

## CONNECTING LEADERS TOGETHER



Gary Nelson, President Scott Drucker, CEO



## ARIZONA REALTORS<sup>®</sup> MONTHLY FINANCIAL PACKAGE NOVEMBER 2022

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## CONNECTING LEADERS TOGETHER

## **FINANCIAL SUMMARY**





# A RIZONA REALTORS®

#### MONTHLY FINANCIAL NOTES November 2022

#### Income/Expense Summary (Operating Budget vs. Actual)

<u>2022 Y-T-D</u>	<u>Actual</u>	Budget	<b>Variance</b>
Income		C	
Dues	\$ 10,037,982.70	\$ 9,296,300.00	<b>\$</b> 741,682.70
Other	<u>\$ 448,096.26</u>	\$ 451,046.62	<u>\$ (2,950.36)</u>
Total Income	\$ 10,486,078.96	\$ 9,747,346.62	\$ 738,732.34
Expenses	<u>\$ 5,740,407.93</u>	<u>\$ 6,948,391.06</u>	<u>\$ (1,207,983.13)</u>
Net Income (Loss)	\$ 4,745,671.03	\$ 2,798,955.56	\$ 1,946,715.47

Year-to-date income exceeds expenses by \$4,745,671.03. This amount compares favorably with the projected net income of \$2,798,955.56 for the reporting period; therefore, we have a positive year-to-date variance of \$1,946,715.47.

#### **RESERVE FUNDS**

**Operating Reserve (Bylaws Article IV, Section 1; Policy B.6)** - The balance as of January 1, 2022, was \$10,807,552.11 inclusive of the UBS RMA and BlackRock Accounts. The current balance is \$11,197,517.62. There were \$151,365.00 in withdrawals during this period for Allied Universal Security and a transfer of funds to BlackRock for investment purposes. There were \$1,000,000.00 in deposits this period representing the 2021 accumulated operating surplus. The fund has seen a change in value year-to-date of \$389,965.51.

**<u>REALTORS</u>® Issues Mobilization Fund (Bylaws Article IV, Section 3; Policy B.6 & RIMC Policies)</u> - The balance as of January 1, 2022, was \$11,320,615.18 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$10,611,395.19. There were \$7,000.00 in deposits during this period representing a PSF transfer. There were \$292,556.00 in withdrawals representing a transfer of funds to BlackRock for investment purposes, a donation to the Governor's inauguration, and a local board request. These accounts have seen a change in value year-to-date of (\$709,219.99).** 

<u>Capital Reserve (Bylaws Article IV, Section 2; Policy B.6)</u> - The balance as of January 1, 2022, was \$6,414,288.02 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$6,621,940.25. There were \$500,000.00 in deposits during this period representing the 2021 accumulated operating surplus. There were no withdrawals during this period. These accounts have seen a change in value year-to-date of \$207,652.23.

*Strategic Initiatives Reserve (Bylaws Article IV, Section 4; Policy B.6)* - The balance as of January 1, 2022, was \$2,997,889.84 inclusive of the MidFirst checking, UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR Accounts. The current balance is \$3,673,960.36. There were \$800,000.00 in deposits during this period representing the 2021 accumulated operating surplus. There were \$100,000.00 in withdrawls during this period representing a transfer of funds to BlackRock for investment purposes. The fund has seen a change in value year-to-date of \$676,070.52.

<u>AZ Homeownership Alliance (Bylaws Article IV, Section 5)</u> - The balance as of January 1, 2022, was \$100,469.98 inclusive of the UBS RMA. The current balance is \$401,119.64. There were \$300,000.00 in deposits this period representing a transfer from AAR Main RMA to satisfy 2021 accumulated operating surplus. There were no withdrawals this period. The fund has seen a change in value year-to-date of \$300,649.66.

#### **PRIMARY COMMITTEES**

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

#### Page 26: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are under budget overall primarily due to: 1501 - Government Area Support is overall under budget, specifically, General Expenses such as Building Expenses, Equipment Maintenance and Rental, Supplies, Printing and Telephone being less than anticipated, Catering and Hotel is under budget due to the LPA Department Committee Thank You Luncheon costing less than anticipated, Travel is under budget due to less than expected local association visits/meetings at this point in the year, but Computer Service and Expense is over budget due to an additional Adobe Acrobat Pro account for the RAPAC Director unanticipated due to budget planning prior to his arrival at the Association; 1510 - Legislative Advocacy is overall under budget, specifically, Dues and Commitments is under budget due to the annual Arizona Tax Research Association costs being invoiced later than anticipated, Promotion is under budget due to less than anticipated meetings with Legislators amid a longer than usual legislative session, Contract Fees are under budget due to lobbying consulting fees being lower than anticipated amid an election cycle, and Conferences is under budget due to cancelled staff travel for the NAR NXT Orlando Conference but Subscriptions and References is over budget due to Arizona News subscriptions and Legislative Reports costing more than anticipated as a result of an extended session this year; 1545 - Local Lobbying Support is under budget, specifically, Travel is under budget due to a lack of need for local lobbying support at this point in the year; 1550 - Legislative Policy Development is overall under budget, specifically Supplies is under budget due to supplies and handouts costing less for REALTOR<sup>®</sup> Day at the Capitol/REALTOR<sup>®</sup> Party Training/Caucus, Speaker Fees is under budget due to securing a speaker for Caucus at no cost, Contract Fees is under budget due to free onsite parking for Caucus and lower than anticipated costs for REALTOR<sup>®</sup> Day and Caucus vendors, Travel is under budget due to less than anticipated mileage reimbursements for Caucus were assessed, but Catering and Hotel is over budget due to inflation forcing catering costs for RDAC and Caucus to be higher than anticipated; 1560 -Fundraising Support is overall under budget, specifically, Awards/Gifts is under budget due to significantly lower Local Association Award costs and the Hall of Fame gift being finalized later than anticipated, Supplies is under budget due to a lack of supplies needed for the October Leadership Conference, Promotion is under budget due to costs associated with REALTOR<sup>®</sup> Party Training being less than anticipated, Contract Fees is under budget due to the RAPAC audit costs being lower than anticipated, however Catering/Hotel is over budget due to the venue deposit for the Major Investor Gala being slightly larger than expected; 1575 - Federal Liaison Support is under budget, specifically, Catering/Hotel is under budget due to the Hill Visit Reception costs being less than anticipated and Promotion and Travel are under budget due to fewer FPC's traveling to the NAR DC and FPC In-District events postponed during the election cycle; 1580 - Election Year Activities is under budget, specifically Staff Expense is under budget due to staff expenses for the "Get Out the Vote" Campaign were unnecessary this election cycle; 1585 - Governmental Communications is under budget, specifically Contract Fees and Printing is under budget due to expenses being incurred later in the year than anticipated; 1596 - Political Research is under budget, specifically, Contract Fees is under budget due to less than expected research needed on legislation and additional research projects not yet executed, expenses are expected to be incurred later in the year for the comprehensive Housing Study Report.

#### Overall, the Legislative & Political Affairs Area has a positive net variance of \$162,624.67 Y-T-D.

Adjustments/Recommendations: None

#### Page 36: RISK MANAGEMENT

Income from Professional Standards Fees is under budget as several anticipated hearings have not been held due to settlement or complainants withdrawing their complaints and not appearing at hearings. Expenses are under budget overall primarily due to: 1601- Risk Management Support general expenses such as Building Expenses, Supplies, and Postage were less than budgeted, Conferences is under budget because staff was not able to attend the General Counsel meeting or NAR NXT conference as anticipated; Computer Service and Expenses is slightly over budget because there was an increased cost for Adobe Creative Cloud; 1602 - Legal Support Contract Fees is under budget due to not having paid any outside legal counsel; 1605 - PS Enforcement Postage is under budget because we primarily communicated with the parties and panelists via email, and Contract Fees is under budget as we were refunded Abacus training fees paid in 2021, and for 2022 we contracted with Abacus for a rate lower than anticipated and the use of court reporters has declined due to Zoom recording capability; 1610 - PS Training Catering/Hotel is under budget because the Arizona REALTORS® Annual Professional Standards Training costs, including rental of the Desert Willow Conference Center, were less than anticipated when budgeted; 1615 - Alt Dispute Resolution is under budget because the lunch for the annual Ombudsman/Mediator training cost less than budgeted for due to offering a hybrid of in-person and virtual training; 1625 - Risk Management Publications Promotion is slightly under budget with two A.S.A.P. text alerts and AAR donating funds for the capture of the criminal in one of the text alerts; 1650 - Forms Development Contract Fees is slightly under budget due to using a less expensive vendor to translate forms and fewer forms have been translated at this time; and 1665 - Legal Hotline is slightly under budget as the monthly fee negotiated with Zelms, Erlich & Mack is less than what was anticipated when budgeted.

**Overall, the Risk Management Area has a positive net variance of \$51,498.69.** <u>Adjustments/Recommendations:</u> None

#### Page 45: BUSINESS TECHNOLOGY & COMMUNICATIONS

Income received from forms licensing was exactly as budgeted. Expenses are under budget overall primarily due to: 1701 - Bus. Services & Tech Support Staff Development expense was less than planned. Building expenses were less than anticipated, printing volume was not used as planned, contract fees for our property management services were less than expected and the telephone expense was less than expected. Conference expenditures were less than anticipated; 1710 - Software Development contract fees expense was less than planned as there were no additional RAMCO related expenses incurred; 1730 - IT Resource & Security Management Computer Service and Expense was less than anticipated as we discontinued a zoom component that was no longer required. Contract Fees are under budget due to less than expected costs associated with our member database RAMCO and our technology managed services company GMI; 1770 - Business Services Department Contract Fees are greater than expected due to costs associated with Lone Wolf Technologies and the yearly billing for the Higher Logic platform being processed sooner than anticipated. Travel is under budget as staff travel for trainings has been limited due to the use of Zoom; 1780 - Communications is under budget due to less than expected costs associated with: Staff Development due to the classes new staff members are interested in attending were not scheduled; Computer Service and Expense as staff hasn't needed to replace or purchase any computer equipment; Supplies are lower than expected since staff hasn't needed to purchase as many supplies as originally anticipated; Printing costs are less than anticipated as we decided not to print the 2022 Member Resource Guide; Promotion is under budget as staff was planning promotional contests that will not be held until December; Subscriptions and Reference fees is slightly over budget as we had to unexpectedly add a new feature to an online communications program we are already using; there were less than expected costs associated with Contract Fees due to lower than anticipated website maintenance/hosting fees; Conferences is under budget due to staff not attending the NAR Communications Directors Institute or NAR NXT; and Travel is under budget as staff hasn't had the opportunity to conduct outreach travel; 1781 - Diversity Committee overall shows a positive net variance, however we are over budget in catering/hotel, and supplies: Staff Development is slightly under budget because the classes staff is interested in attending were not scheduled; Catering/Hotel is over budget due to unanticipated costs related to Swoogo, the registration website used for the diversity event, and higher than anticipated attendance; Dues and Commitments is slightly under budget as some

dues are to be paid at the end of the year; Supplies costs are over budget due to higher costs for budgeted purchases; Promotion is lower than anticipated as requests for sponsorships and grants were less than originally anticipated; and Speaker Fees is under budget as the fees were lower than anticipated.

Overall, the Business Technology & Communications Area has a positive net variance of \$147,038.43 YTD. *Adjustments*/Recommendations: None

#### Page 52: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is under budget primarily resulting from the REALTOR<sup>®</sup> Institute, Professionalism, Spring Conference, and Industry Partners Conference actuals. Expenses are under budget overall due to: 1801 - Professional Development Support under budget reflecting Building, Equipment Maintenance/Rental, Computer Service and Expense, Supplies, Printing, Postage, Copying and Telephone actual expenses to date for building operations; Catering reflects no catering to date due to Zoom committee meeting format; Contract Fees are under budget due to later than expected education registration platform enhancements and less than expected EFT expenses to date; Conferences is under budget due to change in event platform resulting in Cvent conference cancellation; 1815 -REALTOR<sup>®</sup> Institute Income is under budget due to higher than anticipated discounted students; Expenses are under budget in Contract Fees due to timing of GRI class billing and revenue share disbursements as well as change in Learning Library licensing fees; Catering is under budget due to instructor auditions conducted via Zoom; and Promotion is under budget to date due to less than anticipated scholarship requests/disbursements; 1820 - rCRMS Income and Speaker Expenses reflect number and size of classes held to date; 1825 - CRPM Income and Expenses less than anticipated year-to-date due to two canceled classes in January and change in the NARPM registration fee structure, Contract Fees are under budget to date due to timing of revenue share disbursements /course cancellations, Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; Speaker Fees are under budget to date due to course cancellations/change in NARPM partnership structure; 1840 - Leadership Training/Conference Catering expense is under budget reflecting LTA Segment 3 being offered virtually and lower than anticipated catering costs for leadership conference; Speaker expense due to reduction in length of two modules resulting in reduction in speaker expenses; Travel reflects one officer attending the LTA program and Supplies is over budget due to expenses earlier than anticipated year-to-date and travel; 1850 - Industry Partners Conference Income and related expenses are under budget due to attendance level at this live event; 1855 - Professionalism Income and Expenses are under budget reflecting attendance level for the rollout, a portion of the development costs utilized in 2021 and timing of the StartSmart program; 1860 - Spring Convention Expenses under budget reflecting actual income and expenses for the event; 1870 - Education Outreach expenses for speakers and Contract Fees reflect actual number of classes and number of students; Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; Income and Catering/Hotel is more than anticipated due to Women's Conference event being held in July; 1871 - Education Development Contract Fees is under budget due to StartSmart content development timing; 1872 - Instructor Development Speaker Fees reflect actual attendance figures for the IDW's; Speaker Fees under budget reflecting actual fee expenses; Conference expense discrepancy is due to a credit for a canceled conference in January; 1875 - Broker University Income and Contract Fees higher than expected for the BMC classes due to higher attendance levels. Overall, the Professional & Business Development Area has a positive net variance of \$211,252.25 Y-T-D. <u>Adjustments/Recommendations</u>: None

#### Page 65: OPERATIONS AND STRATEGIC INITIATIVES

Income is over budget due to higher than budgeted dues and rental income. There were 56,149 fully paid members and 2,289 prorated members for a total of 58,438 members during the reporting period. During the same period in 2021, there were 57,094 paid members. This represents a 2.35% increase in paid members for the same period in 2021. (*Note:* The 2022 budget was prepared anticipating a 4% annual paid member increase from the 2021 budget projection.) Expenses were under budget overall. 1000 - General Overhead Computer Services and Expense is over budget due to more Adobe licenses than anticipated; Equipment Maintenance/Rental is over budget this period, but will be reallocated at the end of fourth quarter; Credit Card & EFT Fees and Contract Fees were less than budgeted; 1901 - Operations Support expenses were less than budgeted overall primarily due to no Search/CEO Transition expenses and less than budgeted Dues & Commitments, Postage, and Copying

expenses; 1903 - Association Relations is under budget as catering expenses for the AE Workshop were less than anticipated, Promotional expenses were less than expected, and Travel is under budget primarily due to less staff requiring hotel and mileage reimbursement for the AE Workshop and other Association events; 1905 - National Meetings Region XI dues were more than budgeted due to more members than anticipated in 2021, and Travel expenses were less than budgeted for the Region XI Conference, the NAR Legislative conference in D.C., and the NAR EXPO; 1920 - ExCom & Director Support Catering/Hotel is under budget as the fees associated with the planning session and the governance meetings were less than anticipated, Contract Fees are under budget as the national facilitator fees were less than expected, and Travel is under budget due to lower than anticipated costs associated with the Planning session, Leadership Conference, and travel reimbursements; 1955 - Public Relations Promotion is under budget due to less than anticipated community involvement/community service awards year-to-date; 1990 - Personnel is less than budgeted; 6000 - Building income is more than budgeted as a result of new tenant leases and expenses are less than budgeted. **Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$1,374,301.43 Y-T-D.** <u>Adjustments/Recommendations</u>: None

#### Arizona Association of REALTORS® Summary Balance Sheet November 2022

	11/30/2022
ASSETS	
Current Assets	
Checking/Savings	38,515,039.85
Accounts Receivable	6,783.72
Other Current Assets	126,082.67
Total Current Assets	38,647,906.24
Fixed Assets	2,154,013.20
Other Assets	0.00
TOTAL ASSETS	40,801,919.44
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	25,120.70
Credit Cards	73,810.73
Other Current Liabilities	1,083,366.61
Total Current Liabilities	1,182,298.04
Long Term Liabilities	116,306.70
Total Liabilities	1,298,604.74
Equity	39,503,314-70
TOTAL LIABILITIES & EQUITY	40,801,919.44

#### Arizona Association of REALTORS® **Grouped Balance Sheet** November 2022 November 30, 2022

		November 30, 2022	
ASSETS			
Current Assets			
Checking/Savings			
AAR General Accounts			
<b>Operating Account - MIDFIRST Chee</b>	king	814,489.44	
AFLAC 125 Claims Reimb. MIDFIRS	г	8,168.89	
<b>Operating Account - CHASE Checkin</b>	ng	0.00	
AAR UBS RMA Money Market		5,180,611.84	
Combined AAR Gen	eral Accounts		6,003,270.17
Capital Accounts			
Capital Purchase - UBS Portfolio Mg	ımt.	193,875.62	
Capital Purchase - KAR		155,647.23	
Capital Purchase - BlackRock		3,030,765.83	
Capital Reserve Fund - UBS Checkin	ng RMA	2,806,308.10	
Capital Reserve - Q-GARP		207,750.69	
Capital Reserve - Dividend Ruler		227,592.78	
Combined Ca	oital Accounts		6,621,940.25
Operating Accounts			
Operating Reserve - UBS Checking	RMA	4,613,681.09	
Operating Reserve - BlackRock		6,583,836.53	
Combined Opera	ting Accounts		11,197,517.62
Strategic Initiative			
Strategic Initiative - UBS Portfolio M	gmt.	127,642.31	
Strategic Initiatives - BlackRock		1,238,913.68	
Strategic Initiative - UBS RMA		1,876,750.44	
Strategic Initiative Checking - MIDFI	RST	65,439.45	
Strategic Initiative - UBS KAR		93,938.97	
Strategic Initiative - Q-GARP		130,003.35	
Strategic Initiative - Dividend Ruler		141,272.16	
Combined Strategic Initia	tive Accounts		3,673,960.36
Issues Mobilization Accounts			
Issues Mob - UBS RMA		4,345,979.19	
Issues Mob - Portfolio Management		645,457.81	
Issues Mob - KAR		505,088.30	
Issues Mob - BlackRock		3,740,552.96	
Issues Mob - Q-GARP		656,130.59	
Issues Mob - Dividend Ruler		718,186.34	
Combined Issues N	lob Accounts		10,611,395.19
Arizona Homeownership Alliance - UBS	RMA	401,119.64	
			401,119.64
Political Survival Fund	11	4,310.74	
	11		

Accrual Basis

#### Arizona Association of REALTORS® Grouped Balance Sheet

November 2022

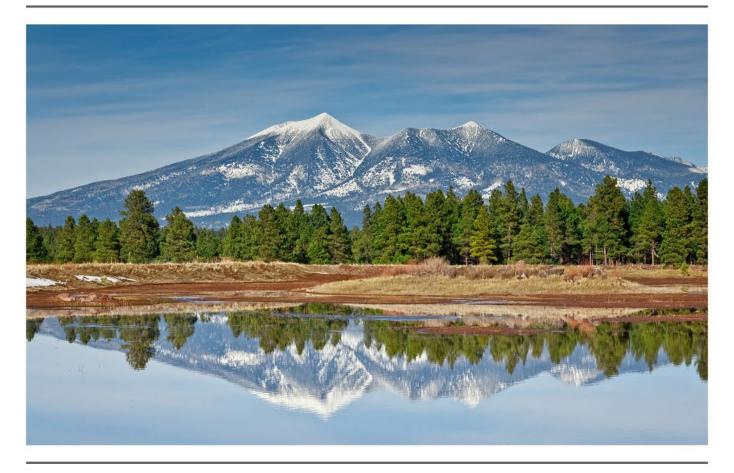
November 202	November 30, 2022	
		4,310.74
Property Management		
Cash-AZ Bank & Trust - Preserve Property Management	1,525.88	
		1,525.88
Total Checking/Savings	•	38,515,039.85
Accounts Receivable		
A/R - Trade		6,783.72
A/R - Cvent	- 50.94	
Due From Region 11	0.00	
Due From PSF Fund to IM	0.00	
Total Accounts Receivable		50.94
REACH Ventures		100,000.00
Other Current Assets		
Prepaid Expenses and Deposits	111.88	
Monthly Prepaids	25,919.85	
Total Prepaid Expenses and Deposits		26,031.73
Total Other Current Assets		26,082.67
Total Current Assets		38,647,906.24
Fixed Assets	-	
Property and Equipment		
151 · A/D - Furn & Equipment	-163,115.94	
157 · A/D - Computer	-652,779.97	
161 · A/D - Leashold Imprvments	-1,180,926.11	
165 · A/D - Building Osborn	-1,146,515.12	
167 · A/D - Tenant Improvements	-79,642.59	
Total Accumulated Depreciation		-3,222,979.73
150 · Furniture & Equipment	310,384.27	
156 · Computer	723,484.35	
160 · Leasehold Improvements	1,639,977.30	
163 · Land - Osborn	617,737.40	
164 · Building - Osborn	1,995,153.78	
166 · Tenant Improvements	80,945.83	
168 · Construction in Process	9,310.00	
Total Property and Equipment		5,376,992.93
Total Fixed Assets	-	2,154,013.20
Other Assets		
Loan Cost / Leasing Commissions		
Note Receivable	0.00	
Total Other Assets		0.00
TOTAL ASSETS		40 801 040 44
IVIAL AJJEIJ	-	40,801,919.44

#### Arizona Association of REALTORS® Grouped Balance Sheet November 2022

I	November 20		
		November 30, 2022	
Current Liabilities			
Accounts Payable		05 400 70	
Accounts Payable		25,120.70	
	unts Payable		25,120.70
Credit Cards			
MidFirst Business Visa		73,810.73	
Total	Credit Cards		73,810,73
Other Current Liabilities			
Due to NAR		0.00	
Due to Region 11		0.00	
Sales Tax Payable		0.00	
Combined Curre	nt Liabilities		0.00
Accrued Salaries & P/R Taxes		15,241.38	
Total Accrued Salaries	& P/R Taxes		15,241.38
Security Deposits Payable - Osborn		15,189.29	
Deferred Dues Income		988,085.00	
<b>Deferred Income - Other</b>		8,000.00	
Deferred Income Issues Mob		0.00	
Stale Dated Checks/Escheat		636.48	
Arbitration Case Pending		27,260.13	
Current portion of LTD		28,954.33	1,068,125.23
Total Other Curre	nt Liabilities		1,083,366.61
Total Curre	nt Liabilities	-	1,182,298.04
Long Term Liabilities		-	
Capital Lease Payable		116,306.70	
Total Long Te	m Liabilities		116,306.70
TOTAL LIABILITIES		-	1,298,604.74
Equity		-	
Temporarily restricted			
304 - Fund Balance - Issues Mobilization		734,006.00	
Total Temporarily restricted			734,006.00
Unrestricted/Designated			101,000100
302 · Fund Balance - Operating Reserve		9,856,666.00	
303 · Fund Balance - Capital		5,606,680.00	
305 · Fund Balance - Issues Mobilization		8,344,938.00	
307 · Fund Balance - Strategic Initiative		2,420,923.00	
308 Fund Balance - AZ Homeownership		100,593.00	
Total Unrestricted/Designated			26,329,800.00
3900 · Unrestricted/Undesignated			9,404,117.65
Net Income			
			3,035,391.05
		-	39,503,314.70
TOTAL LIABILITIES & EQUITY	13	=	40,801,919.44

## CONNECTING LEADERS TOGETHER

## **FINANCIAL DETAILS**





12/19/22 Accrual Basis

#### Arizona Association of REALTORS® Balance Sheet As of November 30, 2022

	Nov 30, 22
ASSETS	
Current Assets	
Checking/Savings	
1000 · Combined Operating Cash Account	
100.3 · Operating Acc MidFirst 2997	814,489.44
100.4 · AFLAC 125 Claims - MidFirst	8,168.89
101.5 · UBS - AAR Main RMA	5,180,611.84
Total 1000 · Combined Operating Cash Account	6,003,270,17
1005 · Q-GARP Portfolio - UBS	
1005.1 - Strategic Initiative Q-GARP	130,003.35
1005.2 · Capital Reserve Q-GARP	207,750.69
1005.3 · Issues Mob. Q-GARP	656,130.59
Total 1005 · Q-GARP Portfolio - UBS	993,884.63
1006 · Dividend Ruler Portfolio - UBS	
	144 070 40
1006.1 · Strategic Initiative Div. Ruler	141,272.16
1006.2 · Capital Reserve Dividend Ruler 1006.3 · Issues Mob. Dividend Ruler	227,592.78
TUUD.J ' ISSUES MOD. DIVIDEND KUIEF	718,186.34
Total 1006 · Dividend Ruler Portfolio - UBS	1,087,051.28
1007 · Portfolio Management - UBS	
1007.1 · Strat Initiative Portfolio Mgmt	127,642.31
1007.2 · Capital Reserve Portfolio Mgmt	193,875.62
1007.3 · Issues Mob. Portfolio Mgmt	645,457.81
Total 1007 · Portfolio Management - UBS	966,975.74
10081 · BlackRock - UBS	
10081.1 · Capital Reserve - BlackRock	3,030,765.83
10081.2 · Operating Reserve - BlackRock	6,583,836.53
10081.3 · Issues Mobilization - BlackRock	3,740,552.96
10081.4 · Strategic Initiative - BlackRoc	1,238,913.68
Total 10081 · BlackRock - UBS	14,594,069.00
10082 · KAR - UBS	455 047 00
10082.1 · Capital Purchase - KAR	155,647.23
10082.2 · Issues Mobilization - KAR	505,088.30
10082.3 · Strategic Initiaitves - KAR	93,938.97
Total 10082 · KAR - UBS	754,674.50
101.40 · Combined Strategic Initiative	
101.43 · Strategic Initiative - UBS	1,876,750.44
101.44 - Strategic Init Check - MidFirst	65,439.45
Total 101.40 · Combined Strategic Initiative	1,942,189.89
101.66 · Operating Reserve Net	
102 · Cash in Op Reserve - UBS	4,613,681.09
Total 101.66 · Operating Reserve Net	4,613,681.09
103 · Capital Reserve Checking RMA	2,806,308.10
104 · Issues Mob Accounts - UBS	
104.4 · Issues Mob Fund - UBS RMA	4,345,979.19
Total 104 · Issues Mob Accounts - UBS	4,345,979.19
105 · Cash-AZ Bank & Trust/Prop Mgmnt	1,525.88
106 · AZ Homeownership Alliance RMA	401,119.64
111. · PSF	,
111 · Political Survival Fund	4,310.74
Total 111. · PSF	4,310.74
Total Checking/Savinge	20 545 020 05
Total Checking/Savings	38,515,039.85

	Nov 30, 22
Accounts Receivable 112 · A/R	6,783.72
Total Accounts Receivable	6,783.72
Other Current Assets Prepaid Expenses and Deposits 123 · Monthly Prepaids 123.007 · January Pre-Paids 123.008 · February Pre-Paids 123.009 · March Pre-Paids 123.018 · December Pre-Paids	2,104.65 3,935.00 8,112.50 11,767.70
Total 123 · Monthly Prepaids	25,919.85
124 · Prepaid Expenses 124.2 · Prepaid Postage-Pitney Bowes	111.88
Total 124 · Prepaid Expenses	111.88
Total Prepaid Expenses and Deposits	26,031.73
112.110 · A/R Misc. 113.10 · A/R - Regonline	50.94
Total 112.110 · A/R Misc.	50.94
115. · Reach Ventures	100,000.00
Total Other Current Assets	126,082.67
Total Current Assets	38,647,906.24
Fixed Assets Property and Equipment Total Accumulated Depreciation 151 · A/D - Furn & Equipment 157 · A/D - Computer 161 · A/D - Leashold Imprvments 165 · A/D - Building Osborn 167 · A/D - Tenant Improvements	-163,115.94 -652,779.97 -1,180,926.11 -1,146,515.12 -79,642.59
Total Total Accumulated Depreciation	-3,222,979.73
<ul> <li>150 · Furniture &amp; Equipment</li> <li>156 · Computer</li> <li>160 · Leasehold Improvements</li> <li>163 · Land - Osborn</li> <li>164 · Building - Osborn</li> <li>166 · Tenant Improvements</li> <li>168 · Construction in Process</li> </ul>	310,384.27 723,484.35 1,639,977,30 617,737.40 1,995,153.78 80,945.83 9,310.00
Total Property and Equipment	2,154,013.20
Total Fixed Assets	2,154,013.20
TOTAL ASSETS	40,801,919.44
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 200 · Accounts Payable	25,120.70
Total Accounts Payable	25,120.70
Credit Cards 203.1 · MidFirst Business Credit Card	73,810.73
Total Credit Cards	73,810.73
Other Current Liabilities	

Other Current Liabilities 214 · Accrued Salaries & P/R Taxes

#### Arizona Association of REALTORS® Balance Sheet As of November 30, 2022

	Nov 30, 22
2100 · Payroll Liabilities 214 · Accrued Salaries & P/R Taxes - Other	10,383.22 4,858.16
Total 214 · Accrued Salaries & P/R Taxes	15,241.38
215 · Security Deposits Payable - Osb	15,189.29
228 · Deferred Income 229 · Deferred Dues Income	988,085.00
232 · Deferred Income Other	8,000.00
Total 228 · Deferred Income	996,085.00
240 · Stale Dated Checks/Escheat 275 · Arbitration Case Pending 295 · Current portion of LTD	636.48 27,260.13 28,954.33
Total Other Current Liabilities	1,083,366.61
Total Current Liabilities	1,182,298.04
Long Term Liabilities 285 · Capital Lease Payable	116,306.70
Total Long Term Liabilities	116,306.70
Total Liabilities	1,298,604.74
Equity Temporarily restricted 304 · Fund Bal - Issues Mobilization	734,006.00
Total Temporarily restricted	734,006.00
Unrestricted/Designated 302 · Fund Bal - Operating Reserve 303 · Fund Bal - Capital 305 · Fund Bal - Issues Mobilization 307 · Fund Bal - Strategic Initiative 308 · Fund Bal - AZ Homeownership	9,856,666.00 5,606,680.00 8,344,938.00 2,420,923.00 100,593.00
Total Unrestricted/Designated	26,329,800.00
3900 · Unrestricted/Undesignated Net Income	9,404,117.65 3,035,391.05
Total Equity	39,503,314.70
TOTAL LIABILITIES & EQUITY	40,801,919.44

2022 Funds Analysis

NET	<ul> <li>\$ 5,376,514,85</li> <li>\$52,069,54</li> <li>\$1,008,902,58</li> <li>\$1,757,110,75</li> <li>\$66,695,13</li> <li>\$66,695,13</li> <li>\$ 4,613,681,09</li> </ul>	\$ 5,431,037,26           \$ 5,431,037,26           \$ 596,069,14           \$ 1,400,000,00           \$ 1,400,000,00           \$ 1,400,000,00           \$ 1,400,000,00           \$ 1,513,614,75           \$ 5,533,836,53           \$ 6,583,836,53	\$ 11,197,517.62
Dec	1 1	1 1	1.15
Nov	\$8,586.75 \$1,000,000,00 (\$151,365.00) \$7,187.01	\$17,395.41 \$150,000.00 \$42,489.84	
वि	<b>\$7.284.61</b> (\$160,830.00) (\$5.501.62)	\$7,533.47 (\$21,911.41) (\$6,445.25)	
ee So	\$6,813.90 \$4,321.90 \$0,00 (\$12.764.58)	\$10,249.25 (\$85,273.58)	
Aug	\$5,854.11 (\$4,095.00) (\$1,562.51)	\$10,921,10 (\$55,720,06)	
Jui	\$4,816.97 (\$1,726.12) \$3,030.26	\$8,407.56 (\$6,494.39) \$29,530.08	
<u>unl</u>	\$4,444.38 (\$828.13) (\$16,013.97)	\$8,177,86 (\$54,487,68)	
ХæМ	\$20,168.02 \$3,629.15 \$4,228.46 (\$11,434.24) (\$44,636.23) (\$123,029.09) (\$18,762.05) (\$8,831.90) (\$4,572.16)	\$8,249.39 \$28,939.71	
Apr	\$3,629.15 \$44,636.23) (\$8,831.90)	\$6,809.64 (\$49,162.71) (\$7,058.83)	
Mar	\$20,168.02 (\$11,434.24) (\$18,762.05)	\$7,249.30 \$6,809.64 (\$82,841.34) (\$49,162.71) (\$7,058.83)	
Feb	(\$14.520.34) (\$1.255.564.58) (\$4.427.25)	\$5,586.16 \$1,250,000.00 (\$24,177.54)	
Jan	\$763.53 \$4.580.68 (\$3.602.36) (\$4.376.36)	\$5,490.00 (\$45,300.07) (\$5,356.64)	
Balance Forward	\$ 5,376,514.85	\$ 5,431,037.26	\$ 10,807,552.11 \$ 389,965.51
Acct.#	0 UX66383 5 5 5 6 2 8 3 8 3 8 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1	UX17968	_1
ACCOUNT	AAR Operating Reserve - RMA Dividend and Interest Income (reusers server) Deposits Withdravals Change in Market Value Total	AAR Operating Reserve - BlackRock Dividend and Interest Income predeneses Writhdrawals Change in Market Value Fees Total	TOTAL Year-to-Date Change in Value:

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

2022 Funds Analysis Issues Mobilization

NUC I LOG AND ADDRESS

NET	\$ 6,436,166.56 \$56.521.20 \$50.563.72 \$20.563.77 (\$45,771.80) \$5.45,771.800 \$5.4,345,979,19	\$ 975,326.18 \$6,202.57 \$0.00 \$10,000 \$205,500.000 \$205,500.0000 \$205,500.0000 \$205,5000 \$205,5000 \$205,5000 \$205,5000 \$205,5000 \$205,5000 \$205,5000 \$205,5000 \$205,50000 \$205,5000 \$205,5000 \$205,5000 \$205,5000000000 \$205,500000000000000000000000000	\$ 565,445,05 \$12,775,151 \$12,745,00 \$147,456,00 \$2,465,01 \$2,463,05} \$2,463,05} \$2,463,05} \$2,463,05 \$2,463,05 \$2,463,05 \$2,463,05 \$2,463,05 \$2,463,05 \$2,463,05 \$2,47,05 \$2,45,05\$2,45,05\$2,55,05\$2,55,05\$2,55,05\$2,55,05\$2,55,05\$2,55,05\$2,55,05\$2,55,05\$2,55	\$1,185,458,32 \$5,460.02 \$15,000.00 (\$370,522.00) (\$5101.72) \$ 645,457.81	\$ 1,914,543,67 \$50,511,96 \$1,950,000,000 \$1,950,000,000 \$1,961,003,45] \$13,463,259 \$3,740,552,36	\$ 223.67 du \$23.65 du \$23.52 du \$0.0.5 \$0.0.5 \$2.905,008 \$0.0.5 \$5.308 du \$5.308 du \$5	\$ 10,611,395.19
Dec							
Nov	\$3,434.59 \$7,000.00 (\$225.56.00] \$2,012.52	\$31,936.66	\$857.78 \$52,414.25	\$527,83 \$75,694.41 (\$82.03)	\$9,573.43 \$200,000.00 \$23,537.74	\$199.78 \$33,817.76	
뀡	\$7,265.25 (\$10,000.00)	\$196.94 \$37,263.13 (\$631.49)	\$966 92 \$54,421,73 {\$616 00	\$632.41 \$31,196.83 (\$1,228.07)	\$4,132.41 (\$12,057.26) (\$3,545.69)	77.2718 65.657, 662 63.13.70	
des	\$7,365.27 \$2,690.50 (\$589.943.00) [\$4,224.40]	\$897.23 (\$64.810.25)	\$2,532,53	\$653 37 (753 27) (\$25,753 24)	\$5,653.48 (\$46,922.50)	\$523.31 {\$33,411.22}	
Aug	\$6,030.97 \$700.00 (\$2,992.50)	\$390.28 (\$38.271.92)	\$308.27 (\$21,862.21)	63.3462 (96.021,622) (57.21,523)	\$6,025.05 (\$30,664.44)	\$134.47 (\$34.530.07)	
2	\$4,908,42 \$350,00 (\$10,000,00] (\$2,024,02)	\$148.89 \$70.257 51 (\$456.51)	\$807.54 \$36,182.45 (\$717.19)	\$530.02 \$33,715.55 \$31,307.82]	\$4,629.58 \$16,249.13 \$16,249.13	\$484 19 \$46,343 79 \$45,343 79	
UNF	\$5.025.01 \$2.450.00 (\$13.883.58)	\$945.28 (\$51,777.40)	\$2,380.48 (\$45,303.81)	\$743 25 (\$43,549.36) (\$110.12)	\$4.503.19 (\$29.989.02)	\$98.65 \$459.64 \$112.157.08 (\$21.990.61) \$38.152.94)	
May	\$5.304.12 \$1,500.00 (\$765.19)	\$420.78 (\$115.582.00) (\$10.792.99)	\$577.25	\$15,000.00 \$15,000.00 \$41,653 13 (\$40 54)	\$4.545.68 \$15.955.87	\$38.66 \$112.157.08 (\$21,990.81)	
Apr	\$4,792.58 \$5,600.00 (\$22,501.00) [\$8,437.42]	\$145.66 {\$88.026.91} (\$792.73}	\$820.36 \$147,435,00 (\$35,360.12) (\$538.98]	\$0.10 (\$370.522.00) (\$87,856.23) (\$924.39)	\$3,685.74 (\$27,563.23) (\$4,407.33)	\$87.35 \$223.087.00 (\$15.509.26) (\$334.42)	
Mar	534,655,18 \$4,200.00 (\$15,130.54)	\$1,063 81 \$23,822.10	\$1,795.45 \$14,185.57	\$1,081,94 (\$17,010.65)	\$3.865.88 (\$45.655.81)	\$214.31 \$1,572.23	
-91 -91	(\$27,395 10) \$7,630,00 (\$1,73) (\$1,73)	\$470.51 (\$50.909.01)	\$396.68	01.02 (01.777.76\$)	\$2,134,94 \$1,750,000,00 (\$7,559,67)	\$17.35 (\$7.003.94)	
Jan	\$174.91 \$18.842.73 [\$426.88]	\$112.48 (\$64.556.98) (\$1.029.37)	\$708.25 (\$23,638.66) (\$610.80)	\$24.85 (\$92.027.76) (\$1,169.22)	\$1,752.58 (\$16,394.26) (\$1,888.32)	\$64.57 (\$24,087.77) (\$441.22)	
Balance Forward	\$ 6,436,166%	\$ 975,326.18	\$ 585 445 U5	\$ 1,185,458 22	\$ \$914,543,67	\$ 223.675.40	\$ 11,329,615.18 \$ (709,219.99)
Acet #	- RMA UX66661 ki Income anomali Deposits Withdrawats Change in Marter Value Fees Toula	-C-CARP UX5263 SI Income analyse analyse Deposits Withdrawels Change in Market Value Fees Total	- Dividend Ruler UX5255 st Income average average Ruthdravels Change n Market Fees Toul	ottoko Management UX42722 ki Inorne menere ereant Deposits Mithofransis Change in Market Value Fees Totel	BlackRock UX50/21 ki Income ecoures Deposits Withdrawals Change in Martier Value Fees Toula	<ul> <li>KAR UXS7866</li> <li>Kincme generate answer</li> <li>Deposits</li> <li>Withdrawals</li> <li>Change in Market Valve</li> <li>Total</li> </ul>	TOTAL nge in Value:
ACCOUNT	Reatform Issues Mob RMA Dividend and Interest Income Change in	Reatfors leaves Mob C-C48P Dwdend and Interest Income	Reathors issues Mab Dividend Ruler Dividend and Interest Income reveners De Withd Change in Market	Reatron Issues Mob Portfolio Manugement Dwdend and Interest Income researce searce Whibfraw Change in Market Val	Rauftorn Issues Mob BlackRock Drvdend and Intenst Income course Deposite Mitbrinewals Change in Market Value Total	Reathorn leaves lincone , KAR Drividend and Interest Income , Change in	TOTAL Year-to-Data Chunge in Value

"HOTE. The total in securities transformed out of Phrises Bank do not match the total in securities deposited to the RMA. This is due to ta a change in market value and accured interest as severe transform geomotives, not cesh.

2022 Funds Analysis Capital Reserve

NET.	\$ 2,422,922,40 \$283,301,96 \$500,000,00 (\$170,964,35) (\$33,61,91) \$2,606,306,306,306,10	\$ 233,846,53 \$1,514,36 \$7,964,00 (\$167,70) (\$54,700,00 (\$54,700,00 \$2,207,700,69	\$ 150509.42 \$3.803.56 \$73,566.00 \$1,5356.07 [\$4,337.55] \$ 227,582.78	\$ 312,203,74 \$1,595,87 \$1,555,000 \$1,555,60 \$1,443,10 \$1,443,10 \$ 193,875,62 \$ 193,875,62	\$ 3,159,022,32 \$44,879,58 \$0,00 (\$160,875,95) (\$12,701,72) \$ 3,000,765,83	\$ 55,733.61 \$734.85 \$114,142.29 \$14,142.29 \$14,142.29 \$14,142.29 \$1801.50 \$8801.50 \$155,647.23	\$ 6,621,940.25
尚							
Nov	\$4,890.60 \$500,000.00 \$3,534.76	\$129 56 \$10,049.81	\$271.49 \$16.592.19	\$157 99 \$22,697 82 (\$24.56)	\$8,055 09 \$20,447.08	\$00 B9 \$10,477.27	
ö	\$3,999,86 (\$10,119.08) (\$2,726.22)	\$62.73 \$11.627.94 [\$187.60]	\$17,206.75 \$17,208.35 (\$195.29)	\$189.36 (17.8623) (\$368.71)	\$3.406.67 (\$10.468.93) (\$3.036.14)	\$53 80 \$12.210.44 (\$268 42)	
đeg	\$3.813 63 (\$5.008.46) {\$6.263.12]	\$20,429 86	\$803.71 (\$12,115.16)	\$195.79 \$16.725.77) {\$16.725.77}	\$4.534.98 (\$41.230.87)	\$161.25 [\$10.310.75]	
Aug	\$3,117,12 (\$1,373.94) (\$831.00)	\$121.69 (\$12.098.51)	\$288.38	\$283 85 (\$\$1920 89) (\$\$64 68)	\$4,999.95 [\$27,:45.99]	\$41.27 \$161.25 (\$10.654.25) (\$10.310.75)	
폐	\$2,524.12 (\$11,495.66) \$1,343.98	\$47.24 (\$197,70) \$22.258.52	\$256.34 \$11,487.44 (\$248.35)	\$159.80 \$10,152.11 (\$392.96)	\$3,830.67 \$14,418.87 (\$3,081.06)	\$149.69 \$14,289.15 {\$416.56]	
шү	\$2,352.38	\$290.94 (\$16.090.43)	\$756.40 (\$14,406.42)	\$222.12 (\$13,120.74) (\$13,22.97)	\$3,723.23 (\$25,822.36)	\$141.00 (\$11.754.80)	
New	\$2,263,61 (\$136,201,66] (\$2,208,09)	\$120.78 (\$3,238.55}	\$162.23 \$78.356.00 \$3.374.83	\$95.26 \$125,000.00 (\$78,394.09) \$12,343.60	\$3,744.03 \$13,999.61	\$30.40 \$3,595.29 (\$7.148.15)	
Apr	15 335,12 [00 623 12]	\$37.30 \$7,964.00 \$23.132.10 (\$229.73)	\$210.96 \$3,101.21 \$145.46	\$0.02 (\$118,511.00) (\$23,146,54) (\$24,28)	\$3,072,17 (\$23,789,62) (\$3,037_16)	\$22,33 (110,547,00 (\$5,304,99 (\$5,304,99	
	\$11,217 63 (\$2,766 55) (\$9,626 92)	\$275.26	\$463.48 \$3,638.96	\$285.02 (\$4,224.51)	\$3.241.24 (\$40,080.51)	\$53.29 \$460.78	
	[\$3, 197 15] [\$600 00] [\$2, 129 8 1]	\$117.89 (\$13.127.29)	\$102.54 (\$3,091_16)	(52 679, 6 <b>3</b> )	\$3,056.08 (\$14,499.64)	\$4.33 (\$1.748.32)	
uter -	\$364 65 (00 00) (\$1,800 00)	\$28.71 (\$16.749.24) (\$250.37)	\$182.30 (\$5.964.21) (\$148.45)	\$6.63 (\$24.001.05) (\$307.93)	\$3,055.27 (\$26,663.59) (\$3,115.76)	\$16.01 (\$5.397.41) (\$109.94)	
Balance Forward	\$ 2.432.962.40	\$ 253.846.53	27-00-05	\$ 312,203,74	\$ 3,159,022,32	19(2)/33	\$ 6,414,288.02 \$ 207,652.23
ACCOUNT Acct #	Dividend and Interest Income, review, as we Deposits Withdratic Network as we Deposits Withdravats Change in Market Value Fiese Total	AP UX52566 est Income meaning account Deposits Withdrawats Change in Markes Value Fees Total	Mend Ruleer UX52368 sts Income access Deposits Withdrawals Change in Market Value Fees Total	olio Management UX42723 ssi Incorre averane averane Deposits Woodrawals Change in Market Value Fees Total	kBack UX17969 sti Income recumo Deposits Withdrawids Change in Market Valve Tiest Tiosal	UX37810 Dividend and Interest Income receive acceant Deposits Writhfrawals Change in Marker Value Fees Total	TOTAL Yeer-to-Data Change in Vetue:
ACC	Capital Purchase - RMA Dividend and Intere	Captal Purchase - Q-GARP Dividend and Interest Income Change	Capital Purchase - Dividend Rulet Dividend and Interest Income Change	Capital Purchaes - Portolio Management Dividend and Interest Income success Di Mind Change in Market	Ceptal Purchese - BlackRock Divised and Interest Income Charge i	Capital Purchase - KAR Dividend and Interes	Year-to

"NOTE The total in securities transferred out of Private Back do not match the total in securities deposted to the RNA. This is due to to a change in market value and accrued interest as we were transferring securities, not cash.

2022 Funds Analysis Strategic Initiative

3

	NET	\$ 65,439.45 \$0.00 \$0.00 \$0.00 \$0.00	\$ 1.333 020 55 11,888 54 800,000 00 (\$253.750 00) (\$14.408 65) (\$14.408 65) (\$14.408 65)	\$ 183,165.22 1.007.65 1.007.65 1.007.65 1.000.00 (\$53.61.02) (\$53.6.12) (\$53.6.12) (\$53.6.12)	\$ 147,151 93 2,733 54 0 00 (\$8,076.64) \$536.67} \$ 141,272.16	\$ 221,236,95 1,102 14 33,750 00 22,021 22 (\$15,000 36) \$ 127,042 31	\$ 1,047,871,64 \$17,348,92 \$235,000.00 (\$56,767.96) (\$4,538,92) \$ 1,230,913,68	\$ \$387.76 \$387.76 \$384,192.25 \$7.00 (\$196.04) \$445.00) \$ \$3336.57	90'096'E19'E \$
	ě.								
	Nov	8	\$2.594.37 \$300,000.00 (\$100,000.00) \$1,283.88	\$8193 \$6.45772	\$10,280 39	\$14.944.04 \$14.944.04 (\$16.36)	\$3,082,14 \$100,000 00 \$7,627 62	\$37.39 \$6.301.16	
	56	80.05	\$1,800 65 ] ]	\$37.71 \$7,548.94 (\$116.95)	\$190.44 \$10.664 35 (\$121.26)	\$124 MI \$6,100 12 (\$242 81)	\$1,347.87 \$53,887.63} {\$1,140.82}	\$33.25 \$7.376 12 [\$162.02]	
		8	\$1,742.73 (\$2,924.50)	\$178 14 (\$12,832 91)	\$496.35 (\$10,544.17)	\$129 40 (\$10,980 34)	\$1,624 14 (\$15,150.24)	\$97 48 (\$6.241 45)	
	Aug	00.05	\$1,2.40.47 {\$265.99}	\$76.52 (\$7,577.53)	\$173 10 (\$4.280 05)	\$188.74 (\$6.544.69) (\$42.98)	\$\$,948.24 (\$\$.891.16)	\$24 81 (\$6.427 20)	
>	য	00 OZ	\$\$55.09 \$836.65	\$25 94 \$13.725 03 (\$96 37)	\$158.05 \$7,099.80 (\$128.15)	\$103.94 \$6,567 70 (\$258 66)	\$1,502 99 \$5,249 33 (\$1,156 99)	\$91.37 \$91.37 \$5.642.93 {\$170.06}	
	un r	00 G\$	\$858 45 (\$3,265 14)	\$:84.39 (\$10.(66.72)	\$472 17 (\$6.908 24)	\$146.96 (\$8.473.66) (\$21.75)	81, 162 48 (87, 705 78)	\$65.45 (\$7,091.46)	
	NY NY	8	\$791.65 \$18,750.00} (\$1,082.72}	\$80.87 (\$15.000.00) (\$2.025.65)	\$132 39	\$65.79 \$33.750.00 \$92.027.32} \$5.416.45	\$1,477.09 \$5,141 41	\$16.00 \$34,192.25 (\$2.756.14) (\$112.92)	
	Aur	8	\$669 49 (\$1,764 05)	\$27 65 (\$16.322.94} {\$165.42}	\$205 97 (\$8 908 79) (\$142 12)	\$0.03 (\$16.681.62) (\$194.95)	\$1,191 27 \$9,787 77} (\$1.207 58)		
		8 5	52.012.52 (88.878,62)	\$202 43	\$453 75 \$3,603 95	\$232.73 (\$2.261.74)	\$1,298.92 (\$14,310.74)		
	<b>4</b>	8	(\$2.258 60) (\$1.35.000 00) (\$1.063 39)	\$37 63 (\$9.595 12)	\$98 80 (\$3.082 56)	\$0 03 (\$6.066 50}	\$1,101.15 \$135,000 00 (\$4,604 31)		
	<del>иг</del>	8	\$184.02 (\$1,050.72)	\$21 44 (\$12.271 47) (\$180 66)	\$176.80 (\$5.933.34) (\$145.14)	(\$17,430.06) (\$218.21)	\$1,112,63 (\$8,448,69) (\$1,033,52)		
	Balance Forward	\$ 65,439 45	\$ 1,333,020 55	\$ 183,169.32	68451711 8	\$ 221,296 95	\$ 1,047,87164	97 10 10	\$ 2,997,309.34
	AccL #	2030 2030 2030 2030	UX27692	UX52369	UX522370	UX42724	UX53105	UX60476	_
	ACCOUNT	AAR Strategic initiative MIDFIRST Checking Deposits Which measu Transfers Total	Stategic Initiative - UIS RIMA Dividend and literast Income Immune unesses Deposits Windraweat Change n Mark Wase Feas	Strategic Inklathe - C.GARP Devidend and Interest Income prevene Deposite Without we as Change in Market Value Fees	Strategic Indiktive - Dividend Ruler Dividend and Interest Income answer Deposits With derest Change in Mathematics Fees	Strategic Initiative - Portolio Management Dividend and Interest Income annual Disposition Withd sereit Change In Mathid sereit Fees	Strategic Initiative - Blackflock Dividend and Interest Income re-summany Deposes With dameta Change in Market Gaard	Startagic Inhibitor - KAR Devidend and Interest Income process around With draw as District Maue Change in March Cleas Total	707.44,

a olul

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\$ 676,070.52

Year-to-Date Change in Value:

CONVERT

2522 Pundo Analysis	NET	\$ 474.38 \$0.00 (\$249.97) (\$224.41) \$	<pre>\$ 345,418.25 \$6,472,587.04 (\$5,483,740.26) (\$519,775,59) \$ \$14,489.44</pre>	<pre>\$ 7,226,939,30 \$86,602,74 \$520,000,00 (\$2,600,000,00) (\$52,930,20) \$ 5,180,611.84</pre>	\$ 100,469,98 \$649,66 \$300,000,00 \$0,00 \$0,00 \$0,00 \$0,00 \$0,00 \$0,00	5 1,561,729.69 \$22,432,63 \$0,00 \$350,000,00 \$350,000,00 \$320,00 (\$20,307.63) \$1,913,854.69	\$ 8,310,975.61
	Dec						
	Nov		\$1.015.155.12 (\$383.353.21)	\$10,746.39 (\$2,600.000.00) \$2,620.50	\$436.09 \$300.000.00	\$3.739.04 \$1,376.20	
	0 G		\$98,516,72 (\$659,534.90) \$540,000.00	\$9,609,19 (\$540.000.00) (\$1,023.49)	\$22.94	\$2.964.83 (\$1,180.39)	
	See		\$89.362.36 (\$500.484.64) \$370.000.00	\$7,972,54 (\$370,600,00) (\$3,130,18)	\$123.36	\$2,973.87 (\$2,328.69)	
	Бле		\$113,687.95 (\$522,328.00) \$305,000.00	\$10,383.00 (\$305.000.00) \$665.00	\$55.57	\$2,372.91 (\$1,064.00)	
	INF		\$134,674.91 (\$417,615,70) \$400,000.00	\$8.574.40 (\$400,000.00) (\$3,195.15)	\$1.70	\$1,913.49 (\$389.96)	
lysis	- Min C	(5224 #1)	\$137,549.75 (\$517,754,81) \$440,224.41	\$8,784.25 (\$440,000 00) (\$14,528.14)	51.76	\$1,919.38 (\$5,595.09)	
2022 Funds Analysis	AAK and KAPAC	(\$50.00)	\$159,689.02 (\$463,837,14) \$425,000.00	\$9,287,80 (\$425,000,00) (\$2,103.46)	\$1.59	\$1.983.97 \$350.000.00 (\$601.15)	
2022 Fu	AAK a	(549.99)	\$189.700.89 (\$513.636.68) \$0.00	\$8,393.50 (\$11,707,99)	51,70	\$1.776.81 (53.328.86)	
	Mar	(\$49.99)	\$295,007,88 (\$488,625,92) \$0.00	\$22,089.83 \$0.00 (\$17,629.08)	32.55	\$12,387.79 (\$6,201.55)	
	Feb	(\$49.99)	\$647,814.84 (\$497,700.37) (\$1,000.000.00)	(\$9,447.46) \$1,000,000.00 (\$2,151.17)	1215	(\$9.699.76) (\$513.90)	
	Jan	(\$50.00)	\$3,591,427,60 (\$518,868,89) (\$2,000,000,00)	\$209.30 \$2,000.000.00 (\$747.04)	\$1.70	\$100.30 (\$480.24)	
	Balance Forward	5 474.38	\$ 345,418.25	UX66381 \$ 7.226.939.30	9 <u>5 100,469 98</u>	UX68662 \$ 1.561.729.59	\$ 9,235,031.60
	Acct. #	xx.1442 sits els ers	xx-2997 sits als ers		UX45239 5 count Sfens awais awais Fees Fees Total		¥
	3	ASE Deposits Withdrawals Transfers	JFIRST Deposits Wrthdrawals Transfers	st Income (mouse accurat) Transfers Withdravals Change in Market Value Total	(incluence as Tran Withdra n Market /	st Income (recover) Deposits Transfers Writhdrawals Change in Market Value Total	TOTAL
	ACCOUNT	ecking - CH <sup>J</sup>	ecking - MID	ierest Income Change ii	hip Alliance lerest Income Change i	terest Income Change i	
1204240-021		AAR General Checking - CHASE W	AAR General Checking - MIDFIRST E With Total	AAR Main RMA Dividend and Interest Income (meaning account) Transfers Withdravals Change in Market Value Total	AZ Homeownership Alllance Dividend and Interest Income measures Transfers Withdrawals Change in Market Value Fees	RAPAC - RMA Dividend and Interest Income (recurrent accurat Deposits Transfers Withdrawats Change in Market Value Total	

#### 4:33 PM 12/19/22 Accrual Basis

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

	Jan - Nov 22
Ordinary Income/Expense	
Income	
410 · Interest Income	224,733.62
415 · Rental Income	77,323.57
417 · Gain on Investments	-1,308,082.59
430 · Dues Income	10,037,982.70
433 · Forms Licensing	77,000.00
435 · Law Book	1,499.22
440 · Other Program Income	821.23
440.10 · Ethics Citation Fee	1,000.00
440.3 · Arbitration Deposits Retained	3,500.00
440.4 · Appeal Fees Retained	500.00
440.5 · Ethics Admin Fees	4,200.00
440.6 · Retained Fine	3,450.00
440.9 · Sponsorship Income	10,500.00
460 · Broker University	3,870.00
461 · Education Development	3,534.51
462 · Education Outreach	46,427.00
463 · Instructor Development	1,999.00
464 · Leadership Training	22,815.00
465 · Professionalism Program	1,598.00
466 · Member Communications	0.00
467 · REALTOR Institute	29,236.00
468 · rCRMS	21,618.17
469 · Spring Convention	59,138.00
471 · Industry Partners	20,682.00
472 - CRPM	22,435.00
491 · IM Contributions	34,190.50
497 · Misc Income	1,277.02
Total Income	9,403,247.95
Gross Profit	9,403,247.95
Expense	
500 · Salaries/Benefits	2,690,914.09
540 · Staff Development	5,319.93
605 · Awards/Gifts	20,069.99
612 · Issues Mobilization Expenses	199,000.00
620 - Building Expense	244,978.20
629 · Operating Reserve Contributions	348,075.69
630 · Catering/Hotel	466,944.34
631 · Computer Service and Expense	15,101.11
632 · Copying	1,258.34
633 · Furniture/Equipment Expense	342.93
639 · Dues & Commitments.	87,758.40
640 · Equipment Maintenance/Rental	37,587.72

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

	Jan - Nov 22
660 · Management Fees	2,910.10
690 · Credit Card & EFT Fees/Misc.	186,541.57
693 · Investment Banking Fees	72,711.17
770 · Supplies	23,720.25
780 · Postage	26,742.35
781 · Printing	2,662.82
786 · Promotion	69,030.33
787 · Speaker Fees	189,347.00
788 · Staff Expense	190.05
790 · Subscriptions and Reference	24,182.42
810 · Contract Fees	1,424,281.40
850 · Telephone	30,240.51
860 · Conferences	58,646.96
867 · Travel	139,299.23
Total Expense	6,367,856.90
Net Ordinary Income	3,035,391.05
Net Income	3,035,391.05

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12/20/22

Accrual Basis

#### Arizona Association of REALTORS® Operating Budget vs. Actual

January through November 2022

	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 410 · Interest Income	75,054,84	3,365.00	71,689.84	2,230,5%
				10 00000
415 · Rental Income	77,323.57	29,341.62	47,981.95	263.5%
417 · Gain on Investments	-41,382.30			
430 · Dues Income	10,037,982.70	9,296,300.00	741,682.70	108.0%
433 · Forms Licensing	77,000.00	77,000.00	0.00	100.0%
435 · Law Book	1,499.22	300.00	1,199.22	499.7%
440 · Other Program Income	821.23	1,000.00	-178.77	82.1%
440.10 · Ethics Citation Fee 440.3 · Arbitration Deposits Retained	1,000.00 3,500.00	500.00 3.000.00	500.00 500.00	200.0% 116.7%
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.0%
440.5 · Ethics Admin Fees	4,200.00	9,300.00	-5,100.00	45.2%
440.6 - Retained Fine	3,450.00	13,000,00	-9,550.00	26.5%
440.9 · Sponsorship Income	10,500.00	2,200.00	8,300.00	477.3%
460 · Broker University	3,870.00	3,540.00	330.00	109.3%
461 · Education Development	3,534.51	2,780.00	754.51	127,1%
462 · Education Outreach	46,427.00	42,150,00	4,277.00	110.1%
463 · Instructor Development	1,999.00	2,165,00	-166.00	92.3%
464 · Leadership Training	22,815.00	21,320.00	1,495.00	107,0%
465 · Professionalism Program	1,598.00	7,080.00	-5,482.00	22.6%
466 · Member Communications	0.00	2,000,00	-2,000.00	0.0%
467 · REALTOR Institute	29,236.00	37,310.00	-8,074.00	78.4%
468 · rCRMS	21,618.17	30,730.00	-9,111.83	70.3%
469 · Spring Convention	59,138.00	86,125.00	-26,987.00	68.7%
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	22,435.00	28,545.00	-6,110.00	78.6%
497 · Misc Income	1,277.02	920.00	357.02	138.8%
Total Income	10,486,078.96	9,747,346.62	738,732.34	107.6%
Gross Profit	10,486,078.96	9,747,346.62	738,732,34	107,6%
Expense 500 · Salaries/Benefits	2,690,914.09	2,934,000.00	-243,085.91	91.7%
540 · Staff Development	5,319.93	12,000.00	-6,680.07	44.3%
605 · Awards/Gifts	20,069.99	41,395.00	-21,325.01	48.5%
620 · Building Expense	244,978.20	291,024.82	-46,046.62	84.2%
630 · Catering/Hotel	466,944.34	567,577,75	-100,633.41	82.3%
631 · Computer Service and Expense	10,692.03	15,425.00	-4,732.97	69.3%
632 · Copying	1,258.34	6,220.00	-4,961.66	20.2%
639 · Dues & Commitments.	87,758.40	100,166.00	-12,407.60	87.6%
640 · Equipment Maintenance/Rental	37,587,72	43,101.50	-5,513.78	87,2%
690 · Credit Card & EFT Fees/Misc.	186,541.57	246,500.00	-59,958.43	75.7%
770 · Supplies	23,720.25	44,782.52	-21,062.27	53.0%
780 · Postage	26,742.35	46,392.25	-19,649.90	57.6%
781 · Printing	2,662.82	36,993.00	-34,330.18	7.2%
786 · Promotion	69,030.33	132,018.50	-62,988.17	52.3%
787 · Speaker Fees	189,347.00	256,375.00	-67,028.00	73.9%
788 · Staff Expense	190.05	2,500.00	-2,309.95	7.6%
790 · Subscriptions and Reference 810 · Contract Fees	24,182.42 1,424,281.40	25,288.48 1,762,621.35	-1,106.06 -338,339.95	95.6% 80.8%
	1.6 - 88			
850 · Telephone 860 · Conferences	30,240.51 58,646.96	38,283.69 91,804.00	-8,043.18 -33,157.04	79.0% 63.9%
867 · Travel	139,299.23	253 922 20	-114,622.97	54.9%
Total Expense	5,740,407.93	6,948,391.06	-1,207,983.13	82.6%
Net Ordinary Income	4,745,671.03	2,798,955.56	1,946,715.47	169.6%
Net income	4,745,671.03	2,798,955.56	1,946,715.47	169.6%
		-11.001000100		

12/20/22

Accrual Basis

	Total 1500 Legislative & Pol. Affairs			
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense		-		
Expense				
605 · Awards/Gifts	9,987.71	29,370.00	-19,382.29	34.0%
620 · Building Expense	11,342.66	23,888.94	-12,546.28	47.5%
630 · Catering/Hotel	160,781.32	142,776.75	18,004.57	112.6%
631 · Computer Service and Expense	1,732.69	1,650.00	82.69	105.0%
632 · Copying	5.56	670.00	-664.44	0.8%
639 Dues & Commitments.	25,865.00	36,850.00	-10,985.00	70.2%
640 · Equipment Maintenance/Rental	2,726.48	4,530.00	-1,803.52	60.2%
770 · Supplies	4,631.18	12,666.74	-8,035.56	36.6%
780 · Postage	1,471.60	2,773.50	-1,301.90	53.1%
781 - Printing	207.33	4,700.00	-4,492.67	4.49
786 · Promotion	37,185.15	63,058.50	-25,873.35	59.0%
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%
788 · Staff Expense	0.00	2,000.00	-2,000.00	0.0%
790 · Subscriptions and Reference	13,843.91	12,380.98	1,462.93	111.89
810 · Contract Fees	178,874.61	214,017.37	-35,142.76	83.6%
850 · Telephone	4,087.44	6,553.80	-2,466.36	62.4%
860 · Conferences	14,993.26	20,313.00	-5,319.74	73.8%
867 · Travel	15,397.46	57,558.45	-42,160.99	26.8%
Total Expense	483,133.36	645,758.03	-162,624.67	74.8%
Net Ordinary Income	-483,133.36	-645,758.03	162,624.67	74.8%
let Income	-483,133.36	-645,758.03	162,624.67	74.8%

12/20/22

Accrual Basis

			nt Area Support e & Pol. Affairs)	
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense Expense	· · · · · · · · · · · · · · · · · · ·			
605 · Awards/Gifts	0.00			
620 · Building Expense	11,342.66	23,888.94	-12,546.28	47.5%
630 · Catering/Hotel	2,155.30	5,626.75	-3,471.45	38.3%
631 · Computer Service and Expense	1,732.69	1,650.00	82.69	105.0%
632 · Copying	5.56	670.00	-664.44	0.8%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	2,726.48	4,530.00	-1,803.52	60.2%
770 · Supplies	1,619.71	2,916.74	-1,297.03	55.5%
780 · Postage	693.23	973.50	-280.27	71.2%
781 · Printing	207.33	2,200.00	-1,992.67	9.4%
786 · Promotion	14.90			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00	0.00	0.00	0.0%
810 · Contract Fees	1,259.59	1,750.70	-491.11	71.9%
850 · Telephone	4,087.44	6,553.80	-2,466.36	62.4%
860 · Conferences	223.65	468.00	-244.35	47.8%
867 · Travel	5,682.08	12,808.45	-7,126.37	44.4%
Total Expense	31,750.62	64,036.88	-32,286.26	49.6%
Net Ordinary Income	-31,750.62	-64,036.88	32,286.26	49.6%
Net Income	-31,750.62	-64,036.88	32,286.26	49.6%

12/20/22

Accrual Basis

	5	1510 Legislat (1500 Legislativ	ive Advocacy e & Pol. Affairs)	
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel 631 · Computer Service and Expense 632 · Copying 639 · Dues & Commitments.	0.00 0.00 0.00 15,865.00	26,600.00	-10,735.00	59.6%
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 0.00			
780 · Postage 781 · Printing 786 · Promotion	0.00 0.00 5,707.73	12,558.50	-6,850.77	45.4%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference 810 · Contract Fees	13,843.91 110,005.00	12,380.98 119,166.67	1,462.93 -9,161.67	111.8% 92.3%
850 · Telephone 860 · Conferences 867 · Travel	0.00 8,907.77 112.00	13,445.00	-4,537.23	66.3%
Total Expense	154,441.41	184,151.15	-29,709.74	83.9%
Net Ordinary Income	-154,441.41	-184,151.15	29,709.74	83.9%
Net Income	-154,441.41	-184,151.15	29,709.74	83.9%

12/20/22

**Accrual Basis** 

### Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January	through	November	2022

	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 - Contract Fees	0.00			
850 - Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,750.00	-2,750.00	0.0%
Total Expense	0.00	2,750.00	-2,750.00	0.0%
Net Ordinary Income	0.00	-2,750.00	2,750.00	0.0%
Net Income	0.00	-2,750.00	2,750.00	0.0%

12/20/22

Accrual Basis

	1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)				
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget	
Ordinary Income/Expense Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	134,024.62	106,150.00	27,874.62	126.3%	
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	3,011.47	8,150.00	-5,138.53	37.0%	
780 · Postage	30.05				
781 · Printing	0.00				
786 · Promotion	0.00				
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%	
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	38,525.02	47,750.00	-9,224.98	80.7%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	1,225.00	9,000.00	-7,775.00	13.6%	
Total Expense	176,816.16	181,050.00	-4,233.84	97.7%	
Net Ordinary Income	-176,816.16	-181,050.00	4,233.84	97.7%	
Net Income	-176,816.16	-181,050.00	4,233.84	97.7%	

12/20/22

**Accrual Basis** 

			sing Support e & Pol. Affairs)	••	
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget	
Ordinary Income/Expense Expense 605 · Awards/Gifts 620 · Building Expense	9,987.71 0.00	29,370.00	-19,382.29	34.0%	
630 · Catering/Hotel 631 · Computer Service and Expense 632 · Copying	1,120.40 0.00 0.00	1,000.00	120.40	112.0%	
639 · Dues & Commitments.	10,000.00	10,250.00	-250.00	97.6%	
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 0.00	1,600.00	-1,600.00	0.0%	
780 · Postage 781 · Printing	748.32 0.00	1,800.00	-1,051.68	41.6%	
786 · Promotion	9,714.14	12,000.00	-2,285.86	81.0%	
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference 810 · Contract Fees	0.00 25,850.00	29,100.00	-3,250.00	88.8%	
850 · Telephone 860 · Conferences 867 · Travel	0.00 0.00 0.00				
Total Expense	57,420.57	85,120.00	-27,699.43	67.5%	
Net Ordinary Income	-57,420.57	-85,120.00	27,699.43	67.5%	
et Income	-57,420.57	-85,120.00	27,699.43	67.5%	

12/20/22

Accrual Basis

### Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

J	anuary	through	November	2022

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

12/20/22

Accrual Basis

## Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January	<sup>,</sup> through	November	2022
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	1580 - Election Year Activities (1500 Legislative & Pol. Affairs)				
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 - Postage	0.00				
781 · Printing	0.00				
786 - Promotion	0.00				
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00	2,000.00	-2,000.00	0.0%	
790 · Subscriptions and Reference	0.00				
810 Contract Fees	0.00				
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	0.00	2,000.00	-2,000.00	0.0%	
Net Ordinary Income	0.00	-2,000.00	2,000.00	0.0%	
t Income	0.00	-2,000.00	2.000.00	0.0%	

12/20/22

Accrual Basis

	1585 Governmental Communication (1500 Legislative & Pol. Affairs)				
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00	2,500.00	-2,500.00	0.0%	
786 · Promotion	21,748.38	22,000.00	-251.62	98.9%	
	21,740.00	22,000.00	-201.02	30.376	
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	0.00	1,250.00	-1,250.00	0.0%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	21,748.38	25,750.00	-4,001.62	84.5%	
Net Ordinary Income	-21,748.38	-25,750.00	4,001.62	84.5%	
let Income	-21,748.38	-25,750.00	4,001.62	84.5%	

12/20/22

Accrual Basis

January through November 2022	
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	1596 Political Research (1500 Legislative & Pol. Affairs)				
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00				
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 Contract Fees	3,235.00	15,000.00	-11,765.00	21.6%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	3,235.00	15,000.00	-11,765.00	21.6%	
Net Ordinary Income	-3,235.00	-15,000.00	11,765.00	21.6%	
et Income	-3,235.00	-15,000.00	11,765.00	21.6%	

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12/20/22

Accrual Basis

	Total 1600 Risk Management				
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
440 · Other Program Income	821.23	1,000.00	-178.77	82.1%	
440.10 · Ethics Citation Fee	1,000.00	500.00	500.00	200.0%	
440.3 · Arbitration Deposits Retained	3,500.00	3,000.00	500.00	116.79	
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.09	
440.5 · Ethics Admin Fees	4,200.00	9,300.00	-5,100.00	45.2	
440.6 · Retained Fine	3,450.00	13,000.00	-9,550.00	26.5%	
Total Income	13,471.23	27,800.00	-14,328.77	48.5%	
Gross Profit	13,471.23	27,800.00	-14,328.77	48.59	
Expense					
605 · Awards/Gifts	191.16	400.00	-208.84	47.89	
620 · Building Expense	16,312.74	20,427.70	-4,114.96	79.9	
630 · Catering/Hotel	16,758.22	20,260.00	-3,501.78	82.7	
631 · Computer Service and Expense	2,673.78	2,500.00	173.78	107.0	
632 · Copying	10.75	1,250.00	-1,239.25	0.9	
640 · Equipment Maintenance/Rental	5,175.24	6,647.50	-1,472.26	77.9	
770 · Supplies	1,940.35	3,550.00	-1,609.65	54.7	
780 · Postage	760.93	2,874.00	-2,113.07	26.5	
781 · Printing	78.04	1,200.00	-1,121.96	6.5	
786 · Promotion	3,729.35	4,500.00	-770.65	82.9	
787 · Speaker Fees	4,000.00	4,000.00	0.00	100.0	
790 · Subscriptions and Reference	8,865.41	10,960.00	-2,094.59	80.9	
810 · Contract Fees	195,214.28	229,604.50	-34,390.22	85.0	
850 · Telephone	5,356.34	6,875.00	-1,518.66	77.99	
860 · Conferences	6,884.96	15,279.00	-8,394.04	45.19	
867 · Travel	4,654.44	8,105.75	-3,451.31	57.49	
Total Expense	272,605.99	338,433.45	-65,827.46	80.59	
Net Ordinary Income	-259,134.76	-310,633.45	51,498.69	83.49	
t Income	-259,134.76	-310,633.45	51,498.69	83.4	

12/20/22

**Accrual Basis** 

			gement Support fanagement)	
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 - Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	191.16	200.00	-8.84	95.6%
620 · Building Expense	16,312.74	20,427.70	-4,114.96	79.9%
630 · Catering/Hotel	1,793.58	2,400.00	-606.42	74.7%
631 · Computer Service and Expense	2,673.78	2,500.00	173.78	107.0%
632 · Copying	10.75	1,000.00	-989.25	1.1%
640 · Equipment Maintenance/Rental	5,175.24	6,647.50	-1,472.26	77.9%
770 · Supplies	1,855.65	2,550.00	-694.35	72.8%
780 · Postage	494.61	1,624.00	-1,129.39	30.5%
781 · Printing	78.04	1,000.00	-921.96	7.8%
786 · Promotion	115.22	500.00	-384.78	23.0%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	1,401.11	3,212.00	-1,810.89	43.6%
850 · Telephone	5,356.34	6,875.00	-1,518.66	77.9%
860 · Conferences	6,884.96	15,279.00	-8,394.04	45.1%
867 · Travel	2,654.44	3,000.00	-345.56	88.5%
Total Expense	44,997-62	67,215.20	-22,217.58	66.9%
Net Ordinary Income	-44,997.62	-67,215.20	22,217.58	66.9%
Net Income	-44,997.62	-67,215.20	22,217.58	66.9%

12/20/22

**Accrual Basis** 

January	through	November	2022	
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		1602 Lega (1600 Risk M		
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	5,792.42	7,725.00	-1,932.58	75.0%
810 · Contract Fees	0.00	20,000.00	-20,000.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	2,000.00	2,000.00	0.00	100.0%
Total Expense	7,792.42	29,725.00	-21,932.58	26.2%
Net Ordinary Income	-7,792.42	-29,725.00	21,932.58	26.2%
et Income	-7,792.42	-29,725.00	21,932.58	26.2%

12/20/22

Accrual Basis

		1605 PS Er (1600 Risk M		
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense	-			
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	1,000.00	500.00	500.00	200.0
440.3 · Arbitration Deposits Retained	3,500.00	3,000.00	500.00	116.7
440.4 · Appeal Fees Retained	500.00	1,000,00	-500.00	50.0
440.5 · Ethics Admin Fees	4,200.00	9,300.00	-5,100.00	45.2
440.6 · Retained Fine	3,450.00	13,000.00	-9,550.00	26.5
Total Income	12,650.00	26,800.00	-14,150.00	47.2
Gross Profit	12,650.00	26,800.00	-14,150.00	47.2
Expense				
605 · Awards/Gifts 620 · Building Expense	0.00 0.00	200.00	-200.00	0.0
630 · Catering/Hotel	738.26	1,320.00	-581.74	55.9
631 · Computer Service and Expense	0.00	,		
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	84.70	500.00	-415.30	16.9
780 · Postage	266.32	1,000.00	-733.68	26.6
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	3,072.99	2,885.00	187.99	106.5
810 · Contract Fees	6,154.54	11,258.50	-5,103.96	54.7
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,955.75	-2,955.75	0.0
Total Expense	10,316.81	20,119.25	-9,802.44	51.3
Net Ordinary Income	2,333.19	6,680.75	-4,347.56	34.9
et Income	2,333.19	6,680.75	-4,347.56	34.9

12/20/22

Accrual Basis

821.23 0.00 0.00 0.00 0.00 0.00 0.00 821.23 821.23 0.00 0.00 0.00	(1600 Risk M Budget 1,000.00 1,000.00 1,000.00	lanagement)      \$ Over Budget     -178.77      -178.77      -178.77  -178.77	% of Budget 82.1% 82.19 82.19 82.19
821.23 0.00 0.00 0.00 0.00 0.00 821.23 821.23 0.00	1,000.00	-178.77	82.19
0.00 0.00 0.00 0.00 0.00 821.23 821.23 0.00	1,000.00	-178.77	82.19
0.00 0.00 0.00 0.00 0.00 821.23 821.23 0.00	1,000.00	-178.77	82.19
0.00 0.00 0.00 821.23 821.23 0.00			
0.00 0.00 821.23 821.23 0.00			
0.00 0.00 821.23 821.23 0.00			
0.00 821.23 821.23 0.00			
821.23 821.23 0.00			
821.23			
0.00	1,000.00	-178,77	82.19
0.00			
0.00			
13,313.5 <del>9</del>	14,870.00	-1,556.41	89.5
0.00			
0.00			
0.00			
0.00	500.00	-500.00	0.09
0.00			
+ • + +			
0.00			
3,000.00	3,000.00	0.00	100.09
0.00	350.00	-350.00	0.0%
0.00	1,500.00	-1,500.00	0.0%
0.00			
0.00			
0.00			
16,313.59	20,220.00	-3,906.41	80.7%
-15,492.36	-19,220.00	3,727.64	80.6%
-15,492.36	-19,220.00	3,727.64	80.6%
	0.00 0.00 0.00 0.00 0.00 3,000.00 0.00 0	0.00 0.00 0.00 0.00 0.00 3,000.00 3,000.00 0.00 0.00 0.00 0.00 16,313.59 20,220.00 -15,492.36 -19,220.00	0.00         500.00         -500.00           0.00         500.00         -500.00           0.00         0.00         -           3,000.00         3,000.00         0.00           0.00         350.00         -350.00           0.00         350.00         -1,500.00           0.00         1,500.00         -1,500.00           0.00         20,220.00         -3,906.41           -15,492.36         -19,220.00         3,727.64

12/20/22

**Accrual Basis** 

- Nov 22 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0	Budget	\$ Over Budget	% of Budget
0.00 0.00 0.00 0.00 0.00 0.00			
0.00 0.00 0.00 0.00 0.00 0.00			
0.00 0.00 0.00 0.00 0.00			
0.00 0.00 0.00 0.00			
0.00 0.00 0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
912.79	1,250.00	-337.21	73.0%
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
1,000.00	1,000.00	0.00	100.0%
0.00			
1,669.78	1,800.00	-130.22	92.8%
0.00			
0.00			
0.00	150.00	-150.00	0.0%
3,582.57	4,200.00	-617.43	85.3%
-3 582 57	-4,200.00	617.43	85.3%
-0,002.07			
	0.00 0.00 0.00 1,000.00 1,669.78 0.00 0.00 0.00	0.00 0.00 0.00 1,000.00 1,000.00 1,669.78 1,800.00 0.00 0.00 0.00 150.00 3,582.57 4,200.00	0.00         0.00         0.00         0.00         1,000.00         1,000.00         1,000.00         1,000.00         1,669.78         1,800.00         -130.22         0.00         0.00         0.00         0.00         1,56.00         -150.00         3,582.57

12/20/22

**Accrual Basis** 

	1		ement Publicatns Ianagement)	
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	3,614.13	4,000.00	-385.87	90.4%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	72.58	0.00	72.58	100.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	3,686.71	4,000.00	-313.29	92.2%
Net Ordinary Income	-3,686.71	-4,000.00	313.29	92.2%
let Income	-3,686.71	-4,000.00	313.29	92.2%
	=			

12/20/22

**Accrual Basis** 

Ordinary Income/Expense Income 440 · Other Program Income 440.10 · Ethics Citation Fee	Jan - Nov 22 0.00 0.00 0.00 0.00	Budget	\$ Over Budget	% of Budget
Income 440 · Other Program Income 440.10 · Ethics Citation Fee	0.00 0.00 0.00			
440.10 · Ethics Citation Fee	0.00 0.00 0.00			
	0.00			
	0.00			
440.3 · Arbitration Deposits Retained				
440.4 · Appeal Fees Retained				
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	420.00	-420.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	581.61	3,000.00	-2,418.39	19.4%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	581.61	3,420.00	-2,838.39	17.0%
Net Ordinary Income	-581.61	-3,420.00	2,838.39	17.0%
Net Income	-581.61	-3,420.00	2,838.39	17.0%

12/20/22

**Accrual Basis** 

		1665 Leg (1600 Risk N		
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 - Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00	250.00	-250.00	0.09
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00	250.00	-250.00	0.0
781 · Printing	0.00	200.00	-200.00	0.09
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	185,334.66	188,834.00	-3,499.34	98.1
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	185,334.66	189,534.00	-4,199.34	97.8%
Net Ordinary Income	-185,334.66	-189,534.00	4,199.34	97.8%
tincome	-185,334.66	-189,534.00	4,199.34	97.8%

12/20/22

Accrual Basis

Jan - Nov 22	Budget	\$ Over Budget	% of Budget
77,000.00	77,000.00	0.00	100.0%
0.00	2,000.00	-2,000.00	0.0%
87,500.00	79,000.00	8,500.00	110.8%
87,500.00	79,000.00	8,500.00	110.8%
1,319.92	5,500.00	-4,180.08	24.0%
19,059.68	30,050.00	-10,990.32	63.4%
14,296.58	10,300.00	3,996.58	138.89
1,501.17	4,775.00	-3,273.83	31.49
800.76	1,000.00	-199.24	80.1
449.00	750.00	-301.00	59.99
740.92	320.00	420.92	231.59
4,418.69	7,534.00	-3,115.31	58.6%
424.52	990.00	-565.48	42.9
394.33	18,520.00	-18,125.67	2.19
2,860.46	6,650.00	-3,789.54	43.0
5,879.40	10,000.00	-4,120.60	58.89
1,473.10	1,947.50	-474.40	75.69
744,934.44	819,836.23	-74,901.79	90.9%
7,143.50	9,700.00	-2,556.50	73.69
6,656.65	13,490.00	-6,833.35	49.39
2,477.18	12,006.00	-9,528.82	20.6
814,830.30	953,368.73	-138,538.43	85.5%
-727,330.30	-874,368.73	147,038.43	83.29
-727,330.30	-874,368.73	147,038.43	83.29
	77,000.00 10,500.00 0.00 87,500.00 87,500.00 87,500.00 1,319.92 19,059.68 14,296.58 1,501.17 800.76 449.00 740.92 4,418.69 424.52 394.33 2,860.46 5,879.40 1,473.10 744,934.44 7,143.50 6,656.65 2,477.18 814,830.30 -727,330.30	77,000.00         77,000.00           10,500.00         2,000.00           0.00         2,000.00           87,500.00         79,000.00           87,500.00         79,000.00           1,319.92         5,500.00           19,059.68         30,050.00           14,296.58         10,300.00           1,501.17         4,775.00           800.76         1,000.00           444.00         750.00           740.92         320.00           4,418.69         7,534.00           424.52         990.00           394.33         18,520.00           2,860.46         6,650.00           5,879.40         10,000.00           1,473.10         1,947.50           7,143.50         9,700.00           6,656.65         13,490.00           2,477.18         12,006.00           814,830.30         953,368.73           -727,330.30         -874,368.73	77,000.00 $77,000.00$ $0.00$ $10,500.00$ $2,000.00$ $-2,000.00$ $87,500.00$ $79,000.00$ $8,500.00$ $87,500.00$ $79,000.00$ $8,500.00$ $87,500.00$ $79,000.00$ $8,500.00$ $1,319.92$ $5,500.00$ $-4,180.08$ $19,059.68$ $30,050.00$ $-10,990.32$ $14,296.58$ $10,300.00$ $3,996.58$ $1,501.17$ $4,775.00$ $-3,273.83$ $800.76$ $1,000.00$ $-199.24$ $449.00$ $750.00$ $-301.00$ $740.92$ $320.00$ $420.92$ $4,418.69$ $7,534.00$ $-3,115.31$ $424.52$ $990.00$ $-565.48$ $394.33$ $18,520.00$ $-18,125.67$ $2,860.46$ $6,650.00$ $-3,789.54$ $5,879.40$ $10,000.00$ $-4,120.60$ $1,473.10$ $1,947.50$ $-474.40$ $744,934.44$ $819,836.23$ $-74,901.79$ $7,143.50$ $9,700.00$ $-2,556.50$ $6,656.65$ $13,490.00$ $-6,833.35$ $2,477.18$ $12,006.00$ $-9,528.82$ $814,830.30$ $953,368.73$ $-138,538.43$ $-727,330.30$ $-874,368.73$ $147,038.43$

12/20/22

Accrual Basis

		1701 Bus Servic (1700 Business S	es & Tech Suppt Services & Tech.)	
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	635.80	3,000.00	-2,364.20	21.29
620 · Building Expense	19,059.68	30,050.00	-10,990.32	63.49
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	1.34			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	740.92	320.00	420.92	231.59
770 · Supplies	2,035.31	2,804.00	-768.69	72.69
780 · Postage	424.52	990.00	-565.48	42.9
781 - Printing	198.68	3,520.00	-3,321.32	5.6
786 · Promotion	0.00	,		
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00	687.50	-687.50	0.0
810 · Contract Fees	1,684.79	3,828.00	-2,143.21	44.0
850 · Telephone	7,143.50	9,700.00	-2,556.50	73.69
860 · Conferences	6,292.33	9,659.00	-3,366.67	65.1
867 · Travel	0.00	109.00	-109.00	0.04
Total Expense	38,216.87	64,667.50	-26,450.63	59.19
Net Ordinary Income	-38,216.87	-64,667.50	26,450.63	59.1
et Income	-38,216.87	-64,667.50	26,450.63	59.19

12/20/22

Accrual Basis

			Development Services & Tech.)	
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	-70.50	350.00	-420.50	-20.19
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	-70.50	350.00	-420.50	-20.19
Net Ordinary Income	70.50	-350.00	420.50	-20.19
t Income	70.50	-350.00	420.50	-20.1%

12/20/22

Accrual Basis

	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	1,480.66	4,400.00	-2,919.34	33.79
632 · Copying	0.00	÷.		
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	100,094.77	145,673.23	-45,578.46	68.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	101,575.43	150,073.23	-48,497.80	67.7%
Net Ordinary Income	-101,575.43	-150,073.23	48,497.80	67.7%
et Income	-101,575.43	-150,073.23	48,497.80	67.7%

12/20/22

Accrual Basis

	1770 Business Services Dept. (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income 433 · Forms Licensing 440.9 · Sponsorship Income 466 · Member Communications	77,000.00 0.00 0.00	77,000.00	0.00	100.0%
Total Income	77,000.00	77,000.00	0.00	100.0%
Gross Profit	77,000.00	77,000.00	0.00	100.0%
Expense 540 · Staff Development 620 · Building Expense 630 · Catering/Hotel	0.00 0.00 0.00	300.00	-300.00	0.0%
631 · Computer Service and Expense 632 · Copying 639 · Dues & Commitments.	0.00 0.00 0.00	000.00	-500.00	0.074
640 · Equipment Maintenance/Rental 770 · Supplies	0.00 0.00			
780 · Postage 781 · Printing 786 · Promotion	0.00 0.00 22.14			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference 810 · Contract Fees	0.00 618,653.67	599,000.00	19,653 67	103.3%
850 · Telephone 860 · Conferences 867 · Travel	0.00 0.00 363.34	7,447.00	-7,083.66	4.9%
Total Expense	619,039.15	606,747.00	12,292 15	102.0%
Net Ordinary Income	-542,039.15	-529,747.00	-12,292.15	102.3%
Net Income	-542,039.15	-529,747.00	-12,292.15	102.3%
tot moomo	-0451000110	-010,141.00	-14,492,10	102.376

12/20/22

**Accrual Basis** 

	1780 Communications (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00	2,000.00	-2,000.00	0.0%
Total Income	0.00	2,000.00	-2,000.00	0.0%
Gross Profit	0.00	2,000.00	-2,000.00	0.0%
Expense				
540 · Staff Development	469.15	2.000.00	-1,530.85	23.5%
620 · Building Expense	0.00	,		
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	20.51	375.00	-354.49	5.5%
632 · Copying	0.00			0.07
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 - Supplies	679.30	3,730.00	-3,050.70	18.2%
780 · Postage	0.00			
781 · Printing	195.65	15,000.00	-14,804.35	1.3%
786 · Promotion	271.49	2,400.00	-2,128.51	11.3%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	1,473.10	1,260.00	213.10	116.9%
810 · Contract Fees	24,571.71	70,985.00	-46,413.29	34.6%
850 · Telephone	0.00			
860 · Conferences	364.32	3,831.00	-3,466.68	9.5%
867 · Travel	0.00	1,950.00	-1,950.00	0.0%
Total Expense	28,045.23	101,531.00	-73,485.77	27.6%
Net Ordinary Income	-28,045.23	-99,531.00	71,485.77	28.2%
et Income	-28,045.23	-99,531.00	71,485.77	28.2%

12/20/22

Accrual Basis

		1781 Diversity Committee (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
433 · Forms Licensing	0.00				
440.9 · Sponsorship Income	10,500.00				
466 Member Communications	0.00				
Total Income	10,500.00				
Gross Profit	10,500.00				
Expense					
540 · Staff Development	214.97	500.00	-285.03	43.0%	
620 Building Expense	0.00				
630 · Catering/Hotel	14,296.58	10,000.00	4,296.58	143.0%	
631 · Computer Service and Expen	se 0.00				
632 · Copying	799.42	1,000.00	-200.58	79.9%	
639 · Dues & Commitments.	449.00	750.00	-301.00	59.9%	
640 · Equipment Maintenance/Rent	tal 0.00				
770 · Supplies	1,704.08	1,000.00	704.08	170.4%	
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	2,566.83	4,250.00	-1,683.17	60.4%	
787 · Speaker Fees	5,879.40	10,000.00	-4,120.60	58.8%	
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	0.00				
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	2,113.84	2,500.00	-386.16	84.6%	
Total Expense	28,024.12	30,000.00	-1,975.88	93.4%	
Net Ordinary Income	-17,524.12	-30,000.00	12,475.88	58.4%	
Net Income	-17,524.12	-30,000.00	12,475.88	58.4%	

12/20/22

**Accrual Basis** 

	Тс	otal 1800 Professio	onal & Bus.Develop	
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
440.9 · Sponsorship Income	0.00	2,200.00	-2,200.00	0.0%
460 · Broker University	3,870.00	3,540.00	330.00	109.3%
461 · Education Development	3,534.51	2,780.00	754.51	127.1%
462 · Education Outreach	46,427.00	42,150.00	4,277.00	110.1%
463 · Instructor Development	1,999.00	2,165.00	-166.00	92.3%
464 · Leadership Training	22,815.00	21,320.00	1,495.00	107.0%
465 · Professionalism Program	1,598.00	7,080.00	-5.482.00	22.6%
467 · REALTOR Institute	29,236.00	37,310.00	-8,074.00	78.4%
468 · rCRMS	21,618.17	30,730.00	-9,111.83	70.3%
469 · Spring Convention	59,138.00	86,125.00	-26,987.00	68.7%
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	22,435.00	28,545.00	-6,110.00	78.6%
Total Income	233,352.68	310,320.00	-76,967.32	75.2%
Gross Profit	233,352.68	310,320.00	-76,967.32	75.2%
Expense				
540 · Staff Development	1,137.75	2,600.00	-1,462.25	43.8%
605 · Awards/Gifts	667.90	1,050.00	-382.10	63.6%
620 · Building Expense	12,913.59	16,109.98	-3,196.39	80.2%
630 · Catering/Hotel	200,415.74	289,941.00	-89,525.26	69.1%
631 · Computer Service and Expense	891.07	3,500.00	-2,608.93	25.5%
632 · Copying	17.40	875.00	-857.60	2.0%
639 · Dues & Commitments.	2,267.77	2,674.00	-406.23	84.8%
640 · Equipment Maintenance/Rental	8,499.54	24,244.00	-15,744.46	35.1%
770 · Supplies	5,792.61	10,381.78	-4,589.17	55.8%
780 · Postage	21,626.93	36,262.75	-14,635.82	59.6%
781 · Printing	1,660.18	11,673.00	-10,012.82	14.2%
786 · Promotion	9,607.84	22,235.00	-12,627.16	43.2%
787 · Speaker Fees	179,467.60	232,375.00	-52,907.40	77.2%
810 · Contract Fees	84,434.60	147,687.75	-63,253.15	57.2%
850 · Telephone	4,645.19	5,786.52	-1,141.33	80.3%
860 · Conferences	3,329.47	9,689.00	-6,359.53	34.4%
867 · Travel	5,087.03	13,597.00	-8,509.97	37.4%
Total Expense	542,462.21	830,681.78	-288,219.57	65.3%
Net Ordinary Income	-309,109.53	-520,361.78	211,252.25	59.4%
et Income	-309,109.53	-520,361.78	211,252.25	59.4%

#### 12/20/22 Accrual Basis

Ordinary Income/Expense Income         0         0         0           440.9 - Sponsorship Income         0.00         460 - Broker University         0.00           461 - Education Development         0.00         463 - Instructor Development         0.00           463 - Instructor Development         0.00         465 - Professionalism Program         0.00           465 - Professionalism Program         0.00         465 - Frofessionalism Program         0.00           468 - rCRMS         0.00         468 - rCRMS         0.00           468 - Spring Convention         0.00         471 - Industry Partners         0.00           472 - CRPM         0.00         472 - CRPM         0.00           Gross Profit         0.00         -717.25         28.3           540 - Staff Development         282.75         1.000.00         -717.25         28.3           630 - Catering/Hotel         465.04         1.600.00         -11.34.96         29.1           631 - Computer Service and Expense         891.07         3.500.00         -2.608.93         25.5           632 - Copying         77.7         2.674.00         -557.60         2.6         2.6           639 - Dues & Commitments.         2.022.77         2.674.00         -57.74.2         7.1			1801 Prof Dev Support (1800 Professional & Bus.Develop)		
440.9 · Sponsership Income       0.00         446.9 · Broker University       0.00         4461 · Education Development       0.00         443 · Instructor Development       0.00         443 · Instructor Development       0.00         443 · Instructor Development       0.00         445 · Professionalism Program       0.00         445 · FRMS       0.00         446 · Industry Partners       0.00         447 · Industry Partners       0.00         471 · Industry Partners       0.00         605 · Awards/Gifts       0.00         606 · Building Expense       12.913.59         503 · Catering/Hotel       465.04         630 · Catering/Hotel       465.04         631 · Computer Service and Expense       891.07         632 · Duulige Expense       12.913.59         640 · Equipment Maintenance/Rental       8.499.54         640 · Equipment Maintenance/Rental       8.499.54         640 · Equipment Maintenance/Rental       8.499.54         740 · Postage       1.173.19       1.509.75       -336.56         777 · Supplies       1.545.19      574.46       35.1         740 · Postage       1.73.19       1.509.75      346.93       26.4         747		Jan - Nov 22	Budget	\$ Over Budget	% of Budget
460 · