \$ (250.00)   | airfare       | 1     | traveler     | 1 | CEO        | \$ (250.00)    |
| 115 |                                 |                  | \$ (2,240.00)  |                | NAR Legislative - May (Washington, D.C.) - Hotel                            | \$ (320.00)   | night         | 7     | nights       | 1 | CEO        | \$ (2,240.00)  |
| 116 |                                 |                  | \$ (1,600.00)  |                | NAR Legislative - May (Washington, D.C.) - Daily Expense                    | \$ (200.00)   | per diem      | 8     | days         | 1 | CEO        | \$ (1,600.00)  |
| 117 |                                 |                  | \$ (1,200.00)  |                | NAR Legislative - May (Washington, D.C.) - Airfare                          | \$ (600.00)   | airfare       | 2     | travelers    | 1 | CEO        | \$ (1,200.00)  |
| 118 |                                 |                  | \$ (700.00)    |                | State AE Meeting - June - Hotel   | \$ (350.00)   | night         | 2     | nights       | 1 | CEO        | \$ (700.00)    |
| 119 |                                 |                  | \$ (300.00)    |                | State AE Meeting - June - Daily Expense                                     | \$ (150.00)   | per diem      | 2     | days         | 1 | CEO        | \$ (300.00)    |
| 120 |                                 |                  | \$ (600.00)    |                | State AE Meeting - June - Airfare   | \$ (600.00)   | airfare       | 1     | traveler     | 1 | CEO        | \$ (600.00)    |
| 121 |                                 |                  | \$ (250.00)    |                | State AE Meeting - June - Registration                                      | \$ (250.00)   | registration  | 1     | time         | 1 | CEO        | \$ (250.00)    |
| 122 |                                 |                  | \$ (450.00)    |                | NAR Leadership Summit - August (Chicago) - Daily Expense                    | \$ (150.00)   | per diem      | 3     | days         | 1 | CEO        | \$ (450.00)    |
| 123 |                                 |                  | \$ (450.00)    |                | NAR Leadership Summit - August (Chicago) - Airfare                          | \$ (475.00)   | airfare       | 1     | traveler     | 1 | CEO        | \$ (475.00)    |
| 124 |                                 |                  | \$ (1,650.00)  |                | NAR EXPO - November (Orlando, FL) - Hotel                                   | \$ (275.00)   | night         | 6     | nights       | 1 | CEO        | \$ (1,650.00)  |
| 125 |                                 |                  | \$ (900.00)    |                | NAR EXPO - November (Orlando, FL) - Daily Expense                           | \$ (150.00)   | per diem      | 6     | days         | 1 | CEO        | \$ (900.00)    |
| 126 |                                 |                  | \$ (550.00)    |                | NAR EXPO - November (Orlando, FL) - Airfare                                 | \$ (425.00)   | airfare       | 2     | travelers    | 1 | CEO        | \$ (850.00)    |
| 127 |                                 |                  | \$ (525.00)    |                | NAR EXPO - November (Orlando, FL) - Registration                            | \$ (525.00)   | registration  | 1     | time         | 1 | CEO        | \$ (525.00)    |
| 128 |                                 |                  | \$ (1,500.00)  |                | <b>President</b> - Misc. (registration fees, function tickets, etc.)        | \$ (1,500.00) | miscellaneous | 1     | pool         | 1 | Pres       | \$ (1,500.00)  |
| 129 |                                 |                  | \$ (560.00)    |                | President - Region XI Conf. - April (Utah) - Hotel                          | \$ (280.00)   | night         | 2     | nights       | 1 | Pres       | \$ (560.00)    |
| 130 |                                 |                  | \$ (450.00)    |                | President - Region XI Conf. - April (Utah) - Daily Expense                  | \$ (150.00)   | per diem      | 3     | days         | 1 | Pres       | \$ (450.00)    |
| 131 |                                 |                  | \$ (250.00)    |                | President - Region XI Conf. - April (Utah) - Airfare                        | \$ (250.00)   | airfare       | 1     | traveler     | 1 | Pres       | \$ (250.00)    |
| 132 |                                 |                  | \$ (2,240.00)  |                | President - NAR Legislative - May (Washington, D.C.) - Hotel                | \$ (320.00)   | night         | 7     | nights       | 1 | Pres       | \$ (2,240.00)  |
| 133 |                                 |                  | \$ (1,600.00)  |                | President - NAR Legislative - May (Washington, D.C.) - Daily Expense        | \$ (200.00)   | per diem      | 8     | days         | 1 | Pres       | \$ (1,600.00)  |
| 134 |                                 |                  | \$ (1,200.00)  |                | President - NAR Legislative - May (Washington, D.C.) - Airfare              | \$ (600.00)   | airfare       | 2     | travelers    | 1 | Pres       | \$ (1,200.00)  |
| 135 |                                 |                  | \$ (1,650.00)  |                | President - NAR EXPO - November (Orlando, FL) - Hotel                       | \$ (275.00)   | night         | 6     | nights       | 1 | Pres       | \$ (1,650.00)  |
| 136 |                                 |                  | \$ (900.00)    |                | President - NAR EXPO - November (Orlando, FL) - Daily Expense               | \$ (150.00)   | per diem      | 6     | days         | 1 | Pres       | \$ (900.00)    |
