



## Approved - 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
<b>\$621,041.74</b>	<b>\$1,859,442.98</b>	<b>* Net (Expense)/Income Totals *</b>	<b>\$ 795,113.51</b>

**LEGISLATIVE & POLITICAL AFFAIRS**

2022 Approved	2022 Projections	Code					2023
<b>PROJECTED INCOME</b>							
\$ -							
\$ -		<b>TOTAL PROJECTED INCOME</b>					\$ -
<b>PROJECTED DIRECT (EXPENSES)</b>							
\$ (29,370.00)	\$ (24,600.00)	<b>605</b>	AWARDS/GIFTS				\$ (29,370.00)
\$ (9,235.00)	\$ (9,000.00)	<b>621</b>	REPAIRS/MAINTENANCE				\$ (9,235.00)
\$ (16,540.00)	\$ (15,000.00)	<b>623</b>	UTILITIES				\$ (16,540.00)
\$ (178,105.00)	\$ (174,650.00)	<b>630</b>	CATERING/HOTEL				\$ (207,655.00)
\$ (2,048.38)	\$ (1,500.00)	<b>631</b>	BUILDING				\$ (2,048.38)
\$ (750.00)	\$ (500.00)	<b>632</b>	COPYING				\$ (350.00)
\$ (355,990.00)	\$ (315,600.00)	<b>639</b>	DUES/COMMITMENTS				\$ (334,669.50)
\$ (5,060.00)	\$ (4,060.00)	<b>640</b>	EQUIPMENT MAINTENANCE/RENTAL				\$ (5,060.00)
\$ (12,750.08)	\$ (13,100.00)	<b>770.1</b>	SUPPLIES				\$ (12,750.08)
\$ (3,062.00)	\$ (1,750.00)	<b>780</b>	POSTAGE				\$ (3,062.00)
\$ (4,700.00)	\$ (2,000.00)	<b>781</b>	PRINTING				\$ (4,700.00)
\$ (64,280.00)	\$ (60,500.00)	<b>786</b>	PROMOTION				\$ (69,780.00)
\$ (10,000.00)	\$ (10,000.00)	<b>787</b>	SPEAKER				\$ (10,000.00)
\$ (2,000.00)	\$ (2,000.00)	<b>788</b>	STAFF EXPENSE				\$ (2,350.00)
\$ (12,394.00)	\$ (12,326.00)	<b>790</b>	SUBSCRIPTIONS/REFERENCE				\$ (12,513.99)
\$ (305,026.00)	\$ (302,800.00)	<b>810</b>	PROFESSIONAL/CONTRACT FEES				\$ (350,474.00)
\$ (7,180.00)	\$ (5,000.00)	<b>850</b>	TELEPHONE				\$ (7,180.00)
\$ (20,313.00)	\$ (20,360.00)	<b>860</b>	CONFERENCES				\$ (26,086.00)
\$ (42,800.00)	\$ (31,800.00)	<b>867</b>	TRAVEL/OTHER				\$ (42,660.00)
\$ (16,338.45)	\$ (13,000.00)	<b>867.2</b>	STAFF TRAVEL				\$ (16,703.55)
\$ (1,097,941.91)	\$ (1,019,546.00)	<b>TOTAL DIRECT (EXPENSES)</b>					\$ (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	<b>GOVERNMENTAL AREA SUPPORT - 1501</b>											
4	<b>621</b>	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	<b>623</b>	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	<b>630</b>	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	<b>631</b>	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	<b>632</b>	Copying	\$ (750.00)	\$ (500.00)	Copying	\$ (350.00)	annual	1		1		\$ (350.00)
32	<b>640</b>	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	<b>770.1</b>	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	<b>780</b>	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	<b>781</b>	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	<b>788</b>	Staff Expense	\$ -		Job Postings	\$ (350.00)			1		1	\$ (350.00)	
42	<b>790</b>	Subscription/References			Canva	\$ (119.99)	annually		1		1 subscription	\$ (119.99)	
43	<b>810</b>	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	<b>850</b>	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	<b>860</b>	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	<b>867</b>	Travel	\$ (800.00)	\$ (800.00)	Arizona REALTOR® Summit - Prescott - (NAR Staff) - Hotel	\$ (165.00)	night		2 nights		2 staff	\$ (660.00)	
55	<b>867.2</b>	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					<b>LEGISLATIVE ADVOCACY - 1510</b>								
61	<b>639</b>	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	<b>786</b>	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	<b>790</b>	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	<b>810</b>	Professional/Contract Fees	\$ (130,000.00)	\$ (130,000.00)	Contract Lobbyist Fees	\$ (130,000.00)	annual		1		1	\$ (130,000.00)	
76	<b>860</b>	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	<b>ELECTION YEAR ACTIVITIES - 1580</b>												
158	<b>788</b>	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	<b>GOVERNMENTAL COMMUNICATIONS - 1585</b>												
162	<b>781</b>	Printing	\$ (2,500.00)	\$ (1,000.00)	Governmental Programs Communications (Print)	\$ (2,500.00)			1	time	1	time	\$ (2,500.00)
163	<b>786</b>	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	<b>810</b>	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	<b>POLITICAL RESEARCH - 1596</b>												
172	<b>810</b>	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)	<b>TOTAL (EXPENSE)</b>								\$ (1,163,187.50)
176					<b>TOTAL INCOME</b>								\$ -
177			\$ (1,097,941.91)	\$ (1,019,546.00)	<b>TOTAL NET (EXPENSE)/INCOME</b>								\$ (1,163,187.50)

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



**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	<b>RISK MANAGEMENT/TASK FORCE/WORK GROUP SUPPORT - 1601 (Dues)</b>											
3	<b>621</b>	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	<b>605</b>	Awards/Gifts	\$ (200.00)	\$ (200.00)	RMC Chair Recognition	\$ (220.00)		1		1		\$ (220.00)
18	<b>623</b>	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	<b>630</b>	Catering/Hotel	\$ (2,400.00)	\$ (1,850.00)	Group Meetings	\$ (600.00)	meal	4	times	1		\$ (2,400.00)
22	<b>631</b>	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	<b>632</b>	Copying	\$ (1,000.00)	\$ (300.00)	Copies	\$ (750.00)		1		1		\$ (750.00)
25	<b>640</b>	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	<b>770.1</b>	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	<b>780</b>	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	<b>781</b>	Printing	\$ (1,000.00)	\$ (300.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (500.00)		1		1		\$ (500.00)
33	<b>786</b>	Promotion	\$ (500.00)	\$ (250.00)	Member expenses	\$ (500.00)		1		1		\$ (500.00)
34	<b>790</b>	Subscriptions & Reference			Job posting	\$ (500.00)		1		1		\$ (500.00)
35	<b>810</b>	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	<b>PROFESSIONAL STANDARDS TRAINING - 1610</b>											
100	<b>INCOME</b>											
101	<b>440</b>	Registration Fees	\$ 1,000.00		Workshop Registration		registration		registrants		time	\$ -
102			\$ 1,000.00									\$ -
103												
104	<b>EXPENSE</b>											
105	<b>630</b>	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	<b>770</b>	Supplies	\$ (500.00)	\$ -	General	\$ (500.00)		1		1		\$ (500.00)
109	<b>787</b>	Speaker Fees	\$ (3,000.00)	\$ (3,000.00)	PS Workshop	\$ (4,000.00)	speaker fee	1		1		\$ (4,000.00)
110	<b>790</b>	Subscriptions/Reference	\$ (350.00)	\$ -	NAR Materials/Code for Training Courses	\$ (350.00)	subscription	1		1		\$ (350.00)
111	<b>810</b>	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	<b>ALTERNATIVE DISPUTE RESOLUTION - 1615</b>											
115	<b>630</b>	Catering/Hotel	\$ (1,250.00)	\$ (1,050.00)	Mediation/Ombudsman Training	\$ (35.00)	catering	50	attendees	1	time	\$ (1,750.00)
116	<b>787</b>	Speaker Fees	\$ (1,000.00)	\$ (600.00)	Mediation/Ombudsman Training	\$ (1,000.00)	speaker fee	1		1		\$ (1,000.00)
117	<b>810</b>	Professional/Contract Fees	\$ (1,800.00)	\$ (1,680.00)	Ombudsman Insurance Policy	\$ (1,800.00)	policy	1		1		\$ (1,800.00)
118	<b>867</b>	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	<b>RISK MANAGEMENT PUBLICATIONS - 1625</b>											
122	<b>786</b>	Promotion	\$ (4,000.00)	\$ -	Text Alert System (Primarily Fees)	\$ (4,000.00)		1		1		\$ (4,000.00)
123	<b>790</b>	Subscriptions & References			Inman News	\$ (300.00)		1		1		\$ (300.00)
124			\$ (4,000.00)	\$ -								\$ (4,300.00)
125												
126	<b>FORMS DEVELOPMENT - 1650</b>											
127	<b>630</b>	Catering/Hotel	\$ (420.00)	\$ -	Forms Workgroup Meeting	\$ (14.00)	catering	15	lunches	2	meetings	\$ (420.00)
128	<b>810</b>	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	<b>LEGAL HOTLINE - 1665 (Dues)</b>											
132	<b>781</b>	Printing	\$ (200.00)	\$ (100.00)	Legal Hotline Letterhead	\$ (200.00)	printing	1		1		\$ (200.00)
133	<b>810</b>	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)		<b>TOTAL (EXPENSE)</b>						\$ (375,093.75)
137			\$ 29,900.00	\$ 12,000.00		<b>TOTAL INCOME</b>						\$ 13,350.00
138			\$ (338,760.00)	\$ (287,972.47)		<b>TOTAL NET (EXPENSE)/INCOME</b>						\$ (361,743.75)

