



PROPOSED 2023 Operating and Capital Budget

2022 Budget	2022 Projections	Primary Committee	2023 Budget
\$ (1,097,941.91)	\$ (1,019,546.00)	Legislative & Political Affairs	\$ (1,163,187.50)
\$ (338,760.00)	\$ (287,972.47)	Risk Management	\$ (361,743.75)
\$ (932,450.23)	\$ (942,188.23)	Business Technology & Communications	\$ (1,040,197.68)
\$ (564,052.56)	\$ (531,533.56)	Professional & Business Development	\$ (604,637.56)
\$ 3,554,246.44	\$ 4,640,683.24	Operations & Strategic Initiatives	\$ 3,964,880.00
\$621,041.74	\$1,859,442.98	* Net (Expense)/Income Totals *	\$ 795,113.51

LEGISLATIVE & POLITICAL AFFAIRS

2022 Approved	2022 Projections	Code					2023
PROJECTED INCOME							
\$ -							
\$ -		TOTAL PROJECTED INCOME					\$ -
PROJECTED DIRECT (EXPENSES)							
\$ (29,370.00)	\$ (24,600.00)	605	AWARDS/GIFTS				\$ (29,370.00)
\$ (9,235.00)	\$ (9,000.00)	621	REPAIRS/MAINTENANCE				\$ (9,235.00)
\$ (16,540.00)	\$ (15,000.00)	623	UTILITIES				\$ (16,540.00)
\$ (178,105.00)	\$ (174,650.00)	630	CATERING/HOTEL				\$ (207,655.00)
\$ (2,048.38)	\$ (1,500.00)	631	BUILDING				\$ (2,048.38)
\$ (750.00)	\$ (500.00)	632	COPYING				\$ (350.00)
\$ (355,990.00)	\$ (315,600.00)	639	DUES/COMMITMENTS				\$ (334,669.50)
\$ (5,060.00)	\$ (4,060.00)	640	EQUIPMENT MAINTENANCE/RENTAL				\$ (5,060.00)
\$ (12,750.08)	\$ (13,100.00)	770.1	SUPPLIES				\$ (12,750.08)
\$ (3,062.00)	\$ (1,750.00)	780	POSTAGE				\$ (3,062.00)
\$ (4,700.00)	\$ (2,000.00)	781	PRINTING				\$ (4,700.00)
\$ (64,280.00)	\$ (60,500.00)	786	PROMOTION				\$ (69,780.00)
\$ (10,000.00)	\$ (10,000.00)	787	SPEAKER				\$ (10,000.00)
\$ (2,000.00)	\$ (2,000.00)	788	STAFF EXPENSE				\$ (2,350.00)
\$ (12,394.00)	\$ (12,326.00)	790	SUBSCRIPTIONS/REFERENCE				\$ (12,513.99)
\$ (305,026.00)	\$ (302,800.00)	810	PROFESSIONAL/CONTRACT FEES				\$ (350,474.00)
\$ (7,180.00)	\$ (5,000.00)	850	TELEPHONE				\$ (7,180.00)
\$ (20,313.00)	\$ (20,360.00)	860	CONFERENCES				\$ (26,086.00)
\$ (42,800.00)	\$ (31,800.00)	867	TRAVEL/OTHER				\$ (42,660.00)
\$ (16,338.45)	\$ (13,000.00)	867.2	STAFF TRAVEL				\$ (16,703.55)
\$ (1,097,941.91)	\$ (1,019,546.00)	TOTAL DIRECT (EXPENSES)					\$ (1,163,187.50)

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L
1												
2	Code	Category	2022 Approved	2022 Projections		Rate	Item	Qty	Item	Qty	Item	2023 Total
3	GOVERNMENTAL AREA SUPPORT - 1501											
4	621	Repairs/Maintenance	\$ (600.00)	\$ (9,000.00)	General Upkeep (lights, air filters, etc.)	\$ (600.00)		1		1		\$ (600.00)
5			\$ (150.00)		Pest Control	\$ (150.00)		1		1		\$ (150.00)
6			\$ (225.00)		Elevator	\$ (225.00)		1		1		\$ (225.00)
7			\$ (550.00)		Building/General	\$ (550.00)		1		1		\$ (550.00)
8			\$ (475.00)		HVAC - AZ Control Specialist Contract	\$ (475.00)		1		1		\$ (475.00)
9			\$ (800.00)		HVAC Service Contract - O'Neil	\$ (800.00)		1		1		\$ (800.00)
10			\$ (325.00)		HVAC Miscellaneous Repairs	\$ (325.00)		1		1		\$ (325.00)
11			\$ (225.00)		Security/Fire Alarm/Extinguishers	\$ (225.00)		1		1		\$ (225.00)
12			\$ (550.00)		Exterior Repairs/Maintenance	\$ (550.00)		1		1		\$ (550.00)
13			\$ (45.00)		Security Monitoring	\$ (45.00)		1		1		\$ (45.00)
14			\$ (1,225.00)		Interior Repairs/Maintenance	\$ (1,225.00)		1		1		\$ (1,225.00)
15			\$ (2,400.00)		Janitorial/Window Cleaning	\$ (2,400.00)		1		1		\$ (2,400.00)
16			\$ (415.00)		Pictures/Furnishings	\$ (415.00)		1		1		\$ (415.00)
17			\$ (1,250.00)		Landscaping - Maintenance	\$ (1,250.00)		1		1		\$ (1,250.00)
18	623	Utilities	\$ (6,500.00)	\$ (15,000.00)	Telephone - Fire	\$ (6,500.00)		1		1		\$ (6,500.00)
19			\$ (9,275.00)		Electricity	\$ (9,275.00)		1		1		\$ (9,275.00)
20			\$ (650.00)		Sewer/Water	\$ (650.00)		1		1		\$ (650.00)
21			\$ (115.00)		Trash	\$ (115.00)		1		1		\$ (115.00)
22	630	Catering/Hotel	\$ (1,125.00)	\$ (4,500.00)	Work Group Lunches	\$ (15.00)	each	3	meetings	15	members	\$ (675.00)
23			\$ (330.00)		Legislative Committees Snacks	\$ (22.00)	each	15	meetings	1		\$ (330.00)
24			\$ (1,500.00)		Legislative Committee Thank You Lunch	\$ (1,000.00)	annual	1	meetings	1		\$ (1,000.00)
25			\$ (1,000.00)		RAPAC Trustees Thank You Lunch	\$ (750.00)	annual	1	meetings	1		\$ (750.00)
26			\$ (1,000.00)		RIMC Thank You Lunch	\$ (750.00)	annual	1	meetings	1		\$ (750.00)
27			\$ (1,000.00)		LPAC Thank You Lunch	\$ (750.00)	annual	1	meetings	1		\$ (750.00)
28	631	Computer Services & Expenses	\$ (1,500.00)	\$ (1,500.00)	Miscellaneous Computer Items	\$ (1,500.00)		1		1		\$ (1,500.00)
29			\$ (323.38)		Zoom Licenses	\$ (323.38)	annual	1		1	subscription	\$ (323.38)
30			\$ (225.00)		Adobe AcroPro	\$ (225.00)	annual	1		1	subscription	\$ (225.00)
31	632	Copying	\$ (750.00)	\$ (500.00)	Copying	\$ (350.00)	annual	1		1		\$ (350.00)
32	640	Equipment Maintenance/Rental	\$ (60.00)	\$ (4,060.00)	Postage Machine	\$ (15.00)	quarterly	1		4		\$ (60.00)
33			\$ (5,000.00)		Equipment Maintenance Rental Fees (Copier/Printer)	\$ (5,000.00)	annual	1		1		\$ (5,000.00)
34	770.1	Supplies	\$ (2,000.00)	\$ (3,500.00)	General Supplies	\$ (2,000.00)		1		1		\$ (2,000.00)
35			\$ (500.04)		Coffee (Parks & Co.)	\$ (41.67)	monthly	12		1		\$ (500.04)
36			\$ (500.04)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (41.67)	monthly	12		1		\$ (500.04)
37	780	Postage	\$ (750.00)	\$ (750.00)	Postage	\$ (750.00)	annually	1		1		\$ (750.00)
38			\$ (312.00)		UPS (Weekly Pick-Up Fees)	\$ (6.00)	week	52	weeks	1	svc chg	\$ (312.00)
39	781	Printing	\$ (1,500.00)	\$ (1,000.00)	In-house Printing	\$ (1,500.00)	annual	1		1		\$ (1,500.00)

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L	
40			\$ (700.00)		Letterhead, Envelopes & Business Cards	\$ (700.00)			1		1	\$ (700.00)	
41	788	Staff Expense	\$ -		Job Postings	\$ (350.00)			1		1	\$ (350.00)	
42	790	Subscription/References			Canva	\$ (119.99)	annually		1		1 subscription	\$ (119.99)	
43	810	Contract Fees	\$ (150.00)	\$ (1,700.00)	Paper Shredding	\$ (150.00)			1		1	\$ (150.00)	
44			\$ (216.00)		125 Plan Admin. (WageWorks) FSA	\$ (18.00)	monthly		12		1	\$ (216.00)	
45			\$ -		GoVenda	\$ (3,000.00)			1		1	\$ (3,000.00)	
46			\$ -		Swoogo	\$ (7,500.00)			1		1	\$ (7,500.00)	
47			\$ -		Allied Universal Security	\$ (167.00)	monthly		12		1	\$ (2,004.00)	
48			\$ (1,200.00)		Property Management Fees	\$ (62.00)	monthly		12		1	\$ (744.00)	
49			\$ (360.00)		ShareFile	\$ (30.00)	monthly		12		1	\$ (360.00)	
50	850	Telephone	\$ (5,500.00)	\$ (5,000.00)	Long Distance, Data Lines, Mobile, Monthly Lines, & Internet	\$ (5,500.00)			1		1	\$ (5,500.00)	
51			\$ (1,680.00)		Nextiva	\$ (140.00)	monthly		12 months		1	\$ (1,680.00)	
52	860	Conferences	\$ (108.00)	\$ (460.00)	Arizona REALTOR® Summit - Prescott - Mileage	\$ (0.63)	per mile		50 miles		4 staff	\$ (126.00)	
53			\$ (360.00)		Arizona REALTOR® Summit - Prescott - Daily Expense	\$ (65.00)	per diem		4 days		3 staff	\$ (780.00)	
54	867	Travel	\$ (800.00)	\$ (800.00)	Arizona REALTOR® Summit - Prescott - (NAR Staff) - Hotel	\$ (165.00)	night		2 nights		2 staff	\$ (660.00)	
55	867.2	Staff Travel	\$ (2,580.00)	\$ (10,000.00)	Local Association Visits - Hotel	\$ (175.00)	night		3 nights		4 staff	\$ (2,100.00)	
56			\$ (2,730.00)		Local Association Visits - Daily Expense	\$ (65.00)	per diem		14 trips		3 staff	\$ (2,730.00)	
57			\$ (8,028.45)		Local Association Visits - Mileage	\$ (0.63)	per mile		1 pool		14085 miles	\$ (8,873.55)	
58			\$ (69,562.91)	\$ (57,770.00)								\$ (80,644.00)	
59													
60					LEGISLATIVE ADVOCACY - 1510								
61	639	Dues /Commitments	\$ (1,200.00)	\$ (20,600.00)	Phoenix Chamber of Commerce	\$ (1,365.00)	annual		1		1	\$ (1,365.00)	
62			\$ (15,000.00)		Arizona Chamber of Commerce	\$ (15,000.00)	annual		1 time		1 staff	\$ (15,000.00)	
63			\$ (10,400.00)		Arizona Tax Research Association	\$ (10,400.00)	annual		1 time		1 staff	\$ (10,400.00)	
64	786	Promotion	\$ (10,000.00)	\$ (13,500.00)	Promotion Fund	\$ (15,000.00)	annual		1		1	\$ (15,000.00)	
65			\$ (780.00)		Cellular Device	\$ (65.00)	staff		12 months		1 staff	\$ (780.00)	
66			\$ (3,000.00)		FPC Ambassador and Key Contacts Program	\$ (3,000.00)	annual		1		1	\$ (3,000.00)	
67	790	Subscriptions/Reference	\$ (150.00)	\$ (12,326.00)	Phoenix Business Journal	\$ (150.00)	annual		1 year		1 subscription	\$ (150.00)	
68			\$ (4,200.00)		AZ News/Leg. Report	\$ (700.00)	annual		6 months		1 subscription	\$ (4,200.00)	
69					AZ New Service Legislative Subscription	\$ -	annual		1 copy		1 subscription	\$ -	
70			\$ (189.00)		Arizona Capitol Times/Journal Recording Publishing	\$ (189.00)	annual		1 year		1 subscription	\$ (189.00)	
71			\$ (3,588.00)		AZ News Svc/Yellow Sheets (1 annual)	\$ (299.00)	annual		12 months		1 subscription	\$ (3,588.00)	
72			\$ (132.00)		AZ Republic Digital Access	\$ (11.00)	monthly		12 months		1 subscription	\$ (132.00)	
73			\$ (3,935.00)		LOLA Access Arizona News Service	\$ (3,935.00)	annual		1		1	\$ (3,935.00)	
74			\$ (200.00)		Miscellaneous	\$ (200.00)	annual		1 time		1 time	\$ (200.00)	
75	810	Professional/Contract Fees	\$ (130,000.00)	\$ (130,000.00)	Contract Lobbyist Fees	\$ (130,000.00)	annual		1		1	\$ (130,000.00)	
76	860	Conferences	\$ (580.00)	\$ (13,500.00)	American Legislative Economic Council (ALEC) (TBD) Conference - Sponsorship	\$ (580.00)	sponsorship		1 annual		1 sponsorships	\$ (580.00)	
77			\$ (275.00)		American Legislative Economic Council (ALEC) (TBD) Conference - Airfare	\$ (275.00)	airfare		1 trip		1 staff	\$ (275.00)	
78			\$ (1,000.00)		American Legislative Economic Council (ALEC) (TBD) Conference - Hotel	\$ (250.00)	night		3 days		1 staff	\$ (750.00)	

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L	
157	ELECTION YEAR ACTIVITIES - 1580												
158	788	Staff Expense	\$ (2,000.00)	\$ (2,000.00)	Get Out The Vote Campaign	\$ (2,000.00)			1		1	staff	\$ (2,000.00)
159			\$ (2,000.00)	\$ (2,000.00)									\$ (2,000.00)
160													
161	GOVERNMENTAL COMMUNICATIONS - 1585												
162	781	Printing	\$ (2,500.00)	\$ (1,000.00)	Governmental Programs Communications (Print)	\$ (2,500.00)			1	time	1	time	\$ (2,500.00)
163	786	Promotion	\$ (10,000.00)	\$ (20,000.00)	CFA Outreach Services	\$ (10,000.00)			1	time	1	time	\$ (10,000.00)
164			\$ (4,000.00)		Governmental Programs Communications (Audio/Video)	\$ (4,000.00)			1	time	1	time	\$ (4,000.00)
165			\$ (8,000.00)		REALTOR® Party Video	\$ (8,000.00)			1	time	1	time	\$ (8,000.00)
166	810	Professional/Contract Fees	\$ (550.00)	\$ (1,250.00)	AZ News Service Trade and Professional Association	\$ (550.00)			1		1		\$ (550.00)
167			\$ (700.00)		AZ Capitol Times Book of Lobbyists	\$ (350.00)			1	time	2	ad	\$ (700.00)
168				\$ -	AZ News Service Citizen Government Directory	\$ -			1		1		\$ -
169			\$ (25,750.00)	\$ (22,250.00)									\$ (25,750.00)
170													
171	POLITICAL RESEARCH - 1596												
172	810	Professional/Contract Fees	\$ (20,000.00)	\$ (18,000.00)	Research, Policy	\$ 20,000.00			1		1	fee	\$ (20,000.00)
173			\$ (20,000.00)	\$ (18,000.00)									\$ (20,000.00)
174													
175			\$ (1,097,941.91)	\$ (1,019,546.00)	TOTAL (EXPENSE)								\$ (1,163,187.50)
176					TOTAL INCOME								\$ -
177			\$ (1,097,941.91)	\$ (1,019,546.00)	TOTAL NET (EXPENSE)/INCOME								\$ (1,163,187.50)