| 137 |                                 |                  | \$ (550.00)    |                | President - NAR EXPO - November (Orlando, FL) - Airfare                     | \$ (425.00)   | airfare       | 2     | travelers    | 1 | Pres       | \$ (850.00)    |
| 138 |                                 |                  | \$ (1,200.00)  |                | <b>President-elect</b> - Misc. (registration fees, function tickets, etc.)  | \$ (1,200.00) | miscellaneous | 1     | pool         | 1 | Pres-elect | \$ (1,200.00)  |
| 139 |                                 |                  | \$ (560.00)    |                | President-elect - Region XI Conf. - April (Utah) - Hotel                    | \$ (280.00)   | night         | 2     | nights       | 1 | Pres-elect | \$ (560.00)    |
| 140 |                                 |                  | \$ (450.00)    |                | President-elect - Region XI Conf. - April (Utah) - Daily Expense            | \$ (150.00)   | per diem      | 3     | days         | 1 | Pres-elect | \$ (450.00)    |
| 141 |                                 |                  | \$ (250.00)    |                | President-elect - Region XI Conf. - April (Utah) - Airfare                  | \$ (250.00)   | airfare       | 1     | traveler     | 1 | Pres-elect | \$ (250.00)    |
| 142 |                                 |                  | \$ (2,240.00)  |                | President-elect - NAR Legislative - May (Washington, D.C.) - Hotel          | \$ (320.00)   | night         | 7     | nights       | 1 | Pres-elect | \$ (2,240.00)  |
| 143 |                                 |                  | \$ (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)  |
| 144 |                                 |                  | \$ (1,200.00)  |                | President-elect - NAR Legislative - May (Washington, D.C.) - Airfare        | \$ (600.00)   | airfare       | 2     | travelers    | 1 | Pres-elect | \$ (1,200.00)  |
| 145 |                                 |                  | \$ (450.00)    |                | President-elect - NAR Leadership Summit - Aug. (Chicago) - Daily Expense    | \$ (150.00)   | per diem      | 3     | days         | 1 | Pres-elect | \$ (450.00)    |
| 146 |                                 |                  | \$ (450.00)    |                | President-elect - NAR Leadership Summit - Aug. (Chicago) - Airfare          | \$ (475.00)   | airfare       | 1     | traveler     | 1 | Pres-elect | \$ (475.00)    |
| 147 |                                 |                  | \$ (1,650.00)  |                | President-elect - NAR EXPO - November (Orlando, FL) - Hotel                 | \$ (275.00)   | night         | 6     | nights       | 1 | Pres-elect | \$ (1,650.00)  |
| 148 |                                 |                  | \$ (900.00)    |                | President-elect - NAR EXPO - November (Orlando, FL) - Daily Expense         | \$ (150.00)   | per diem      | 6     | days         | 1 | Pres-elect | \$ (900.00)    |
| 149 |                                 |                  | \$ (550.00)    |                | President-elect - NAR EXPO - November (Orlando, FL) - Airfare               | \$ (425.00)   | airfare       | 2     | travelers    | 1 | Pres-elect | \$ (850.00)    |
| 150 |                                 |                  | \$ (1,200.00)  |                | <b>First VP</b> - Misc. (registration fees & function tickets)              | \$ (1,200.00) | miscellaneous | 1     | pool         | 1 | First VP   | \$ (1,200.00)  |
| 151 |                                 |                  | \$ (560.00)    |                | First VP - Region XI Conference - April (Utah) - Hotel                      | \$ (280.00)   | night         | 2     | nights       | 1 | First VP   | \$ (560.00)    |
| 152 |                                 |                  | \$ (450.00)    |                | First VP - Region XI Conference - April (Utah) - Daily Expense              | \$ (150.00)   | per diem      | 3     | days         | 1 | First VP   | \$ (450.00)    |
| 153 |                                 |                  | \$ (250.00)    |                | First VP - Region XI Conference - April (Utah) - Airfare                    | \$ (250.00)   | airfare       | 1     | traveler     | 1 | First VP   | \$ (250.00)    |

**OPERATIONS AND STRATEGIC INITIATIVES**

| A   | B | C               | D              | E  | F             | G             | H | I         | J | K         | L               |
|-----|---|-----------------|----------------|--|---------------|---------------|---|-----------|---|-----------|-----------------|
| 154 |   | \$ (2,240.00)   |                | First VP - NAR Legislative - May (Washington, D.C.) - Hotel                        | \$ (320.00)   | night         | 7 | nights    | 1 | First VP  | \$ (2,240.00)   |
| 155 |   | \$ (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)   |
| 156 |   | \$ (1,200.00)   |                | First VP - NAR Legislative - May (Washington, D.C.) - Airfare                      | \$ (600.00)   | airfare       | 2 | travelers | 1 | First VP  | \$ (1,200.00)   |
| 157 |   | \$ (1,650.00)   |                | First VP - NAR EXPO - November (Orlando, FL) - Hotel                               | \$ (275.00)   | night         | 6 | nights    | 1 | First VP  | \$ (1,650.00)   |
| 158 |   | \$ (900.00)     |                | First VP - NAR EXPO - November (Orlando, FL) - Daily Expense                       | \$ (150.00)   | per diem      | 6 | days      | 1 | First VP  | \$ (900.00)     |
| 159 |   | \$ (550.00)     |                | First VP - NAR EXPO - November (Orlando, FL) - Airfare                             | \$ (425.00)   | airfare       | 2 | travelers | 1 | First VP  | \$ (850.00)     |
| 160 |   | \$ (1,200.00)   |                | <b>Treasurer</b> - Misc. (registration fees & function tickets)                    | \$ (1,200.00) | miscellaneous | 1 | pool      | 1 | Treasurer | \$ (1,200.00)   |
| 161 |   | \$ (560.00)     |                | Treasurer - Region XI Conference - April (Utah) - Hotel                            | \$ (280.00)   | night         | 2 | nights    | 1 | Treasurer | \$ (560.00)     |
| 162 |   | \$ (450.00)     |                | Treasurer - Region XI Conference - April (Utah) - Daily Expense                    | \$ (150.00)   | per diem      | 3 | days      | 1 | Treasurer | \$ (450.00)     |
| 163 |   | \$ (250.00)     |                | Treasurer - Region XI Conference - April (Utah) - Airfare                          | \$ (250.00)   | airfare       | 1 | traveler  | 1 | Treasurer | \$ (250.00)     |
| 164 |   | \$ (2,240.00)   |                | Treasurer - NAR Legislative - May (Washington, D.C.) - Hotel                       | \$ (320.00)   | night         | 7 | nights    | 1 | Treasurer | \$ (2,240.00)   |
| 165 |   | \$ (1,600.00)   |                | Treasurer - NAR Legislative - May (Washington, D.C.) - Daily Expense               | \$ (200.00)   | per diem      | 8 | days      | 1 | Treasurer | \$ (1,600.00)   |
| 166 |   | \$ (1,200.00)   |                | Treasurer - NAR Legislative - May (Washington, D.C.) - Airfare                     | \$ (600.00)   | airfare       | 2 | travelers | 1 | Treasurer | \$ (1,200.00)   |
| 167 |   | \$ (1,650.00)   |                | Treasurer - NAR EXPO - November (Orlando, FL) - Hotel                              | \$ (275.00)   | night         | 6 | nights    | 1 | Treasurer | \$ (1,650.00)   |
| 168 |   | \$ (900.00)     |                | Treasurer - NAR EXPO - November (Orlando, FL) - Daily Expense                      | \$ (150.00)   | per diem      | 6 | days      | 1 | Treasurer | \$ (900.00)     |
| 169 |   | \$ (550.00)     |                | Treasurer - NAR EXPO - November (Orlando, FL) - Airfare                            | \$ (425.00)   | airfare       | 2 | travelers | 1 | Treasurer | \$ (850.00)     |
| 170 |   | \$ (560.00)     |                | <b>Immediate Past President</b> - Region XI Conference - April (Utah) - Hotel      | \$ (280.00)   | night         | 2 | nights    | 1 | First VP  | \$ (560.00)     |
| 171 |   | \$ (450.00)     |                | Immediate Past President - Region XI Conference - April (Utah) - Daily Expense     | \$ (150.00)   | per diem      | 3 | days      | 1 | First VP  | \$ (450.00)     |
| 172 |   | \$ (250.00)     |                | Immediate Past President - Region XI Conference - April (Utah) - Airfare           | \$ (250.00)   | airfare       | 1 | traveler  | 1 | First VP  | \$ (250.00)     |
| 173 |   | \$ (2,240.00)   |                | Immediate Past President - NAR Legislative - May (Washington D.C.) - Hotel         | \$ (320.00)   | night         | 7 | nights    | 1 | Past Pres | \$ (2,240.00)   |
| 174 |   | \$ (1,600.00)   |                | Immediate Past President - NAR Legislative - May (Washington D.C.) - Daily Expense | \$ (200.00)   | per diem      | 8 | days      | 1 | Past Pres | \$ (1,600.00)   |
| 175 |   | \$ (600.00)     |                | Immediate Past President - NAR Legislative - May (Washington D.C.) - Airfare       | \$ (600.00)   | airfare       | 1 | traveler  | 1 | Past Pres | \$ (600.00)     |
| 176 |   | \$ (1,650.00)   |                | Immediate Past President - NAR EXPO - November (Orlando, FL) - Hotel               | \$ (275.00)   | night         | 6 | nights    | 1 | Past Pres | \$ (1,650.00)   |
| 177 |   | \$ (900.00)     |                | Immediate Past President - NAR EXPO - November (Orlando, FL) - Daily Expense       | \$ (150.00)   | per diem      | 6 | days      | 1 | Past Pres | \$ (900.00)     |
| 178 |   | \$ (275.00)     |                | Immediate Past President - NAR EXPO - November (Orlando, FL) - Airfare             | \$ (425.00)   | airfare       | 1 | traveler  | 1 | Past Pres | \$ (425.00)     |
| 179 |   | \$ (525.00)     |                | Immediate Past President - NAR EXPO - November (Orlando, FL) - Registration        | \$ (525.00)   | registration  | 1 | time      | 1 | Past Pres | \$ (525.00)     |
| 180 |   | \$ (2,240.00)   |                | <b>NAR Director(s)</b> - NAR Legislative - May (Washington, D.C.) - Hotel          | \$ (320.00)   | night         | 7 | nights    | 1 | Director  | \$ (2,240.00)   |
| 181 |   | \$ (1,600.00)   |                | NAR Director(s) - NAR Legislative - May (Washington, D.C.) - Daily Expense         | \$ (200.00)   | per diem      | 8 | days      | 1 | Director  | \$ (1,600.00)   |
| 182 |   | \$ (600.00)     |                | NAR Director(s) - NAR Legislative - May (Washington, D.C.) - Airfare               | \$ (600.00)   | airfare       | 1 | traveler  | 1 | Director  | \$ (600.00)     |
| 183 |   | \$ (1,650.00)   |                | NAR Director(s) - NAR EXPO - November (Orlando, FL) - Hotel                        | \$ (275.00)   | night         | 6 | nights    | 1 | Director  | \$ (1,650.00)   |
| 184 |   | \$ (900.00)     |                | NAR Director(s) - NAR EXPO - November (Orlando, FL) - Daily Expense                | \$ (150.00)   | per diem      | 6 | days      | 1 | Director  | \$ (900.00)     |
| 185 |   | \$ (275.00)     |                | NAR Director(s) - NAR EXPO - November (Orlando, FL) - Airfare                      | \$ (425.00)   | airfare       | 1 | traveler  | 1 | Director  | \$ (425.00)     |