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







**BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY**

	A	B	C	D	E	F	G	H	I	J	K	L
102	<b>BUSINESS SERVICES DEPARTMENT - 1770</b>											
103	<b>INCOME</b>											
104	<b>433</b>	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			\$ <b>84,000.00</b>	\$ <b>70,000.00</b>	<b>1770 Income Total</b>							\$ <b>84,000.00</b>
112												
113	<b>EXPENSE</b>											
114	<b>630</b>	Catering/Hotel	\$ (300.00)	\$ (300.00)	Catering	\$ (300.00)	session	1	session	1	time	\$ (300.00)
115	<b>786</b>	Promotion	\$ -	\$ -	Promotional Expense, Includes Video promotion and training	\$ (3,000.00)	promotion	1		1		\$ (3,000.00)
116	<b>810</b>	Professional/Contract Fees	\$ -	\$ <b>(621,755.00)</b>	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	<b>867.2</b>	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			\$ <b>(651,225.00)</b>	\$ <b>(624,485.00)</b>	<b>1770 Expense Total</b>							\$ <b>(730,335.00)</b>
130			\$ <b>(567,225.00)</b>	\$ <b>(554,485.00)</b>	<b>1770 Total Net</b>							\$ <b>(646,335.00)</b>
131												

**BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY**

	A	B	C	D	E	F	G	H	I	J	K	L
132	<b>COMMUNICATIONS - 1780</b>											
133	<b>INCOME</b>											
134	<b>466.2</b>	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			<b>\$ 2,000.00</b>	<b>\$ 750.00</b>	<b>1780 Income Total</b>							<b>\$ 1,000.00</b>
136												
137	<b>EXPENSE</b>											
138	<b>540</b>	Staff Development	\$ (2,000.00)	\$ (500.00)	Training/Seminar/Job Postings	\$ (1,500.00)		1		2	staff	\$ (3,000.00)
139	<b>631</b>	Computer Service & Expense	\$ (375.00)	\$ (375.00)	Zoom License/Cloud Connector (January/April)	\$ (375.00)		1		1		\$ (375.00)
140	<b>770</b>	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	<b>781</b>	Printing	\$ (15,000.00)	\$ (4,273.00)	Promotional Materials - Member Benefits Booklets	\$ (35,000.00)		1		1		\$ (35,000.00)
143	<b>786</b>	Promotion	\$ (2,500.00)	\$ (2,500.00)	Contest Prizes	\$ (2,500.00)		1		1		\$ (2,500.00)
144	<b>790</b>	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	<b>810</b>	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	<b>860</b>	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	<b>867.2</b>	Staff Travel	\$ (2,000.00)	\$ (2,000.00)	Outreach Travel (Local Associations, Brokerages)	\$ (2,000.00)		1		1		\$ (2,000.00)
170			<b>\$ (106,986.00)</b>	<b>\$ (100,979.00)</b>	<b>1780 Expense Total</b>							<b>\$ (145,086.50)</b>
171			<b>\$ (104,986.00)</b>	<b>\$ (100,229.00)</b>	<b>1780 Total Net</b>							<b>\$ (144,086.50)</b>
172												

