

2022

AUGUST FINANCIALS

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Gary Nelson, President
Scott Drucker, CEO



ARIZONA REALTORS®
MONTHLY FINANCIAL PACKAGE
August 2022

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FINANCIAL SUMMARY





MONTHLY FINANCIAL NOTES

August 2022

Income/Expense Summary (Operating Budget vs. Actual)

<u>2022 Y-T-D</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Income			
Dues	\$ 9,897,986.87	\$ 9,226,950.00	\$ 671,036.87
Other	\$ 321,141.63	\$ 337,934.36	\$ (16,792.73)
Total Income	\$ 10,219,128.50	\$ 9,564,884.36	\$ 654,244.14
Expenses			
Net Income (Loss)	\$ 6,203,105.16	\$ 4,626,089.80	\$ 1,577,015.36

Year-to-date income exceeds expenses by \$6,203,105.16. This amount compares favorably with the projected net income of \$4,626,089.80 for the reporting period; therefore, we have a positive year-to-date variance of \$1,577,015.36.

RESERVE FUNDS

Operating Reserve (Bylaw Article IV, Section 1; Policy B.6) - The balance as of January 1, 2022, was \$10,807,552.11 inclusive of the UBS RMA and BlackRock Accounts. The current balance is \$10,379,746.92. There were \$4,095.00 in withdrawals payable to Allied Universal Security. There were no deposits this period. The fund has seen a change in value year-to-date of (\$427,805.19).

REALTORS® Issues Mobilization Fund (Bylaw Article IV, Section 3; Policy B.6 & RIMC Policies) - The balance as of January 1, 2022, was \$11,320,615.18 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$10,590,655.92. There were \$700.00 in deposits for Issues Mobilization contributions transferred from PSF. There were no withdrawals. These accounts have seen a change in value year-to-date of (\$729,959.26).

Capital Reserve (Bylaw Article IV, Section 2; Policy B.6) - The balance as of January 1, 2022, was \$6,414,288.02 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$6,100,754.95. There were no deposits during this period. There were \$1,373.94 in withdrawals used for the purchase of an HP ProBook Notebook computer. These accounts have seen a change in value year-to-date of (\$313,533.07).

Strategic Initiatives Reserve (Bylaw Article IV, Section 4; Policy B.6) - The balance as of January 1, 2022, was \$2,997,889.84 inclusive of the MidFirst checking, UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR Accounts. The current balance is \$2,846,904.49. There were no withdrawals or deposits during this period. The fund has seen a change in value year-to-date of (\$150,985.35).

AZ Homeownership Alliance (Bylaw Article IV, Section 5) - The balance as of January 1, 2022, was \$100,469.98 inclusive of the UBS RMA. The current balance is \$100,537.25. There were no deposits and no withdrawals this period. The fund has seen a change in value year-to-date of \$67.27.

PRIMARY COMMITTEES

Note: Changes to the Generally Accepted Accounting Principles (GAAP) that became effective year ending December 31, 2018, require general building expenses (620) to be allocated to each department area in proportion to the total office space the area occupies and other overhead expenses (i.e., computer service (631), equipment maintenance (640), etc.) based upon staffing and past use. Therefore, the budget amounts for these categories reflect post journal entry estimates and will not be addressed in detail in these Financial Notes.

Page 25: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are under budget overall primarily due to: 1501 - *Government Area Support* is under budget, specifically, General Expenses such as Building Expenses, Supplies, Printing and Telephone being less than anticipated, Travel is under budget due to less than expected local association visits/meetings at this point in the year; 1510 - *Legislative Advocacy* is overall under budget, specifically, Dues and Commitments is under budget due to the annual Arizona Tax Research Association costs being invoiced later than anticipated, Promotion is under budget due to less than anticipated meetings with Legislators amid a longer than usual legislative session, but Subscriptions and References is over budget due to Arizona News subscriptions and Legislative Reports costing more than anticipated as a result of an extended session this year; 1545 - *Local Lobbying Support* is under budget, specifically, Travel is under budget due to a lack of need for local lobbying support at this point in the year; 1550 - *Legislative Policy Development* is under budget, specifically, Catering/Hotel is under budget because no tent was rented for REALTOR® Day at the Capitol event and REALTOR® Party Training and Caucus costs being less than anticipated along with all invoices for the event not being due in August, Supplies is under budget due to supplies and swag costing less for REALTOR® Party Training and Caucus, Speaker Fees is under budget due to securing a speaker for Caucus for free and not having to pay speaker fees as anticipated, and Contract Fees is under budget due to free onsite parking for Caucus and lower than anticipated costs for REALTOR® Day and Caucus vendors, Travel is under budget because no mileage reimbursements for Caucus have been assessed; 1560 - *Fundraising Support* is under budget, specifically, Awards/Gifts is under budget due to significantly lower Local Association Award costs and the Hall of Fame gift being finalized later than anticipated, Promotion is under budget due to costs associated with Caucus being charged in September after the event concluded opposed to August, Contract Fees is under budget due to the RAPAC audit costs being incurred later in the year than anticipated; 1575 - *Federal Liaison Support* is under budget, specifically, Catering/Hotel is under budget due to the Hill Visit Reception costs being less than anticipated and Promotion and Travel are under budget due to fewer FPC's traveling to the NAR DC and FPC In-District events postponed until later this year; 1585 - *Governmental Communications* is under budget, specifically Promotion is under budget because the REALTOR® Party video invoices were not billed until September and CFA Outreach Services have not been paid yet, Contract Fees and Printing is under budget due to expenses being incurred later in the year than anticipated; 1596 - *Political Research* is under budget, specifically, Contract Fees is under budget due to less than expected research needed on legislation and additional research projects not yet executed, expenses are expected to be incurred later in the year for the comprehensive Housing Study Report. **Overall, the Legislative & Political Affairs Area has a positive net variance of \$210,411.35 Y-T-D. Adjustments/Recommendations: None**

Page 34: RISK MANAGEMENT

Income from Professional Standards Fees is under budget as several anticipated hearings have not been held due to settlement or complainants withdrawing their complaints and not appearing at hearings. Expenses are under budget overall primarily due to: 1601- *Risk Management Support* general expenses such as Building Expenses, Computer Service and Expenses, Supplies, and Postage were less than budgeted, Conferences and Travel is under budget as the General Counsel meeting has been delayed until September; Catering/Hotel is over budget because the cost associated with catering the Risk Management Committee lunches was higher than anticipated; 1602 - *Legal Support* Contract Fees is under budget due to not having paid any outside legal counsel; 1605 - *PS Enforcement* Postage is under budget because we primarily communicated with the parties and panelists via email, and Contract Fees is under budget as we were refunded Abacus training fees paid in 2021, and for 2022 we contracted with Abacus for a rate lower than anticipated and the use of court reporters has declined due to Zoom recording capability; 1610 - *PS Training* Catering/Hotel is under budget because the Arizona REALTORS® Annual Professional Standards Training

costs, including rental of the Desert Willow Conference Center, were less than anticipated when budgeted; 1615 - *Alt Dispute Resolution* is under budget because speaker fees were spread in August but will not be billed until October; 1625 - *Risk Management Publications* Promotion is under budget because we did not send out any A.S.A.P text alerts; 1650 - *Forms Development* Contract Fees is slightly under budget due to using a less expensive vendor to translate forms and fewer forms have been translated at this time; and 1665 - *Legal Hotline* is slightly under budget as the monthly fee negotiated with Zelms, Erlich & Mack is less than what was anticipated when budgeted. **Overall, the Risk Management Area has a positive net variance of \$42,248.47.** *Adjustments/Recommendations: None*

Page 43: BUSINESS TECHNOLOGY & COMMUNICATIONS

Income received from forms licensing was exactly as budgeted. Expenses are under budget overall primarily due to: 1701 - *Bus. Services & Tech Support* Staff Development expense was less than planned. Building expenses were less than anticipated, printing volume was not used as planned, Contract fees for our property management services were less than expected and the telephone expense was less than expected. Conference expenditures were less than anticipated; 1710 - *Software Development* contract fees expense was less than planned as there were no RAMCO related software required; 1730 - *IT Resource & Security Management* Computer Service and Expense was less than anticipated as we discontinued a zoom component that was no longer required. Contract Fees are under budget due to less than expected costs associated with our member database RAMCO and our technology managed services company GMI; 1770 - *Business Services Department* Contract Fees are greater than expected due to costs associated with Lone Wolf Technologies and the yearly billing for the Higher Logic platform was processed sooner than anticipated. Travel is under budget as staff travel for trainings has been limited due to the use of Zoom; 1780 - *Communications* is under budget due to less than expected costs associated with: Staff Development due to the classes staff are interested in attending not being scheduled yet; Computer Service and Expense as staff hasn't needed to replace any computer equipment; Supplies fees are lower than expected since staff hasn't needed to purchase as many supplies as originally anticipated; Printing costs are less than anticipated as we decided not to print the 2022 Member Resource Guide; Promotion is under budget as staff is planning promotional contests for late third quarter and the fourth quarter of the year; Subscriptions and Reference fees is slightly over budget as we had to unexpectedly add a new feature to a program we are already using; there were less than expected costs associated with Contract Fees due to lower than anticipated website maintenance/hosting fees; Conferences is under budget due to staff not attending the NAR Communications Directors Institute; and Travel is under budget as staff hasn't had the opportunity to conduct outreach travel; 1781 - *Diversity Committee* is under budget due to less than anticipated Staff Development due to desired webinars not being offered; Catering/Hotel is under budget as the anticipated event deposits will be expensed in September; Copying fees are lower than originally budgeted due to planned expenses being used later in the year; Dues and Commitments is lower than expected as all membership fees have not yet been processed; Supplies costs are lower than budgeted due to planned purchases being made later than originally anticipated; Promotion is lower than anticipated as requests for sponsorships and grants were less than originally anticipated; and Speaker Fees are under budget because no speakers were hired in in the second or early third quarter; Travel is lower than expected due to anticipated travel expenses not being used yet. **Overall, the Business Technology & Communications Area has a positive net variance of \$125,082.27 Y-T-D.**

Adjustments/Recommendations: None

Page 49: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is under budget primarily resulting from the Industry Partners Conference actuals. Expenses are under budget overall due to: 1801 - *Professional Development Support* under budget reflecting Building, Equipment Maintenance/Rental, Computer Service and Expense, Supplies, Printing, Postage, Copying and Telephone actual expenses to date for building operations; Catering reflects no catering to date due to Zoom committee meeting format; Due & Commitments under budget due to non-renewal of some licenses; Contract Fees are under budget due to later than expected education registration platform enhancements and less than expected EFT expenses to date; Conferences is under budget due to change in event platform resulting in Cvent conference cancellation; 1815 - *REALTOR® Institute* Income is under budget due to higher than anticipated discounted students; Expenses are under budget in Contract Fees due to timing of GRI class billing and revenue share disbursements as well as change in Learning Library licensing fees; Speaker Fees under year-to-date budget due to class timing, and Promotion is under budget to date due to less than anticipated scholarship requests/disbursements; 1820 - *rCRMS* Income and

Speaker Expenses reflect number and size of classes held to date; 1825 - CRPM Income and Expenses less than anticipated year-to-date due to two canceled classes in January and change in the NARPM registration fee structure, Contract Fees are under budget to date due to timing of revenue share disbursements/course cancellations, Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; Speaker Fees are under budget to date due to course cancellations/change in NARPM partnership structure; 1840 - Leadership Training/Conference Catering expense is under budget reflecting LTA Segment 3 being offered virtually; Speaker expense due to speaker adjustment; Travel reflects one officer attending the LTA program and Supplies is over budget due to expenses earlier than anticipated year-to-date and travel; 1850 - Industry Partners Conference Income and related expenses are under budget due to attendance level at this live event; 1855 - Professionalism Income and Expenses are under budget reflecting attendance level for the rollout, development costs utilized in 2021 and timing of the StartSmart program; 1860 - Spring Convention Income and Expenses under budget to date which reflects actual attendance and related expenses with the exception of the hotel catering and Contract Fees expenses which will be reflected in September financials; 1870 - Education Outreach expenses for speakers and contract fees reflect actual number of classes and number of students; Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; Income and Catering/Hotel is more than anticipated due to Women's Conference event being held in July; 1871 - Education Development Contract Fees is under budget due to StartSmart content development timing; 1872 - Instructor Development Speaker Fees reflect actual attendance figures for the IDW's; Contract Fees is under budget to date due to timing change for conference registration; Conference expense discrepancy is due to a credit for a canceled conference in January; 1875 - Broker University Income and Contract Fees higher than expected for the BMC classes due to higher attendance levels. **Overall, the Professional & Business Development Area has a positive net variance of \$135,344.06 Y-T-D.**