| 186 |   | \$ (525.00)     |                | NAR Director(s) - NAR EXPO - November (Orlando, FL) - Registration                 | \$ (525.00)   | registration  | 1 | time      | 1 | Director  | \$ (525.00)     |
| 187 |   | \$ (510.00)     |                | Region 11 VP - Leadership Conference   | \$ (255.00)   | hotel         | 2 | nights    | 1 | member    | \$ (510.00)     |
| 188 |   | \$ (1,284.00)   |                | Region 11 VP - Arizona REALTOR® Convention   | \$ (321.00)   | hotel         | 4 | nights    | 1 | member    | \$ (1,284.00)   |
| 189 |   | \$ (1,000.00)   |                | National/Regional Expenses   | \$ (1,000.00) |               | 1 | pool      | 1 | pool      | \$ (1,000.00)   |
| 190 |   | \$ (152,241.10) | \$ (89,789.00) | <b>1905 Total</b>  |               |               |   |           |   |           | \$ (157,211.00) |
| 191 |   |                 |                |  |               |               |   |           |   |           |                 |

OPERATIONS AND STRATEGIC INITIATIVES

|     | A   | B                          | C               | D              | E   | F              | G            | H    | I        | J  | K           | L               |
|-----|---|----------------------------|-----------------|----------------|---|----------------|--------------|------|----------|----|-------------|-----------------|
| 192 | <b>EXECUTIVE COMMITTEE SUPPORT - 1920</b> |                            |                 |                |   |                |              |      |          |    |             |                 |
| 193 | <b>EXPENSE</b>                            |                            |                 |                |   |                |              |      |          |    |             |                 |
| 194 | 605                                       | Awards/Gifts               | \$ (175.00)     | \$ (6,775.00)  | Permanent Plaque Plates   | \$ (200.00)    |              | 1    |          | 1  |             | \$ (200.00)     |
| 195 |   |                            | \$ (1,500.00)   |                | DSA & Vision Award  | \$ (1,500.00)  |              | 1    |          | 1  |             | \$ (1,500.00)   |
| 196 |   |                            | \$ (2,500.00)   |                | President's Gift/Plaque   | \$ (2,500.00)  |              | 1    |          | 1  |             | \$ (2,500.00)   |
| 197 |   |                            | \$ (100.00)     |                | President-elect's Gavel   | \$ (100.00)    |              | 1    |          | 1  |             | \$ (100.00)     |
| 198 |   |                            | \$ -            |                | President's Scrapbook   | \$ (150.00)    |              | 1    |          | 1  |             | \$ (150.00)     |
| 199 |   |                            | \$ (2,500.00)   |                | EXCOM Member Recognition  | \$ (2,500.00)  |              | 1    |          | 1  |             | \$ (2,500.00)   |
| 200 | 630                                       | Catering/Hotel             | \$ (2,200.00)   | \$ (21,000.00) | Planning Session - April (Audio/Visual, Room Rental, Internet)        | \$ (2,200.00)  |              | 1    |          | 1  |             | \$ (2,200.00)   |
| 201 |   |                            | \$ (600.00)     |                | Planning Session - April (Resort Charge)                              | \$ (600.00)    |              | 1    |          | 1  |             | \$ (600.00)     |
| 202 |   |                            | \$ (12,000.00)  |                | Planning Session - April (Meals)                                      | \$ (12,000.00) |              | 1    |          | 1  |             | \$ (12,000.00)  |
| 203 |   |                            | \$ (4,000.00)   |                | Planning Session Deposits   | \$ (4,000.00)  |              | 1    |          | 1  |             | \$ (4,000.00)   |
| 204 |   |                            | \$ (6,000.00)   |                | Governance Meetings - March (Audio/Visual, Room Rental, Internet)     | \$ (6,000.00)  |              | 1    |          | 1  |             | \$ (6,000.00)   |
| 205 |   |                            | \$ (45,000.00)  |                | Governance Meetings - March (Meals)                                   | \$ (45,000.00) |              | 1    |          | 1  |             | \$ (45,000.00)  |
| 206 |   |                            | \$ (2,500.00)   |                | ExCom Meeting - Lunches   | \$ (500.00)    |              | 5    | meetings | 1  |             | \$ (2,500.00)   |
| 207 |   |                            | \$ (4,500.00)   |                | ExCom Thank You Dinner - October (Leadership Conference)              | \$ (4,500.00)  |              | 1    |          | 1  |             | \$ (4,500.00)   |
| 208 | 770                                       | Supplies                   | \$ (2,700.00)   | \$ -           | Swanepool Reports   | \$ (225.00)    |              | 25   | books    | 1  | time        | \$ (5,625.00)   |
| 209 | 810                                       | Professional/Contract Fees | \$ (10,000.00)  | \$ (10,596.00) | National Facilitator Planning Session April                           | \$ (10,000.00) | fee          | 1    | time     | 1  | facilitator | \$ (10,000.00)  |
| 210 | 860                                       | Conferences                | \$ (963.00)     | \$ (4,630.00)  | Operations Staff - Arizona REALTOR® Convention/Summit - Hotel         | \$ (321.00)    | night        | 3    | nights   | 1  | staff       | \$ (963.00)     |