**BUSINESS SERVICES, COMMUNICATIONS and TECHNOLOGY**

	A	B	C	D	E	F	G	H	I	J	K	L
173	<b>IVERSITY COMMITTEE - 1781</b>											
174	<b>Income</b>											
175	<b>440.9</b>	Sponsorship Income	\$ -	\$ -	Sponsorships for Diversity Event	\$ 2,000.00		1		1		\$ 2,000.00
176			\$ -	\$ -		\$ <b>2,000.00</b>						\$ <b>2,000.00</b>
177												
178	<b>Expense</b>											
179	<b>540</b>	Staff Development	\$ (500.00)		Training/Seminars	\$ (1,000.00)		1		1		\$ (1,000.00)
180	<b>630</b>	Catering/Hotel	\$ (10,000.00)		DEI/Fair Housing Event	\$ (10,000.00)		1		1		\$ (10,000.00)
181	<b>632</b>	Copying	\$ (1,000.00)	\$ (1,000.00)	Copies	\$ (1,000.00)		1		1		\$ (1,000.00)
182	<b>639</b>	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	<b>770</b>	Supplies	\$ (1,000.00)	\$ (750.00)	Materials/supplies for events	\$ (1,000.00)		1		1		\$ (1,000.00)
185	<b>786</b>	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	<b>787</b>	Speaker Fees	\$ (10,000.00)	\$ (7,500.00)	Diversity Committee speakers	\$ (10,000.00)		1		1		\$ (10,000.00)
188	<b>810</b>	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	<b>867</b>	Travel	\$ (2,500.00)		Statewide Diversity Outreach Travel (mileage, meals)	\$ (2,500.00)		1		1		\$ (2,500.00)
192			\$ <b>(30,000.00)</b>	\$ <b>(11,750.00)</b>								\$ <b>(44,700.00)</b>
193												
194			\$ (1,018,450.23)	\$ (1,012,938.23)	<b>GRAND TOTAL (EXPENSE)</b>							\$ (1,127,197.68)
195			\$ 86,000.00	\$ 70,750.00	<b>GRAND TOTAL INCOME</b>							\$ 87,000.00
196			\$ <b>(932,450.23)</b>	\$ <b>(942,188.23)</b>	<b>GRAND TOTAL NET</b>							\$ <b>(1,040,197.68)</b>

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

**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	<b>PROFESSIONAL &amp; BUSINESS DEVELOPMENT SUPPORT - 1801</b>											
3	<b>EXPENSE</b>											
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	<b>640</b>	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	<b>770</b>	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	<b>780</b>	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	<b>781</b>	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	<b>REALTOR INSTITUTE - 1815</b>											
92	<b>INCOME</b>											
93	<b>467</b>	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	<b>467.1</b>	Income	\$ 15,000.00		GRI Class Provider Per Student Fee	\$ 15.00	royalty fee	750	students	1	time	\$ 11,250.00
97	<b>467.2</b>	Income	\$ 500.00		Retest	\$ 25.00	retest fee	20	students	1	time	\$ 500.00
98	<b>467.3</b>	Income	\$ 5,400.00		Learning Library Business Plan Class Revenue Share	\$ 36.00	fee	100	students	1	time	\$ 3,600.00
99	<b>467.4</b>	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	<b>1815 Income Total</b>							\$ 39,150.00
101												
102	<b>EXPENSE</b>											
103	<b>605</b>	Awards/Gifts	\$ (150.00)	\$ (150.00)	Gift card for survey response drawing	\$ (75.00)	gift card	2	survey	1	time	\$ (150.00)
104	<b>630</b>	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	<b>770</b>	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	<b>780</b>	Postage	\$ (360.00)	\$ -	DTC Class Student Workbooks	\$ -						\$ -
112	<b>786</b>	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	<b>787</b>	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	<b>810</b>	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	<b>867.2</b>	Staff Travel	\$ (400.00)	\$ -	Staff Travel to GRI classes	\$ -						\$ -
125			\$ (38,270.00)	\$ (35,200.00)	<b>1815 Expense Total</b>							\$ (38,550.00)
126			\$ 2,335.00	\$ 575.00	<b>1815 Total Net</b>							\$ 600.00
127												



**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L
128	<b>rCRMS - 1820</b>											
129	<b>INCOME</b>											
130	<b>468.1</b>	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			\$ <b>38,675.00</b>	\$ <b>20,984.00</b>	<b>1820 Income Total</b>							\$ <b>16,830.00</b>
136												
137	<b>EXPENSE</b>											
138	<b>630</b>	Catering/Hotel	\$ (240.00)	\$ (80.00)	Zoom 2 day class - Instructor lunches	\$ (15.00)	per lunch	2	instructors	1	times	\$ (30.00)
139	<b>780</b>	Postage	\$ (128.00)	\$ (90.00)	Live Locations							\$ -
140			\$ (475.00)		DTC locations							\$ -
141	<b>770</b>	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	<b>787</b>	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	<b>810</b>	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)	<b>1820 Expense Total</b>							\$ (18,220.00)
153			\$ <b>7,768.00</b>	\$ <b>(4,456.00)</b>	<b>1820 Net Total</b>							\$ <b>(1,390.00)</b>
154												