Adjustments/Recommendations: None

Page 62: OPERATIONS AND STRATEGIC INITIATIVES

Income is **over** budget due to higher than budgeted dues and rental income. **There were 55,968 fully paid members and 1,055 prorated members for a total of 57,023 members during the reporting period. During the same period in 2021, there were 55,601 paid members. This represents a 2.55% increase in paid members for the same period in 2021.** (*Note: The 2022 budget was prepared anticipating a 4% annual paid member increase from the 2021 budget projection.*) Expenses were **under** budget overall. 1000 - General Overhead Equipment Maintenance/Rental is over budget this period, but will be reallocated at the end of fourth quarter; Credit Card & EFT Fees and Contract Fees were less than budgeted; 1901 - Operations Support expenses were less than budgeted overall primarily due to no Search/CEO Transition expenses and less than budgeted Promotion and Copying expenses; 1903 - Association Relations is under budget as catering expenses for the AE Workshop were less than anticipated, Travel is under budget primarily due to less staff requiring hotel and mileage reimbursement for the AE Workshop and other Association events; 1905 - National Meetings Region XI dues were more than budgeted due to more members than anticipated in 2021, and Travel expenses were slightly less than budgeted for the Region XI Conference and NAR Legislative conference in D.C.; 1920 - ExCom & Director Support Catering/Hotel is under budget as the fees associated with the planning session and the governance meetings were less than anticipated, Contract Fees are under budget as the national facilitator fees were less than expected, and Travel is under budget due to lower than anticipated costs associated with the Planning session and travel reimbursements; 1955 - Public Relations expenses are slightly less than budgeted; 1990 - Personnel is less than budgeted; 6000 - Building income is more than budgeted as a result of new tenant leases and expenses are less than budgeted. **Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$1,063,929.21 Y-T-D.** Adjustments/Recommendations: None

**Arizona Association of REALTORS®
Summary Balance Sheet
August 2022**

	8/31/2022
ASSETS	
Current Assets	
Checking/Savings	38,959,688.67
Accounts Receivable	16,126.72
Other Current Assets	234,364.05
Total Current Assets	39,210,179.44
Fixed Assets	2,132,665.75
Other Assets	0.00
TOTAL ASSETS	41,342,845.19
 LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	38,111.91
Credit Cards	29,484.98
Other Current Liabilities	99,628.88
Total Current Liabilities	167,225.77
Long Term Liabilities	116,306.70
Total Liabilities	283,532.47
Equity	41,059,312.72
TOTAL LIABILITIES & EQUITY	41,342,845.19

**Arizona Association of REALTORS®
Grouped Balance Sheet
August 2022**

August 31, 2022

ASSETS

Current Assets

Checking/Savings

AAR General Accounts

Operating Account - MIDFIRST Checking	348,468.04	244,827.99	
AFLAC 125 Claims Reimb. MIDFIRST	8,452.41	8,366.18	
Operating Account - CHASE Checking	0.00	0.00	
AAR UBS RMA Money Market		<u>8,663,816.89</u>	
Combined AAR General Accounts			8,917,011.06

Capital Accounts

Capital Purchase - UBS Portfolio Mgmt.		178,411.30	
Capital Purchase - KAR		143,262.75	
Capital Purchase - BlackRock		3,048,957.95	
Capital Reserve Fund - UBS Checking RMA		2,314,185.93	
Capital Reserve - Q-GARP		206,215.28	
Capital Reserve - Dividend Ruler		<u>209,721.74</u>	
Combined Capital Accounts			6,100,754.95

Operating Accounts

Operating Reserve - UBS Checking RMA		3,909,948.12	
Operating Reserve - BlackRock		<u>6,469,798.80</u>	
Combined Operating Accounts			10,379,746.92

Strategic Initiative

Strategic Initiative - UBS Portfolio Mgmt.		117,483.28	
Strategic Initiatives - BlackRock		1,145,210.60	
Strategic Initiative - UBS RMA		1,173,487.10	
Strategic Initiative Checking - MIDFIRST		65,439.45	
Strategic Initiative - UBS KAR		86,497.03	
Strategic Initiative - Q_GARP		128,648.77	
Strategic Initiative - Dividend Ruler		<u>130,138.26</u>	
Combined Strategic Initiative Accounts			2,846,904.49

Issues Mobilization Accounts

Issues Mob - UBS RMA		4,659,262.52	
Issues Mob - Portfolio Management		593,839.57	
Issues Mob - KAR		464,966.31	
Issues Mob - BlackRock		3,560,182.35	
Issues Mob - Q_GARP		650,867.66	
Issues Mob - Dividend Ruler		<u>661,537.51</u>	
Combined Issues Mob Accounts			10,590,655.92

Arizona Homeownership Alliance - UBS RMA

<u>100,537.25</u>	100,537.25
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Political Survival Fund

9,525.47

**Arizona Association of REALTORS®
Grouped Balance Sheet
August 2022**

August 31, 2022

Property Management			
Cash-AZ Bank & Trust - Preserve Property Management		14,552.61	
			14,552.61
	Total Checking/Savings		<u>38,959,688.67</u>
Accounts Receivable			
A/R - Trade			16,126.72
A/R - Cvent		50.94	
Due From Region 11		0.00	
Due From PSF Fund to IM		0.00	
	Total Accounts Receivable		50.94
	REACH Ventures		100,000.00
Other Current Assets			
Prepaid Expenses and Deposits		234.01	
Monthly Prepays		134,079.10	
	Total Prepaid Expenses and Deposits		134,313.11
	Total Other Current Assets		134,364.05
	Total Current Assets		<u>39,210,179.44</u>
Fixed Assets			
Property and Equipment			
151 · A/D - Furn & Equipment		-163,115.94	
157 · A/D - Computer		-652,779.97	
161 · A/D - Leasehold Imprvments		-1,180,926.11	
165 · A/D - Building Osborn		-1,146,515.12	
167 · A/D - Tenant Improvements		-79,642.59	
	Total Accumulated Depreciation		-3,222,979.73
150 · Furniture & Equipment		308,119.20	
156 · Computer		713,711.97	
160 · Leasehold Improvements		1,639,977.30	
163 · Land - Osborn		617,737.40	
164 · Building - Osborn		1,995,153.78	
166 · Tenant Improvements		80,945.83	
	Total Property and Equipment		5,355,645.48
	Total Fixed Assets		2,132,665.75
Other Assets			
Loan Cost / Leasing Commissions			
Note Receivable		0.00	
	Total Other Assets		0.00
TOTAL ASSETS			<u><u>41,342,845.19</u></u>

Arizona Association of REALTORS®
Grouped Balance Sheet
August 2022

August 31, 2022

LIABILITIES & EQUITY**Liabilities****Current Liabilities****Accounts Payable**

Accounts Payable

38,111.91

Total Accounts Payable

38,111.91

Credit Cards

MidFirst Business Visa

29,484.98

Total Credit Cards

29,484.98

Other Current Liabilities

Due to NAR

0.00

Due to Region 11

0.00

Sales Tax Payable

0.00

Combined Current Liabilities

0.00

Accrued Salaries & P/R Taxes

14,588.65

Total Accrued Salaries & P/R Taxes

14,588.65

Security Deposits Payable - Osborn

15,189.29

Deferred Dues Income

0.00

Deferred Income - Other

11,000.00

Deferred Income Issues Mob

0.00

Stale Dated Checks/Escheat

636.48

Arbitration Case Pending

29,260.13

Current portion of LTD

28,954.33

85,040.23

Total Other Current Liabilities

99,628.88

Total Current Liabilities

167,225.77

Long Term Liabilities

Capital Lease Payable

116,306.70

Total Long Term Liabilities

116,306.70

TOTAL LIABILITIES

283,532.47

Equity**Temporarily restricted**

304 · Fund Balance - Issues Mobilization

734,006.00

Total Temporarily restricted

734,006.00

Unrestricted/Designated

302 · Fund Balance - Operating Reserve

9,856,666.00

303 · Fund Balance - Capital

5,606,680.00

305 · Fund Balance - Issues Mobilization

8,344,938.00

307 · Fund Balance - Strategic Initiative

2,420,923.00

308 Fund Balance - AZ Homeownership

100,593.00

Total Unrestricted/Designated

26,329,800.00

3900 · Unrestricted/Undesignated

9,404,117.65

Net Income

4,591,389.07

Total Equity

41,059,312.72

TOTAL LIABILITIES & EQUITY

41,342,845.19

CONNECTING

LEADERS

TOGETHER

FINANCIAL DETAILS



Balance Sheet

As of August 31, 2022

	Aug 31, 22
ASSETS	
Current Assets	
Checking/Savings	
1000 · Combined Operating Cash Account	
100.3 · Operating Acc. - MidFirst 2997	244,827.99
100.4 · AFLAC 125 Claims - MidFirst	8,366.18
101.5 · UBS - AAR Main RMA	8,663,816.89
Total 1000 · Combined Operating Cash Account	8,917,011.06
1005 · Q-GARP Portfolio - UBS	
1005.1 · Strategic Initiative Q-GARP	128,648.77
1005.2 · Capital Reserve Q-GARP	206,215.28
1005.3 · Issues Mob. Q-GARP	650,867.66
Total 1005 · Q-GARP Portfolio - UBS	985,731.71
1006 · Dividend Ruler Portfolio - UBS	
1006.1 · Strategic Initiative Div. Ruler	130,138.26
1006.2 · Capital Reserve Dividend Ruler	209,721.74
1006.3 · Issues Mob. Dividend Ruler	661,537.51
Total 1006 · Dividend Ruler Portfolio - UBS	1,001,397.51
1007 · Portfolio Management - UBS	
1007.1 · Strat Initiative Portfolio Mgmt	117,483.28
1007.2 · Capital Reserve Portfolio Mgmt	178,411.30
1007.3 · Issues Mob. Portfolio Mgmt	593,839.57
Total 1007 · Portfolio Management - UBS	889,734.15
10081 · BlackRock - UBS	
10081.1 · Capital Reserve - BlackRock	3,048,957.95
10081.2 · Operating Reserve - BlackRock	6,469,798.80
10081.3 · Issues Mobilization - BlackRock	3,560,182.35
10081.4 · Strategic Initiative - BlackRoc	1,145,210.60
Total 10081 · BlackRock - UBS	14,224,149.70
10082 · KAR - UBS	
10082.1 · Capital Purchase - KAR	143,262.75
10082.2 · Issues Mobilization - KAR	464,966.31
10082.3 · Strategic Initiatives - KAR	86,497.03
Total 10082 · KAR - UBS	694,726.09
101.40 · Combined Strategic Initiative	
101.43 · Strategic Initiative - UBS	1,173,487.10
101.44 · Strategic Init Check - MidFirst	65,439.45
Total 101.40 · Combined Strategic Initiative	1,238,926.55
101.66 · Operating Reserve Net	
102 · Cash in Op Reserve - UBS	3,909,948.12
Total 101.66 · Operating Reserve Net	3,909,948.12
103 · Capital Reserve Checking RMA	2,314,185.93
104 · Issues Mob Accounts - UBS	
104.4 · Issues Mob Fund - UBS RMA	4,659,262.52
Total 104 · Issues Mob Accounts - UBS	4,659,262.52
105 · Cash-AZ Bank & Trust/Prop Mgmtnt	14,552.61
106.. · AZ Homeownership Alliance RMA	100,537.25
111. · PSF	
111 · Political Survival Fund	9,525.47
Total 111. · PSF	9,525.47

Balance Sheet

As of August 31, 2022

	<u>Aug 31, 22</u>
Total Checking/Savings	38,959,688.67
Accounts Receivable	
112 · A/R	16,126.72
Total Accounts Receivable	16,126.72
Other Current Assets	
Prepaid Expenses and Deposits	
123 · Monthly Prepays	
123.007 · January Pre-Pays	253.92
123.009 · March Pre-Pays	8,112.50
123.015 · September Pre-Pays	107,150.59
123.016 · October Pre-Pays	17,600.73
123.017 · November Pre-Pays	961.36
Total 123 · Monthly Prepays	134,079.10
124 · Prepaid Expenses	
124.2 · Prepaid Postage-Pitney Bowes	234.01
Total 124 · Prepaid Expenses	234.01
Total Prepaid Expenses and Deposits	134,313.11
112.110 · A/R Misc.	
113.10 · A/R - Regonline	50.94
Total 112.110 · A/R Misc.	50.94
115 · Reach Ventures	100,000.00
Total Other Current Assets	234,364.05
Total Current Assets	39,210,179.44
Fixed Assets	
Property and Equipment	
Total Accumulated Depreciation	
151 · A/D - Furn & Equipment	-163,115.94
157 · A/D - Computer	-652,779.97
161 · A/D - Leasehold Imprvments	-1,180,926.11
165 · A/D - Building Osborn	-1,146,515.12
167 · A/D - Tenant Improvements	-79,642.59
Total Total Accumulated Depreciation	-3,222,979.73
150 · Furniture & Equipment	308,119.20
156 · Computer	713,711.97
160 · Leasehold Improvements	1,639,977.30
163 · Land - Osborn	617,737.40
164 · Building - Osborn	1,995,153.78
166 · Tenant Improvements	80,945.83
Total Property and Equipment	2,132,665.75
Total Fixed Assets	2,132,665.75
TOTAL ASSETS	41,342,845.19
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 · Accounts Payable	38,111.91
Total Accounts Payable	38,111.91
Credit Cards	
203.1 · MidFirst Business Credit Card	29,484.98