RISK MANAGEMENT							
2022 Approved	2022 Projections	Code					2023
PROJECTED INCOME							
\$ 28,900.00	\$ 12,000.00	440	PS ENFORCEMENT INCOME				\$ 13,350.00
\$ 1,000.00	\$ -	440	REGISTRATION FEES				\$ -
\$ 29,900.00	\$ 12,000.00	TOTAL PROJECTED INCOME					\$ 13,350.00
PROJECTED DIRECT (EXPENSES)							
\$ (400.00)	\$ (400.00)	605	AWARDS/GIFTS				\$ (540.00)
\$ (11,450.00)	\$ (7,500.00)	621	REPAIRS & MAINTENANCE				\$ (11,800.00)
\$ (10,385.00)	\$ (10,385.00)	623	UTILITIES				\$ (11,435.00)
\$ (20,380.00)	\$ (14,463.59)	630	CATERING/HOTEL				\$ (23,067.25)
\$ (2,500.00)	\$ (1,800.00)	631	COMPUTER SERVICES & EXPENSES				\$ (3,200.00)
\$ (1,000.00)	\$ (300.00)	632	COPYING				\$ (750.00)
\$ (13,095.00)	\$ (10,086.12)	640	EQUIPMENT MAINTENANCE/RENTAL				\$ (13,095.00)
\$ (4,750.00)	\$ (2,125.00)	770	SUPPLIES				\$ (4,750.00)
\$ (2,624.00)	\$ (1,210.00)	780	POSTAGE				\$ (1,664.00)
\$ (1,200.00)	\$ (400.00)	781	PRINTING				\$ (700.00)
\$ (4,500.00)	\$ (250.00)	786	PROMOTION				\$ (4,500.00)
\$ (4,000.00)	\$ (3,600.00)	787	SPEAKER FEES				\$ (5,000.00)
\$ (11,685.00)	\$ (9,912.76)	790	SUBSCRIPTIONS/REFERENCE				\$ (11,842.50)
\$ (248,686.00)	\$ (218,890.00)	810	PROFESSIONAL/CONTRACT FEES				\$ (257,830.00)
\$ (7,500.00)	\$ (6,000.00)	850	TELEPHONE				\$ (7,500.00)
\$ (15,279.00)	\$ (10,250.00)	860	CONFERENCES				\$ (8,444.00)
\$ (9,226.00)	\$ (2,400.00)	867	TRAVEL/OTHER				\$ (8,976.00)
\$ (368,660.00)	\$ (299,972.47)	TOTAL DIRECT (EXPENSES)					\$ (375,093.75)
\$ (338,760.00)	\$ (287,972.47)	TOTAL NET (EXPENSES)/INCOME					\$ (361,743.75)

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2022 Approved	2022 Projections		Rate	Item	Qty	Item	Qty	Item	2023 Total
2	RISK MANAGEMENT/TASK FORCE/WORK GROUP SUPPORT - 1601 (Dues)											
3	621	Repairs/Maintenance	\$ (650.00)	\$ (7,500.00)	General Upkeep (lights, air filters, etc.)	\$ (650.00)		1		1		\$ (650.00)
4			\$ (200.00)		Pest Control	\$ (200.00)		1		1		\$ (200.00)
5			\$ (350.00)		Elevator	\$ (350.00)		1		1		\$ (350.00)
6			\$ (800.00)		Building/General	\$ (800.00)		1		1		\$ (800.00)
7			\$ (750.00)		HVAC - AZ Control Specialist Contract	\$ (750.00)		1		1		\$ (750.00)
8			\$ (1,150.00)		HVAC Service Contract - O'Neil	\$ (1,150.00)		1		1		\$ (1,150.00)
9			\$ (500.00)		HVAC Miscellaneous Repairs	\$ (500.00)		1		1		\$ (500.00)
10			\$ (350.00)		Security/Fire Alarm/Extinguishers	\$ (350.00)		1		1		\$ (350.00)
11			\$ (850.00)		Exterior Repairs/Maintenance	\$ (850.00)		1		1		\$ (850.00)
12			\$ (50.00)		Security Monitoring	\$ (50.00)		1		1		\$ (50.00)
13			\$ (1,150.00)		Interior Repairs/Maintenance	\$ (1,150.00)		1		1		\$ (1,150.00)
14			\$ (2,500.00)		Janitorial/Window Cleaning	\$ (2,500.00)		1		1		\$ (2,500.00)
15			\$ (550.00)		Pictures/Furnishings	\$ (550.00)		1		1		\$ (550.00)
16			\$ (1,600.00)		Landscaping - Maintenance	\$ (1,600.00)		1		1		\$ (1,600.00)
17	605	Awards/Gifts	\$ (200.00)	\$ (200.00)	RMC Chair Recognition	\$ (220.00)		1		1		\$ (220.00)
18	623	Utilities	\$ (9,250.00)	\$ (10,385.00)	Electricity	\$ (10,300.00)		1		1		\$ (10,300.00)
19			\$ (950.00)		Sewer/Water	\$ (950.00)		1		1		\$ (950.00)
20			\$ (185.00)		Trash	\$ (185.00)		1		1		\$ (185.00)
21	630	Catering/Hotel	\$ (2,400.00)	\$ (1,850.00)	Group Meetings	\$ (600.00)	meal	4	times	1		\$ (2,400.00)
22	631	Computer Services & Expenses	\$ (2,500.00)	\$ (1,800.00)	Misc. Computer Expenses, Accessories & Licenses	\$ (2,500.00)		1		1		\$ (2,500.00)
23					Adobe Creative Cloud	\$ (700.00)						\$ (700.00)
24	632	Copying	\$ (1,000.00)	\$ (300.00)	Copies	\$ (750.00)		1		1		\$ (750.00)
25	640	Equipment Maintenance/Rental	\$ (95.00)	\$ (10,086.12)	Pitney Bowes Meter	\$ (95.00)		1		1		\$ (95.00)
26			\$ (13,000.00)		Copier Lease	\$ (13,000.00)		1		1		\$ (13,000.00)
27	770.1	Supplies	\$ (3,750.00)	\$ (1,900.00)	General Supplies	\$ (3,750.00)	supplies	1		1		\$ (3,750.00)
28			\$ -		Coffee (Parks & Co.)			12		1		\$ -
29			\$ -		Bottled Water/Coolers (Ready Refresh by Nestle)			12		1		\$ -
30	780	Postage	\$ (1,000.00)	\$ (800.00)	Postage	\$ (500.00)	annually	1		1		\$ (500.00)
31			\$ (624.00)		UPS (Weekly Pick-Up Fees)	\$ (12.00)	week	52	weeks	1	svc chg	\$ (624.00)
32	781	Printing	\$ (1,000.00)	\$ (300.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (500.00)		1		1		\$ (500.00)
33	786	Promotion	\$ (500.00)	\$ (250.00)	Member expenses	\$ (500.00)		1		1		\$ (500.00)
34	790	Subscriptions & Reference			Job posting	\$ (500.00)		1		1		\$ (500.00)
35	810	Contract Fees	\$ (348.00)	\$ (1,900.00)	Paper Shredding	\$ (25.00)		6		1		\$ (150.00)

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L
99	PROFESSIONAL STANDARDS TRAINING - 1610											
100	INCOME											
101	440	Registration Fees	\$ 1,000.00		Workshop Registration		registration		registrants		time	\$ -
102			\$ 1,000.00									\$ -
103												
104	EXPENSE											
105	630	Catering/Hotel	\$ (1,100.00)	\$ (10,563.59)	Workshop Room Charges (Audio/Visual, Projector, Microphones)	\$ (1,100.00)		1		1		\$ (1,100.00)
106			\$ (450.00)		Hearing Panel Chair Training (includes 19 comps, lunch & breaks)	\$ (15.00)	catering	30	meals	1		\$ (450.00)
107			\$ (13,320.00)		Workshop Breaks & Lunch (includes 200 AAR comps)	\$ (86.11)	catering	175	meals	1		\$ (15,069.25)
108	770	Supplies	\$ (500.00)	\$ -	General	\$ (500.00)		1		1		\$ (500.00)
109	787	Speaker Fees	\$ (3,000.00)	\$ (3,000.00)	PS Workshop	\$ (4,000.00)	speaker fee	1		1		\$ (4,000.00)
110	790	Subscriptions/Reference	\$ (350.00)	\$ -	NAR Materials/Code for Training Courses	\$ (350.00)	subscription	1		1		\$ (350.00)
111	810	Professional/Contract Fees	\$ (1,500.00)	\$ -	Videographer	\$ (3,000.00)		1		1		\$ (3,000.00)
112			\$ (20,220.00)	\$ (13,563.59)								\$ (24,469.25)
113												
114	ALTERNATIVE DISPUTE RESOLUTION - 1615											
115	630	Catering/Hotel	\$ (1,250.00)	\$ (1,050.00)	Mediation/Ombudsman Training	\$ (35.00)	catering	50	attendees	1	time	\$ (1,750.00)
116	787	Speaker Fees	\$ (1,000.00)	\$ (600.00)	Mediation/Ombudsman Training	\$ (1,000.00)	speaker fee	1		1		\$ (1,000.00)
117	810	Professional/Contract Fees	\$ (1,800.00)	\$ (1,680.00)	Ombudsman Insurance Policy	\$ (1,800.00)	policy	1		1		\$ (1,800.00)
118	867	Travel/Other	\$ (150.00)	\$ -	Mediator travel	\$ (150.00)	travel	1	mediations	1	time	\$ (150.00)
119			\$ (4,200.00)	\$ (3,330.00)								\$ (4,700.00)
120												
121	RISK MANAGEMENT PUBLICATIONS - 1625											
122	786	Promotion	\$ (4,000.00)	\$ -	Text Alert System (Primarily Fees)	\$ (4,000.00)		1		1		\$ (4,000.00)
123	790	Subscriptions & References			Inman News	\$ (300.00)		1		1		\$ (300.00)
124			\$ (4,000.00)	\$ -								\$ (4,300.00)
125												
126	FORMS DEVELOPMENT - 1650											
127	630	Catering/Hotel	\$ (420.00)	\$ -	Forms Workgroup Meeting	\$ (14.00)	catering	15	lunches	2	meetings	\$ (420.00)
128	810	Professional/Contract Fees	\$ (3,000.00)	\$ (1,000.00)	Translation/Copyright/Screen Reader Fees Forms	\$ (8,000.00)		1		1		\$ (8,000.00)
129			\$ (3,420.00)	\$ (1,000.00)								\$ (8,420.00)
130												
131	LEGAL HOTLINE - 1665 (Dues)											
132	781	Printing	\$ (200.00)	\$ (100.00)	Legal Hotline Letterhead	\$ (200.00)	printing	1		1		\$ (200.00)
133	810	Professional/Contract Fees	\$ (206,000.00)	\$ (201,750.00)	Legal Services	\$ (208,000.00)	fee	1	year	1		\$ (208,000.00)
134			\$ (600.00)		Other Fees (postage/copying, etc. costs)	\$ (50.00)		12	months	1		\$ (600.00)
135			\$ (206,800.00)	\$ (201,850.00)								\$ (208,800.00)
136			\$ (368,660.00)	\$ (299,972.47)	TOTAL (EXPENSE)							\$ (375,093.75)
137			\$ 29,900.00	\$ 12,000.00	TOTAL INCOME							\$ 13,350.00
138			\$ (338,760.00)	\$ (287,972.47)	TOTAL NET (EXPENSE)/INCOME							\$ (361,743.75)

BUSINESS TECHNOLOGY & COMMUNICATIONS							
2022 Approved	2022 Projections	Code					2023
PROJECTED INCOME							
\$ 84,000.00	\$ 70,000.00	433	FORMS LICENSING				\$ 84,000.00
\$ -	\$ -	440	Sponsorship Income				\$ 2,000.00
\$ 2,000.00	\$ 750.00	466	COMMUNICATIONS				\$ 1,000.00
\$ 86,000.00	\$ 70,750.00		TOTAL PROJECTED INCOME				\$ 87,000.00
PROJECTED DIRECT (EXPENSES)							
\$ (5,500.00)	\$ (1,000.00)	540	STAFF DEVELOPMENT				\$ (5,500.00)
\$ (14,750.00)	\$ (14,750.00)	621	REPAIRS/MAINTENANCE				\$ (14,750.00)
\$ (18,400.00)	\$ (15,900.00)	623	UTILITIES				\$ (16,400.00)
\$ (10,300.00)	\$ (300.00)	630	CATERING/HOTEL				\$ (10,300.00)
\$ (5,175.00)	\$ (4,402.00)	631	COMPUTER SERVICES & EXPENSES				\$ (2,525.00)
\$ (1,000.00)	\$ (1,000.00)	632	COPYING				\$ (1,000.00)
\$ (750.00)	\$ -	639	DUES & COMMITMENTS				\$ (825.00)
\$ (958.00)	\$ (2,280.00)	640	EQUIPMENT MAINTENANCE/RENTAL				\$ (2,278.00)
\$ (8,054.00)	\$ (4,690.00)	770	SUPPLIES				\$ (8,054.00)
\$ (1,080.00)	\$ (680.00)	780	POSTAGE				\$ (680.00)
\$ (18,850.00)	\$ (4,723.00)	781	PRINTING				\$ (35,420.00)
\$ (6,750.00)	\$ (5,000.00)	786	PROMOTION				\$ (13,000.00)
\$ (10,000.00)	\$ (7,500.00)	787	SPEAKER FEES				\$ (10,000.00)
\$ -	\$ -	788	STAFF EXPENSE				\$ (500.00)
\$ (2,010.00)	\$ (1,435.00)	790	SUBSCRIPTIONS/REFERENCE				\$ (1,660.00)
\$ (878,149.23)	\$ (927,083.23)	810	PROFESSIONAL/CONTRACT FEES				\$ (965,055.43)
\$ (10,500.00)	\$ (8,000.00)	850	TELEPHONE				\$ (7,920.00)
\$ (13,490.00)	\$ (9,875.00)	860	CONFERENCES				\$ (16,604.25)
\$ (12,734.00)	\$ (4,320.00)	867	TRAVEL				\$ (14,726.00)
\$ (1,018,450.23)	\$ (1,012,938.23)		TOTAL DIRECT (EXPENSES)				\$ (1,127,197.68)
\$ (932,450.23)	\$ (942,188.23)		TOTAL NET (EXPENSES)/INCOME				\$ (1,040,197.68)

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

	A	B	C	D	E	F	G	H	I	J	K	L
102	BUSINESS SERVICES DEPARTMENT - 1770											
103	INCOME											
104	433	Forms Licensing	\$ 12,000.00	\$ 70,000.00	Forms Licensing - DotLoop	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
105			\$ 12,000.00		Forms Licensing - Brokermint	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
106			\$ 12,000.00		Forms Licensing - Skyslope	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
107			\$ 12,000.00		Forms Licensing - DocuSign	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
108			\$ 12,000.00		Forms Licensing - zipForm®	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
109			\$ 12,000.00		Forms Licensing - Jointly	\$ 1,000.00	license	1	license	12	Months	\$ 12,000.00
110			\$ 12,000.00		Forms Licensing - Propy	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
111			\$ 84,000.00	\$ 70,000.00	1770 Income Total							\$ 84,000.00
112												
113	EXPENSE											
114	630	Catering/Hotel	\$ (300.00)	\$ (300.00)	Catering	\$ (300.00)	session	1	session	1	time	\$ (300.00)
115	786	Promotion	\$ -	\$ -	Promotional Expense, Includes Video promotion and training	\$ (3,000.00)	promotion	1		1		\$ (3,000.00)
116	810	Professional/Contract Fees	\$ -	\$ (621,755.00)	GoPaperless 51145 members Real Estate Digital LLC\$4.20 member		\$/Yr/Member	4	monthly	1	members	\$ -
117			\$ (349,920.00)		Forms Provider - Transaction Desk \$32,000 Monthly	\$ (0.54)	per member	12	months	55000	annual	\$ (356,400.00)
118			\$ (38,000.00)		ClickDimensions REPLACED BY HIGHER LOGIC September 2021/36mo	\$ (21,000.00)	Unlimited Emails	1	annual	1		\$ (21,000.00)
119			\$ (103,680.00)		TechHelpline billed quarterly Quarterly	\$ (1.58)	\$/Yr/Member	1	annual	55000	members	\$ (86,900.00)
120			\$ (151,200.00)		Clareity SSO	\$ (14,000.00)	month	12	months	1		\$ (168,000.00)
121					Zendesk - November	\$ (4,535.00)	Yearly	1	annual	1		\$ (4,535.00)
122					Photofy - April - Annual Contract	\$ (8,100.00)	Yearly	1	annual	1		\$ (8,100.00)
123					Breeze SPDS Disclosure Platform	\$ (6,000.00)	Month	1	annual	12		\$ (72,000.00)
124	867.2	Staff Travel	\$ (750.00)	\$ (2,430.00)	Miscellaneous Travel	\$ (750.00)	travel	1		1		\$ (750.00)
125			\$ (2,875.00)		Mileage	\$ (0.63)	miles	5000	miles	1	annual	\$ (3,150.00)
126			\$ (1,300.00)		Daily Expense	\$ (65.00)	per diem	20	days	1	staff	\$ (1,300.00)
127			\$ (900.00)		Auto Rental	\$ (225.00)	rental	4	rentals	1	staff	\$ (900.00)
128			\$ (2,300.00)		Hotel/Lodging	\$ (200.00)	night	20	nights	1	staff	\$ (4,000.00)
129			\$ (651,225.00)	\$ (624,485.00)	1770 Expense Total							\$ (730,335.00)
130			\$ (567,225.00)	\$ (554,485.00)	1770 Total Net							\$ (646,335.00)
131												

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

	A	B	C	D	E	F	G	H	I	J	K	L
132	COMMUNICATIONS - 1780											
133	INCOME											
134	466.2	Advertising Income	\$ 2,000.00	\$ 750.00	Ads (Arizona REALTORS Email Blasts The Voice, Social Media)	\$ 1,000.00		1		1		\$ 1,000.00
135			\$ 2,000.00	\$ 750.00	1780 Income Total							\$ 1,000.00
136												
137	EXPENSE											
138	540	Staff Development	\$ (2,000.00)	\$ (500.00)	Training/Seminar/Job Postings	\$ (1,500.00)		1		2	staff	\$ (3,000.00)
139	631	Computer Service & Expense	\$ (375.00)	\$ (375.00)	Zoom License/Cloud Connector (January/April)	\$ (375.00)		1		1		\$ (375.00)
140	770	Supplies	\$ (1,500.00)	\$ (1,000.00)	Miscellaneous Art Supplies	\$ (1,500.00)		1		1		\$ (1,500.00)
141			\$ (2,500.00)		Recording Studio Supplies	\$ (2,500.00)		1		1		\$ (2,500.00)
142	781	Printing	\$ (15,000.00)	\$ (4,273.00)	Promotional Materials - Member Benefits Booklets	\$ (35,000.00)		1		1		\$ (35,000.00)
143	786	Promotion	\$ (2,500.00)	\$ (2,500.00)	Contest Prizes	\$ (2,500.00)		1		1		\$ (2,500.00)
144	790	Subscriptions/Reference	\$ (600.00)	\$ (1,185.00)	Subscriptions (Inman, Canva)	\$ (1,250.00)		1		1		\$ (1,250.00)
145			\$ (325.00)		Social Media Examiner (March)	\$ -		1		1		\$ -
146			\$ (160.00)		Corel Funchal (March)	\$ (160.00)		1		1		\$ (160.00)
147			\$ (175.00)		Hootsuite (February)	\$ -		1		1		\$ -
148	810	Professional/Contract Fees	\$ (60,420.00)	\$ (88,296.00)	Website Maintenance, Hosting, Programming & Consulting	\$ (5,035.00)	monthly	12		1		\$ (60,420.00)
149			\$ (6,000.00)		Video Production	\$ (20,000.00)		1		1		\$ (20,000.00)
150			\$ (1,500.00)		Social Media Ads	\$ (3,000.00)		1		1		\$ (3,000.00)
151			\$ (2,500.00)		GroupTexting	\$ (2,500.00)		1		1		\$ (2,500.00)
152			\$ (3,500.00)		iStock Photo (January)	\$ (3,500.00)		1		1		\$ (3,500.00)
153			\$ (200.00)		Q2ID Bundle for InDesign - Markzware.com (April)	\$ (200.00)		1		1		\$ (200.00)
154			\$ (900.00)		Font Packages (March)	\$ (900.00)		1		1		\$ (900.00)
155			\$ (1,000.00)		Creative Manager Software (QuarkXPress)	\$ (1,000.00)		1		1		\$ (1,000.00)
156	860	Conferences	\$ (500.00)	\$ (850.00)	NAR Comm. Director Institute - July (Denver, CO) - Airfare	\$ (500.00)	airfare	1	time	1	staff	\$ (500.00)
157			\$ (300.00)		NAR Comm. Director Institute - July (Denver, CO) - Daily Expense	\$ (125.00)	per diem	4	days	1	staff	\$ (500.00)
158			\$ (900.00)		NAR Comm. Director Institute - July (Denver, CO) - Hotel	\$ (300.00)	night	3	nights	1	staff	\$ (900.00)
159			\$ (249.00)		NAR Comm. Director Institute - July (Denver, CO) - Registration	\$ (249.00)	registration	1	time	1	staff	\$ (249.00)
160			\$ (500.00)		NAREE Comm. Director AE Institute - March (Seattle, WA) - Airfare	\$ (500.00)	airfare	1	time	1	staff	\$ (500.00)
161					Arizona REALTORS® Summit - March (Prescott) - Hotel	\$ (165.00)	night	2	nights	1	staff	\$ (330.00)
162					Arizona REALTORS® Summit - March (Prescott) - Daily Expense	\$ (65.00)	per diem	3	days	1	staff	\$ (195.00)
163					Arizona REALTORS® Summit - March (Prescott) - Mileage	\$ (0.63)	per mile	200	miles	1	staff	\$ (126.00)
164					Arizona REALTORS® Leadership Conference - Mileage	\$ (0.63)	per mile	50	miles	1	staff	\$ (31.50)
165			\$ (300.00)		NAREE Comm. Director AE Institute - March (Seattle, WA) - Daily Expense	\$ (125.00)	per diem	4	days	1	staff	\$ (500.00)
166			\$ (900.00)		NAREE Comm. Director AE Institute - March (Seattle, WA) - Hotel	\$ (275.00)	night	3	nights	1	staff	\$ (825.00)
167			\$ (125.00)		NAREE Comm. Director AE Institute - March (Seattle, WA) - Registration	\$ (625.00)	registration	1	time	1	staff	\$ (625.00)
168			\$ (57.00)		Arizona REALTOR® Summit - Mileage	\$ -	per mile	0	miles	0	staff	\$ -
169	867.2	Staff Travel	\$ (2,000.00)	\$ (2,000.00)	Outreach Travel (Local Associations, Brokerages)	\$ (2,000.00)		1		1		\$ (2,000.00)
170			\$ (106,986.00)	\$ (100,979.00)	1780 Expense Total							\$ (145,086.50)
171			\$ (104,986.00)	\$ (100,229.00)	1780 Total Net							\$ (144,086.50)
172												

BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY

	A	B	C	D	E	F	G	H	I	J	K	L
173	DIVERSITY COMMITTEE - 1781											
174	Income											
175	440.9	Sponsorship Income	\$ -	\$ -	Sponsorships for Diversity Event	\$ 2,000.00		1		1		\$ 2,000.00
176			\$ -	\$ -		\$ 2,000.00						\$ 2,000.00
177												
178	Expense											
179	540	Staff Development	\$ (500.00)		Training/Seminars	\$ (1,000.00)		1		1		\$ (1,000.00)
180	630	Catering/Hotel	\$ (10,000.00)		DEI/Fair Housing Event	\$ (10,000.00)		1		1		\$ (10,000.00)
181	632	Copying	\$ (1,000.00)	\$ (1,000.00)	Copies	\$ (1,000.00)		1		1		\$ (1,000.00)
182	639	Dues/Commitments	\$ (525.00)		Multicultural Organization Memberships	\$ (600.00)		1		1		\$ (600.00)
183			\$ (225.00)		National Fair Housing Alliance Membership	\$ (225.00)		1		1		\$ (225.00)
184	770	Supplies	\$ (1,000.00)	\$ (750.00)	Materials/supplies for events	\$ (1,000.00)		1		1		\$ (1,000.00)
185	786	Promotion	\$ (2,500.00)	\$ (2,500.00)	Event sponsorships (local associations, diversity partners)	\$ (2,500.00)		1		1		\$ (2,500.00)
186			\$ (1,750.00)		Scholarship/Essay Contest	\$ (5,000.00)		1		1		\$ (5,000.00)
187	787	Speaker Fees	\$ (10,000.00)	\$ (7,500.00)	Diversity Committee speakers	\$ (10,000.00)		1		1		\$ (10,000.00)
188	810	Professional/Contract Fees	\$ -	\$ -	Swoogo	\$ (1,875.00)		1		1		\$ (1,875.00)
189					Govenda	\$ (1,500.00)		1		1		\$ (1,500.00)
190					Videographer	\$ (7,500.00)		1		1		\$ (7,500.00)
191	867	Travel	\$ (2,500.00)		Statewide Diversity Outreach Travel (mileage, meals)	\$ (2,500.00)		1		1		\$ (2,500.00)
192			\$ (30,000.00)	\$ (11,750.00)								\$ (44,700.00)
193												
194			\$ (1,018,450.23)	\$ (1,012,938.23)	GRAND TOTAL (EXPENSE)							\$ (1,127,197.68)
195			\$ 86,000.00	\$ 70,750.00	GRAND TOTAL INCOME							\$ 87,000.00
196			\$ (932,450.23)	\$ (942,188.23)	GRAND TOTAL NET							\$ (1,040,197.68)

PROFESSIONAL & BUSINESS DEVELOPMENT				
2022 Approved	2022 Projections	Code		2023
PROJECTED INCOME				
\$ 25,780.00	\$ 4,053.00		INCOME (Professionalism, REALTOR Institute, Ed. De	\$ 18,098.00
\$ 296,290.00	\$ 267,274.00		REGISTRATION	\$ 240,100.00
\$ 15,200.00	\$ 2,200.00		SPONSORSHIP	\$14,950.00
\$ 337,270.00	\$ 273,527.00		TOTAL PROJECTED INCOME	\$273,148.00
PROJECTED DIRECT (EXPENSES)				
\$ (2,600.00)	\$ (2,600.00)	540	STAFF DEVELOPMENT	\$ (2,600.00)
\$ (1,100.00)	\$ (750.00)	605	AWARDS/GIFTS	\$ (700.00)
\$ (9,075.00)	\$ (9,075.00)	621	REPAIRS & MAINTENANCE	\$ (9,075.00)
\$ (8,115.00)	\$ (8,115.00)	623	UTILITIES	\$ (8,115.00)
\$ (302,616.00)	\$ (287,902.00)	630	CATERING/HOTEL	\$ (312,371.00)
\$ (3,500.00)	\$ (3,500.00)	631	COMPUTER SERVICES & EXPENSES	\$ (3,500.00)
\$ (1,750.00)	\$ (1,750.00)	632	COPYING	\$ (1,750.00)
\$ (3,029.00)	\$ (3,029.00)	639	DUES/COMMITMENTS	\$ (2,700.00)
\$ (26,476.26)	\$ (26,476.26)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (26,476.26)
\$ (13,507.78)	\$ (13,307.78)	770	SUPPLIES	\$ (13,397.78)
\$ (36,996.00)	\$ (31,516.00)	780	POSTAGE	\$ (16,501.00)
\$ (11,713.00)	\$ (11,713.00)	781	PRINTING	\$ (8,794.00)
\$ (24,500.00)	\$ (23,700.00)	786	PROMOTION	\$ (26,300.00)
\$ (259,925.00)	\$ (205,025.00)	787	SPEAKER FEES	\$ (250,500.00)
\$ (163,737.00)	\$ (150,306.00)	810	PROFESSIONAL/CONTRACT FEES	\$ (161,312.00)
\$ (6,321.52)	\$ (6,321.52)	850	TELEPHONE	\$ (6,321.52)
\$ (12,564.00)	\$ (8,525.00)	860	CONFERENCES	\$ (11,905.00)
\$ (13,797.00)	\$ (11,449.00)	867	TRAVEL	\$ (15,467.00)
\$ (901,322.56)	\$ (805,060.56)		TOTAL DIRECT (EXPENSES)	\$ (877,785.56)
\$ (564,052.56)	\$ (531,533.56)		TOTAL NET (EXPENSES)/INCOME	\$ (604,637.56)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2022 Approved	2022 Projections		Rate	Item	Qty	Item	Qty	Item	2023 Total
2	PROFESSIONAL & BUSINESS DEVELOPMENT SUPPORT - 1801											
3	EXPENSE											
4	540	Staff Development	\$ (1,000.00)	\$ (1,000.00)	Staff Training	\$ (1,000.00)		1	training	1	time	\$ (1,000.00)
5	621	Repairs/Maintenance	\$ (750.00)	\$ (9,075.00)	General Upkeep (lights, air filters, etc.)	\$ (750.00)		1		1		\$ (750.00)
6			\$ (125.00)		Pest Control	\$ (125.00)		1		1		\$ (125.00)
7			\$ (200.00)		Elevator	\$ (200.00)		1		1		\$ (200.00)
8			\$ (650.00)		Building/General	\$ (650.00)		1		1		\$ (650.00)
9			\$ (650.00)		HVAC - AZ Control Specialist Contract	\$ (650.00)		1		1		\$ (650.00)
10			\$ (850.00)		HVAC Service Contract - O'Neil	\$ (850.00)		1		1		\$ (850.00)
11			\$ (275.00)		HVAC Miscellaneous Repairs	\$ (275.00)		1		1		\$ (275.00)
12			\$ (200.00)		Security/Fire Alarm/Extinguishers	\$ (200.00)		1		1		\$ (200.00)
13			\$ (450.00)		Exterior Repairs/Maintenance	\$ (450.00)		1		1		\$ (450.00)
14			\$ (75.00)		Security Monitoring	\$ (75.00)		1		1		\$ (75.00)
15			\$ (800.00)		Interior Repairs/Maintenance	\$ (800.00)		1		1		\$ (800.00)
16			\$ (2,400.00)		Janitorial/Window Cleaning	\$ (2,400.00)		1		1		\$ (2,400.00)
17			\$ (350.00)		Pictures/Furnishings	\$ (350.00)		1		1		\$ (350.00)
18			\$ (1,300.00)		Landscaping - Maintenance	\$ (1,300.00)		1		1		\$ (1,300.00)
19	623	Utilities	\$ (7,500.00)	\$ (8,115.00)	Electricity	\$ (7,500.00)		1		1		\$ (7,500.00)
20			\$ (515.00)		Sewer/Water	\$ (515.00)		1		1		\$ (515.00)
21			\$ (100.00)		Trash	\$ (100.00)		1		1		\$ (100.00)
22	630	Catering/Hotel	\$ (1,600.00)	\$ (1,600.00)	Workgroups/Committee	\$ (400.00)		4	mtgs	1	time	\$ (1,600.00)
23	631	Computer	\$ (1,000.00)	\$ (3,500.00)	Repair/Replacement	\$ (1,000.00)	annual	1	time	1	time	\$ (1,000.00)
24			\$ (1,050.00)		Zoom platform license (3)	\$ (1,050.00)	annual	1	time	1	time	\$ (1,050.00)
25			\$ (440.00)		Adobe Acro Pro	\$ (440.00)	annual	1	time	1	time	\$ (440.00)
26			\$ (1,010.00)		Adobe Creative Cloud	\$ (1,010.00)	annual	1	time	1	tme	\$ (1,010.00)
27	632	Copying	\$ -	\$ (1,750.00)	Workgroups/Conferences/Classes/General	\$ -						\$ -
28			\$ (1,750.00)	\$ -	Copying Overages	\$ (1,750.00)		1	time	1	time	\$ (1,750.00)
29	639	Dues/Commitments	\$ (495.00)	\$ (2,684.00)	eLearning Guild Membership	\$ (495.00)	annual fee	1	time	1	time	\$ (495.00)
30			\$ (399.00)		ATD membership	\$ (399.00)	annual	1	fee	1	time	\$ (399.00)
31			\$ -		Zoom License #2	\$ -	annual	1	fee	1	time	\$ -
32			\$ (264.00)		Animoto	\$ (264.00)	annual	1	fee	1	time	\$ (264.00)
33			\$ (649.00)		GoAnimate video	\$ (649.00)	annual	1	fee	1	time	\$ (649.00)
34			\$ (228.00)		Poll Everywhere	\$ -	fee	12	months	1	time	\$ -
35			\$ -		Social Media Examiner subscription	\$ -						\$ -
36			\$ (199.00)		Vimeo subscription	\$ (199.00)	annual	1	fee	1	year	\$ (199.00)
37			\$ (300.00)		Menti Meter Polling	\$ (300.00)	annual	1	fee	1	time	\$ (300.00)
38			\$ (30.00)		Trivia Maker license	\$ -	annual	1	fee	1	time	\$ -
39			\$ (120.00)		Spotify Subscription	\$ -						\$ -

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
40	640	Equipment Maintenance/Rental	\$ (28.26)	\$ (26,476.26)	Postage Machine	\$ (28.26)	annual	1	time	1	time	\$ (28.26)
41			\$ (26,448.00)		Copier & Printer Leases	\$ (2,204.00)	monthly	12	times	1	time	\$ (26,448.00)
42	770	Supplies	\$ (400.00)	\$ (3,527.78)	Area Supplies	\$ (400.00)	annual	1	time	1	time	\$ (400.00)
43			\$ (893.00)		Office Supplies (soda, water, etc)	\$ (893.00)	annual	1	time	1	time	\$ (893.00)
44			\$ (342.16)		Coffee (Parks & Co.)	\$ (342.16)	annual	1	time	1	time	\$ (342.16)
45			\$ (892.62)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (892.62)	annual	1	time	1	time	\$ (892.62)
46			\$ (600.00)		Reference and tools	\$ (600.00)		1	time	1	time	\$ (600.00)
47			\$ -		Thermal binding supplies	\$ -						\$ -
48			\$ (400.00)		Badge holders/badge stock	\$ (400.00)	annual	1	time	1	time	\$ (400.00)
49	780	Postage	\$ (1,300.00)	\$ (1,651.00)	Postage	\$ (1,300.00)	annual	1	time	1	time	\$ (1,300.00)
50			\$ (351.00)		UPS (Weekly Pick-Up Fees)	\$ (351.00)	annual	1	time	1	time	\$ (351.00)
51	781	Printing	\$ (2,000.00)	\$ (2,650.00)	Brochure/Flyers	\$ (2,000.00)		1	time	1	time	\$ (2,000.00)
52			\$ (650.00)		Business Cards/Notes, Letterhead, Envelopes	\$ (650.00)		1	time	1	time	\$ (650.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
91	REALTOR INSTITUTE - 1815											
92	INCOME											
93	467	Registration	\$ 4,830.00	\$ 35,775.00	DTC Classes - One-Day - remote class	\$ -						\$ -
94		Registration	\$ 3,115.00		Zoom - Two-Day Class	\$ 89.00	registration fee	35	students	1	classes	\$ 3,115.00
95		Registration	\$ 9,660.00		Zoom - One-Day GRI classes	\$ 59.00	registration fee	35	students	9	classes	\$ 18,585.00
96	467.1	Income	\$ 15,000.00		GRI Class Provider Per Student Fee	\$ 15.00	royalty fee	750	students	1	time	\$ 11,250.00
97	467.2	Income	\$ 500.00		Retest	\$ 25.00	retest fee	20	students	1	time	\$ 500.00
98	467.3	Income	\$ 5,400.00		Learning Library Business Plan Class Revenue Share	\$ 36.00	fee	100	students	1	time	\$ 3,600.00
99	467.4	Income	\$ 2,100.00		NAR New GRI Designee Fee	\$ 30.00	fee	70	students	1	time	\$ 2,100.00
100			\$ 40,605.00	\$ 35,775.00	1815 Income Total							\$ 39,150.00
101												
102	EXPENSE											
103	605	Awards/Gifts	\$ (150.00)	\$ (150.00)	Gift card for survey response drawing	\$ (75.00)	gift card	2	survey	1	time	\$ (150.00)
104	630	Catering/Hotel	\$ (210.00)	\$ -	DTC/DTM Class Instructor Lunch	\$ -						\$ -
105			\$ (600.00)		Workgroup/Audition Meetings	\$ (500.00)	meeting	1	meeting	1	time	\$ (500.00)
106	770	Supplies	\$ (300.00)	\$ (1,600.00)	Office supplies	\$ (300.00)		1	time	1	time	\$ (300.00)
107			\$ (400.00)		GRI pins	\$ -						\$ -
108			\$ (500.00)		Certificate paper	\$ (500.00)		1	time	1	time	\$ (500.00)
109			\$ (150.00)		Class Monitor Appreciation	\$ -						\$ -
110			\$ (250.00)		GRI Live Stream Class Prize Giftcards	\$ (5.00)	per card	50	cards	1	time	\$ (250.00)
111	780	Postage	\$ (360.00)	\$ -	DTC Class Student Workbooks	\$ -						\$ -
112	786	Promotion	\$ (15,000.00)	\$ (15,500.00)	Scholarships	\$ (15,000.00)		1	time	1	time	\$ (15,000.00)
113			\$ (500.00)		Promotional materials	\$ (500.00)		1	time	1	time	\$ (500.00)
114	787	Speaker Fees	\$ (1,500.00)	\$ (7,750.00)	DTC Instructor Fee (1 day class)	\$ -						\$ -
115			\$ (1,750.00)		Zoom Instructor Fee (2 day class)	\$ (125.00)	per hour	14	hours	1	classes	\$ (1,750.00)
116			\$ (3,000.00)		Zoom Class Instructor Fee (1 day class)	\$ (125.00)	per hour	6	hours	9	classes	\$ (6,750.00)
117			\$ (3,000.00)		GRI Designee/Education Achievement Webinars	\$ (2,000.00)	fee	1	webinar	1	time	\$ (2,000.00)
118	810	Professional/Contract Fees	\$ (1,750.00)	\$ (10,200.00)	NAR Graduate Fee	\$ (25.00)		1	time	70	designees	\$ (1,750.00)
119			\$ (1,050.00)		DTC Revenue Share	\$ -						\$ -
120			\$ (1,400.00)		Zoom Revenue Share	\$ (10.00)	share	10	classes	35	students	\$ (3,500.00)
121			\$ (3,000.00)		Online Learning Platform Annual License (Learning Library)	\$ (3,000.00)	fees	1	time	1	time	\$ (3,000.00)
122			\$ (1,000.00)		GRI Website Enhancements/Maintenance	\$ (600.00)	fees	1	time	1	time	\$ (600.00)
123			\$ (2,000.00)		Curriculum updates	\$ (2,000.00)	fees	1	time	1	time	\$ (2,000.00)
124	867.2	Staff Travel	\$ (400.00)	\$ -	Staff Travel to GRI classes	\$ -						\$ -
125			\$ (38,270.00)	\$ (35,200.00)	1815 Expense Total							\$ (38,550.00)
126			\$ 2,335.00	\$ 575.00	1815 Total Net							\$ 600.00
127												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
128	rCRMS - 1820											
129	INCOME											
130	468.1	Registration	\$ 6,230.00	\$ 20,984.00	Two-Day Class (live)	\$ -						\$ -
131			\$ 14,490.00		One-Day Classes (Live)	\$ -						\$ -
132			\$ 4,830.00		DTM One-Day Classes	\$ -						\$ -
133		Registration	\$ 9,660.00		Zoom Classes One Day	\$ 59.00	registration fee	8	classes	30	students	\$ 14,160.00
134		Registration	\$ 3,465.00		Zoom Class Two Day	\$ 89.00	registration fee	1	classes	30	students	\$ 2,670.00
135			\$ 38,675.00	\$ 20,984.00	1820 Income Total							\$ 16,830.00
136												
137	EXPENSE											
138	630	Catering/Hotel	\$ (240.00)	\$ (80.00)	Zoom 2 day class - Instructor lunches	\$ (15.00)	per lunch	2	instructors	1	times	\$ (30.00)
139	780	Postage	\$ (128.00)	\$ (90.00)	Live Locations							\$ -
140			\$ (475.00)		DTC locations							\$ -
141	770	Supplies	\$ (300.00)	\$ (370.00)	Certificate Paper/holders/pins	\$ (400.00)	pins	1	time	1	time	\$ (400.00)
142			\$ (70.00)		Zoom class activity prizes	\$ (5.00)	per card	9	classes	2	times	\$ (90.00)
143	787	Speaker Fees	\$ (3,000.00)	\$ (21,000.00)	Zoom Two Day (2 instructors)	\$ (1,500.00)	per instructor	1	class	2	instructors	\$ (3,000.00)
144			\$ (9,000.00)		One-Day (2 Instructors) (live)							\$ -
145			\$ (6,000.00)		Two-Day (2 instructors) (live)							\$ -
146			\$ (1,500.00)		DTM Class - one instructor							\$ -
147			\$ (6,000.00)		Zoom One-Day Classes (2 instructors)	\$ (750.00)	per day	8	classes	2	instructors	\$ (12,000.00)
148	810	Professional/Contract Fees	\$ (2,450.00)	\$ (3,900.00)	Zoom Class Revenue Share	\$ (10.00)	fee	9	classess	30	students	\$ (2,700.00)
149			\$ (100.00)	\$ -	Two-Day class profit share (live)							\$ -
150			\$ (1,644.00)	\$ -	One-Day class profit share (live)							\$ -
151			\$ -									\$0.00
152			\$ (30,907.00)	\$ (25,440.00)	1820 Expense Total							\$ (18,220.00)
153			\$ 7,768.00	\$ (4,456.00)	1820 Net Total							\$ (1,390.00)
154												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
155	CERTIFIED RESIDENTIAL PROPERTY MANAGEMENT CERTIFICATION - 1825											
156	INCOME											
157	472	Registration	\$ 8,280.00	\$ 21,554.00	PM Bootcamp (live)	\$ -	reg fees					\$ -
158			\$ 9,600.00		3-hour classes (live)	\$ -	reg fees					\$ -
159		Registration	\$ 5,175.00		Property Management Summit (Zoom)	\$29	reg fees	100	attendees	1	time	\$ 2,900.00
160		Registration			Property Management Summit Vendors	\$ 150.00	table fee	5	tables	1	time	\$ 750.00
161		Registration	\$ 3,450.00		Zoom PM Bootcamp class	\$69.00	reg fee	35	attendees	2	time	\$ 4,830.00
162		Registration	\$ 7,200.00		Zoom CRPM CE Classes	\$20.00	reg fee	35	students	9	classes	\$ 6,300.00
163			\$ 2,400.00		DTC C/E classes (2 class package)	\$ -						\$ -
164			\$ 800.00		DTC C/E classes (single class price)	\$ -						\$ -
165			\$ 36,905.00	\$ 21,554.00	1825 Income Total			-				\$ 14,780.00
166												
167	EXPENSE											
168	630	Catering	\$ (75.00)	\$ -	Zoom PM Bootcamp - Instructor lunch	\$ (30.00)	per class	2	classes	1	time	\$ (60.00)
169			\$ (4,000.00)		Property Management Summit (Zoom)							\$ -
170	639	Dues/Commitments	\$ (195.00)	\$ (195.00)	NARPM dues	\$ (195.00)	membership	1	fee	1	time	\$ (195.00)
171	770	Supplies	\$ (200.00)	\$ (650.00)	Pins	\$ (200.00)		1	time	1	time	\$ (200.00)
172			\$ (300.00)		Certificate paper	\$ (300.00)		1	time	1	time	\$ (300.00)
173			\$ (150.00)		Zoom Class Activity prizes	\$ (5.00)	per card	13	cards	2	time	\$ (130.00)
174	780	Postage	\$ (1,710.00)	\$ (75.00)	DTC class materials							\$ -
175			\$ (240.00)		In class locations							\$ -
176	787	Speaker Fees	\$ (4,500.00)	\$ (7,875.00)	PM Bootcamp (live)							\$ -
177			\$ (1,500.00)		Zoom PM Bootcamp	\$ (750.00)	per instructor	2	instructors	2	classes	\$ (3,000.00)
178			\$ (1,800.00)		Zoom CRPM C/E classes	\$ (450.00)	per class	1	instructors	9	classes	\$ (4,050.00)
179			\$ (4,500.00)		3-hour classes (live)							\$ -
180			\$ (400.00)		Property Management Summit	\$ (400.00)	MC speaker	1	speaker	1	time	\$ (400.00)
181			\$ (3,375.00)		DTM classes							\$ -
182	810	Professional/Contract Fees	\$ (2,000.00)	\$ (9,800.00)	Zoom CRPM C/E/Bootcamp class revenue share	\$ (10.00)	fee	35	students	9	classes	\$ (3,150.00)
183			\$ (3,600.00)		DTM Class revenue share							\$ -
184			\$ (2,244.00)	\$ -	Live 3-hour class revenue share							\$ -
185			\$ (405.00)	\$ -	PM Bootcamp revenue share (live)							\$ -
186			\$ (500.00)		Zoom PM Bootcamp Class revenue share	\$ (10.00)	fee	2	classes	35	students	\$ (700.00)
187			\$ (31,694.00)	\$ (18,595.00)	1825 Expense Total			\$ -				\$ (12,185.00)
188			\$ 5,211.00	\$ 2,959.00	1825 Total Net			-				\$ 2,595.00
189												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
190	LEADERSHIP TRAINING - 1840											
191	INCOME											
192	464	Registration	\$ 12,500.00	\$ 12,500.00	Conference Registration	\$ 150.00	registration fee	100	registrants	1	time	\$15,000.00
193		Registration	\$ 8,820.00	\$ 8,820.00	Conference Dinner Tickets	\$ 100.00	ticket fee	98	registrants	1	time	\$9,800.00
194	440.9	Sponsorship	\$ 2,200.00	\$ 2,200.00	Dinner Wine Sponsorship	\$ 2,200.00	sponsorship	1	time	1	time	\$2,200.00
195			\$ 23,520.00	\$ 23,520.00	1840 Income Total							\$27,000.00
196	EXPENSE											
197	EXPENSE											
198	630	Catering/Hotel	\$ (15,000.00)	\$ (101,405.00)	Conference audio/visual	\$ (20,000.00)		1	time	1	time	\$ (20,000.00)
199			\$ (2,400.00)		Conference dinner wine	\$ (65.00)	per bottle	20	tables	2	per table	\$ (2,600.00)
200			\$ (12,000.00)		Conference room rental	\$ (12,000.00)	fee	1	time	1	time	\$ (12,000.00)
201			\$ (3,800.00)		Conference Day 2 Continental	\$ (40.00)	breakfast	1	time	100	registrants	\$ (4,000.00)
202			\$ (12,500.00)		Conference Meal Package Day 1 (breakfast, breaks, lunch)	\$ (160.00)	meal cost	1	time	100	registrants	\$ (16,000.00)
203			\$ (6,250.00)		Conference Meal Package Day 1 (comps)	\$ (160.00)	meal cost	1	time	50	comps	\$ (8,000.00)
204			\$ (13,230.00)		Conference Installation Dinner	\$ (160.00)	dinner tickets	1	time	98	registrants	\$ (15,680.00)
205			\$ (12,150.00)		Conference Installation Dinner Comps (past pres., ExCom, guests, staff, speakers)	\$ (160.00)	dinner tickets	1	time	90	comps	\$ (14,400.00)
206			\$ (4,000.00)		Conference Reception	\$ (7,500.00)		1		1	time	\$ (7,500.00)
207			\$ (4,500.00)		LTA Module 1 (January)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
208			\$ (4,500.00)		LTA Module 2 (February)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
209			\$ (4,500.00)		LTA Module 3 (March)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
210			\$ (4,500.00)		LTA Module 4 (April)	\$ (4,500.00)	meal pkg	1		1	time	\$ (4,500.00)
211			\$ -		LTA Event at Convention	\$ -						\$ -
212			\$ (1,200.00)		LTA Room Rental, audio/visual	\$ (300.00)	fee	1	time	4	times	\$ (1,200.00)
213			\$ -		Leadership Open Workshop room rental							\$ -
214			\$ (875.00)		Leadership Open Public Speaking Class							\$ -
215	770	Supplies	\$ (300.00)	\$ (4,200.00)	Conference supplies	\$ (500.00)		1	time	1	time	\$ (500.00)
216			\$ (1,500.00)		LTA Supplies (books/activities)	\$ (1,500.00)		1	time	1	time	\$ (1,500.00)
217			\$ (2,400.00)		Conference Attendee packet/portfolio	\$ (2,500.00)		1	time	1	time	\$ (2,500.00)
218	781	Printing	\$ (400.00)	\$ (775.00)	Conference Printing/Posters	\$ (500.00)	banner	1	time	1	time	\$ (500.00)
219			\$ (375.00)		LTA student journals	\$ (15.00)	per book	1	time	25	registrants	\$ (375.00)
220	787	Speaker Fees	\$ (30,000.00)	\$ (62,300.00)	Conference Speakers	\$ (38,000.00)	fee	1	time	1	time	\$ (38,000.00)
221			\$ (6,000.00)		LTA 1: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
222			\$ (6,000.00)		LTA 2: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
223			\$ (6,000.00)		LTA 3: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
224			\$ (6,000.00)		LTA 4: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
225			\$ (600.00)		LTA Guest Speaker	\$ (3,500.00)	rate	1	speaker	1	time	\$ (3,500.00)
226			\$ (700.00)		Leadership Week speaker appreciation							\$ -
227			\$ (2,000.00)		Leadership virtual training segments (chair/president)							\$ -

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
259	INDUSTRY PARTNERS CONFERENCE - 1850											
260	INCOME											
261	471	Registration	\$ 33,375.00	\$ 20,682.00	Registration Fees	\$ 89.00	fee	300	attendees	1	time	\$ 26,700.00
262		Sponsorship	\$ 1,000.00	\$ -	Breakfast sponsor	\$ 750.00	fee	1	sponsor	1	time	\$ 750.00
263		Sponsorship	\$ 1,500.00	\$ -	Break sponsors	\$ 750.00	fee	2	breaks	1	time	\$ 1,500.00
264		Sponsorship	\$ 10,500.00	\$ -	Vendor Tables	\$ 750.00	fee	14	vendor	1	time	\$ 10,500.00
265			\$ 46,375.00	\$ 20,682.00	1850 Income Total							\$ 39,450.00
266												
267	EXPENSE											
268	630	Catering/Hotel	\$ (22,940.00)	\$ (15,097.00)	Meals, audio/visual	\$ (72.00)	F&B	315	attendees	1	time	\$ (22,680.00)
269			\$ (1,000.00)	\$ -	Audio/Visual	\$ (1,500.00)		1	pool	1	time	\$ (1,500.00)
270	786	Promotion	\$ (800.00)	\$ -	Prizes	\$ (600.00)		1	time	1	time	\$ (600.00)
271	810	Professional/Contract Fees	\$ (12,922.00)	\$ (6,384.00)	Partner Revenue Share	\$ (4,890.00)		2	shares	1	time	\$ (9,780.00)
272			\$ (2,250.00)	\$ -	Cvent Registration fees							\$ -
273			\$ (39,912.00)	\$ (21,481.00)	1850 Expense Total							\$ (34,560.00)
274			\$ 6,463.00	\$ (799.00)	1850 Total Net							\$ 4,890.00
275												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
276	PROFESSIONALISM PROGRAM OUTREACH - 1855											
277	INCOME											
278	465	Registration	\$ 7,080.00	\$ 3,196.00	StartSmart Program	\$ 259.00	registration fees	20	students	2	offerings	\$ 10,360.00
279			\$ 7,080.00	\$ 3,196.00	1855 Income Total							\$ 10,360.00
280												
281	EXPENSE											
282	605	Awards/Gifts	\$ (150.00)	\$ (150.00)	Gift card drawing	\$ (50.00)	gift card	2	survey	1	drawing	\$ (100.00)
283	770	Supplies	\$ (300.00)	\$ (700.00)	Education Achievement Certificates	\$ (200.00)	box	1	box	1	time	\$ (200.00)
284			\$ (200.00)		C2EX pins/ribbons							\$ -
285			\$ (100.00)		C2EX ribbons	\$ (1.00)	per ribbon	100	ribbons	1	time	\$ (100.00)
286			\$ (300.00)		Education Achievement and RISE banner	\$ (300.00)	banner	2	banner	1	time	\$ (600.00)
287	630	Catering	\$ (3,000.00)	\$ -	Mixer at Convention							\$ -
288	786	Promotion	\$ (800.00)	\$ (800.00)	Education Achievement, Fairhaven and C2EX facebook ads	\$ (100.00)	per ad	3	programs	3	ads	\$ (900.00)
289	810	Professional/Contract Fees	\$ (1,400.00)	\$ (1,400.00)	StartSmart Video production	\$ (375.00)	per video	10	videos	1	time	\$ (3,750.00)
290	787	Speaker Fees	\$ (3,000.00)	\$ (9,000.00)	StartSmart Micro video speaker fees	\$ (500.00)	speaker fee	10	videos	1	time	\$ (5,000.00)
291					StartSmart Session 2 Speaker fees	\$ (750.00)	speaker fee	7	segments	2	times	\$ (10,500.00)
292			\$ (6,000.00)		StartSmart Session 1/3 speaker fees	\$ (1,100.00)	speaker fee	2	sessions	2	times	\$ (4,400.00)
293			\$ (15,250.00)	\$ (12,050.00)	1855 Expense Total							\$ (25,550.00)
294			\$ (8,170.00)	\$ (8,854.00)	1855 Net							\$ (15,190.00)
295												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
296	SPRING CONFERENCE - 1860											
297	INCOME											
298	469	Registration	\$ 32,250.00	\$ 86,125.00	Registration Fees - Full early bird	\$ 129.00	registration fee	250	registrants	1	time	\$ 32,250.00
299		Registration	\$ 24,875.00		Registration - Full	\$ 159.00	full	100	registrants	1	time	\$ 15,900.00
300		Registration	\$ -		Registration Fees - Single Day	\$ 89.00	single day	100	registrants	1	time	\$ 8,900.00
301		Registration	\$ 19,000.00		Vendor tables	\$ 1,200.00	vendor table	5	tables	1	time	\$ 6,000.00
302		Registration	\$ 10,000.00		Sponsors	\$ 3,000.00	sponsorships fee	2	sponsors	1	time	\$ 6,000.00
303			\$ 86,125.00	\$ 86,125.00	1860 Income Total		\$ -					\$ 69,050.00
304												
305	EXPENSE											
306	630	Catering/Hotel	\$ (35,000.00)	\$ (157,500.00)	Audio/Visual (stage, microphones, proejctors, screens, technician	\$ (25,000.00)		1	time	1	time	\$ (25,000.00)
307			\$ (25,000.00)		Audio/Visual hybrid element	\$ (10,000.00)		1	time	1	time	\$ (10,000.00)
308			\$ (2,500.00)		Presidents Reception	\$ (2,500.00)		1	reception	1	time	\$ (2,500.00)
309			\$ (21,000.00)		Opening Reception (Wednesday)	\$ (75.00)	f&b	250	reception	1	time	\$ (18,750.00)
310			\$ (16,000.00)		Coffee snacks	\$ (40.00)	muffins/bagels	300	days	2	day	\$ (24,000.00)
311			\$ -		Reception - Day 2 (Thursday)	\$ (25.00)	drinks	200	attendees	1	day	\$ (5,000.00)
312			\$ (34,000.00)		Lunch - Day 2 (Thursday)	\$ (55.00)	lunch	325	attendees	1	day	\$ (17,875.00)
313					Lunch - Comps (Exec Com / Past Presidents)	\$ (55.00)	lunch	25	attendees	1	day	\$ (1,375.00)
314			\$ (16,800.00)		All Day Beverage Service	\$ (42.00)	beverages	325	attendees	2	day	\$ (27,300.00)
315			\$ (7,200.00)		Afternoon Break	\$ (30.00)	per person	325	attendees	2	time	\$ (19,500.00)
316	770	Supplies	\$ (750.00)	\$ (750.00)	Materials	\$ (750.00)		1	time	1	time	\$ (750.00)
317	780	Postage	\$ (14,850.00)	\$ (29,700.00)	Save the date postcard	\$ (14,850.00)	postage	1	time	1	time	\$ (14,850.00)
318			\$ (14,850.00)		Schedule/speaker postcard							\$ -
319	781	Printing	\$ (1,750.00)	\$ (8,288.00)	Flyers/Posters	\$ (1,750.00)		1	time	1	time	\$ (1,750.00)
320			\$ (3,019.00)		Save the date postcard	\$ (3,019.00)	printing	1	time	1	time	\$ (3,019.00)
321			\$ (3,019.00)		Schedule/speaker postcard							\$ -
322			\$ (500.00)		Floor Stickers	\$ (500.00)	decals	1	time	1	time	\$ (500.00)
323	786	Promotion	\$ (600.00)	\$ (2,600.00)	Contest prizes	\$ (300.00)		2	prizes	1	time	\$ (600.00)
324			\$ (2,000.00)		Facebook ads	\$ (2,000.00)		1	time	1	time	\$ (2,000.00)
325	787	Speaker Fees	\$ (18,000.00)	\$ (90,350.00)	Lunch Speaker							\$ -
326			\$ (10,000.00)		Breakout Speakers	\$ (5,000.00)		2	speakers	1	time	\$ (10,000.00)
327			\$ (50,000.00)		Keynote Speakers (opening & closing)	\$ (27,500.00)	fee	1	speakers	2	day	\$ (55,000.00)
328			\$ (10,000.00)		General Session speakers	\$ (10,000.00)	fee	1	time	1	day	\$ (10,000.00)
329			\$ (1,350.00)	\$ -	Local C/E Speakers	\$ (150.00)	per hour	3	hours	6	classes	\$ (2,700.00)
330			\$ (1,000.00)		Speaker Lodging	\$ (175.00)	per night	6	speakers	1	night	\$ (1,050.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
345	EDUCATION OUTREACH - 1870											
346	INCOME											
347	462	Registration	\$ 3,450.00	\$ 50,484.00	Live One-Day REBAC	\$ -						\$ -
348		Registration	\$ -		ZOOM One-Day REBAC Classes	\$ 69.00	registration fee	4	classes	25	students	\$ 6,900.00
349		Registration	\$ 6,900.00		DTM One-Day REBAC	\$ -						\$ -
350		Registration	\$ 3,450.00	\$ -	DTC One-Day REBAC	\$ -						\$ -
351		Registration	\$ -		Womens Conference	\$ 49.00	registration fee	100	attendees	1	time	\$ 4,900.00
352		Registration			Womens Conference Vendors	\$ 300.00	table fee	5	tables	1	time	\$ 1,500.00
353		Registration	\$ 19,800.00		ZOOM CE classes	\$ 20.00	registration fees	22	classes	40	students	\$ 17,600.00
354		Registration	\$ 15,900.00		ZOOM Two-Day REBAC	\$ 159.00	registration fee	4	classes	25	students	\$ 15,900.00
355			\$ 49,500.00	\$ 50,484.00	1870 Income Total							\$ 46,800.00
356	EXPENSE											
357	EXPENSE											
358	630	Catering/Hotel	\$ (90.00)	\$ (11,800.00)	Zoom REBAC Class - instructor lunches (2 days)							\$ -
359			\$ (3,000.00)		Trends Summit (Room Rental)	\$ (4,500.00)		1	time	1	time	\$ (4,500.00)
360			\$ (5,000.00)		Trends Summit (Catering)	\$ (5,000.00)		1	time	1	time	\$ (5,000.00)
361			\$ (1,500.00)		Womens Conference	\$ (2,500.00)		1	time	1		\$ (2,500.00)
362	770	Supplies	\$ (260.00)	\$ (260.00)	Zoom class activity prizes	\$ (5.00)	gift card	30	classes	2	times	\$ (300.00)
363	780	Postage	\$ (2,700.00)	\$ -	Class materials - DTC REBAC (1 and 2 day)							\$ -
364			\$ (32.00)		Class materials - Live REBAC (1 day classes)							\$ -
365	787	Speaker Fees	\$ (6,000.00)		Zoom REBAC One-Day Class - Instructor Fee	\$ (125.00)	per hours	4	classes	6	hours	\$ (3,000.00)
366			\$ (9,900.00)		Zoom CE classes - Instructor Fee	\$ (150.00)	per hour	22	classes	3	hours	\$ (9,900.00)
367			\$ (6,000.00)		Zoom REBAC Two-Day Class - Instructor Fee	\$ (125.00)	per hour	4	classes	12	hours	\$ (6,000.00)
368			\$ (15,000.00)		Trends Summit	\$ (15,000.00)	summit	1	days	1	time	\$ (15,000.00)
369	810	Professional/Contract Fees	\$ (6,000.00)	\$ (18,000.00)	REBAC One-Day class Royalty Fees	\$ (30.00)	fee	4	classes	25	students	\$ (3,000.00)
370			\$ (6,000.00)		REBAC Two-Day class Royalty Fees (DTC)	\$ (60.00)	fee	4	classes	25	students	\$ (6,000.00)
371			\$ (2,000.00)		Zoom Revenue Share (REBAC classes)	\$ (10.00)	fee	8	classes	25	students	\$ (2,000.00)
372			\$ (9,900.00)		Zoom CE class Revenue Share (DTM)	\$ (10.00)	fee	22	classes	40	students	\$ (8,800.00)
373			\$ (73,382.00)	\$ (30,060.00)	1870 Expense Total							\$ (66,000.00)
374			\$ (23,882.00)	\$ 20,424.00	1870 Total Net							\$ (19,200.00)
375												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
376	EDUCATION DEVELOPMENT - 1871											
377	INCOME											
378	461.1	Income	\$ 380.00	\$ 4,053.00	Online CE Affinity Partnership Share	\$ 95.00	income	4	times	1	time	\$ 380.00
379	461.2	Income	\$ 2,400.00		REBAC Affinity Partnership Income							\$ -
380		Income	\$ -		Paperless Agent	\$ 67.00	income	4	times	1	time	\$ 268.00
381			\$ 2,780.00	\$ 4,053.00	1871 Income Total							\$ 648.00
382	EXPENSE											
383	EXPENSE											
384	540	Staff Development	\$ (1,600.00)	\$ (1,600.00)	Education program webinars/training	\$ (1,600.00)		1	time	1	time	\$ (1,600.00)
385	770	Supplies	\$ (750.00)	\$ (750.00)	Resources and Supplies	\$ (750.00)	fee	1	time	1	time	\$ (750.00)
386	810	Professional/Contract Fees	\$ (3,000.00)	\$ (8,050.00)	Curriculum Development Fees	\$ (3,000.00)	fee	1	time	1	time	\$ (3,000.00)
387			\$ (1,200.00)		Curriculum Review/Revision Honorariums	\$ (400.00)	fee	3	classes	1	time	\$ (1,200.00)
388			\$ (950.00)		Contract Conversation - video/editing	\$ (225.00)	per video	2	videos	1	time	\$ (450.00)
389			\$ (2,300.00)		Education Development/Software	\$ (2,300.00)	licenses	1	time	1	time	\$ (2,300.00)
390			\$ (600.00)		Curriculum design software (ElementsPro)	\$ (600.00)	annual	1	time	1	time	\$ (600.00)
391			\$ (10,400.00)	\$ (10,400.00)	1871 Expense Total							\$ (9,900.00)
392			\$ (7,620.00)	\$ (6,347.00)	1871 Total Net							\$ (9,252.00)
393												