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L
155	<b>CERTIFIED RESIDENTIAL PROPERTY MANAGEMENT CERTIFICATION - 1825</b>											
156	<b>INCOME</b>											
157	<b>472</b>	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			\$ <b>36,905.00</b>	\$ <b>21,554.00</b>	<b>1825 Income Total</b>			-				\$ <b>14,780.00</b>
166												
167	<b>EXPENSE</b>											
168	<b>630</b>	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	<b>639</b>	Dues/Commitments	\$ (195.00)	\$ (195.00)	NARPM dues	\$ (195.00)	membership	1	fee	1	time	\$ (195.00)
171	<b>770</b>	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	<b>780</b>	Postage	\$ (1,710.00)	\$ (75.00)	DTC class materials							\$ -
175			\$ (240.00)		In class locations							\$ -
176	<b>787</b>	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	<b>810</b>	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)	<b>1825 Expense Total</b>			\$ -				\$ (12,185.00)
188			\$ <b>5,211.00</b>	\$ <b>2,959.00</b>	<b>1825 Total Net</b>			-				\$ <b>2,595.00</b>
189												

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L
190	<b>LEADERSHIP TRAINING - 1840</b>											
191	<b>INCOME</b>											
192	<b>464</b>	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	<b>440.9</b>	Sponsorship	\$ 2,200.00	\$ 2,200.00	Dinner Wine Sponsorship	\$ 2,200.00	sponsorship	1	time	1	time	\$2,200.00
195			<b>\$ 23,520.00</b>	<b>\$ 23,520.00</b>	<b>1840 Income Total</b>							<b>\$27,000.00</b>
196	<b>EXPENSE</b>											
197	<b>EXPENSE</b>											
198	<b>630</b>	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	<b>770</b>	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	<b>781</b>	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	<b>787</b>	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	<b>INDUSTRY PARTNERS CONFERENCE - 1850</b>											
260	<b>INCOME</b>											
261	<b>471</b>	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			<b>\$ 46,375.00</b>	<b>\$ 20,682.00</b>	<b>1850 Income Total</b>							<b>\$ 39,450.00</b>
266												
267	<b>EXPENSE</b>											
268	<b>630</b>	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	<b>786</b>	Promotion	\$ (800.00)	\$ -	Prizes	\$ (600.00)		1	time	1	time	\$ (600.00)
271	<b>810</b>	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)	<b>1850 Expense Total</b>							\$ (34,560.00)
274			<b>\$ 6,463.00</b>	<b>\$ (799.00)</b>	<b>1850 Total Net</b>							<b>\$ 4,890.00</b>
275												

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L
276	<b>PROFESSIONALISM PROGRAM OUTREACH - 1855</b>											
277	<b>INCOME</b>											
278	<b>465</b>	Registration	\$ 7,080.00	\$ 3,196.00	StartSmart Program	\$ 259.00	registration fees	20	students	2	offerings	\$ 10,360.00
279			<b>\$ 7,080.00</b>	<b>\$ 3,196.00</b>	<b>1855 Income Total</b>							<b>\$ 10,360.00</b>
280												
281	<b>EXPENSE</b>											
282	<b>605</b>	Awards/Gifts	\$ (150.00)	\$ (150.00)	Gift card drawing	\$ (50.00)	gift card	2	survey	1	drawing	\$ (100.00)
283	<b>770</b>	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	<b>630</b>	Catering	\$ (3,000.00)	\$ -	Mixer at Convention							\$ -
288	<b>786</b>	Promotion	\$ (800.00)	\$ (800.00)	Education Achievement, Fairhaven and C2EX facebook ads	\$ (100.00)	per ad	3	programs	3	ads	\$ (900.00)
289	<b>810</b>	Professional/Contract Fees	\$ (1,400.00)	\$ (1,400.00)	StartSmart Video production	\$ (375.00)	per video	10	videos	1	time	\$ (3,750.00)
290	<b>787</b>	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)	<b>1855 Expense Total</b>							\$ (25,550.00)
294			<b>\$ (8,170.00)</b>	<b>\$ (8,854.00)</b>	<b>1855 Net</b>							<b>\$ (15,190.00)</b>
295												

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L
296	<b>SPRING CONFERENCE - 1860</b>											
297	<b>INCOME</b>											
298	<b>469</b>	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			\$ <b>86,125.00</b>	\$ <b>86,125.00</b>	<b>1860 Income Total</b>		\$ -					\$ <b>69,050.00</b>
304												
305	<b>EXPENSE</b>											
306	<b>630</b>	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	<b>770</b>	Supplies	\$ (750.00)	\$ (750.00)	Materials	\$ (750.00)		1	time	1	time	\$ (750.00)
317	<b>780</b>	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	<b>781</b>	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	<b>786</b>	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	<b>787</b>	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	<b>EDUCATION OUTREACH - 1870</b>											
346	<b>INCOME</b>											
347	<b>462</b>	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			\$ <b>49,500.00</b>	\$ <b>50,484.00</b>	<b>1870 Income Total</b>							\$ <b>46,800.00</b>
356	<b>EXPENSE</b>											
357	<b>EXPENSE</b>											
358	<b>630</b>	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	<b>770</b>	Supplies	\$ (260.00)	\$ (260.00)	Zoom class activity prizes	\$ (5.00)	gift card	30	classes	2	times	\$ (300.00)
363	<b>780</b>	Postage	\$ (2,700.00)	\$ -	Class materials - DTC REBAC (1 and 2 day)							\$ -
364			\$ (32.00)		Class materials - Live REBAC (1 day classes)							\$ -
365	<b>787</b>	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	<b>810</b>	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)	<b>1870 Expense Total</b>							\$ (66,000.00)
374			\$ <b>(23,882.00)</b>	\$ <b>20,424.00</b>	<b>1870 Total Net</b>							\$ <b>(19,200.00)</b>
375												