Balance Sheet

As of August 31, 2022

	Aug 31, 22
Total Credit Cards	29,484.98
Other Current Liabilities	
214 · Accrued Salaries & P/R Taxes	
2100 · Payroll Liabilities	9,730.49
214 · Accrued Salaries & P/R Taxes - Other	4,858.16
Total 214 · Accrued Salaries & P/R Taxes	14,588.65
215 · Security Deposits Payable - Osb	15,189.29
228 · Deferred Income	
232 · Deferred Income Other	11,000.00
Total 228 · Deferred Income	11,000.00
240 · Stale Dated Checks/Escheat	636.48
275 · Arbitration Case Pending	29,260.13
295 · Current portion of LTD	28,954.33
Total Other Current Liabilities	99,628.88
Total Current Liabilities	167,225.77
Long Term Liabilities	
285 · Capital Lease Payable	116,306.70
Total Long Term Liabilities	116,306.70
Total Liabilities	283,532.47
Equity	
Temporarily restricted	
304 · Fund Bal - Issues Mobilization	734,006.00
Total Temporarily restricted	734,006.00
Unrestricted/Designated	
302 · Fund Bal - Operating Reserve	9,856,666.00
303 · Fund Bal - Capital	5,606,680.00
305 · Fund Bal - Issues Mobilization	8,344,938.00
307 · Fund Bal - Strategic Initiative	2,420,923.00
308 · Fund Bal - AZ Homeownership	100,593.00
Total Unrestricted/Designated	26,329,800.00
3900 · Unrestricted/Undesignated	9,404,117.65
Net Income	4,591,389.07
Total Equity	41,059,312.72
TOTAL LIABILITIES & EQUITY	41,342,845.19

2022 Funds Analysis Operating Reserve

ACCOUNT	Acct. #	Balance Forward	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	NET
AAR Operating Reserve - RMA	UX65383	\$ 5,376,514.85													
Dividend and Interest Income (including accrued)			\$763.53	(\$14,520.34)	\$20,168.02	\$3,629.15	\$4,228.46	\$4,444.38	\$4,816.97	\$5,854.11					\$ 5,376,514.85
Deposits			\$4,580.68												\$29,384.28
Withdrawals			(\$3,602.36)	(\$1,255,564.58)	(\$11,434.24)	(\$44,636.23)	(\$123,029.09)	(\$828.13)	(\$1,726.12)	(\$4,085.00)					\$4,580.68
Change in Market Value			(\$4,376.36)	(\$4,427.25)	(\$16,762.05)	(\$8,831.90)	(\$4,572.16)	(\$16,013.97)	\$3,030.26	(\$1,662.51)					(\$1,444,915.75)
Total															<u>\$ 3,909,948.12</u>
AAR Operating Reserve - BlackRock	UX17968	\$ 5,431,037.26													
Dividend and Interest Income (including accrued)			\$5,490.00	\$5,586.16	\$7,249.30	\$6,809.64	\$8,249.39	\$8,177.86	\$8,407.56	\$10,921.10					\$ 5,431,037.26
Deposits				\$1,250,000.00											\$60,891.01
Withdrawals															\$1,250,000.00
Change in Market Value			(\$45,300.07)	(\$24,177.54)	(\$82,841.34)	(\$49,162.71)	\$28,939.71	(\$54,487.68)	\$29,530.08	(\$55,720.06)					(\$6,494.39)
Fees			(\$5,356.64)		(\$7,068.83)										(\$253,219.61)
Total															<u>\$ 5,469,798.80</u>
TOTAL		\$ 10,807,552.11													<u>\$ 10,379,746.92</u>
Year-to-Date Change in Value:		\$ (427,805.19)													

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

2022 Funds Analysis
Issues Mobilization

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
Realtors Issues Mob. - RMA	UX68881	\$ 6,438,166.56													
Dividend and Interest Income (including accrued)			\$174.91	(\$27,395.10)	\$34,655.18	\$4,792.58	\$5,304.12	\$5,025.01	\$4,308.42	\$6,030.97					\$ 6,438,166.56
Deposits			\$18,842.73	\$7,630.00	\$4,200.00	\$5,600.00	\$1,600.00	\$2,450.00	\$550.00	\$700.00					\$33,486.09
Withdrawals				(\$1,750,000.00)		(\$22,501.00)	(\$25,000.00)		(\$10,000.00)						\$41,272.73
Change in Market Value			(\$426.88)	(\$511.73)	(\$15,130.54)	(\$8,437.42)	(\$765.19)	(\$13,883.98)	(\$2,024.02)	(\$2,992.50)					(\$1,807,501.00)
Fees															(\$44,171.86)
Total															\$ 0.00
															<u>\$ 4,659,262.52</u>
Realtors Issues Mob. - Q-GARP	UX62363	\$ 975,326.18													
Dividend and Interest Income (including accrued)			\$112.48	\$470.51	\$1,063.81	\$145.66	\$420.78	\$845.28	\$148.89	\$390.28					\$ 975,326.18
Deposits															\$3,697.69
Withdrawals															\$ 0.00
Change in Market Value			(\$64,396.98)	(\$50,999.01)	\$23,872.10	(\$86,028.91)	(\$115,532.02)	(\$10,792.99)	(\$51,777.40)	\$70,257.51	(\$38,271.92)				(\$116,592.60)
Fees			(\$1,029.37)			(\$792.73)			(\$456.51)						(\$210,295.60)
Total															<u>\$ 650,837.66</u>
Realtors Issues Mob. - Dividend Ruler	UX62365	\$ 585,445.05													
Dividend and Interest Income (including accrued)			\$708.25	\$366.66	\$1,795.45	\$920.36	\$577.25	\$2,390.48	\$607.54	\$908.27					\$ 585,445.05
Deposits															\$8,394.28
Withdrawals															\$147,435.00
Change in Market Value			(\$23,638.66)	(\$12,104.62)	\$14,185.57	(\$53,380.12)	\$10,031.55	(\$45,303.81)	\$36,182.45	(\$21,862.21)					(\$77,869.85)
Fees			(\$610.80)			(\$639.58)			(\$717.19)						(\$1,666.97)
Total															<u>\$ 661,537.51</u>
Realtors Issues Mob. - Portfolio Management	UX47272	\$ 1,185,458.32													
Dividend and Interest Income (including accrued)			\$24.81	\$0.10	\$1,081.94	\$0.10	\$319.56	\$743.25	\$530.02	\$946.63					\$1,185,458.32
Deposits															\$3,646.41
Withdrawals															\$15,000.00
Change in Market Value			(\$92,027.76)	(\$37,777.10)	(\$17,010.65)	(\$370,522.00)	\$41,853.13	(\$43,549.38)	\$33,715.65	(\$33,120.36)					(\$370,522.00)
Fees			(\$1,169.22)			(\$924.98)	(\$40.54)	(\$110.12)	(\$1,307.82)	(\$215.70)					(\$25,974.78)
Total															<u>\$ 593,439.57</u>
Realtors Issues Mob. - BlackRock	UX50021	\$ 1,914,543.67													
Dividend and Interest Income (including accrued)			\$1,762.58	\$2,134.94	\$3,865.88	\$3,685.74	\$4,545.68	\$4,503.19	\$4,629.58	\$6,025.05					\$ 1,914,543.67
Deposits															\$1,750,000.00
Withdrawals															\$ 0.00
Change in Market Value			(\$16,384.29)	(\$7,559.67)	(\$45,855.81)	(\$27,563.22)	\$15,995.87	(\$29,989.02)	\$16,249.13	(\$30,664.44)					(\$126,621.43)
Fees			(\$1,888.33)			(\$4,407.33)			(\$3,596.88)						(\$8,892.53)
Total															<u>\$ 3,560,182.35</u>
Realtors Issues Mob. - KAR	UX57105	\$ 223,675.40													
Dividend and Interest Income (including accrued)			\$64.57	\$17.35	\$214.31	\$87.35	\$96.66	\$458.64	\$484.19	\$134.47					\$ 223,675.40
Deposits															\$1,560.54
Withdrawals															\$335,244.08
Change in Market Value			(\$21,087.77)	(\$7,093.94)	\$1,572.23	(\$15,509.26)	(\$21,990.81)	(\$38,152.94)	\$46,343.79	(\$34,530.07)					(\$63,448.77)
Fees			(\$441.22)			(\$334.42)			(\$1,289.30)						(\$ 0.00)
Total															<u>\$ 484,966.31</u>
TOTAL															<u>\$ 10,590,655.92</u>
Year-to-Date Change in Value:															<u>\$ 729,893.25</u>

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

2022 Funds Analysis
Capital Reserve

ACCOUNT	Acct. #	Balance Forward	Jan.	Feb.	Mar.	Apr.	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
Capital Purchase - RMA	UX68672	\$ 2,482,952.40													
Dividend and Interest Income (including account)			\$64.65	(\$1,197.15)	\$11,217.63	\$1,955.31	\$2,263.61	\$2,352.38	\$2,524.12	\$3,117.12					\$ 2,482,952.40
Deposits															\$15,597.67
Withdrawals			(\$1,800.00)	(\$600.00)	(\$2,766.55)	(\$1,629.00)	(\$1,36,201.66)		(\$1,495.66)	(\$1,373.94)					\$0.00
Change in Market Value			(\$2,059.11)	(\$2,129.61)	(\$9,626.92)	(\$4,593.77)	(\$2,208.09)	(\$8,262.61)	\$1,343.98	(\$931.00)					(\$155,866.81)
Fees															(\$28,507.33)
Total															\$0.00
															<u>\$ 2,314,185.93</u>
Capital Purchase - G-GARP	UX32366	\$ 253,846.53													
Dividend and Interest Income (including account)			\$28.71	\$117.89	\$275.26	\$37.30	\$120.78	\$290.94	\$47.24	\$121.69					\$ 253,846.53
Deposits						\$7,964.00									\$1,039.81
Withdrawals															\$7,964.00
Change in Market Value			(\$16,749.24)	(\$13,127.29)	\$6,220.34	(\$23,132.10)	(\$3,236.55)	\$16,090.43	\$22,259.52	(\$12,098.51)					(\$197.70)
Fees			(\$250.37)		(\$229.73)										(\$490.10)
Total															<u>\$ 206,215.28</u>
Capital Purchase - Dividend Ruler	UX32366	\$ 150,509.42													
Dividend and Interest Income (including account)			\$182.30	\$102.54	\$463.48	\$210.96	\$162.23	\$756.40	\$256.34	\$266.38					\$ 150,509.42
Deposits						\$78,356.00									\$2,422.63
Withdrawals															\$78,356.00
Change in Market Value			(\$5,984.21)	(\$3,091.16)	\$3,638.96	(\$9,101.21)	\$3,374.87	(\$14,406.42)	\$11,487.44	(\$6,942.32)					\$0.00
Fees			(\$148.45)		(\$145.46)				(\$248.35)						(\$21,026.06)
Total															<u>\$ 209,721.74</u>
Capital Purchase - Portfolio Management	UX42723	\$ 312,203.74													
Dividend and Interest Income (including account)			\$6.63	\$0.03	\$265.02	\$0.02	\$95.26	\$222.12	\$159.80	\$283.85					\$ 312,203.74
Deposits						\$125,000.00									\$1,052.73
Withdrawals															\$125,000.00
Change in Market Value			(\$24,001.05)	(\$9,979.23)	(\$4,224.51)	(\$118,511.00)	(\$78,394.05)	(\$13,120.74)	\$10,152.11	(\$9,920.88)					(\$156,935.66)
Fees			(\$307.53)		(\$244.28)			(\$32.97)	(\$392.98)	(\$64.68)					(\$61,897.24)
Total															<u>\$ (1,042.84)</u>
															<u>\$ 176,411.30</u>
Capital Purchase - BlackRock	UX17969	\$ 3,159,032.32													
Dividend and Interest Income (including account)			\$3,055.27	\$3,056.08	\$3,241.24	\$3,072.17	\$3,744.03	\$3,723.23	\$3,830.87	\$4,989.95					\$ 3,159,032.32
Deposits															\$28,722.84
Withdrawals															\$0.00
Change in Market Value			(\$25,683.59)	(\$14,468.64)	(\$40,080.51)	(\$23,789.62)	\$13,999.61	(\$25,822.36)	\$14,418.87	(\$27,145.95)					(\$129,563.22)
Fees			(\$3,115.76)		(\$3,037.16)				(\$3,081.06)						(\$9,233.98)
Total															<u>\$ 3,048,957.95</u>
Capital Purchase - KAR	UX57610	\$ 55,733.61													
Dividend and Interest Income (including account)			\$16.01	\$4.33	\$53.29	\$22.93	\$30.40	\$141.00	\$149.69	\$41.27					\$ 55,733.61
Deposits						\$110,547.00									\$458.92
Withdrawals															\$114,142.29
Change in Market Value			(\$5,987.41)	(\$1,748.32)	\$460.79	(\$3,904.69)	(\$7,148.15)	(\$11,754.80)	\$14,268.15	(\$10,654.25)					\$0.00
Fees			(\$109.94)		(\$96.98)				(\$416.56)						(\$26,448.98)
Total															<u>\$ 143,262.75</u>
TOTAL															<u>\$ 6,160,754.95</u>
Year-to-Date Change in Value:															<u>\$ (313,533.07)</u>