| 211 |   |                            | \$ (200.00)     |                | Operations Staff - Arizona REALTOR® Convention/Summit - Daily Expense | \$ (50.00)     | per diem     | 2    | days     | 2  | staff       | \$ (200.00)     |
| 212 |   |                            | \$ (80.00)      |                | Operations Staff - Arizona REALTOR® Convention/Summit - Mileage       | \$ (40.00)     | day          | 1    | day      | 2  | staff       | \$ (80.00)      |
| 213 |   |                            | \$ (2,312.00)   |                | Arizona REALTORS® Staff - Planning Session - April - Hotel            | \$ (289.00)    | night        | 1    | night    | 8  | staff       | \$ (2,312.00)   |
| 214 |   |                            | \$ (800.00)     |                | Arizona REALTORS® Staff - Planning Session - April - Daily Expense    | \$ (50.00)     | per diem     | 2    | days     | 8  | staff       | \$ (800.00)     |
| 215 |   |                            | \$ (1,000.00)   |                | Arizona REALTORS® Staff - Planning Session - April - Mileage          | \$ (125.00)    | day          | 1    | day      | 8  | staff       | \$ (1,000.00)   |
| 216 |   |                            | \$ (510.00)     |                | Operations Staff - Leadership Conference - October - Hotel            | \$ (255.00)    | night        | 2    | nights   | 1  | staff       | \$ (510.00)     |
| 217 |   |                            | \$ (300.00)     |                | Operations Staff - Leadership Conference - October - Daily Expense    | \$ (50.00)     | per diem     | 3    | days     | 2  | staff       | \$ (300.00)     |
| 218 |   |                            | \$ (160.00)     |                | Operations Staff - Leadership Conference - October - Mileage          | \$ (40.00)     | day          | 2    | mileage  | 2  | staff       | \$ (160.00)     |
| 219 |   |                            | \$ (9,000.00)   |                | Governance Meetings - March - Hotel                                   | \$ (300.00)    | night        | 2    | nights   | 15 | members     | \$ (9,000.00)   |
| 220 | 867                                       | Travel                     | \$ (963.00)     | \$ (53,785.00) | Arizona REALTOR® Convention/Summit - Hotel                            | \$ (321.00)    | night        | 3    | nights   | 1  | CEO         | \$ (963.00)     |
| 221 |   |                            | \$ (200.00)     |                | Arizona REALTOR® Convention/Summit - Daily Expense                    | \$ (50.00)     | per diem     | 4    | days     | 1  | CEO         | \$ (200.00)     |
| 222 |   |                            | \$ (40.00)      |                | Arizona REALTOR® Convention/Summit - Mileage                          | \$ (40.00)     | day          | 1    | mileage  | 1  | CEO         | \$ (40.00)      |
| 223 |   |                            | \$ (510.00)     |                | Leadership Conference - October - Hotel                               | \$ (255.00)    | night        | 2    | nights   | 1  | CEO         | \$ (510.00)     |
| 224 |   |                            | \$ (150.00)     |                | Leadership Conference - October - Daily Expense                       | \$ (50.00)     | per diem     | 3    | days     | 1  | CEO         | \$ (150.00)     |
| 225 |   |                            | \$ (40.00)      |                | Leadership Conference - October - Mileage                             | \$ (40.00)     | day          | 1    | mileage  | 1  | CEO         | \$ (40.00)      |
| 226 |   |                            | \$ (1,500.00)   |                | CEO Outreach Travel   | \$ (1,500.00)  | misc expense | 1    | pool     | 1  | CEO         | \$ (1,500.00)   |
| 227 |   |                            | \$ (10,593.00)  |                | Arizona REALTOR® Convention/Summit - Hotel                            | \$ (321.00)    | night        | 3    | nights   | 11 | members     | \$ (10,593.00)  |
| 228 |   |                            | \$ (2,200.00)   |                | Arizona REALTOR® Convention/Summit - Daily Expense                    | \$ (50.00)     | per diem     | 4    | days     | 11 | members     | \$ (2,200.00)   |
| 229 |   |                            | \$ (7,062.00)   |                | Leadership Conference - October - Hotel                               | \$ (321.00)    | night        | 2    | nights   | 11 | members     | \$ (7,062.00)   |
| 230 |   |                            | \$ (1,650.00)   |                | Leadership Conference - October - Daily Expense                       | \$ (50.00)     | per diem     | 3    | days     | 11 | members     | \$ (1,650.00)   |
| 231 |   |                            | \$ (8,550.00)   |                | Mileage Pool for all ExCom Meetings and Conferences                   | \$ (0.57)      | mile         | 1000 | miles    | 15 | members     | \$ (8,550.00)   |
| 232 |   |                            | \$ (3,852.00)   |                | Arizona REALTOR® Convention/Summit - Hotel                            | \$ (321.00)    | night        | 3    | nights   | 4  | officers    | \$ (3,852.00)   |
| 233 |   |                            | \$ (800.00)     |                | Arizona REALTOR® Convention/Summit - Daily Expense                    | \$ (50.00)     | per diem     | 4    | days     | 4  | officers    | \$ (800.00)     |
| 234 |   |                            | \$ (2,568.00)   |                | Leadership Conference - October - Hotel                               | \$ (321.00)    | night        | 2    | nights   | 4  | officers    | \$ (2,568.00)   |
| 235 |   |                            | \$ (600.00)     |                | Leadership Conference - October - Daily Expense                       | \$ (50.00)     | per diem     | 3    | days     | 4  | officers    | \$ (600.00)     |
| 236 |   |                            | \$ (8,000.00)   |                | Line Officers - Local Association Visits - Mileage                    | \$ (8,000.00)  | mileage pool | 1    | pool     | 1  | pool        | \$ (8,000.00)   |
| 237 |   |                            | \$ (9,000.00)   |                | Line Officers - In State Travel - Hotel                               | \$ (150.00)    | night        | 15   | nights   | 4  | officers    | \$ (9,000.00)   |
| 238 |   |                            | \$ (2,000.00)   |                | Treasurer-Elect In State Travel                                       | \$ (2,000.00)  | time         | 1    |          | 1  | officers    | \$ (2,000.00)   |
| 239 |   |                            | \$ (2,500.00)   |                | Line Officers - Retreat   | \$ (2,500.00)  | day          | 1    | day      | 1  | day         | \$ (2,500.00)   |
| 240 |   |                            | \$ (7,225.00)   |                | Planning Session for 2023 - April - Hotel                             | \$ (289.00)    | night        | 1    | night    | 26 | members     | \$ (7,514.00)   |
| 241 |   |                            | \$ (4,500.00)   |                | Planning Session for 2023 - April - Mileage/Travel                    | \$ (4,500.00)  | mileage pool | 1    | pool     | 1  | pool        | \$ (4,500.00)   |
| 242 |   |                            | \$ (2,000.00)   |                | RVPs - Local Association Visits - Mileage                             | \$ (2,000.00)  | mileage pool | 1    | pool     | 1  | pool        | \$ (2,000.00)   |
| 243 |   |                            | \$ (188,103.00) | \$ (96,786.00) | <b>1920 Total</b>   |                |              |      |          |    |             | \$ (191,492.00) |
| 244 |   |                            |                 |                |   |                |              |      |          |    |             |                 |

OPERATIONS AND STRATEGIC INITIATIVES

| A   | B                               | C                              | D                 | E                 | F  | G                 | H             | I | J  | K      | L |                   |
|-----|---------------------------------|--------------------------------|-------------------|-------------------|--|-------------------|---------------|---|----|--------|---|-------------------|
| 245 | <b>CONSUMER OUTREACH - 1955</b> |                                |                   |                   |  |                   |               |   |    |        |   |                   |
| 246 | <b>EXPENSE</b>                  |                                |                   |                   |  |                   |               |   |    |        |   |                   |
| 247 | 786                             | Promotion                      | \$ (20,000.00)    | \$ (25,000.00)    | Community Involvement/Community Service Awards (October) | \$ (20,000.00)    |               |   | 1  |        | 1 | \$ (20,000.00)    |
| 248 |                                 |                                | \$ (5,000.00)     |                   | Homeless Initiative                                      | \$ (20,000.00)    |               |   | 1  |        | 1 | \$ (20,000.00)    |
| 249 | 810                             | Professional/Contract Fees     | \$ (5,000.00)     | \$ (65,950.00)    | Spokesperson Training - Officers                         | \$ (5,000.00)     |               |   | 1  |        | 1 | \$ (5,000.00)     |
| 250 |                                 |                                | \$ (39,600.00)    |                   | Public Relations - Firm Retainer                         | \$ (39,600.00)    |               |   | 1  |        | 1 | \$ (39,600.00)    |
| 251 |                                 |                                | \$ (25,000.00)    |                   | Public Relations - Annual Special Project                | \$ (25,000.00)    |               |   | 1  |        | 1 | \$ (25,000.00)    |
| 252 |                                 |                                | \$ (1,350.00)     |                   | Public Relations - Media Monitoring and Clips            | \$ (1,350.00)     |               |   | 1  |        | 1 | \$ (1,350.00)     |
| 253 | 867                             | Travel/Other                   | \$ (2,500.00)     | \$ (1,500.00)     | Miscellaneous Travel (Officers)                          | \$ (2,500.00)     |               |   | 1  |        | 1 | \$ (2,500.00)     |
| 254 |                                 |                                | \$ (98,450.00)    | \$ (92,450.00)    | <b>1955 Total</b>  |                   |               |   |    |        |   | \$ (113,450.00)   |
| 255 | <b>PERSONNEL - 1990</b>         |                                |                   |                   |  |                   |               |   |    |        |   |                   |
| 256 | <b>EXPENSE</b>                  |                                |                   |                   |  |                   |               |   |    |        |   |                   |
| 258 | 501                             | Salaries/Benefits              | \$ (2,650,000.00) |                   | Salaries (28)  | \$ (2,900,000.00) | salaries      |   | 1  | time   | 1 | \$ (2,900,000.00) |