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L
376	<b>EDUCATION DEVELOPMENT - 1871</b>											
377	<b>INCOME</b>											
378	<b>461.1</b>	Income	\$ 380.00	\$ 4,053.00	Online CE Affinity Partnership Share	\$ 95.00	income	4	times	1	time	\$ 380.00
379	<b>461.2</b>	Income	\$ 2,400.00		REBAC Affinity Partnership Income							\$ -
380		Income	\$ -		Paperless Agent	\$ 67.00	income	4	times	1	time	\$ 268.00
381			\$ <b>2,780.00</b>	\$ <b>4,053.00</b>	<b>1871 Income Total</b>							\$ <b>648.00</b>
382	<b>EXPENSE</b>											
383	<b>EXPENSE</b>											
384	<b>540</b>	Staff Development	\$ (1,600.00)	\$ (1,600.00)	Education program webinars/training	\$ (1,600.00)		1	time	1	time	\$ (1,600.00)
385	<b>770</b>	Supplies	\$ (750.00)	\$ (750.00)	Resources and Supplies	\$ (750.00)	fee	1	time	1	time	\$ (750.00)
386	<b>810</b>	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)	<b>1871 Expense Total</b>							\$ (9,900.00)
392			\$ <b>(7,620.00)</b>	\$ <b>(6,347.00)</b>	<b>1871 Total Net</b>							\$ <b>(9,252.00)</b>
393												

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L
394	<b>INSTRUCTOR DEVELOPMENT - 1872</b>											
395	<b>INCOME</b>											
396	<b>463.2</b>	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			<b>\$ 2,165.00</b>	<b>\$ 2,690.00</b>	<b>1872 Income Total</b>							<b>\$ 2,205.00</b>
400	<b>EXPENSE</b>											
401	<b>EXPENSE</b>											
402	<b>605</b>	Awards/Gifts	\$ (200.00)	\$ (200.00)	Excellence in Education Award	\$ (300.00)	plaque	1	time	1	time	\$ (300.00)
403	<b>630</b>	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	<b>639</b>	Dues/Commitments	\$ (150.00)	\$ (150.00)	REEA membership	\$ (199.00)	annual	1	membership	1	annual	\$ (199.00)
406	<b>770</b>	Supplies	\$ (500.00)	\$ (500.00)	Materials/Resources	\$ (500.00)	annual	1	time	1	time	\$ (500.00)
407	<b>787</b>	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	<b>810</b>	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	<b>860</b>	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)	<b>1872 Expense Total</b>							\$ (15,929.00)
421			<b>\$ (13,604.00)</b>	<b>\$ (7,255.00)</b>	<b>1872 Total Net</b>							<b>\$ (13,724.00)</b>

**PROFESSIONAL AND BUSINESS DEVELOPMENT**

	A	B	C	D	E	F	G	H	I	J	K	L	
422	<b>BROKER UNIVERSITY - 1875</b>												
423	<b>INCOME</b>												
424	<b>460.1</b>	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	<b>460.1</b>	Registration	\$ 3,540.00	\$4,464.00	Zoom BMC (package)	\$ 59.00	registration fee	2	offering	25	students	\$ 2,950.00	
427			\$ <b>3,540.00</b>	\$ <b>4,464.00</b>	<b>1875 Income Total</b>							\$ <b>6,875.00</b>	
428	<b>EXPENSE</b>												
429	<b>EXPENSE</b>												
430	<b>605</b>	Awards/Gifts	\$ (600.00)	\$ (250.00)	Gift cards	\$ (25.00)	gift cards	6	gift cards	1	time	\$ (150.00)	
431	<b>630</b>	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	<b>787</b>	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	<b>810</b>	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)	<b>1875 Expense Total</b>							\$ (11,596.00)	
438			\$ <b>(1,646.00)</b>	\$ <b>(836.00)</b>	<b>1875 Total Net</b>							\$ <b>(4,721.00)</b>	
439			\$ <b>(901,322.56)</b>	\$ <b>(805,060.56)</b>	<b>TOTAL (EXPENSE)</b>								\$ <b>(877,785.56)</b>
440			\$ <b>337,270.00</b>	\$ <b>273,527.00</b>	<b>TOTAL INCOME</b>								\$ <b>273,148.00</b>
441			\$ <b>(564,052.56)</b>	\$ <b>(531,533.56)</b>	<b>TOTAL NET (EXPENSE)/INCOME</b>								\$ <b>(604,637.56)</b>