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L
394	INSTRUCTOR DEVELOPMENT - 1872											
395	INCOME											
396	463.2	Registration	\$ 585.00	\$ 2,690.00	Instructor Forum (3 hours)	\$ 49.00	registration fee	20	registrants	1	class	\$ 980.00
397		Registration	\$ 392.00		Instructor Skills IDW	\$ 49.00	early reg fee	15	registrants	1	class	\$ 735.00
398		Registration	\$ 1,188.00		Instructor Skills IDW - new instructor	\$ 49.00	reg fee	10	registrants	1	class	\$ 490.00
399			\$ 2,165.00	\$ 2,690.00	1872 Income Total							\$ 2,205.00
400	EXPENSE											
401	EXPENSE											
402	605	Awards/Gifts	\$ (200.00)	\$ (200.00)	Excellence in Education Award	\$ (300.00)	plaque	1	time	1	time	\$ (300.00)
403	630	Catering/Hotel	\$ (240.00)	\$ (420.00)	Instructor Skills IDW - snacks	\$ (15.00)	coffee/snacks	15	registrants	1	class	\$ (225.00)
404			\$ (180.00)		Instructor Forum - lunch	\$ (25.00)	coffee/snack	20	registrants	1	forum	\$ (500.00)
405	639	Dues/Commitments	\$ (150.00)	\$ (150.00)	REEA membership	\$ (199.00)	annual	1	membership	1	annual	\$ (199.00)
406	770	Supplies	\$ (500.00)	\$ (500.00)	Materials/Resources	\$ (500.00)	annual	1	time	1	time	\$ (500.00)
407	787	Speaker Fees	\$ (3,000.00)	\$ (4,500.00)	Instructor Skills IDW	\$ (3,000.00)	fee	1	class	1	time	\$ (3,000.00)
408			\$ (5,000.00)		Instructor Development Program (new instructors)	\$ (3,000.00)	fee	1	seminar	1	time	\$ (3,000.00)
409			\$ (300.00)		Instructor Forum	\$ (750.00)	fee	1	time	1	time	\$ (750.00)
410	810	Professional/Contract Fees	\$ (1,600.00)	\$ (1,600.00)	Scholarship to Bob Pike Bootcamp	\$ (1,800.00)	scholarship	1	instructor	1	time	\$ (1,800.00)
411	860	Conferences	\$ (1,600.00)	\$ (2,575.00)	Training Magazine Conference - Registration	\$ (1,600.00)	fee	1	webinars	1	time	\$ (1,600.00)
412			\$ (450.00)	\$ -	REEA Convention - Registration	\$ (450.00)	fee	1	registration	1	time	\$ (450.00)
413			\$ (24.00)		Instructor Forum/IDW - Mileage	\$ (15.00)	mileage	2	mileage	1	staff	\$ (30.00)
414			\$ (600.00)	\$ -	REEA Convention - Hotel	\$ (300.00)	per night	2	nights	1	staff	\$ (600.00)
415			\$ (150.00)	\$ -	REEA Convention - Daily Expense	\$ (125.00)	per day	2	days	1	staff	\$ (250.00)
416			\$ (400.00)	\$ -	REEA Convention - Airfare (Atlanta)	\$ (750.00)	airfare	1	flight	1	staff	\$ (750.00)
417			\$ (825.00)	\$ -	Training Magazine Conference - Hotel	\$ (325.00)	room	3	nights	1	staff	\$ (975.00)
418			\$ (400.00)	\$ -	Training Magazine Conference - Airfare	\$ (750.00)	flight	1	flight	1	staff	\$ (750.00)
419			\$ (150.00)	\$ -	Training Magazine Conference - Daily Expense	\$ (125.00)	per day	2	days	1	staff	\$ (250.00)
420			\$ (15,769.00)	\$ (9,945.00)	1872 Expense Total							\$ (15,929.00)
421			\$ (13,604.00)	\$ (7,255.00)	1872 Total Net							\$ (13,724.00)

PROFESSIONAL AND BUSINESS DEVELOPMENT

	A	B	C	D	E	F	G	H	I	J	K	L	
422	BROKER UNIVERSITY - 1875												
423	INCOME												
424	460.1	Registration			Broker Summit	\$ 39.00	reg fee	1	time	75	attendees	\$ 2,925.00	
425		Registration			Broker Summit Sponsors	\$ 250.00	vendor tables	4	tables	1	time	\$ 1,000.00	
426	460.1	Registration	\$ 3,540.00	\$4,464.00	Zoom BMC (package)	\$ 59.00	registration fee	2	offering	25	students	\$ 2,950.00	
427			\$ 3,540.00	\$ 4,464.00	1875 Income Total							\$ 6,875.00	
428	EXPENSE												
429	EXPENSE												
430	605	Awards/Gifts	\$ (600.00)	\$ (250.00)	Gift cards	\$ (25.00)	gift cards	6	gift cards	1	time	\$ (150.00)	
431	630	Catering/Hotel	\$ -	\$ -	Broker Summit	\$ (32.00)	lunch	80	attendees	1	time	\$ (2,560.00)	
432			\$ (36.00)		Zoom BMC - Instructor lunch	\$ (18.00)	meal	1	days	2	offerings	\$ (36.00)	
433	787	Speaker Fees	\$ (2,250.00)	\$ (2,250.00)	Zoom BMC - Speaker Fee	\$ (125.00)	per hours	9	hours	2	offering	\$ (2,250.00)	
434					Broker Summit Keynote speaker	\$ (2,500.00)	fee	1	time	1	time	\$ (2,500.00)	
435	810	Professional/Contract Fees	\$ (1,700.00)	\$ (2,800.00)	Legal Videos - Video Editing (Nikki's Nuggets & Title Talk)	\$ (225.00)	editing	16	videos	1	time	\$ (3,600.00)	
436			\$ (600.00)		Zoom BMC Revenue Share	\$ (10.00)	fee	25	students	2	offerings	\$ (500.00)	
437			\$ (5,186.00)	\$ (5,300.00)	1875 Expense Total							\$ (11,596.00)	
438			\$ (1,646.00)	\$ (836.00)	1875 Total Net							\$ (4,721.00)	
439			\$ (901,322.56)	\$ (805,060.56)	TOTAL (EXPENSE)								\$ (877,785.56)
440			\$ 337,270.00	\$ 273,527.00	TOTAL INCOME								\$ 273,148.00
441			\$ (564,052.56)	\$ (531,533.56)	TOTAL NET (EXPENSE)/INCOME								\$ (604,637.56)

OPERATIONS & STRATEGIC INITIATIVES SUMMARY				
2022 Approved	2022 Projections	Code		2023
PROJECTED INCOME				
\$ 3,500.00	\$ 12,250.00	410	INTEREST	\$ 5,000.00
\$ 32,009.04	\$ 91,860.00	415	RENTS	\$ 94,356.00
\$ 9,316,250.00	\$ 9,942,909.50	430	INCOME	\$ 9,316,250.00
\$ 300.00	\$ 1,100.00	435	LAW BOOK SALES	\$ 300.00
\$ 1,000.00	\$ 2,100.00	497	MISCELLANEOUS INCOME	\$ 1,500.00
\$ 9,353,059.04	\$ 10,050,219.50		TOTAL PROJECTED INCOME	\$ 9,417,406.00
PROJECTED DIRECT (EXPENSES)				
\$ (3,662,035.00)	\$ (3,531,653.00)	500	SALARIES/BENEFITS	\$ (3,885,247.00)
\$ (5,000.00)	\$ (4,300.00)	540	STAFF DEVELOPMENT	\$ (5,000.00)
\$ (12,950.00)	\$ (12,500.00)	605	AWARDS/GIFTS	\$ (15,700.00)
\$ (58,930.00)	\$ (49,360.00)	621	REPAIRS/MAINTENANCE	\$ (58,930.00)
\$ (67,795.00)	\$ (67,795.00)	623	UTILITIES	\$ (67,795.00)
\$ (8,000.00)	\$ (7,839.00)	624	INSURANCE	\$ (9,000.00)
\$ (71,000.00)	\$ (71,000.00)	625	DEBT RETIREMENT/TAXES	\$ (75,000.00)
\$ (104,800.00)	\$ (84,900.46)	630	CATERING/HOTEL	\$ (97,425.00)
\$ (3,100.00)	\$ (2,500.00)	631	COMPUTER SERVICES & EXPENSES	\$ (4,000.00)
\$ (2,500.00)	\$ (1,500.00)	632	COPYING	\$ (2,500.00)
\$ (61,720.00)	\$ (62,611.00)	639	DUES/COMMITMENTS	\$ (62,550.00)
\$ (7,360.00)	\$ (6,885.00)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (7,450.00)
\$ (280,500.00)	\$ (258,188.00)	690	EFT/CREDIT CARD FEES (MISCELLANEOUS)	\$ (280,850.00)
\$ (233,591.00)	\$ (233,591.00)	700	DEPRECIATION	\$ (202,471.00)
\$ (531,900.00)	\$ (531,900.00)	750	RESERVE FUNDING	\$ -
\$ (17,385.00)	\$ (9,250.00)	770	SUPPLIES	\$ (18,525.00)
\$ (3,642.00)	\$ (2,200.00)	780	POSTAGE	\$ (3,642.00)
\$ (1,200.00)	\$ (300.00)	781	PRINTING	\$ (750.00)
\$ (62,500.00)	\$ (60,000.00)	786	PROMOTION	\$ (81,850.00)
\$ (500.00)	\$ (500.00)	788	STAFF EXPENSE	\$ (1,500.00)
\$ -	\$ -	790	SUBSCRIPTIONS & REFERENCES	\$ (1,800.00)
\$ (500.00)	\$ (300.00)	804	RENTAL TAXES	\$ (500.00)
\$ (392,696.60)	\$ (252,735.00)	810	PROFESSIONAL/CONTRACT FEES	\$ (309,733.00)
\$ (10,220.00)	\$ (9,350.00)	850	TELEPHONE	\$ (12,000.00)
\$ (33,033.00)	\$ (24,196.69)	860	CONFERENCES	\$ (39,661.00)
\$ (165,955.00)	\$ (124,182.11)	867	TRAVEL (CEO/EXCOM/Officer/Other)	\$ (208,647.00)
\$ (5,798,812.60)	\$ (5,409,536.26)		TOTAL DIRECT (EXPENSES)	\$ (5,452,526.00)
\$ 3,554,246.44	\$ 4,640,683.24		TOTAL NET (EXPENSES)/INCOME	\$ 3,964,880.00

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2022 Approved	2022 Projections		Rate	Item	Qty	Item	Qty	Item	2023 Total
2	GENERAL OVERHEAD - 1000											
3	INCOME											
4	410	Interest Income	\$ 3,500.00	\$ 12,250.00	RMA - Money Market Holding Account	\$ 5,000.00	interest	1	time	1	year	\$ 5,000.00
5	435	Law book sales	\$ 300.00	\$ 1,100.00	Law Book Sales	\$ 300.00		1		1		\$ 300.00
6	497	Miscellaneous Income	\$ 1,000.00	\$ 2,100.00	Miscellaneous Income	\$ 1,500.00		1		1		\$ 1,500.00
7			\$ 4,800.00	\$ 15,450.00	1000 Income Total							\$ 6,800.00
8												
9	EXPENSE											
10	540	Staff Development	\$ (5,000.00)	\$ (4,300.00)	General Training - Workshop (CMLS Convention, etc.)/KnowBe4	\$ (5,000.00)	miscellaneous	1	time	1	time	\$ (5,000.00)
11	605	Awards/Gifts	\$ (4,500.00)	\$ (6,000.00)	Staff Recognition (Birthdays, Holiday party, etc.)	\$ (8,000.00)		1		1		\$ (8,000.00)
12			\$ (1,500.00)		Miscellaneous/Members (flowers, funerals, etc.)	\$ (1,500.00)		1		1		\$ (1,500.00)
13	631	Computer Service & Expense	\$ (2,100.00)	\$ (2,500.00)	Miscellaneous Computer Expenses & Licenses	\$ (2,500.00)		1		1		\$ (2,500.00)
14			\$ (1,000.00)		Zoom Business Licenses - 4 for Operations & 1 for Meeting Rm 4	\$ (1,500.00)		1		1		\$ (1,500.00)
15	639	Dues/Commitments	\$ -	\$ (4,110.00)	Miscellaneous (Notary Bond , etc.) - Renew in 2025	\$ (250.00)		1		1		\$ (250.00)
16			\$ (50.00)		AZ Corporation Commission (fee/letters of good standing)	\$ (50.00)		1		1		\$ (50.00)
17			\$ (50.00)		Phoenix Privilege Fee	\$ (50.00)		1		1		\$ (50.00)
18			\$ (135.00)		Costco Membership	\$ (135.00)		1		1		\$ (135.00)
19			\$ (375.00)		ASAE Dues	\$ (375.00)		1		1		\$ (375.00)
20			\$ (500.00)		Law Book Royalties	\$ (500.00)		1		1		\$ (500.00)
21			\$ (3,000.00)		Surety Bond - Renews June 2025 then June 2028	\$ -		1		1		\$ -
22	640	Equipment Maintenance/Rental	\$ (110.00)	\$ (6,885.00)	Postage Machine	\$ (200.00)		1		1		\$ (200.00)
23			\$ (7,250.00)		Copier and Printer Leases	\$ (7,250.00)		1		1		\$ (7,250.00)
24	690	EFT/Credit Card Fees (Miscellaneous)	\$ (280,000.00)	\$ (258,188.00)	NAR EFT Fees (2.45% of \$175 *53,190 members)/ Credit Card Fees + RAPAC billing	\$ (280,000.00)		1		1		\$ (280,000.00)
25			\$ -		Stop Payment Fees for Stale Dated Checks	\$ (350.00)		1		1		\$ (350.00)
26			\$ (500.00)		Stop Payment Fees, NSF Items	\$ (500.00)		1		1		\$ (500.00)
27	770	Supplies	\$ (8,500.00)	\$ (9,250.00)	General/Miscellaneous Supplies	\$ (8,500.00)		1		1		\$ (8,500.00)
28			\$ (360.00)		Coffee (Parks & Co.)	\$ (45.00)		12		1		\$ (540.00)
29			\$ (900.00)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (130.00)		12		1		\$ (1,560.00)
30			\$ (2,000.00)		Checks/1099 Forms	\$ (2,300.00)		1		1		\$ (2,300.00)
31	781	Printing	\$ (1,200.00)	\$ (300.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (750.00)		1		1		\$ (750.00)
32	788	Staff Expense	\$ (500.00)	\$ (500.00)	Line Officer Headshots	\$ (1,000.00)		1		1		\$ (1,000.00)
33			\$ -		Job Postings	\$ (500.00)		1		1		\$ (500.00)
34	790	Subscriptions & References	\$ -	\$ -	Subscriptions	\$ (150.00)		12	months	1		\$ (1,800.00)
35	810	Professional/Contract Fees	\$ (300.00)	\$ (165,500.00)	Paper Shredding	\$ (25.00)		12	months	1	time	\$ (300.00)
36			\$ (47,500.00)		Annual Audit	\$ (51,000.00)		1		1		\$ (51,000.00)
37			\$ (124,352.00)		Contracted Services for IT (Global Market Innovators previously NVision)	\$ (10,250.00)		12	months	1		\$ (123,000.00)
38			\$ (1,008.00)		125 Plan Admin. (Wage Works)	\$ (84.00)	month	12	months	1	time	\$ (1,008.00)
39			\$ (5,700.00)		QuickBooks Full Service Plan	\$ (5,700.00)	year	1		1	time	\$ (5,700.00)
40			\$ (500.00)		Basecamp Fees	\$ -		1		1		\$ -
41			\$ (411.60)		Sharefile	\$ -		12	months	1	time	\$ -
42			\$ -		GoVenda	\$ (3,300.00)		1		1		\$ (3,300.00)
43	850	Telephone	\$ (8,000.00)	\$ (9,350.00)	Long Distance, Data Lines, Mobile, Monthly Lines, & Internet	\$ (8,100.00)		1		1		\$ (8,100.00)
44			\$ (2,220.00)		Nextiva VOIP Service	\$ (325.00)	month	12		1	time	\$ (3,900.00)
45			\$ (509,521.60)	\$ (466,883.00)	1000 Expense Total							\$ (521,418.00)
46												