| 259 | 503                             | Payroll Taxes                  | \$ (229,850.00)   |                   | Payroll Taxes/Fees                                       | \$ (229,850.00)   | taxes         |   | 1  | time   | 1 | \$ (229,850.00)   |
| 260 | 510                             | Group Medical/Dental/Life Ins. | \$ (289,580.00)   |                   | Insurance  | \$ (289,580.00)   | fee           |   | 1  | time   | 1 | \$ (289,580.00)   |
| 261 | 525                             | Workers Comp Ins.              | \$ (10,350.00)    |                   | Workers Compensation                                     | \$ (10,350.00)    | fee           |   | 1  | time   | 1 | \$ (10,350.00)    |
| 262 | 530                             | Pension Plan Contributions     | \$ (225,255.00)   |                   | 401K   | \$ (225,255.00)   | contributions |   | 1  | time   | 1 | \$ (225,255.00)   |
| 263 | 531                             | Pension Plan Admin             | \$ (3,000.00)     |                   | TPA  | \$ (3,000.00)     | fee           |   | 1  | time   | 1 | \$ (3,000.00)     |
| 264 | 535                             | Payroll Fees/Expenditures      | \$ (4,000.00)     |                   | Payroll Fees   | \$ (4,000.00)     | fee           |   | 1  | time   | 1 | \$ (4,000.00)     |
| 265 |                                 |                                | \$ (3,412,035.00) | \$ (3,177,709.00) | <b>1990 Total</b>  |                   |               |   |    |        |   | \$ (3,662,035.00) |
| 266 | <b>BUILDING - 6000</b>          |                                |                   |                   |  |                   |               |   |    |        |   |                   |
| 267 | <b>INCOME</b>                   |                                |                   |                   |  |                   |               |   |    |        |   |                   |
| 269 | 415                             |                                | \$ 12,596.16      | \$ 32,034.00      | Dr. Sun (from January 1, 2022 to June 30, 2022)          | \$ 1,081.17       | month         |   | 12 | months | 1 | \$ 12,974.04      |
| 270 |                                 |                                | \$ 19,122.30      |                   | Urban Fabric Builders (No longer a tenant)               | \$ -              | month         |   | 6  | months | 1 | \$ -              |
| 271 |                                 |                                | \$ -              |                   | Prileo Healthcare (January 1, 2022 - December 31, 2022)  | \$ 1,586.25       | month         |   | 12 | months | 1 | \$ 19,035.00      |
| 272 |                                 |                                | \$ 31,718.46      | \$ 32,034.00      | <b>6000 Income Total</b>                                 |                   |               |   |    |        |   | \$ 32,009.04      |
| 273 | <b>EXPENSE</b>                  |                                |                   |                   |  |                   |               |   |    |        |   |                   |
| 275 | 621                             | Repairs/Maintenance            | \$ (2,045.00)     | \$ (43,500.00)    | General Upkeep (lights, air filters, etc.)               | \$ (2,045.00)     |               |   | 1  |        | 1 | \$ (2,045.00)     |
| 276 |                                 |                                | \$ (935.00)       |                   | Pest Control   | \$ (935.00)       |               |   | 1  |        | 1 | \$ (935.00)       |
| 277 |                                 |                                | \$ (1,600.00)     |                   | Elevator   | \$ (1,600.00)     |               |   | 1  |        | 1 | \$ (1,600.00)     |
| 278 |                                 |                                | \$ (3,000.00)     |                   | Building/General   | \$ (3,000.00)     |               |   | 1  |        | 1 | \$ (3,000.00)     |
| 279 |                                 |                                | \$ (3,300.00)     |                   | HVAC - AZ Control Specialist Contract                    | \$ (3,300.00)     |               |   | 1  |        | 1 | \$ (3,300.00)     |
| 280 |                                 |                                | \$ (4,400.00)     |                   | HVAC Service Contract - O'Neil                           | \$ (4,400.00)     |               |   | 1  |        | 1 | \$ (4,400.00)     |
| 281 |                                 |                                | \$ (2,290.00)     |                   | HVAC Miscellaneous Repairs                               | \$ (2,290.00)     |               |   | 1  |        | 1 | \$ (2,290.00)     |
| 282 |                                 |                                | \$ (1,585.00)     |                   | Security/Fire Alarm/Extinguishers                        | \$ (1,585.00)     |               |   | 1  |        | 1 | \$ (1,585.00)     |
| 283 |                                 |                                | \$ (3,920.00)     |                   | Exterior Repairs/Maintenance                             | \$ (3,920.00)     |               |   | 1  |        | 1 | \$ (3,920.00)     |
| 284 |                                 |                                | \$ (230.00)       |                   | Security Monitoring                                      | \$ (230.00)       |               |   | 1  |        | 1 | \$ (230.00)       |
| 285 |                                 |                                | \$ (5,000.00)     |                   | Interior Repairs/Maintenance                             | \$ (5,000.00)     |               |   | 1  |        | 1 | \$ (5,000.00)     |
| 286 |                                 |                                | \$ (22,700.00)    |                   | Janitorial/Window Cleaning                               | \$ (22,700.00)    |               |   | 1  |        | 1 | \$ (22,700.00)    |
| 287 |                                 |                                | \$ (2,925.00)     |                   | Pictures/Furnishings                                     | \$ (2,925.00)     |               |   | 1  |        | 1 | \$ (2,925.00)     |
| 288 |                                 |                                | \$ (5,000.00)     |                   | Landscaping - Maintenance                                | \$ (5,000.00)     |               |   | 1  |        | 1 | \$ (5,000.00)     |
| 289 | 623                             | Utilities                      | \$ (62,500.00)    | \$ (49,500.00)    | Electricity  | \$ (62,500.00)    |               |   | 1  |        | 1 | \$ (62,500.00)    |
| 290 |                                 |                                | \$ (4,515.00)     |                   | Sewer/Water  | \$ (4,515.00)     |               |   | 1  |        | 1 | \$ (4,515.00)     |
| 291 |                                 |                                | \$ (780.00)       |                   | Trash  | \$ (780.00)       |               |   | 1  |        | 1 | \$ (780.00)       |
| 292 | 624                             | Insurance                      | \$ (6,750.00)     | \$ (7,230.00)     | Property Insurance (Osborn)                              | \$ (8,000.00)     |               |   | 1  |        | 1 | \$ (8,000.00)     |
| 293 | 625                             | Real Estate Taxes              | \$ (68,000.00)    | \$ (67,750.00)    | Property Taxes   | \$ (71,000.00)    |               |   | 1  |        | 1 | \$ (71,000.00)    |
| 294 | 804                             | Rental taxes                   | \$ (500.00)       | \$ (100.00)       | Rental Taxes   | \$ (500.00)       |               |   | 1  |        | 1 | \$ (500.00)       |
| 295 | 810                             | Professional/Contract Fees     | \$ (6,500.00)     | \$ (6,342.00)     | Management Fees  | \$ (11,310.00)    |               |   | 1  |        | 1 | \$ (11,310.00)    |
| 296 |                                 |                                | \$ (40.00)        |                   | Permits/Fees   | \$ (40.00)        |               |   | 1  |        | 1 | \$ (40.00)        |
| 297 |                                 |                                | \$ (125.00)       |                   | Check Fees   | \$ (125.00)       |               |   | 1  |        | 1 | \$ (125.00)       |
| 298 |                                 |                                | \$ (10,000.00)    |                   | Leasing Agent Commission                                 | \$ (10,000.00)    |               |   | 1  |        | 1 | \$ (10,000.00)    |
| 299 |                                 |                                | \$ (218,640.00)   | \$ (174,422.00)   | <b>6000 Expense Total</b>                                | \$ (126,725.00)   |               |   |    |        |   | \$ (227,700.00)   |
| 300 |                                 |                                | \$ (6,610,254.10) | \$ (6,113,955.00) | <b>TOTAL (EXPENSE)</b>                                   |                   |               |   |    |        |   | \$ (5,730,312.60) |
| 301 |                                 |                                | \$ 9,793,668.46   | \$ 10,751,134.00  | <b>TOTAL INCOME</b>                                      |                   |               |   |    |        |   | \$ 9,353,059.04   |
| 302 |                                 |                                | \$ 3,183,414.36   | \$ 4,637,179.00   | <b>TOTAL NET (EXPENSE)/INCOME</b>                        |                   |               |   |    |        |   | \$ 3,622,746.44   |

## Arizona REALTORS® 2022 CAPITAL BUDGET

|   | Budget           | Actual     |
|---|------------------|------------|
| <b><u>Computer</u></b>                          |                  |            |
| Network Infrastructure: Replacements & Upgrades | \$12,900         | \$0        |
| Network Infrastructure: General                 | \$0              | \$0        |
| Network Infrastructure: Security                | \$0              | \$0        |
| ExCom Tablet Reimbursements                     | \$6,000          | \$0        |
| Website, Software, and Hardware Upgrades        | \$10,000         | \$0        |
| New and Replacement Workstations/Laptops        | \$30,000         | \$0        |
|   | <b>\$58,900</b>  | <b>\$0</b> |
| <b><u>Furniture &amp; Equipment</u></b>         |                  |            |
| Audio/Video                                     | \$2,100          | \$0        |
| Replacement Desk & Office Furniture             | \$14,200         | \$0        |
| Miscellaneous                                   | \$5,000          | \$0        |
|   | <b>\$21,300</b>  | <b>\$0</b> |
| <b><u>Building</u></b>                          |                  |            |
| HVAC  | \$30,780         | \$0        |
| Meeting Center                                  | \$0              | \$0        |
| Interior Repairs & Improvements                 | \$25,000         | \$0        |
| Exterior Repairs & Improvements                 | \$6,500          | \$0        |
|   | <b>\$62,280</b>  | <b>\$0</b> |
| ExCom Motion                                    | \$ -             | \$ -       |
| <b>2022 TOTAL</b>                               | <b>\$142,480</b> | <b>\$0</b> |