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

2022 Funds Analysis
Strategic Initiative

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
AAR Strategic Initiative - MIDFIRST Checking															
Deposits	xx43020	\$ 65,439.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ 65,439.45
Withdrawals															\$0.00
Transfers															\$0.00
Total															\$ 65,439.45
Strategic Initiative - UBS RMA															
Dividend and Interest Income (including account)	UX52692	\$ 1,333,020.55	\$194.02	(\$2,258.69)	\$3,310.22	\$669.49	\$751.65	\$858.45	\$955.09	\$1,240.47					\$ 1,333,020.55
Deposits															6,750.79
Withdrawals															0.00
Change in Market Value															(\$153,750.00)
Fees															(\$11,534.24)
Total															\$ 1,173,487.10
Strategic Initiative - Q-GARP															
Dividend and Interest Income (including account)	UX52389	\$ 183,163.32	\$21.44	\$87.63	\$202.43	\$27.65	\$80.87	\$184.39	\$28.94	\$76.52					\$ 183,163.32
Deposits															709.87
Withdrawals															0.00
Change in Market Value															15,000.00
Fees															(\$39,787.97)
Total															\$ 128,643.77
Strategic Initiative - Dividend Ruler															
Dividend and Interest Income (including account)	UX52370	\$ 147,151.93	\$178.80	\$38.80	\$453.75	\$205.97	\$132.30	\$472.17	\$155.06	\$179.10					\$ 147,151.93
Deposits															1,878.95
Withdrawals															0.00
Change in Market Value															(\$18,477.21)
Fees															(\$415.41)
Total															\$ 139,138.26
Strategic Initiative - Portfolio Management															
Dividend and Interest Income (including account)	UX42724	\$ 221,236.95	\$4.88	\$0.03	\$232.73	\$0.03	\$65.79	\$146.98	\$103.94	\$188.74					\$ 221,236.95
Deposits															743.12
Withdrawals															33,750.00
Change in Market Value															(\$2,027.32)
Fees															(\$45,482.92)
Total															\$ 117,483.28
Strategic Initiative - BlackRock															
Dividend and Interest Income (including account)	UX53105	\$ 1,047,871.64	\$1,112.53	\$1,101.15	\$1,298.92	\$1,191.27	\$1,477.09	\$1,462.48	\$1,502.99	\$1,948.24					\$ 1,047,871.64
Deposits															\$11,094.77
Withdrawals															\$135,000.00
Change in Market Value															\$0.00
Fees															(\$45,357.71)
Total															\$ 1,145,218.64
Strategic Initiative - KAR															
Dividend and Interest Income (including account)	UX69476	\$ -													\$ -
Deposits															\$219.63
Withdrawals															\$94,192.25
Change in Market Value															\$0.00
Fees															(\$7,631.87)
Total															\$ 86,487.03
TOTAL															
															\$ 2,846,904.49
Year-to-Date Change In Value:															
															\$ (150,985.35)

2022 Funds Analysis
AAR and RAPAC

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
AAR General Checking - CHASE	xx-1442	\$ 474.38													
Deposits															\$ 474.38
Withdrawals			(\$50.00)	(\$49.99)	(\$49.99)	(\$49.99)	(\$50.00)								\$0.00
Transfers								(\$224.41)							(\$249.97)
Total															\$ (224.41)
AAR General Checking - MIDFIRST	xx-2997	\$ 345,418.25													
Deposits			\$3,591,427.60	\$647,814.84	\$295,007.88	\$189,700.89	\$159,689.02	\$137,949.75	\$134,874.91	\$113,687.95					\$ 345,418.25
Withdrawals			(\$518,868.89)	(\$497,700.37)	(\$488,625.92)	(\$513,636.68)	(\$463,837.14)	(\$517,754.81)	(\$417,615.70)	(\$522,328.00)					\$5,269,552.84
Transfers			(\$2,000,000.00)	(\$1,000,000.00)	\$0.00	\$0.00	\$425,000.00	\$440,224.41	\$400,000.00	\$305,000.00					(\$3,940,367.51)
Total															\$ (1,429,775.59)
AAR Main RMA	UX66381	\$ 7,226,939.30													
Dividend and Interest Income (including accrued)			\$209.30	(\$9,447.46)	\$22,089.83	\$8,393.50	\$9,287.80	\$8,784.25	\$8,574.40	\$10,383.00					\$ 7,226,939.30
Transfers			\$2,000,000.00	\$1,000,000.00	\$0.00	(\$425,000.00)	(\$440,224.41)	(\$400,000.00)	(\$305,000.00)						\$58,274.62
Withdrawals															\$1,430,000.00
Change in Market Value			(\$747.04)	(\$2,151.17)	(\$17,829.08)	(\$11,707.99)	(\$2,103.46)	(\$14,528.14)	(\$3,195.15)	\$665.00					\$0.00
Total															\$ (8,663,816.89)
AZ Homeownership Alliance	UX45239	\$ 100,469.98													
Dividend and Interest Income (including accrued)			\$1.70	\$1.71	\$1.54	\$1.70	\$1.59	\$1.76	\$1.70	\$55.57					\$ 100,469.98
Transfers															\$67.27
Withdrawals															\$0.00
Change in Market Value															\$0.00
Fees															\$0.00
Total															\$ 100,537.25
RAPAC - RMA	UX68862	\$ 1,561,729.69													
Dividend and Interest Income (including accrued)			\$100.30	(\$9,699.76)	\$12,387.79	\$1,776.81	\$1,983.97	\$1,919.38	\$1,913.49	\$2,372.91					\$ 1,561,729.69
Deposits							\$350,000.00								\$0.00
Transfers															\$12,754.89
Withdrawals			(\$480.24)	(\$513.90)	(\$6,201.55)	(\$3,328.86)	(\$601.15)	(\$5,595.09)	(\$389.96)	(\$1,064.00)					\$350,000.00
Change in Market Value															\$0.00
Total															\$ 1,906,309.83
TOTAL															\$ 9,235,031.60

Arizona Association of REALTORS®
All Funds Budget vs. Actual
 January through August 2022

	<u>Jan - Aug 22</u>
Ordinary Income/Expense	
Income	
410 · Interest Income	163,368.00
415 · Rental Income	57,490.24
417 · Gain on Investments	-1,485,033.71
430 · Dues Income	9,897,986.87
433 · Forms Licensing	56,000.00
435 · Law Book	1,075.61
440 · Other Program Income	821.23
440.10 · Ethics Citation Fee	750.00
440.3 · Arbitration Deposits Retained	2,000.00
440.4 · Appeal Fees Retained	500.00
440.5 · Ethics Admin Fees	3,000.00
440.6 · Retained Fine	2,950.00
440.9 · Sponsorship Income	10,500.00
460 · Broker University	2,232.00
461 · Education Development	2,278.06
462 · Education Outreach	38,422.00
463 · Instructor Development	1,656.00
465 · Professionalism Program	1,598.00
466 · Member Communications	0.00
467 · REALTOR Institute	21,868.00
468 · rCRMS	17,291.17
469 · Spring Convention	58,615.00
471 · Industry Partners	20,682.00
472 · CRPM	13,378.00
491 · IM Contributions	24,500.00
497 · Misc Income	1,156.73
Total Income	<u>8,915,085.20</u>
Gross Profit	8,915,085.20
Expense	
500 · Salaries/Benefits	1,974,111.68
540 · Staff Development	3,452.45
605 · Awards/Gifts	10,623.65
612 · Issues Mobilization Expenses	57,501.00
620 · Building Expense	166,803.02
629 · Operating Reserve Contributions	190,202.59
630 · Catering/Hotel	215,429.95
631 · Computer Service and Expense	9,608.50
632 · Copying	458.92
633 · Furniture/Equipment Expense	127.05
639 · Dues & Commitments.	85,805.00
640 · Equipment Maintenance/Rental	27,301.89
660 · Management Fees	2,278.61

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January through August 2022

	<u>Jan - Aug 22</u>
690 · Credit Card & EFT Fees/Misc.	152,816.76
693 · Investment Banking Fees	53,963.54
770 · Supplies	15,865.25
780 · Postage	5,040.82
781 · Printing	1,716.11
786 · Promotion	25,044.56
787 · Speaker Fees	95,717.14
788 · Staff Expense	190.05
790 · Subscriptions and Reference	21,390.09
810 · Contract Fees	1,058,084.10
850 · Telephone	21,981.85
860 · Conferences	46,645.01
867 · Travel	81,536.54
Total Expense	<u>4,323,696.13</u>
Net Ordinary Income	<u>4,591,389.07</u>
Net Income	<u><u>4,591,389.07</u></u>

Arizona Association of REALTORS®
Operating Budget vs. Actual
 January through August 2022