OPERATIONS AND STRATEGIC INITIATIVES

A	B	C	D	E	F	G	H	I	J	K	L	
47	RESERVE FUNDING - 1100											
48	EXPENSE											
49	700	Depreciation	\$ (233,591.00)	\$ (233,591.00)	2022 Capital Depreciation 3100 (based on 100% of 2021 Audit)	\$ (202,471)	depreciation	1	time	1	time	\$ (202,471.00)
50	750	Reserve Funding	\$ (531,900.00)	\$ (531,900.00)	Issues Mobilization (Realtor Party)	\$ -			members	1	time	\$ -
51			\$ -		Operating Reserve	\$ -			members		time	\$ -
52			\$ (765,491.00)	\$ (765,491.00)	1100 Total							\$ (202,471.00)
53	DUES - 1400											
54	INCOME											
55	430	Income	\$ 9,308,250.00	\$ 9,942,909.50	FPMs of 53,190 represents no increase from 2022	\$ 175.00	year	53,190	members	1	time	\$ 9,308,250.00
57												
58			\$ 8,000.00		Affiliate Dues	\$ 8,000.00		1	time	1	time	\$ 8,000.00
59			\$ 9,316,250.00	\$ 9,942,909.50	1400 Total							\$ 9,316,250.00
60	OPERATIONS SUPPORT - 1901											
61	EXPENSE											
62	630	Catering/Hotel	\$ (2,000.00)	\$ (2,000.00)	Staff Meetings/Outings	\$ (5,000.00)		1		1	staff	\$ (5,000.00)
63	632	Copying	\$ (2,500.00)	\$ (1,500.00)	Operations Copies	\$ (2,500.00)	annually	1	time	1	time	\$ (2,500.00)
64	639	Dues/Commitments	\$ (4,000.00)	\$ (3,750.00)	CEO State Bar Dues/CLE Fees/ACC	\$ (4,000.00)	annually	1	time	2	staff	\$ (8,000.00)
65			\$ (420.00)		Arizona's Finest Lawyers Dues	\$ -	annually	1	time	1	CEO	\$ -
66	780	Postage	\$ (442.00)	\$ (2,200.00)	UPS (weekly pick-up fee)	\$ (8.50)	week	52	weeks	1	svc chg	\$ (442.00)
67			\$ (3,200.00)		Postage (all programs and general office)	\$ (3,200.00)	annually	1	time	1	time	\$ (3,200.00)
68	786	Promotion	\$ (10,000.00)	\$ (15,000.00)	Association Events/Incentives	\$ (10,000.00)	fee	1	time	1	time	\$ (10,000.00)
69					ASU Mentor Partnership	\$ (750.00)		1		1		\$ (750.00)
70			\$ (2,500.00)		Promotional Items	\$ (2,500.00)	annually	1	time	1	time	\$ (2,500.00)
71			\$ (5,000.00)		Sponsorships	\$ (7,500.00)		1	time	1	time	\$ (7,500.00)
72			\$ -		Broker Lunch Sponsorship	\$ (1,000.00)	quarterly	4	time	1	time	\$ (4,000.00)
73	810	Professional/Contrcts	\$ (5,000.00)	\$ (5,000.00)	Outside Legal	\$ (5,000.00)	annually	1	time	1	time	\$ (5,000.00)
74			\$ (30,500.00)		Membership Needs Assesment/Survey & NAR International Survey	\$ -	annually	1	time	1	time	\$ -
75			\$ (75,000.00)		Search/CEO Transition Expenses	\$ -	annually	1	time	1	time	\$ -
76	867.2	Staff Travel	\$ (1,050.00)	\$ (1,000.00)	In-state Travel	\$ (1,050.00)	travel	1	time	1	staff	\$ (1,050.00)
77			\$ (141,612.00)	\$ (30,450.00)	1901 Total							\$ (49,942.00)
78	ASSOCIATION RELATIONS - 1903											
79	EXPENSE											
80	630	Catering/Hotel	\$ (6,000.00)	\$ (19,786.00)	AE Workshop - Catering	\$ (6,000.00)	breakfast/dinner	1	time	1	workshop	\$ (6,000.00)
81			\$ (2,000.00)		AE Lunches/Breakfasts at AAR Meetings	\$ (1,000.00)	lunch	2	lunches	1	time	\$ (2,000.00)
82			\$ (4,000.00)		AEI State Night Out Dinner	\$ (4,000.00)	dinner	1	time	1	dinner	\$ (4,000.00)
83			\$ (6,500.00)		Past Presidents Dinner	\$ (6,500.00)		1		1		\$ (6,500.00)
84			\$ (3,000.00)		NAR Leadership Summit Night Out	\$ (3,000.00)	dinner	1	time	1	dinner	\$ (3,000.00)
85	786	Promotion	\$ (5,000.00)	\$ (5,000.00)	Association Relations/Promotion/Line Officer Hosting	\$ (5,000.00)		1		1		\$ (5,000.00)
86	867.2	Staff Travel	\$ (900.00)	\$ (3,500.00)	AE Workshop - AAR Staff Hotel	\$ (150.00)	night	1	nights	6	staff	\$ (900.00)
87			\$ (900.00)		AE Workshop - AAR Staff Mileage (Senior VPs)	\$ (150.00)		1	time	6	staff	\$ (900.00)
88			\$ (2,000.00)		Office/Staff to Association Events	\$ (2,000.00)		1		1		\$ (2,000.00)
89			\$ (30,300.00)	\$ (28,286.00)	1903 Total							\$ (30,300.00)
90												
91												
92												
93												

OPERATIONS AND STRATEGIC INITIATIVES

A	B	C	D	E	F	G	H	I	J	K	L	
94	NATIONAL MEETINGS - 1905											
95	EXPENSE											
96	630	Catering/Hotel	\$ (4,500.00)	\$ (4,541.46)	AZ Reception at Region XI Conference (Las Vegas, NV)	\$ (175.00)	attendees	35	each	1	event	\$ (6,125.00)
97	639	Dues/Commitments	\$ (53,190.00)	\$ (54,751.00)	Region XI dues	\$ (1.00)		53190	members	1	time	\$ (53,190.00)
98	860	Conferences	\$ (1,768.00)	\$ (15,914.69)	Operations Staff - NAR AEI - March (Seattle, WA) - Hotel	\$ (275.00)	night	4	nights	3	staff	\$ (3,300.00)
99			\$ (1,500.00)		Operations Staff - NAR AEI - March (Seattle, WA) - Daily Expense	\$ (125.00)	per diem	5	days	3	staff	\$ (1,875.00)
100			\$ (850.00)		Operations Staff - NAR AEI - March (Seattle, WA) - Airfare	\$ (425.00)	airfare	1	traveler	3	staff	\$ (1,275.00)
101			\$ (1,190.00)		Operations Staff - NAR AEI - March (Seattle, WA) - Registration	\$ (625.00)	registration	1	registration	3	staff	\$ (1,875.00)
102			\$ (3,200.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	5	nights	3	staff	\$ (5,250.00)
103			\$ (2,400.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (125.00)	per diem	6	days	3	staff	\$ (2,250.00)
104			\$ (1,200.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	1	traveler	3	staff	\$ (2,250.00)
105			\$ (2,200.00)		Operations Staff - NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	4	nights	2	staff	\$ (2,200.00)
106			\$ (1,500.00)		Operations Staff - NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (125.00)	per diem	5	days	2	staff	\$ (1,250.00)
107			\$ (850.00)		Operations Staff - NAR EXPO - November (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	2	staff	\$ (1,000.00)
108			\$ (1,050.00)		Operations Staff - NAR EXPO - November (Las Vegas, NV) - Registration	\$ (525.00)	registration	1	registration	2	staff	\$ (1,050.00)
109	867	Travel	\$ (1,000.00)	\$ (71,917.11)	Airfare Increase Pool - National Travel	\$ (1,000.00)	miscellaneous	1	pool	1	pool	\$ (1,000.00)
110			\$ (884.00)		AE Institute - March (Seattle, WA) - Hotel	\$ (275.00)	night	4	nights	1	CEO	\$ (1,100.00)
111			\$ (750.00)		AE Institute - March (Seattle, WA) - Daily Expense	\$ (125.00)	per diem	5	days	1	CEO	\$ (625.00)
112			\$ (425.00)		AE Institute - March (Seattle, WA) - Airfare	\$ (425.00)	airfare	1	traveler	1	CEO	\$ (425.00)
113			\$ (595.00)		AE Institute - March (Seattle, WA) - Registration	\$ (625.00)	registration	1	time	1	CEO	\$ (625.00)
114			\$ (400.00)		Meeting with NAR CEO - Daily Expense	\$ (125.00)	per diem	2	days	1	CEO	\$ (250.00)
115			\$ (560.00)		Region XI Conference - April (Las Vegas, NV) - Hotel	\$ (275.00)	night	2	nights	1	CEO	\$ (550.00)
116			\$ (450.00)		Region XI Conference - April (Las Vegas, NV) - Daily Expense	\$ (125.00)	per diem	3	days	1	CEO	\$ (375.00)
117			\$ (250.00)		Region XI Conference - April (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	1	CEO	\$ (500.00)
118			\$ (2,240.00)		NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	CEO	\$ (2,450.00)
119			\$ (1,600.00)		NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (125.00)	per diem	8	days	1	CEO	\$ (1,000.00)
120			\$ (1,200.00)		NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	CEO	\$ (1,500.00)
121			\$ (700.00)		State AE Meeting - June - Hotel	\$ (350.00)	night	2	nights	1	CEO	\$ (700.00)
122			\$ (300.00)		State AE Meeting - June - Daily Expense	\$ (150.00)	per diem	2	days	1	CEO	\$ (300.00)
123			\$ (600.00)		State AE Meeting - June - Airfare	\$ (600.00)	airfare	1	traveler	1	CEO	\$ (600.00)
124			\$ (250.00)		State AE Meeting - June - Registration	\$ (250.00)	registration	1	time	1	CEO	\$ (250.00)
125			\$ (450.00)		NAR Leadership Summit - August (Chicago) - Daily Expense	\$ (125.00)	per diem	3	days	1	CEO	\$ (375.00)
126			\$ (475.00)		NAR Leadership Summit - August (Chicago) - Airfare	\$ (750.00)	airfare	1	traveler	1	CEO	\$ (750.00)
127			\$ (1,650.00)		NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	6	nights	1	CEO	\$ (1,650.00)
128			\$ (900.00)		NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (125.00)	per diem	6	days	1	CEO	\$ (750.00)
129			\$ (850.00)		NAR EXPO - November (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	2	travelers	1	CEO	\$ (1,000.00)
130			\$ (525.00)		NAR EXPO - November (Las Vegas, NV) - Registration	\$ (525.00)	registration	1	time	1	CEO	\$ (525.00)
131			\$ (1,500.00)		President - Misc. (registration fees, function tickets, etc.)	\$ (1,500.00)	miscellaneous	1	pool	1	Pres	\$ (1,500.00)
132			\$ (560.00)		President - Region XI Conf. - April (Las Vegas, NV) - Hotel	\$ (275.00)	night	2	nights	1	Pres	\$ (550.00)
133			\$ (450.00)		President - Region XI Conf. - April (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres	\$ (450.00)
134			\$ (250.00)		President - Region XI Conf. - April (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	1	Pres	\$ (500.00)
135			\$ (2,240.00)		President - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	Pres	\$ (2,450.00)
136			\$ (1,600.00)		President - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	Pres	\$ (1,200.00)
137			\$ (1,200.00)		President - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	Pres	\$ (1,500.00)
138			\$ (1,650.00)		President - NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	6	nights	1	Pres	\$ (1,650.00)
139			\$ (900.00)		President - NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	6	days	1	Pres	\$ (900.00)
140			\$ (850.00)		President - NAR EXPO - November (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	2	travelers	1	Pres	\$ (1,000.00)
141			\$ (1,200.00)		President-elect - Misc. (registration fees, function tickets, etc.)	\$ (1,200.00)	miscellaneous	1	pool	1	Pres-elect	\$ (1,200.00)

OPERATIONS AND STRATEGIC INITIATIVES

A	B	C	D	E	F	G	H	I	J	K	L
142		\$ (560.00)		President-elect - Region XI Conf. - April (Las Vegas, NV) - Hotel	\$ (275.00)	night	2	nights	1	Pres-elect	\$ (550.00)
143		\$ (450.00)		President-elect - Region XI Conf. - April (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres-elect	\$ (450.00)
144		\$ (250.00)		President-elect - Region XI Conf. - April (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	1	Pres-elect	\$ (500.00)
145		\$ (2,240.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	Pres-elect	\$ (2,450.00)
146		\$ (1,600.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	Pres-elect	\$ (1,200.00)
147		\$ (1,200.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	Pres-elect	\$ (1,500.00)
148		\$ (450.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres-elect	\$ (450.00)
149		\$ (475.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Airfare	\$ (750.00)	airfare	1	traveler	1	Pres-elect	\$ (750.00)
150		\$ (1,650.00)		President-elect - NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	6	nights	1	Pres-elect	\$ (1,650.00)
151		\$ (900.00)		President-elect - NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	6	days	1	Pres-elect	\$ (900.00)
152		\$ (850.00)		President-elect - NAR EXPO - Nobember (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	2	travelers	1	Pres-elect	\$ (1,000.00)
153		\$ (1,200.00)		First VP - Misc. (registration fees & function tickets)	\$ (1,200.00)	miscellaneous	1	pool	1	First VP	\$ (1,200.00)
154		\$ (560.00)		First VP - Region XI Conference - April (Las Vegas, NV) - Hotel	\$ (275.00)	night	2	nights	1	First VP	\$ (550.00)
155		\$ (450.00)		First VP - Region XI Conference - April (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	3	days	1	First VP	\$ (450.00)
156		\$ (250.00)		First VP - Region XI Conference - April (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	1	First VP	\$ (500.00)
157		\$ (2,240.00)		First VP - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	First VP	\$ (2,450.00)
158		\$ (1,600.00)		First VP - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	First VP	\$ (1,200.00)
159		\$ (1,200.00)		First VP - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	First VP	\$ (1,500.00)
160		\$ (1,650.00)		First VP - NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	6	nights	1	First VP	\$ (1,650.00)
161		\$ (900.00)		First VP - NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	6	days	1	First VP	\$ (900.00)
162		\$ (850.00)		First VP - NAR EXPO - November (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	2	travelers	1	First VP	\$ (1,000.00)
163		\$ (1,200.00)		Treasurer - Misc. (registration fees & function tickets)	\$ (1,200.00)	miscellaneous	1	pool	1	Treasurer	\$ (1,200.00)
164		\$ (560.00)		Treasurer - Region XI Conference - April (Las Vegas, NV) - Hotel	\$ (275.00)	night	2	nights	1	Treasurer	\$ (550.00)
165		\$ (450.00)		Treasurer - Region XI Conference - April (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	3	days	1	Treasurer	\$ (450.00)
166		\$ (250.00)		Treasurer - Region XI Conference - April (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	1	Treasurer	\$ (500.00)
167		\$ (2,240.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	Treasurer	\$ (2,450.00)
168		\$ (1,600.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	Treasurer	\$ (1,200.00)
169		\$ (1,200.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	Treasurer	\$ (1,500.00)
170		\$ (1,650.00)		Treasurer - NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	6	nights	1	Treasurer	\$ (1,650.00)
171		\$ (900.00)		Treasurer - NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	6	days	1	Treasurer	\$ (900.00)
172		\$ (850.00)		Treasurer - NAR EXPO - November (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	2	travelers	1	Treasurer	\$ (1,000.00)
173		\$ (560.00)		Immediate Past President - Region XI Conference - April (Las Vegas, NV) - Hotel	\$ (280.00)	night	2	nights	1	Past Pres	\$ (560.00)
174		\$ (450.00)		Immediate Past President - Region XI Conference - April (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	3	days	1	Past Pres	\$ (450.00)
175		\$ (250.00)		Immediate Past President - Region XI Conference - April (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	1	Past Pres	\$ (500.00)
176		\$ (2,240.00)		Immediate Past President - NAR Legislative - May (Washington D.C.) - Hotel	\$ (350.00)	night	7	nights	1	Past Pres	\$ (2,450.00)
177		\$ (1,600.00)		Immediate Past President - NAR Legislative - May (Washington D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	Past Pres	\$ (1,200.00)
178		\$ (600.00)		Immediate Past President - NAR Legislative - May (Washington D.C.) - Airfare	\$ (750.00)	airfare	1	traveler	1	Past Pres	\$ (750.00)
179		\$ (1,650.00)		Immediate Past President - NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	6	nights	1	Past Pres	\$ (1,650.00)
180		\$ (900.00)		Immediate Past President - NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (150.00)	per diem	6	days	1	Past Pres	\$ (900.00)
181		\$ (425.00)		Immediate Past President - NAR EXPO - November (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	1	Past Pres	\$ (500.00)
182		\$ (525.00)		Immediate Past President - NAR EXPO - November (Las Vegas, NV) - Registration	\$ (525.00)	registration	1	time	1	Past Pres	\$ (525.00)
183		\$ (2,240.00)		NAR Directors - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	7	Director	\$ (17,150.00)
184		\$ (1,600.00)		NAR Directors - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (125.00)	per diem	8	days	7	Director	\$ (7,000.00)
185		\$ (600.00)		NAR Directors - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	1	traveler	7	Director	\$ (5,250.00)
186		\$ (1,650.00)		NAR Directors - NAR EXPO - November (Las Vegas, NV) - Hotel	\$ (275.00)	night	6	nights	7	Director	\$ (11,550.00)
187		\$ (900.00)		NAR Directors - NAR EXPO - November (Las Vegas, NV) - Daily Expense	\$ (125.00)	per diem	6	days	7	Director	\$ (5,250.00)
188		\$ (425.00)		NAR Directors - NAR EXPO - November (Las Vegas, NV) - Airfare	\$ (500.00)	airfare	1	traveler	7	Director	\$ (3,500.00)
189		\$ (525.00)		NAR Directors - NAR EXPO - November (Las Vegas, NV) - Registration	\$ (525.00)	registration	1	time	7	Director	\$ (3,675.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L	
195	EXECUTIVE COMMITTEE SUPPORT - 1920												
196	EXPENSE												
197	605	Awards/Gifts	\$ (200.00)	\$ (6,500.00)	Permanent Plaque Plates	\$ (200.00)			1		1	\$ (200.00)	
198			\$ (1,500.00)		DSA & Vision Award	\$ (750.00)			1		1	\$ (750.00)	
199			\$ (2,500.00)		President's Gift/Plaque	\$ (2,500.00)			1		1	\$ (2,500.00)	
200			\$ (100.00)		President-elect's Gavel	\$ (100.00)			1		1	\$ (100.00)	
201			\$ (150.00)		President's Scrapbook	\$ (150.00)			1		1	\$ (150.00)	
202			\$ (2,500.00)		EXCOM Member Recognition	\$ (2,500.00)			1		1	\$ (2,500.00)	
203	630	Catering/Hotel	\$ (2,200.00)	\$ (58,573.00)	Planning Session - April - Sedona - (Audio/Visual, Room Rental, Internet)	\$ (2,200.00)			1		1	\$ (2,200.00)	
204			\$ (600.00)		Planning Session - April - Sedona - (Resort Charge)	\$ (600.00)			1		1	\$ (600.00)	
205			\$ (12,000.00)		Planning Session - April - Sedona - (Meals)	\$ (10,000.00)			1		1	\$ (10,000.00)	
206			\$ (4,000.00)		Planning Session Deposits	\$ (4,000.00)			1		1	\$ (4,000.00)	
207			\$ (6,000.00)		Governance Meetings - March (Audio/Visual, Room Rental, Internet)	\$ (6,000.00)			1		1	\$ (6,000.00)	
208			\$ (45,000.00)		Governance Meetings - March (Meals)	\$ (35,000.00)			1		1	\$ (35,000.00)	
209			\$ (2,500.00)		ExCom Meeting - Lunches	\$ (500.00)			5 meetings		1	\$ (2,500.00)	
210			\$ (4,500.00)		ExCom Thank You Dinner - October (Leadership Conference)	\$ (4,500.00)			1		1	\$ (4,500.00)	
211	770	Supplies	\$ (5,625.00)	\$ -	Swanepoel Reports/Meeting Materials	\$ (225.00)			25	books	1	time	\$ (5,625.00)
212	810	Professional/Contract Fees	\$ (10,000.00)	\$ (2,521.00)	National Facilitator Planning Session April	\$ (10,000.00)	fee		1	time	1	facilitator	\$ (10,000.00)
213	860	Conferences	\$ (963.00)	\$ (8,282.00)	Operations Staff - Arizona REALTOR® Convention/Summit - Prescott - Hotel	\$ (165.00)	night		3	nights	6	staff	\$ (2,970.00)
214			\$ (200.00)		Operations Staff - Arizona REALTOR® Convention/Summit - Prescott - Daily Expense	\$ (50.00)	per diem		2	days	6	staff	\$ (600.00)
215			\$ (80.00)		Operations Staff - Arizona REALTOR® Convention/Summit - Prescott - Mileage	\$ (100.00)	day		1	day	6	staff	\$ (600.00)
216			\$ (2,312.00)		Arizona REALTORS® Staff - Planning Session - April - Sedona - Hotel	\$ (325.00)	night		1	night	10	staff	\$ (3,250.00)
217			\$ (800.00)		Arizona REALTORS® Staff - Planning Session - April - Sedona - Daily Expense	\$ (50.00)	per diem		2	days	10	staff	\$ (1,000.00)
218			\$ (1,000.00)		Arizona REALTORS® Staff - Planning Session - April - Sedona - Mileage	\$ (130.00)	day		1	day	10	staff	\$ (1,300.00)
219			\$ (510.00)		Operations Staff - Leadership Conference - October - Hotel	\$ (239.00)	night		2	nights	2	staff	\$ (956.00)
220			\$ (300.00)		Operations Staff - Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3	days	2	staff	\$ (300.00)
221			\$ (160.00)		Operations Staff - Leadership Conference - October - Mileage	\$ (40.00)	day		2	mileage	2	staff	\$ (160.00)
222			\$ (9,000.00)		Governance Meetings - March - Prescott - Hotel	\$ (165.00)	night		2	nights	15	members	\$ (4,950.00)
223	867	Travel	\$ (963.00)	\$ (46,015.00)	Arizona REALTOR® Convention/Summit - Prescott - Hotel	\$ (165.00)	night		3	nights	1	CEO	\$ (495.00)
224			\$ (200.00)		Arizona REALTOR® Convention/Summit - Prescott - Daily Expense	\$ (50.00)	per diem		4	days	1	CEO	\$ (200.00)
225			\$ (40.00)		Arizona REALTOR® Convention/Summit - Prescott - Mileage	\$ (100.00)	day		1	mileage	1	CEO	\$ (100.00)
226			\$ (510.00)		Leadership Conference - October - Hotel	\$ (289.00)	night		2	nights	1	CEO	\$ (578.00)
227			\$ (150.00)		Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3	days	1	CEO	\$ (150.00)
228			\$ (40.00)		Leadership Conference - October - Mileage	\$ (40.00)	day		1	mileage	1	CEO	\$ (40.00)
229			\$ (1,500.00)		CEO Outreach Travel	\$ (1,500.00)	misc expense		1	pool	1	CEO	\$ (1,500.00)
230			\$ (10,593.00)		Arizona REALTOR® Convention/Summit - Prescott - Hotel	\$ (165.00)	night		3	nights	11	members	\$ (5,445.00)
231			\$ (2,200.00)		Arizona REALTOR® Convention/Summit - Prescott - Daily Expense	\$ (50.00)	per diem		4	days	11	members	\$ (2,200.00)
232			\$ (7,062.00)		Leadership Conference - October - Hotel	\$ (264.00)	night		2	nights	11	members	\$ (5,808.00)
233			\$ (1,650.00)		Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3	days	11	members	\$ (1,650.00)
234			\$ (8,550.00)		Mileage Pool for all ExCom Meetings and Conferences	\$ (0.63)	mile	1000		miles	15	members	\$ (9,375.00)
235			\$ (3,852.00)		Arizona REALTOR® Convention/Summit - Prescott - Hotel	\$ (165.00)	night		3	nights	4	officers	\$ (1,980.00)
236			\$ (800.00)		Arizona REALTOR® Convention/Summit - Prescott - Daily Expense	\$ (50.00)	per diem		4	days	4	officers	\$ (800.00)
237			\$ (2,568.00)		Leadership Conference - October - Hotel	\$ (296.50)	night		2	nights	4	officers	\$ (2,372.00)
238			\$ (600.00)		Leadership Conference - October - Daily Expense	\$ (50.00)	per diem		3	days	4	officers	\$ (600.00)
239			\$ (8,000.00)		Line Officers - Local Association Visits - Mileage	\$ (8,000.00)	mileage pool		1	pool	1	pool	\$ (8,000.00)
240			\$ (9,000.00)		Line Officers - In State Travel - Hotel	\$ (175.00)	night		15	nights	4	officers	\$ (10,500.00)
241			\$ (2,000.00)		Treasurer-Elect In State Travel	\$ (2,000.00)	time		1		1	officers	\$ (2,000.00)
242			\$ (2,500.00)		Line Officers - Retreat	\$ (2,500.00)	day		1	day	1	day	\$ (2,500.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L	
248	CONSUMER OUTREACH - 1955												
249	EXPENSE												
250	786	Promotion	\$ (20,000.00)	\$ (40,000.00)	Community Involvement/Community Service Awards (October)	\$ (20,000.00)			1		1	\$ (20,000.00)	
251			\$ (20,000.00)		Homeless Initiative	\$ (20,000.00)			1		1	\$ (20,000.00)	
252			\$ -		Cardinals Ad/Adopt A Highway	\$ (12,100.00)			1		1	\$ (12,100.00)	
253	810	Professional/Contract Fees	\$ (5,000.00)	\$ (62,100.00)	Spokesperson Training - Officers	\$ (5,000.00)			1		1	\$ (5,000.00)	
254			\$ (39,600.00)		Public Relations - Firm Retainer	\$ (39,600.00)			1		1	\$ (39,600.00)	
255			\$ (25,000.00)		Public Relations - Annual Special Project	\$ (25,000.00)			1		1	\$ (25,000.00)	
256			\$ (1,350.00)		Public Relations - Media Monitoring and Clips	\$ (1,350.00)			1		1	\$ (1,350.00)	
257	867	Travel/Other	\$ (2,500.00)	\$ (1,750.00)	Miscellaneous Travel (Officers)	\$ (2,500.00)			1		1	\$ (2,500.00)	
258			\$ (113,450.00)	\$ (103,850.00)	1955 Total							\$ (125,550.00)	
259	PERSONNEL - 1990												
260	EXPENSE												
261													
262	501	Salaries/Benefits	\$ (2,900,000.00)	\$ (3,531,653.00)	Salaries (28)	\$ (3,065,932.00)	salaries		1	time	1	time	\$ (3,065,932.00)
263	503	Payroll Taxes	\$ (229,850.00)		Payroll Taxes/Fees	\$ (245,632.00)	taxes		1	time	1	time	\$ (245,632.00)
264	510	Group Medical/Dental/Life Ins.	\$ (289,580.00)		Insurance	\$ (309,059.00)	fee		1	time	1	time	\$ (309,059.00)
265	525	Workers Comp Ins.	\$ (10,350.00)		Workers Compensation	\$ (10,350.00)	fee		1	time	1	time	\$ (10,350.00)
266	530	Pension Plan Contributions	\$ (225,255.00)		401K	\$ (245,274.00)	contributions		1	time	1	time	\$ (245,274.00)
267	531	Pension Plan Admin	\$ (3,000.00)		TPA	\$ (3,000.00)	fee		1	time	1	time	\$ (3,000.00)
268	535	Payroll Fees/Expenditures	\$ (4,000.00)		Payroll Fees	\$ (6,000.00)	fee		1	time	1	time	\$ (6,000.00)
269			\$ (3,662,035.00)	\$ (3,531,653.00)	1990 Total							\$ (3,885,247.00)	
270	BUILDING - 6000												
271	INCOME												
272													
273	415		\$ 12,974.04	\$ 91,860.00	Dr. Sun (from January 1, 2023 to December 31, 2023)	\$ 1,383.00	month		12	months	1	\$ 16,596.00	
274			\$ 19,035.00		Prileo Healthcare (January 1, 2023 - December 31, 2023)	\$ 1,586.25	month		12	months	1	\$ 19,035.00	
275			\$ -		IS Real Estate Holdings (January 1, 2023 - December 31, 2023)	\$ 1,770.00	month		12	months	1	\$ 21,240.00	
276			\$ -		Enhanced Bodies (January 1, 2023 - December 31, 2023)	\$ 3,123.75	month		12	months	1	\$ 37,485.00	
277			\$ 32,009.04	\$ 91,860.00	6000 Income Total							\$ 94,356.00	
278	EXPENSE												
279													
280	621	Repairs/Maintenance	\$ (2,045.00)	\$ (49,360.00)	General Upkeep (lights, air filters, etc.)	\$ (2,045.00)			1		1	\$ (2,045.00)	
281			\$ (935.00)		Pest Control	\$ (935.00)			1		1	\$ (935.00)	
282			\$ (1,600.00)		Elevator	\$ (1,600.00)			1		1	\$ (1,600.00)	
283			\$ (3,000.00)		Building/General	\$ (3,000.00)			1		1	\$ (3,000.00)	
284			\$ (3,300.00)		HVAC - AZ Control Specialist Contract	\$ (3,300.00)			1		1	\$ (3,300.00)	
285			\$ (4,400.00)		HVAC Service Contract - O'Neil	\$ (4,400.00)			1		1	\$ (4,400.00)	
286			\$ (2,290.00)		HVAC Miscellaneous Repairs	\$ (2,290.00)			1		1	\$ (2,290.00)	
287			\$ (1,585.00)		Security/Fire Alarm/Extinguishers	\$ (1,585.00)			1		1	\$ (1,585.00)	
288			\$ (3,920.00)		Exterior Repairs/Maintenance	\$ (3,920.00)			1		1	\$ (3,920.00)	
289			\$ (230.00)		Security Monitoring	\$ (230.00)			1		1	\$ (230.00)	
290			\$ (5,000.00)		Interior Repairs/Maintenance	\$ (5,000.00)			1		1	\$ (5,000.00)	
291			\$ (22,700.00)		Janitorial/Window Cleaning	\$ (22,700.00)			1		1	\$ (22,700.00)	
292			\$ (2,925.00)		Pictures/Furnishings	\$ (2,925.00)			1		1	\$ (2,925.00)	
293			\$ (5,000.00)		Landscaping - Maintenance	\$ (5,000.00)			1		1	\$ (5,000.00)	
294	623	Utilities	\$ (62,500.00)	\$ (67,795.00)	Electricity	\$ (62,500.00)			1		1	\$ (62,500.00)	
295			\$ (4,515.00)		Sewer/Water	\$ (4,515.00)			1		1	\$ (4,515.00)	

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
296			\$ (780.00)		Trash	\$ (780.00)		1		1		\$ (780.00)
297	624	Insurance	\$ (8,000.00)	\$ (7,839.00)	Property Insurance (Osborn)	\$ (9,000.00)		1		1		\$ (9,000.00)
298	625	Real Estate Taxes	\$ (71,000.00)	\$ (71,000.00)	Property Taxes	\$ (75,000.00)		1		1		\$ (75,000.00)
299	804	Rental taxes	\$ (500.00)	\$ (300.00)	Rental Taxes	\$ (500.00)		1		1		\$ (500.00)
300	810	Professional/Contract Fees	\$ (11,310.00)	\$ (17,614.00)	Management Fees	\$ (11,310.00)		1		1		\$ (11,310.00)
301			\$ -		Allied Universal Building Security	\$ (1,500.00)		12	months	1		\$ (18,000.00)
302			\$ (40.00)		Permits/Fees	\$ (40.00)		1		1		\$ (40.00)
303			\$ (125.00)		Check Fees	\$ (125.00)		1		1		\$ (125.00)
304			\$ (10,000.00)		Leasing Agent Commission	\$ (10,000.00)		1		1		\$ (10,000.00)
305			\$ (227,700.00)	\$ (213,908.00)	6000 Expense Total	\$ (126,725.00)						\$ (250,700.00)
306			\$ (5,798,812.60)	\$ (5,409,536.26)	TOTAL (EXPENSE)							\$ (5,452,526.00)
307			\$ 9,353,059.04	\$ 10,050,219.50	TOTAL INCOME							\$ 9,417,406.00
308			\$ 3,554,246.44	\$ 4,640,683.24	TOTAL NET (EXPENSE)/INCOME							\$ 3,964,880.00

PROPOSED
Arizona REALTORS® 2023 CAPITAL BUDGET

	<u>Budget</u>	<u>Actual</u>
<u>Computer</u>		
Network Infrastructure: Replacements & Upgrades	\$47,000	\$0
Network Infrastructure: General	\$0	\$0
Network Infrastructure: Security	\$0	\$0
ExCom Tablet Reimbursements	\$6,000	\$0
Website, Software, and Hardware Upgrades	\$10,000	\$0
New and Replacement Workstations/Laptops	\$30,000	\$0
	<hr/> \$93,000	<hr/> \$0
<u>Furniture & Equipment</u>		
Audio/Video	\$3,500	\$0
Replacement Desk & Office Furniture	\$10,000	\$0
Improvements	\$99,059	\$0
Miscellaneous	\$5,000	\$0
	<hr/> \$117,559	<hr/> \$0
<u>Building</u>		
HVAC	\$53,280	\$0
Meeting Center	\$0	\$0
Interior/Exterior Repairs & Improvements	\$394,537	\$0
	<hr/> \$447,817	<hr/> \$0
ExCom Motion	\$ -	\$ -
Total Yr. 2023	<hr/> <hr/> \$658,376	<hr/> <hr/> \$0