OPERATIONS & STRATEGIC INITIATIVES SUMMARY				
2022 Approved	2022 Projections	Code		2023
<b>PROJECTED INCOME</b>				
\$ 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
<b>\$ 9,353,059.04</b>	<b>\$ 10,050,219.50</b>		<b>TOTAL PROJECTED INCOME</b>	<b>\$ 9,417,406.00</b>
<b>PROJECTED DIRECT (EXPENSES)</b>				
\$ (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)
<b>\$ (5,798,812.60)</b>	<b>\$ (5,409,536.26)</b>		<b>TOTAL DIRECT (EXPENSES)</b>	<b>\$ (5,452,526.00)</b>
<b>\$ 3,554,246.44</b>	<b>\$ 4,640,683.24</b>		<b>TOTAL NET (EXPENSES)/INCOME</b>	<b>\$ 3,964,880.00</b>

**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	<b>GENERAL OVERHEAD - 1000</b>											
3	<b>INCOME</b>											
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	<b>1000 Income Total</b>							\$ 6,800.00
8												
9	<b>EXPENSE</b>											
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)	<b>1000 Expense Total</b>							\$ (521,418.00)
46												

**OPERATIONS AND STRATEGIC INITIATIVES**

A	B	C	D	E	F	G	H	I	J	K	L	
47	<b>RESERVE FUNDING - 1100</b>											
48	<b>EXPENSE</b>											
49	<b>700</b>	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	<b>750</b>	Reserve Funding	\$ (531,900.00)	\$ (531,900.00)	Issues Mobilization (Realtor Party)	\$ -			members	1	time	\$ -
51			\$ -		Operating Reserve	\$ -			members		time	\$ -
52			\$ <b>(765,491.00)</b>	\$ <b>(765,491.00)</b>	<b>1100 Total</b>							\$ <b>(202,471.00)</b>
53	<b>DUES - 1400</b>											
54	<b>INCOME</b>											
55	<b>430</b>	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			\$ <b>9,316,250.00</b>	\$ <b>9,942,909.50</b>	<b>1400 Total</b>							\$ <b>9,316,250.00</b>
60	<b>OPERATIONS SUPPORT - 1901</b>											
61	<b>EXPENSE</b>											
62	<b>630</b>	Catering/Hotel	\$ (2,000.00)	\$ (2,000.00)	Staff Meetings/Outings	\$ (5,000.00)		1		1	staff	\$ (5,000.00)
63	<b>632</b>	Copying	\$ (2,500.00)	\$ (1,500.00)	Operations Copies	\$ (2,500.00)	annually	1	time	1	time	\$ (2,500.00)
64	<b>639</b>	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	<b>780</b>	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	<b>786</b>	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	<b>810</b>	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	<b>867.2</b>	Staff Travel	\$ (1,050.00)	\$ (1,000.00)	In-state Travel	\$ (1,050.00)	travel	1	time	1	staff	\$ (1,050.00)
77			\$ <b>(141,612.00)</b>	\$ <b>(30,450.00)</b>	<b>1901 Total</b>							\$ <b>(49,942.00)</b>
78	<b>ASSOCIATION RELATIONS - 1903</b>											
79	<b>EXPENSE</b>											
80	<b>630</b>	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	<b>786</b>	Promotion	\$ (5,000.00)	\$ (5,000.00)	Association Relations/Promotion/Line Officer Hosting	\$ (5,000.00)		1		1		\$ (5,000.00)
86	<b>867.2</b>	Staff Travel	\$ (900.00)	\$ (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			\$ <b>(30,300.00)</b>	\$ <b>(28,286.00)</b>	<b>1903 Total</b>							\$ <b>(30,300.00)</b>
90												
91												
92												
93												

**OPERATIONS AND STRATEGIC INITIATIVES**

	A	B	C	D	E	F	G	H	I	J	K	L
94	<b>NATIONAL MEETINGS - 1905</b>											
95	<b>EXPENSE</b>											
96	<b>630</b>	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	<b>639</b>	Dues/Commitments	\$ (53,190.00)	\$ (54,751.00)	Region XI dues	\$ (1.00)		53190	members	1	time	\$ (53,190.00)
98	<b>860</b>	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	<b>867</b>	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)		<b>President</b> - 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)		<b>President-elect</b> - 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)		<b>First VP</b> - 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)		<b>Treasurer</b> - 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)		<b>Immediate Past President</b> - 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)		<b>NAR Directors</b> - 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	<b>EXECUTIVE COMMITTEE SUPPORT - 1920</b>												
196	<b>EXPENSE</b>												
197	<b>605</b>	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	<b>630</b>	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	<b>770</b>	Supplies	\$ (5,625.00)	\$ -	Swanepoel Reports/Meeting Materials	\$ (225.00)			25	books	1	time	\$ (5,625.00)
212	<b>810</b>	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	<b>860</b>	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	<b>867</b>	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	<b>CONSUMER OUTREACH - 1955</b>												
249	<b>EXPENSE</b>												
250	<b>786</b>	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	<b>810</b>	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	<b>867</b>	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)	<b>1955 Total</b>							\$ (125,550.00)	
259	<b>PERSONNEL - 1990</b>												
260	<b>EXPENSE</b>												
261													
262	<b>501</b>	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	<b>503</b>	Payroll Taxes	\$ (229,850.00)		Payroll Taxes/Fees	\$ (245,632.00)	taxes		1	time	1	time	\$ (245,632.00)
264	<b>510</b>	Group Medical/Dental/Life Ins.	\$ (289,580.00)		Insurance	\$ (309,059.00)	fee		1	time	1	time	\$ (309,059.00)
265	<b>525</b>	Workers Comp Ins.	\$ (10,350.00)		Workers Compensation	\$ (10,350.00)	fee		1	time	1	time	\$ (10,350.00)
266	<b>530</b>	Pension Plan Contributions	\$ (225,255.00)		401K	\$ (245,274.00)	contributions		1	time	1	time	\$ (245,274.00)
267	<b>531</b>	Pension Plan Admin	\$ (3,000.00)		TPA	\$ (3,000.00)	fee		1	time	1	time	\$ (3,000.00)
268	<b>535</b>	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)	<b>1990 Total</b>							\$ (3,885,247.00)	
270	<b>BUILDING - 6000</b>												
271	<b>INCOME</b>												
272													
273	<b>415</b>		\$ 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	<b>6000 Income Total</b>							\$ 94,356.00	
278	<b>EXPENSE</b>												
279													
280	<b>621</b>	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	<b>623</b>	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	<b>624</b>	Insurance	\$ (8,000.00)	\$ (7,839.00)	Property Insurance (Osborn)	\$ (9,000.00)		1		1		\$ (9,000.00)
298	<b>625</b>	Real Estate Taxes	\$ (71,000.00)	\$ (71,000.00)	Property Taxes	\$ (75,000.00)		1		1		\$ (75,000.00)
299	<b>804</b>	Rental taxes	\$ (500.00)	\$ (300.00)	Rental Taxes	\$ (500.00)		1		1		\$ (500.00)
300	<b>810</b>	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			<b>\$ (227,700.00)</b>	<b>\$ (213,908.00)</b>	<b>6000 Expense Total</b>	<b>\$ (126,725.00)</b>						<b>\$ (250,700.00)</b>
306			\$ (5,798,812.60)	\$ (5,409,536.26)	<b>TOTAL (EXPENSE)</b>							\$ (5,452,526.00)
307			\$ 9,353,059.04	\$ 10,050,219.50	<b>TOTAL INCOME</b>							\$ 9,417,406.00
308			<b>\$ 3,554,246.44</b>	<b>\$ 4,640,683.24</b>	<b>TOTAL NET (EXPENSE)/INCOME</b>							<b>\$ 3,964,880.00</b>

**APPROVED**  
**Arizona REALTORS® 2023 CAPITAL BUDGET**

	<u>Budget</u>	<u>Actual</u>
<b><u>Computer</u></b>		
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
	<u>\$93,000</u>	<u>\$0</u>
<b><u>Furniture &amp; Equipment</u></b>		
Audio/Video	\$3,500	\$0
Replacement Desk & Office Furniture	\$10,000	\$0
Improvements	\$99,059	\$0
Miscellaneous	\$5,000	\$0
	<u>\$117,559</u>	<u>\$0</u>
<b><u>Building</u></b>		
HVAC	\$53,280	\$0
Meeting Center	\$0	\$0
Interior/Exterior Repairs & Improvements	\$394,537	\$0
	<u>\$447,817</u>	<u>\$0</u>
ExCom Motion	\$ -	\$ -
<b>Total Yr. 2023</b>	<b><u><u>\$658,376</u></u></b>	<b><u><u>\$0</u></u></b>