	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	53,247.32	2,940.00	50,307.32	1,811.1%
415 · Rental Income	57,490.24	21,339.36	36,150.88	269.4%
417 · Gain on Investments	-46,369.73			
430 · Dues Income	9,897,986.87	9,226,950.00	671,036.87	107.3%
433 · Forms Licensing	56,000.00	56,000.00	0.00	100.0%
435 · Law Book	1,075.61	250.00	825.61	430.2%
440 · Other Program Income	821.23	1,000.00	-178.77	82.1%
440.10 · Ethics Citation Fee	750.00	375.00	375.00	200.0%
440.3 · Arbitration Deposits Retained	2,000.00	2,500.00	-500.00	80.0%
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.0%
440.5 · Ethics Admin Fees	3,000.00	6,600.00	-3,600.00	45.5%
440.6 · Retained Fine	2,950.00	9,250.00	-6,300.00	31.9%
440.9 · Sponsorship Income	10,500.00	0.00	10,500.00	100.0%
460 · Broker University	2,232.00	1,770.00	462.00	126.1%
461 · Education Development	2,278.06	2,085.00	193.06	109.3%
462 · Education Outreach	38,422.00	28,575.00	9,847.00	134.5%
463 · Instructor Development	1,656.00	1,580.00	76.00	104.8%
465 · Professionalism Program	1,598.00	5,310.00	-3,712.00	30.1%
466 · Member Communications	0.00	1,500.00	-1,500.00	0.0%
467 · REALTOR Institute	21,868.00	30,355.00	-8,487.00	72.0%
468 · rCRMS	17,291.17	14,490.00	2,801.17	119.3%
469 · Spring Convention	58,615.00	85,875.00	-27,260.00	68.3%
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	13,378.00	18,085.00	-4,707.00	74.0%
497 · Misc Income	1,156.73	680.00	476.73	170.1%
Total Income	10,219,128.50	9,564,884.36	654,244.14	106.8%
Gross Profit	10,219,128.50	9,564,884.36	654,244.14	106.8%
Expense				
500 · Salaries/Benefits	1,974,111.68	2,084,000.00	-109,888.32	94.7%
540 · Staff Development	3,452.45	8,950.00	-5,497.55	38.6%
605 · Awards/Gifts	10,623.65	29,320.00	-18,696.35	36.2%
620 · Building Expense	166,803.02	198,030.79	-31,227.77	84.2%
630 · Catering/Hotel	215,429.95	296,700.25	-81,270.30	72.6%
631 · Computer Service and Expense	6,008.50	11,000.00	-4,991.50	54.6%
632 · Copying	458.92	5,055.00	-4,596.08	9.1%
639 · Dues & Commitments.	85,805.00	97,553.00	-11,748.00	88.0%
640 · Equipment Maintenance/Rental	27,301.89	34,739.50	-7,437.61	78.6%
690 · Credit Card & EFT Fees/Misc.	152,816.76	191,000.00	-38,183.24	80.0%
770 · Supplies	15,865.25	29,500.50	-13,635.25	53.8%
780 · Postage	5,040.82	41,284.00	-36,243.18	12.2%
781 · Printing	1,716.11	33,438.00	-31,721.89	5.1%
786 · Promotion	25,044.56	87,019.00	-61,974.44	28.8%
787 · Speaker Fees	95,717.14	190,800.00	-95,082.86	50.2%
788 · Staff Expense	190.05	250.00	-59.95	76.0%
790 · Subscriptions and Reference	21,390.09	21,850.98	-460.89	97.9%
810 · Contract Fees	1,058,084.10	1,303,643.71	-245,559.61	81.2%
850 · Telephone	21,981.85	27,997.08	-6,015.23	78.5%
860 · Conferences	46,645.01	68,299.50	-21,654.49	68.3%
867 · Travel	81,536.54	178,363.25	-96,826.71	45.7%
Total Expense	4,016,023.34	4,938,794.56	-922,771.22	81.3%
Net Ordinary Income	6,203,105.16	4,626,089.80	1,577,015.36	134.1%
Net Income	6,203,105.16	4,626,089.80	1,577,015.36	134.1%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	Total 1500 Legislative & Pol. Affairs			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	9,481.76	26,870.00	-17,388.24	35.3%
620 · Building Expense	8,282.47	17,047.76	-8,765.29	48.6%
630 · Catering/Hotel	108,164.01	136,667.25	-28,503.24	79.1%
631 · Computer Service and Expense	891.33	1,400.00	-508.67	63.7%
632 · Copying	5.56	430.00	-424.44	1.3%
639 · Dues & Commitments.	25,865.00	36,850.00	-10,985.00	70.2%
640 · Equipment Maintenance/Rental	2,712.30	3,030.00	-317.70	89.5%
770 · Supplies	2,591.93	10,316.72	-7,724.79	25.1%
780 · Postage	1,153.17	1,908.00	-754.83	60.4%
781 · Printing	90.27	3,175.00	-3,084.73	2.8%
786 · Promotion	9,837.05	55,639.00	-45,801.95	17.7%
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%
790 · Subscriptions and Reference	12,580.92	11,230.98	1,349.94	112.0%
810 · Contract Fees	146,300.28	178,491.48	-32,191.20	82.0%
850 · Telephone	2,986.95	4,675.20	-1,688.25	63.9%
860 · Conferences	12,746.50	13,843.00	-1,096.50	92.1%
867 · Travel	10,943.54	53,470.00	-42,526.46	20.5%
Total Expense	354,633.04	565,044.39	-210,411.35	62.8%
Net Ordinary Income	-354,633.04	-565,044.39	210,411.35	62.8%
Net Income	-354,633.04	-565,044.39	210,411.35	62.8%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1501 Government Area Support (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	8,282.47	17,047.76	-8,765.29	48.6%
630 · Catering/Hotel	60.20	517.25	-457.05	11.6%
631 · Computer Service and Expense	891.33	1,400.00	-508.67	63.7%
632 · Copying	5.56	430.00	-424.44	1.3%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	2,712.30	3,030.00	-317.70	89.5%
770 · Supplies	1,245.09	2,166.72	-921.63	57.5%
780 · Postage	404.85	708.00	-303.15	57.2%
781 · Printing	90.27	1,675.00	-1,584.73	5.4%
786 · Promotion	14.90			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00	0.00	0.00	0.0%
810 · Contract Fees	913.76	1,224.80	-311.04	74.6%
850 · Telephone	2,986.95	4,675.20	-1,688.25	63.9%
860 · Conferences	0.00	468.00	-468.00	0.0%
867 · Travel	2,453.16	9,470.00	-7,016.84	25.9%
Total Expense	20,060.84	42,812.73	-22,751.89	46.9%
Net Ordinary Income	-20,060.84	-42,812.73	22,751.89	46.9%
Net Income	-20,060.84	-42,812.73	22,751.89	46.9%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1510 Legislative Advocacy (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	15,865.00	26,600.00	-10,735.00	59.6%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	3,080.04	8,894.00	-5,813.96	34.6%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	12,580.92	11,230.98	1,349.94	112.0%
810 · Contract Fees	86,064.00	86,666.68	-602.68	99.3%
850 · Telephone	0.00			
860 · Conferences	6,884.66	6,975.00	-90.34	98.7%
867 · Travel	112.00			
Total Expense	124,586.62	140,366.66	-15,780.04	88.8%
Net Ordinary Income	-124,586.62	-140,366.66	15,780.04	88.8%
Net Income	-124,586.62	-140,366.66	15,780.04	88.8%

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through August 2022

	1545 Local Lobbying Support (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,000.00	-2,000.00	0.0%
Total Expense	0.00	2,000.00	-2,000.00	0.0%
Net Ordinary Income	0.00	-2,000.00	2,000.00	0.0%
Net Income	0.00	-2,000.00	2,000.00	0.0%

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through August 2022

	1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	84,622.81	106,150.00	-21,527.19	79.7%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	1,346.84	8,150.00	-6,803.16	16.5%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	38,525.02	47,750.00	-9,224.98	80.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	9,000.00	-9,000.00	0.0%
Total Expense	124,494.67	181,050.00	-56,555.33	68.8%
Net Ordinary Income	-124,494.67	-181,050.00	56,555.33	68.8%
Net Income	-124,494.67	-181,050.00	56,555.33	68.8%

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022**

	1560 Fundraising Support (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	9,481.76	26,870.00	-17,388.24	35.3%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	10,000.00	10,250.00	-250.00	97.6%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	748.32	1,200.00	-451.68	62.4%
781 · Printing	0.00			
786 · Promotion	2,690.12	8,245.00	-5,554.88	32.6%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	18,500.00	29,100.00	-10,600.00	63.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	41,420.20	75,665.00	-34,244.80	54.7%
Net Ordinary Income	-41,420.20	-75,665.00	34,244.80	54.7%
Net Income	-41,420.20	-75,665.00	34,244.80	54.7%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1575 Federal Liaison Support (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	23,481.00	30,000.00	-6,519.00	78.3%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	16,500.00	-16,500.00	0.0%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	5,861.84	6,400.00	-538.16	91.6%
867 · Travel	8,378.38	33,000.00	-24,621.62	25.4%
Total Expense	<u>37,721.22</u>	<u>85,900.00</u>	<u>-48,178.78</u>	<u>43.9%</u>
Net Ordinary Income	<u>-37,721.22</u>	<u>-85,900.00</u>	<u>48,178.78</u>	<u>43.9%</u>
Net Income	<u><u>-37,721.22</u></u>	<u><u>-85,900.00</u></u>	<u><u>48,178.78</u></u>	<u><u>43.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1585 Governmental Communication (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00	1,500.00	-1,500.00	0.0%
786 · Promotion	4,051.99	22,000.00	-17,948.01	18.4%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	1,250.00	-1,250.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>4,051.99</u>	<u>24,750.00</u>	<u>-20,698.01</u>	<u>16.4%</u>
Net Ordinary Income	<u>-4,051.99</u>	<u>-24,750.00</u>	<u>20,698.01</u>	<u>16.4%</u>
Net Income	<u><u>-4,051.99</u></u>	<u><u>-24,750.00</u></u>	<u><u>20,698.01</u></u>	<u><u>16.4%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022**

	1596 Political Research (1500 Legislative & Pol. Affairs)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	2,297.50	12,500.00	-10,202.50	18.4%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>2,297.50</u>	<u>12,500.00</u>	<u>-10,202.50</u>	<u>18.4%</u>
Net Ordinary Income	<u>-2,297.50</u>	<u>-12,500.00</u>	<u>10,202.50</u>	<u>18.4%</u>
Net Income	<u><u>-2,297.50</u></u>	<u><u>-12,500.00</u></u>	<u><u>10,202.50</u></u>	<u><u>18.4%</u></u>

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through August 2022

09/22/22

Accrual Basis

	Total 1600 Risk Management			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	821.23	1,000.00	-178.77	82.1%
440.10 · Ethics Citation Fee	750.00	375.00	375.00	200.0%
440.3 · Arbitration Deposits Retained	2,000.00	2,500.00	-500.00	80.0%
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.0%
440.5 · Ethics Admin Fees	3,000.00	6,600.00	-3,600.00	45.5%
440.6 · Retained Fine	2,950.00	9,250.00	-6,300.00	31.9%
Total Income	10,021.23	20,725.00	-10,703.77	48.4%
Gross Profit	10,021.23	20,725.00	-10,703.77	48.4%
Expense				
605 · Awards/Gifts	0.00	200.00	-200.00	0.0%
620 · Building Expense	12,235.72	15,419.60	-3,183.88	79.4%
630 · Catering/Hotel	12,304.94	17,345.00	-5,040.06	70.9%
631 · Computer Service and Expense	711.43	1,875.00	-1,163.57	37.9%
632 · Copying	10.75	950.00	-939.25	1.1%
640 · Equipment Maintenance/Rental	5,157.52	6,597.50	-1,439.98	78.2%
770 · Supplies	1,408.01	2,826.00	-1,417.99	49.8%
780 · Postage	590.63	2,418.00	-1,827.37	24.4%
781 · Printing	0.00	950.00	-950.00	0.0%
786 · Promotion	115.22	3,250.00	-3,134.78	3.5%
787 · Speaker Fees	3,000.00	4,000.00	-1,000.00	75.0%
790 · Subscriptions and Reference	7,336.07	8,860.00	-1,523.93	82.8%
810 · Contract Fees	142,248.12	166,760.00	-24,511.88	85.3%
850 · Telephone	3,980.75	5,000.00	-1,019.25	79.6%
860 · Conferences	6,204.02	8,539.50	-2,335.48	72.7%
867 · Travel	1,171.93	4,436.75	-3,264.82	26.4%
Total Expense	196,475.11	249,427.35	-52,952.24	78.8%
Net Ordinary Income	-186,453.88	-228,702.35	42,248.47	81.5%
Net Income	-186,453.88	-228,702.35	42,248.47	81.5%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1601 Risk Management Support (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00	200.00	-200.00	0.0%
620 · Building Expense	12,235.72	15,419.60	-3,183.88	79.4%
630 · Catering/Hotel	1,244.43	1,200.00	44.43	103.7%
631 · Computer Service and Expense	711.43	1,875.00	-1,163.57	37.9%
632 · Copying	10.75	750.00	-739.25	1.4%
640 · Equipment Maintenance/Rental	5,157.52	6,597.50	-1,439.98	78.2%
770 · Supplies	1,323.31	1,826.00	-502.69	72.5%
780 · Postage	389.61	1,218.00	-828.39	32.0%
781 · Printing	0.00	750.00	-750.00	0.0%
786 · Promotion	115.22	250.00	-134.78	46.1%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	1,056.68	2,336.00	-1,279.32	45.2%
850 · Telephone	3,980.75	5,000.00	-1,019.25	79.6%
860 · Conferences	6,204.02	8,539.50	-2,335.48	72.7%
867 · Travel	1,171.93	2,300.00	-1,128.07	51.0%
Total Expense	<u>33,601.37</u>	<u>48,261.60</u>	<u>-14,660.23</u>	<u>69.6%</u>
Net Ordinary Income	<u>-33,601.37</u>	<u>-48,261.60</u>	<u>14,660.23</u>	<u>69.6%</u>
Net Income	<u><u>-33,601.37</u></u>	<u><u>-48,261.60</u></u>	<u><u>14,660.23</u></u>	<u><u>69.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1602 Legal Support (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	4,263.08	5,625.00	-1,361.92	75.8%
810 · Contract Fees	0.00	15,000.00	-15,000.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	<u>4,263.08</u>	<u>20,625.00</u>	<u>-16,361.92</u>	<u>20.7%</u>
Net Ordinary Income	<u>-4,263.08</u>	<u>-20,625.00</u>	<u>16,361.92</u>	<u>20.7%</u>
Net Income	<u><u>-4,263.08</u></u>	<u><u>-20,625.00</u></u>	<u><u>16,361.92</u></u>	<u><u>20.7%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1605 PS Enforcement (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	750.00	375.00	375.00	200.0%
440.3 · Arbitration Deposits Retained	2,000.00	2,500.00	-500.00	80.0%
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.0%
440.5 · Ethics Admin Fees	3,000.00	6,600.00	-3,600.00	45.5%
440.6 · Retained Fine	2,950.00	9,250.00	-6,300.00	31.9%
Total Income	9,200.00	19,725.00	-10,525.00	46.6%
Gross Profit	9,200.00	19,725.00	-10,525.00	46.6%
Expense				
605 · Awards/Gifts	0.00	0.00	0.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	496.92	960.00	-463.08	51.8%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	84.70	500.00	-415.30	16.9%
780 · Postage	201.02	1,000.00	-798.98	20.1%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	3,072.99	2,885.00	187.99	106.5%
810 · Contract Fees	4,268.17	8,188.00	-3,919.83	52.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,061.75	-2,061.75	0.0%
Total Expense	8,123.80	15,594.75	-7,470.95	52.1%
Net Ordinary Income	1,076.20	4,130.25	-3,054.05	26.1%
Net Income	1,076.20	4,130.25	-3,054.05	26.1%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1610 PS Training (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	821.23	1,000.00	-178.77	82.1%
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>821.23</u>	<u>1,000.00</u>	<u>-178.77</u>	<u>82.1%</u>
Gross Profit	821.23	1,000.00	-178.77	82.1%
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	10,563.59	14,870.00	-4,306.41	71.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	500.00	-500.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	3,000.00	3,000.00	0.00	100.0%
790 · Subscriptions and Reference	0.00	350.00	-350.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>13,563.59</u>	<u>18,720.00</u>	<u>-5,156.41</u>	<u>72.5%</u>
Net Ordinary Income	<u>-12,742.36</u>	<u>-17,720.00</u>	<u>4,977.64</u>	<u>71.9%</u>
Net Income	<u><u>-12,742.36</u></u>	<u><u>-17,720.00</u></u>	<u><u>4,977.64</u></u>	<u><u>71.9%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022**

	1615 Alt. Dispute Resolution (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	1,000.00	-1,000.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	1,669.78	1,800.00	-130.22	92.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	75.00	-75.00	0.0%
Total Expense	<u>1,669.78</u>	<u>2,875.00</u>	<u>-1,205.22</u>	<u>58.1%</u>
Net Ordinary Income	<u>-1,669.78</u>	<u>-2,875.00</u>	<u>1,205.22</u>	<u>58.1%</u>
Net Income	<u><u>-1,669.78</u></u>	<u><u>-2,875.00</u></u>	<u><u>1,205.22</u></u>	<u><u>58.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1625 Risk Management Publicatns (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	3,000.00	-3,000.00	0.0%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>	<u>3,000.00</u>	<u>-3,000.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>-3,000.00</u>	<u>3,000.00</u>	<u>0.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>-3,000.00</u></u>	<u><u>3,000.00</u></u>	<u><u>0.0%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022**

	Total 1650 Forms Development and Sale (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	315.00	-315.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	581.61	2,100.00	-1,518.39	27.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>581.61</u>	<u>2,415.00</u>	<u>-1,833.39</u>	<u>24.1%</u>
Net Ordinary Income	<u>-581.61</u>	<u>-2,415.00</u>	<u>1,833.39</u>	<u>24.1%</u>
Net Income	<u><u>-581.61</u></u>	<u><u>-2,415.00</u></u>	<u><u>1,833.39</u></u>	<u><u>24.1%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022**

	1665 Legal Hotline (1600 Risk Management)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00	200.00	-200.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00	200.00	-200.00	0.0%
781 · Printing	0.00	200.00	-200.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	134,671.88	137,336.00	-2,664.12	98.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>134,671.88</u>	<u>137,936.00</u>	<u>-3,264.12</u>	<u>97.6%</u>
Net Ordinary Income	<u>-134,671.88</u>	<u>-137,936.00</u>	<u>3,264.12</u>	<u>97.6%</u>
Net Income	<u><u>-134,671.88</u></u>	<u><u>-137,936.00</u></u>	<u><u>3,264.12</u></u>	<u><u>97.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	Total 1700 Business Services & Tech.			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	56,000.00	56,000.00	0.00	100.0%
440.9 · Sponsorship Income	10,500.00			
466 · Member Communications	0.00	1,500.00	-1,500.00	0.0%
Total Income	<u>66,500.00</u>	<u>57,500.00</u>	<u>9,000.00</u>	<u>115.7%</u>
Gross Profit	66,500.00	57,500.00	9,000.00	115.7%
Expense				
540 · Staff Development	1,083.13	5,500.00	-4,416.87	19.7%
620 · Building Expense	14,186.83	21,600.00	-7,413.17	65.7%
630 · Catering/Hotel	800.00	5,200.00	-4,400.00	15.4%
631 · Computer Service and Expense	1,305.68	3,575.00	-2,269.32	36.5%
632 · Copying	1.34	1,000.00	-998.66	0.1%
639 · Dues & Commitments.	449.00	750.00	-301.00	59.9%
640 · Equipment Maintenance/Rental	719.65	120.00	599.65	599.7%
770 · Supplies	2,253.12	6,014.00	-3,760.88	37.5%
780 · Postage	293.79	720.00	-426.21	40.8%
781 · Printing	275.67	17,560.00	-17,284.33	1.6%
786 · Promotion	2,360.46	6,550.00	-4,189.54	36.0%
787 · Speaker Fees	4,500.00	10,000.00	-5,500.00	45.0%
790 · Subscriptions and Reference	1,473.10	1,760.00	-286.90	83.7%
810 · Contract Fees	543,015.54	591,752.23	-48,736.69	91.8%
850 · Telephone	5,225.77	7,300.00	-2,074.23	71.6%
860 · Conferences	4,086.19	10,190.00	-6,103.81	40.1%
867 · Travel	147.19	8,667.50	-8,520.31	1.7%
Total Expense	<u>582,176.46</u>	<u>698,258.73</u>	<u>-116,082.27</u>	<u>83.4%</u>
Net Ordinary Income	<u>-515,676.46</u>	<u>-640,758.73</u>	<u>125,082.27</u>	<u>80.5%</u>
Net Income	<u><u>-515,676.46</u></u>	<u><u>-640,758.73</u></u>	<u><u>125,082.27</u></u>	<u><u>80.5%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1701 Bus Services & Tech Suppt (1700 Business Services & Tech.)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
540 · Staff Development	528.98	3,000.00	-2,471.02	17.6%
620 · Building Expense	14,186.83	21,600.00	-7,413.17	65.7%
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	1.34			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	719.65	120.00	599.65	599.7%
770 · Supplies	1,348.51	2,054.00	-705.49	65.7%
780 · Postage	293.79	720.00	-426.21	40.8%
781 · Printing	105.03	2,560.00	-2,454.97	4.1%
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00	500.00	-500.00	0.0%
810 · Contract Fees	1,234.86	2,784.00	-1,549.14	44.4%
850 · Telephone	5,225.77	7,300.00	-2,074.23	71.6%
860 · Conferences	4,086.19	6,359.00	-2,272.81	64.3%
867 · Travel	0.00	89.00	-89.00	0.0%
Total Expense	<u>27,730.95</u>	<u>47,086.00</u>	<u>-19,355.05</u>	<u>58.9%</u>
Net Ordinary Income	<u>-27,730.95</u>	<u>-47,086.00</u>	<u>19,355.05</u>	<u>58.9%</u>
Net Income	<u><u>-27,730.95</u></u>	<u><u>-47,086.00</u></u>	<u><u>19,355.05</u></u>	<u><u>58.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1710 Software Development (1700 Business Services & Tech.)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	350.00	-350.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00	350.00	-350.00	0.0%
Net Ordinary Income	0.00	-350.00	350.00	0.0%
Net Income	0.00	-350.00	350.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	1,285.17	3,200.00	-1,914.83	40.2%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	71,120.12	113,238.23	-42,118.11	62.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	72,405.29	116,438.23	-44,032.94	62.2%
Net Ordinary Income	-72,405.29	-116,438.23	44,032.94	62.2%
Net Income	-72,405.29	-116,438.23	44,032.94	62.2%

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Accrual Basis

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1770 Business Services Dept. (1700 Business Services & Tech.)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	56,000.00	56,000.00	0.00	100.0%
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	<u>56,000.00</u>	<u>56,000.00</u>	<u>0.00</u>	<u>100.0%</u>
Gross Profit	56,000.00	56,000.00	0.00	100.0%
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	200.00	-200.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	22.14			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	452,913.27	420,000.00	32,913.27	107.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	147.19	5,416.00	-5,268.81	2.7%
Total Expense	<u>453,082.60</u>	<u>425,616.00</u>	<u>27,466.60</u>	<u>106.5%</u>
Net Ordinary Income	<u>-397,082.60</u>	<u>-369,616.00</u>	<u>-27,466.60</u>	<u>107.4%</u>
Net Income	<u><u>-397,082.60</u></u>	<u><u>-369,616.00</u></u>	<u><u>-27,466.60</u></u>	<u><u>107.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1780 Communications (1700 Business Services & Tech.)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00	1,500.00	-1,500.00	0.0%
Total Income	<u>0.00</u>	<u>1,500.00</u>	<u>-1,500.00</u>	<u>0.0%</u>
Gross Profit	0.00	1,500.00	-1,500.00	0.0%
Expense				
540 · Staff Development	469.15	2,000.00	-1,530.85	23.5%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	20.51	375.00	-354.49	5.5%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	360.82	2,960.00	-2,599.18	12.2%
780 · Postage	0.00			
781 · Printing	170.64	15,000.00	-14,829.36	1.1%
786 · Promotion	271.49	2,300.00	-2,028.51	11.8%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	1,473.10	1,260.00	213.10	116.9%
810 · Contract Fees	17,747.29	55,380.00	-37,632.71	32.0%
850 · Telephone	0.00			
860 · Conferences	0.00	3,831.00	-3,831.00	0.0%
867 · Travel	0.00	1,600.00	-1,600.00	0.0%
Total Expense	<u>20,513.00</u>	<u>84,706.00</u>	<u>-64,193.00</u>	<u>24.2%</u>
Net Ordinary Income	<u>-20,513.00</u>	<u>-83,206.00</u>	<u>62,693.00</u>	<u>24.7%</u>
Net Income	<u><u>-20,513.00</u></u>	<u><u>-83,206.00</u></u>	<u><u>62,693.00</u></u>	<u><u>24.7%</u></u>

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Accrual Basis

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1781 Diversity Committee (1700 Business Services & Tech.)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	10,500.00			
466 · Member Communications	0.00			
Total Income	<u>10,500.00</u>			
Gross Profit	10,500.00			
Expense				
540 · Staff Development	85.00	500.00	-415.00	17.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	800.00	5,000.00	-4,200.00	16.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00	1,000.00	-1,000.00	0.0%
639 · Dues & Commitments.	449.00	750.00	-301.00	59.9%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	543.79	1,000.00	-456.21	54.4%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	2,066.83	4,250.00	-2,183.17	48.6%
787 · Speaker Fees	4,500.00	10,000.00	-5,500.00	45.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	1,562.50	-1,562.50	0.0%
Total Expense	<u>8,444.62</u>	<u>24,062.50</u>	<u>-15,617.88</u>	<u>35.1%</u>
Net Ordinary Income	<u>2,055.38</u>	<u>-24,062.50</u>	<u>26,117.88</u>	<u>-8.5%</u>
Net Income	<u><u>2,055.38</u></u>	<u><u>-24,062.50</u></u>	<u><u>26,117.88</u></u>	<u><u>-8.5%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	Total 1800 Professional & Bus.Develop			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	2,232.00	1,770.00	462.00	126.1%
461 · Education Development	2,278.06	2,085.00	193.06	109.3%
462 · Education Outreach	38,422.00	28,575.00	9,847.00	134.5%
463 · Instructor Development	1,656.00	1,580.00	76.00	104.8%
465 · Professionalism Program	1,598.00	5,310.00	-3,712.00	30.1%
467 · REALTOR Institute	21,868.00	30,355.00	-8,487.00	72.0%
468 · rCRMS	17,291.17	14,490.00	2,801.17	119.3%
469 · Spring Convention	58,615.00	85,875.00	-27,260.00	68.3%
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	13,378.00	18,085.00	-4,707.00	74.0%
Total Income	<u>178,020.23</u>	<u>234,500.00</u>	<u>-56,479.77</u>	<u>75.9%</u>
Gross Profit	178,020.23	234,500.00	-56,479.77	75.9%
Expense				
540 · Staff Development	990.75	1,200.00	-209.25	82.6%
605 · Awards/Gifts	234.80	350.00	-115.20	67.1%
620 · Building Expense	9,660.98	12,098.04	-2,437.06	79.9%
630 · Catering/Hotel	28,663.97	39,788.00	-11,124.03	72.0%
631 · Computer Service and Expense	861.76	1,750.00	-888.24	49.2%
632 · Copying	17.40	875.00	-857.60	2.0%
639 · Dues & Commitments.	801.91	1,686.00	-884.09	47.6%
640 · Equipment Maintenance/Rental	8,485.36	17,632.00	-9,146.64	48.1%
770 · Supplies	4,478.85	3,943.78	535.07	113.6%
780 · Postage	1,048.62	33,913.00	-32,864.38	3.1%
781 · Printing	1,152.51	11,153.00	-10,000.49	10.3%
786 · Promotion	9,507.85	16,755.00	-7,247.15	56.7%
787 · Speaker Fees	88,217.14	166,800.00	-78,582.86	52.9%
810 · Contract Fees	54,823.42	80,019.00	-25,195.58	68.5%
850 · Telephone	3,473.56	4,208.52	-734.96	82.5%
860 · Conferences	2,536.98	9,264.00	-6,727.02	27.4%
867 · Travel	994.65	6,339.00	-5,344.35	15.7%
Total Expense	<u>215,950.51</u>	<u>407,774.34</u>	<u>-191,823.83</u>	<u>53.0%</u>
Net Ordinary Income	<u>-37,930.28</u>	<u>-173,274.34</u>	<u>135,344.06</u>	<u>21.9%</u>
Net Income	<u><u>-37,930.28</u></u>	<u><u>-173,274.34</u></u>	<u><u>135,344.06</u></u>	<u><u>21.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1801 Prof Dev Support (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	233.75	400.00	-166.25	58.4%
605 · Awards/Gifts	0.00			
620 · Building Expense	9,660.98	12,098.04	-2,437.06	79.9%
630 · Catering/Hotel	0.00	800.00	-800.00	0.0%
631 · Computer Service and Expense	861.76	1,750.00	-888.24	49.2%
632 · Copying	17.40	875.00	-857.60	2.0%
639 · Dues & Commitments.	801.91	1,686.00	-884.09	47.6%
640 · Equipment Maintenance/Rental	8,485.36	17,632.00	-9,146.64	48.1%
770 · Supplies	1,431.12	1,923.78	-492.66	74.4%
780 · Postage	921.35	1,098.00	-176.65	83.9%
781 · Printing	0.00	2,490.00	-2,490.00	0.0%
786 · Promotion	1,150.98	2,100.00	-949.02	54.8%
787 · Speaker Fees	0.00			
810 · Contract Fees	10,887.83	20,303.00	-9,415.17	53.6%
850 · Telephone	3,473.56	4,208.52	-734.96	82.5%
860 · Conferences	3,291.53	6,265.00	-2,973.47	52.5%
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	41,217.53	73,629.34	-32,411.81	56.0%
Net Ordinary Income	-41,217.53	-73,629.34	32,411.81	56.0%
Net Income	-41,217.53	-73,629.34	32,411.81	56.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1815 REALTOR Institute (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	21,868.00	30,355.00	-8,487.00	72.0%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>21,868.00</u>	<u>30,355.00</u>	<u>-8,487.00</u>	<u>72.0%</u>
Gross Profit	21,868.00	30,355.00	-8,487.00	72.0%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	161.90	0.00	161.90	100.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	150.00	-150.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	496.36	550.00	-53.64	90.2%
780 · Postage	0.00	180.00	-180.00	0.0%
781 · Printing	0.00			
786 · Promotion	7,781.88	11,155.00	-3,373.12	69.8%
787 · Speaker Fees	5,500.00	7,000.00	-1,500.00	78.6%
810 · Contract Fees	2,550.00	8,570.00	-6,020.00	29.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	<u>16,490.14</u>	<u>27,605.00</u>	<u>-11,114.86</u>	<u>59.7%</u>
Net Ordinary Income	<u>5,377.86</u>	<u>2,750.00</u>	<u>2,627.86</u>	<u>195.6%</u>
Net Income	<u><u>5,377.86</u></u>	<u><u>2,750.00</u></u>	<u><u>2,627.86</u></u>	<u><u>195.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1820 rCRMS (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	17,291.17	14,490.00	2,801.17	119.3%
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>17,291.17</u>	<u>14,490.00</u>	<u>2,801.17</u>	<u>119.3%</u>
Gross Profit	17,291.17	14,490.00	2,801.17	119.3%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	40.37	120.00	-79.63	33.6%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	52.62	70.00	-17.38	75.2%
780 · Postage	63.48	317.00	-253.52	20.0%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	12,500.00	7,500.00	5,000.00	166.7%
810 · Contract Fees	1,140.00	1,598.00	-458.00	71.3%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>13,796.47</u>	<u>9,605.00</u>	<u>4,191.47</u>	<u>143.6%</u>
Net Ordinary Income	<u>3,494.70</u>	<u>4,885.00</u>	<u>-1,390.30</u>	<u>71.5%</u>
Net Income	<u><u>3,494.70</u></u>	<u><u>4,885.00</u></u>	<u><u>-1,390.30</u></u>	<u><u>71.5%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1825 Cert. Res. Prop. Manager (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	13,378.00	18,085.00	-4,707.00	74.0%
Total Income	13,378.00	18,085.00	-4,707.00	74.0%
Gross Profit	13,378.00	18,085.00	-4,707.00	74.0%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	60.00	-60.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	34.19	1,268.00	-1,233.81	2.7%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	5,304.96	8,175.00	-2,870.04	64.9%
810 · Contract Fees	1,730.00	5,222.00	-3,492.00	33.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	7,069.15	14,725.00	-7,655.85	48.0%
Net Ordinary Income	6,308.85	3,360.00	2,948.85	187.8%
Net Income	6,308.85	3,360.00	2,948.85	187.8%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1840 Leadership Training/Conf. (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	7,940.23	14,400.00	-6,459.77	55.1%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	1,006.78	500.00	506.78	201.4%
780 · Postage	0.00			
781 · Printing	0.00	375.00	-375.00	0.0%
786 · Promotion	15.00			
787 · Speaker Fees	14,529.18	25,600.00	-11,070.82	56.8%
810 · Contract Fees	1,604.00	1,609.00	-5.00	99.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	846.28	6,339.00	-5,492.72	13.4%
Total Expense	<u>25,941.47</u>	<u>48,823.00</u>	<u>-22,881.53</u>	<u>53.1%</u>
Net Ordinary Income	<u>-25,941.47</u>	<u>-48,823.00</u>	<u>22,881.53</u>	<u>53.1%</u>
Net Income	<u><u>-25,941.47</u></u>	<u><u>-48,823.00</u></u>	<u><u>22,881.53</u></u>	<u><u>53.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1850 Partners Conference (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	0.00			
Total Income	<u>20,682.00</u>	<u>46,375.00</u>	<u>-25,693.00</u>	<u>44.6%</u>
Gross Profit	20,682.00	46,375.00	-25,693.00	44.6%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	15,097.46	23,940.00	-8,842.54	63.1%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	800.00	-800.00	0.0%
787 · Speaker Fees	0.00			
810 · Contract Fees	6,384.23	15,172.00	-8,787.77	42.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>21,481.69</u>	<u>39,912.00</u>	<u>-18,430.31</u>	<u>53.8%</u>
Net Ordinary Income	<u>-799.69</u>	<u>6,463.00</u>	<u>-7,262.69</u>	<u>-12.4%</u>
Net Income	<u><u>-799.69</u></u>	<u><u>6,463.00</u></u>	<u><u>-7,262.69</u></u>	<u><u>-12.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	Total 1855 Professionalism Program (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	1,598.00	5,310.00	-3,712.00	30.1%
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>1,598.00</u>	<u>5,310.00</u>	<u>-3,712.00</u>	<u>30.1%</u>
Gross Profit	1,598.00	5,310.00	-3,712.00	30.1%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00	50.00	-50.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	104.82	400.00	-295.18	26.2%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	300.00	-300.00	0.0%
787 · Speaker Fees	1,500.00	6,750.00	-5,250.00	22.2%
810 · Contract Fees	0.00	700.00	-700.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>1,604.82</u>	<u>8,200.00</u>	<u>-6,595.18</u>	<u>19.6%</u>
Net Ordinary Income	<u>-6.82</u>	<u>-2,890.00</u>	<u>2,883.18</u>	<u>0.2%</u>
Net Income	<u><u>-6.82</u></u>	<u><u>-2,890.00</u></u>	<u><u>2,883.18</u></u>	<u><u>0.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1860 Spring Convention (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00	0.00	0.00	0.0%
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	58,615.00	85,875.00	-27,260.00	68.3%
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>58,615.00</u>	<u>85,875.00</u>	<u>-27,260.00</u>	<u>68.3%</u>
Gross Profit	58,615.00	85,875.00	-27,260.00	68.3%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	860.34	0.00	860.34	100.0%
780 · Postage	29.60	29,700.00	-29,670.40	0.1%
781 · Printing	1,152.51	8,288.00	-7,135.49	13.9%
786 · Promotion	559.99	2,400.00	-1,840.01	23.3%
787 · Speaker Fees	30,223.00	90,350.00	-60,127.00	33.5%
810 · Contract Fees	13,985.75	8,720.00	5,265.75	160.4%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	113.37	0.00	113.37	100.0%
Total Expense	<u>46,924.56</u>	<u>139,458.00</u>	<u>-92,533.44</u>	<u>33.6%</u>
Net Ordinary Income	<u>11,690.44</u>	<u>-53,583.00</u>	<u>65,273.44</u>	<u>-21.8%</u>
Net income	<u>11,690.44</u>	<u>-53,583.00</u>	<u>65,273.44</u>	<u>-21.8%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1870 Education Outreach (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	38,422.00	28,575.00	9,847.00	134.5%
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>38,422.00</u>	<u>28,575.00</u>	<u>9,847.00</u>	<u>134.5%</u>
Gross Profit	38,422.00	28,575.00	9,847.00	134.5%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	5,517.80	60.00	5,457.80	9,196.3%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	244.85	260.00	-15.15	94.2%
780 · Postage	0.00	1,350.00	-1,350.00	0.0%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	13,160.00	12,300.00	860.00	107.0%
810 · Contract Fees	12,475.00	10,700.00	1,775.00	116.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	35.00			
Total Expense	<u>31,432.65</u>	<u>24,670.00</u>	<u>6,762.65</u>	<u>127.4%</u>
Net Ordinary Income	<u>6,989.35</u>	<u>3,905.00</u>	<u>3,084.35</u>	<u>179.0%</u>
Net Income	<u><u>6,989.35</u></u>	<u><u>3,905.00</u></u>	<u><u>3,084.35</u></u>	<u><u>179.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1871 Education Development (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	2,278.06	2,085.00	193.06	109.3%
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>2,278.06</u>	<u>2,085.00</u>	<u>193.06</u>	<u>109.3%</u>
Gross Profit	2,278.06	2,085.00	193.06	109.3%
Expense				
540 · Staff Development	757.00	800.00	-43.00	94.6%
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
810 · Contract Fees	1,297.11	4,675.00	-3,377.89	27.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>2,054.11</u>	<u>5,475.00</u>	<u>-3,420.89</u>	<u>37.5%</u>
Net Ordinary Income	<u>223.95</u>	<u>-3,390.00</u>	<u>3,613.95</u>	<u>-6.6%</u>
Net Income	<u><u>223.95</u></u>	<u><u>-3,390.00</u></u>	<u><u>3,613.95</u></u>	<u><u>-6.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1872 Instructor Development (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	1,656.00	1,580.00	76.00	104.8%
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>1,656.00</u>	<u>1,580.00</u>	<u>76.00</u>	<u>104.8%</u>
Gross Profit	1,656.00	1,580.00	76.00	104.8%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00	0.00	0.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	68.11	240.00	-171.89	28.4%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	281.96	240.00	41.96	117.5%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	4,375.00	8,000.00	-3,625.00	54.7%
810 · Contract Fees	947.00	1,600.00	-653.00	59.2%
850 · Telephone	0.00			
860 · Conferences	-754.55	2,999.00	-3,753.55	-25.2%
867 · Travel	0.00			
Total Expense	<u>4,917.52</u>	<u>13,079.00</u>	<u>-8,161.48</u>	<u>37.6%</u>
Net Ordinary Income	<u>-3,261.52</u>	<u>-11,499.00</u>	<u>8,237.48</u>	<u>28.4%</u>
Net Income	<u><u>-3,261.52</u></u>	<u><u>-11,499.00</u></u>	<u><u>8,237.48</u></u>	<u><u>28.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1875 Broker University (1800 Professional & Bus.Develop)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
460 · Broker University	2,232.00	1,770.00	462.00	126.1%
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>2,232.00</u>	<u>1,770.00</u>	<u>462.00</u>	<u>126.1%</u>
Gross Profit	2,232.00	1,770.00	462.00	126.1%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	72.90	300.00	-227.10	24.3%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	18.00	-18.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	1,125.00	1,125.00	0.00	100.0%
810 · Contract Fees	1,822.50	1,150.00	672.50	158.5%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>3,020.40</u>	<u>2,593.00</u>	<u>427.40</u>	<u>116.5%</u>
Net Ordinary Income	<u>-788.40</u>	<u>-823.00</u>	<u>34.60</u>	<u>95.8%</u>
Net Income	<u><u>-788.40</u></u>	<u><u>-823.00</u></u>	<u><u>34.60</u></u>	<u><u>95.8%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	Total 1900 Operations			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	53,247.32	2,940.00	50,307.32	1,811.1%
415 · Rental Income	57,490.24	21,339.36	36,150.88	269.4%
417 · Gain on Investments	-46,369.73			
430 · Dues Income	9,897,986.87	9,226,950.00	671,036.87	107.3%
435 · Law Book	1,075.61	250.00	825.61	430.2%
497 · Misc Income	1,156.73	680.00	476.73	170.1%
Total Income	9,964,587.04	9,252,159.36	712,427.68	107.7%
Gross Profit	9,964,587.04	9,252,159.36	712,427.68	107.7%
Expense				
500 · Salaries/Benefits	1,974,111.68	2,084,000.00	-109,888.32	94.7%
540 · Staff Development	1,378.57	2,250.00	-871.43	61.3%
605 · Awards/Gifts	907.09	1,900.00	-992.91	47.7%
620 · Building Expense	122,437.02	131,865.39	-9,428.37	92.9%
630 · Catering/Hotel	65,497.03	97,700.00	-32,202.97	67.0%
631 · Computer Service and Expense	2,238.30	2,400.00	-161.70	93.3%
632 · Copying	423.87	1,800.00	-1,376.13	23.5%
639 · Dues & Commitments.	58,689.09	58,267.00	422.09	100.7%
640 · Equipment Maintenance/Rental	10,227.06	7,360.00	2,867.06	139.0%
690 · Credit Card & EFT Fees/Misc.	152,816.76	191,000.00	-38,183.24	80.0%
770 · Supplies	5,133.34	6,400.00	-1,266.66	80.2%
780 · Postage	1,954.61	2,325.00	-370.39	84.1%
781 · Printing	197.66	600.00	-402.34	32.9%
786 · Promotion	3,223.98	4,825.00	-1,601.02	66.8%
788 · Staff Expense	190.05	250.00	-59.95	76.0%
810 · Contract Fees	171,696.74	286,621.00	-114,924.26	59.9%
850 · Telephone	6,314.82	6,813.36	-498.54	92.7%
860 · Conferences	21,071.32	26,463.00	-5,391.68	79.6%
867 · Travel	68,279.23	105,450.00	-37,170.77	64.8%
Total Expense	2,666,788.22	3,018,289.75	-351,501.53	88.4%
Net Ordinary Income	7,297,798.82	6,233,869.61	1,063,929.21	117.1%
Net Income	7,297,798.82	6,233,869.61	1,063,929.21	117.1%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1000 General Overhead (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	53,247.32	2,940.00	50,307.32	1,811.1%
415 · Rental Income	0.00			
417 · Gain on Investments	-46,369.73			
430 · Dues Income	0.00			
435 · Law Book	1,075.61	250.00	825.61	430.2%
497 · Misc Income	1,156.73	680.00	476.73	170.1%
Total Income	<u>9,109.93</u>	<u>3,870.00</u>	<u>5,239.93</u>	<u>235.4%</u>
Gross Profit	9,109.93	3,870.00	5,239.93	235.4%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	1,378.57	2,250.00	-871.43	61.3%
605 · Awards/Gifts	573.68	1,300.00	-726.32	44.1%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	2,238.30	2,400.00	-161.70	93.3%
632 · Copying	0.00			
639 · Dues & Commitments.	3,253.09	3,860.00	-606.91	84.3%
640 · Equipment Maintenance/Rental	10,227.06	7,360.00	2,867.06	139.0%
690 · Credit Card & EFT Fees/Misc.	152,816.76	191,000.00	-38,183.24	80.0%
770 · Supplies	5,133.34	6,400.00	-1,266.66	80.2%
780 · Postage	-14.97			
781 · Printing	197.66	600.00	-402.34	32.9%
786 · Promotion	0.00			
788 · Staff Expense	190.05	250.00	-59.95	76.0%
810 · Contract Fees	113,606.06	117,016.00	-3,409.94	97.1%
850 · Telephone	6,314.82	6,813.36	-498.54	92.7%
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>295,914.42</u>	<u>339,249.36</u>	<u>-43,334.94</u>	<u>87.2%</u>
Net Ordinary Income	<u>-286,804.49</u>	<u>-335,379.36</u>	<u>48,574.87</u>	<u>85.5%</u>
Net Income	<u><u>-286,804.49</u></u>	<u><u>-335,379.36</u></u>	<u><u>48,574.87</u></u>	<u><u>85.5%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through August 2022**

	1402 Individual Dues (1400 Dues)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	16,815.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>16,815.00</u>			
Gross Profit	16,815.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>16,815.00</u>			
Net Income	<u><u>16,815.00</u></u>			

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through August 2022**

	1404 NAR Institute Affiliates (1400 Dues)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	6,498.32			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>6,498.32</u>			
Gross Profit	6,498.32			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>6,498.32</u>			
Net Income	<u><u>6,498.32</u></u>			

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1400 Dues - Other (1400 Dues)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	9,874,673.55	9,226,950.00	647,723.55	107.0%
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>9,874,673.55</u>	<u>9,226,950.00</u>	<u>647,723.55</u>	<u>107.0%</u>
Gross Profit	9,874,673.55	9,226,950.00	647,723.55	107.0%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>9,874,673.55</u>	<u>9,226,950.00</u>	<u>647,723.55</u>	<u>107.0%</u>
Net Income	<u><u>9,874,673.55</u></u>	<u><u>9,226,950.00</u></u>	<u><u>647,723.55</u></u>	<u><u>107.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	Total 1400 Dues (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	9,897,986.87	9,226,950.00	671,036.87	107.3%
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>9,897,986.87</u>	<u>9,226,950.00</u>	<u>671,036.87</u>	<u>107.3%</u>
Gross Profit	<u>9,897,986.87</u>	<u>9,226,950.00</u>	<u>671,036.87</u>	<u>107.3%</u>
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>9,897,986.87</u>	<u>9,226,950.00</u>	<u>671,036.87</u>	<u>107.3%</u>
Net Income	<u><u>9,897,986.87</u></u>	<u><u>9,226,950.00</u></u>	<u><u>671,036.87</u></u>	<u><u>107.3%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through August 2022**

	1901 Operations & Strategic Sup (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	833.11	1,000.00	-166.89	83.3%
631 · Computer Service and Expense	0.00			
632 · Copying	423.87	1,800.00	-1,376.13	23.5%
639 · Dues & Commitments.	685.00	1,217.00	-532.00	56.3%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	1,969.58	2,325.00	-355.42	84.7%
781 · Printing	0.00			
786 · Promotion	2,750.00	4,125.00	-1,375.00	66.7%
788 · Staff Expense	0.00			
810 · Contract Fees	11,110.00	110,500.00	-99,390.00	10.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>17,771.56</u>	<u>120,967.00</u>	<u>-103,195.44</u>	<u>14.7%</u>
Net Ordinary Income	<u>-17,771.56</u>	<u>-120,967.00</u>	<u>103,195.44</u>	<u>14.7%</u>
Net Income	<u><u>-17,771.56</u></u>	<u><u>-120,967.00</u></u>	<u><u>103,195.44</u></u>	<u><u>14.7%</u></u>

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through August 2022

	1903 Association Relations (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	15,987.25	21,500.00	-5,512.75	74.4%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	473.98	700.00	-226.02	67.7%
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	1,070.05	2,200.00	-1,129.95	48.6%
Total Expense	<u>17,531.28</u>	<u>24,400.00</u>	<u>-6,868.72</u>	<u>71.8%</u>
Net Ordinary Income	<u>-17,531.28</u>	<u>-24,400.00</u>	<u>6,868.72</u>	<u>71.8%</u>
Net Income	<u><u>-17,531.28</u></u>	<u><u>-24,400.00</u></u>	<u><u>6,868.72</u></u>	<u><u>71.8%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1905 National Meetings (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	4,541.46	4,500.00	41.46	100.9%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	54,751.00	53,190.00	1,561.00	102.9%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	12,101.53	12,108.00	-6.47	99.9%
867 · Travel	53,311.89	53,588.00	-276.11	99.5%
Total Expense	<u>124,705.88</u>	<u>123,386.00</u>	<u>1,319.88</u>	<u>101.1%</u>
Net Ordinary Income	<u>-124,705.88</u>	<u>-123,386.00</u>	<u>-1,319.88</u>	<u>101.1%</u>
Net Income	<u><u>-124,705.88</u></u>	<u><u>-123,386.00</u></u>	<u><u>-1,319.88</u></u>	<u><u>101.1%</u></u>

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Accrual Basis

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1920 EXCOM & Director Support (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	333.41	600.00	-266.59	55.6%
620 · Building Expense	0.00			
630 · Catering/Hotel	44,135.21	70,700.00	-26,564.79	62.4%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	2,521.81	10,000.00	-7,478.19	25.2%
850 · Telephone	0.00			
860 · Conferences	8,969.79	14,355.00	-5,385.21	62.5%
867 · Travel	13,897.29	49,662.00	-35,764.71	28.0%
Total Expense	<u>69,857.51</u>	<u>145,317.00</u>	<u>-75,459.49</u>	<u>48.1%</u>
Net Ordinary Income	<u>-69,857.51</u>	<u>-145,317.00</u>	<u>75,459.49</u>	<u>48.1%</u>
Net Income	<u><u>-69,857.51</u></u>	<u><u>-145,317.00</u></u>	<u><u>75,459.49</u></u>	<u><u>48.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	1955 Public Relations (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	0.00	0.00	0.0%
788 · Staff Expense	0.00			
810 · Contract Fees	30,475.00	31,400.00	-925.00	97.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>30,475.00</u>	<u>31,400.00</u>	<u>-925.00</u>	<u>97.1%</u>
Net Ordinary Income	<u>-30,475.00</u>	<u>-31,400.00</u>	<u>925.00</u>	<u>97.1%</u>
Net Income	<u><u>-30,475.00</u></u>	<u><u>-31,400.00</u></u>	<u><u>925.00</u></u>	<u><u>97.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through August 2022

	1990 Personnel (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	1,974,111.68	2,084,000.00	-109,888.32	94.7%
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>1,974,111.68</u>	<u>2,084,000.00</u>	<u>-109,888.32</u>	<u>94.7%</u>
Net Ordinary Income	<u>-1,974,111.68</u>	<u>-2,084,000.00</u>	<u>109,888.32</u>	<u>94.7%</u>
Net Income	<u><u>-1,974,111.68</u></u>	<u><u>-2,084,000.00</u></u>	<u><u>109,888.32</u></u>	<u><u>94.7%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through August 2022

	6000 Building (1900 Operations)			
	Jan - Aug 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	57,490.24	21,339.36	36,150.88	269.4%
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>57,490.24</u>	<u>21,339.36</u>	<u>36,150.88</u>	<u>269.4%</u>
Gross Profit	57,490.24	21,339.36	36,150.88	269.4%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	122,437.02	131,865.39	-9,428.37	92.9%
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	13,983.87	17,705.00	-3,721.13	79.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>136,420.89</u>	<u>149,570.39</u>	<u>-13,149.50</u>	<u>91.2%</u>
Net Ordinary Income	<u>-78,930.65</u>	<u>-128,231.03</u>	<u>49,300.38</u>	<u>61.6%</u>
Net Income	<u><u>-78,930.65</u></u>	<u><u>-128,231.03</u></u>	<u><u>49,300.38</u></u>	<u><u>61.6%</u></u>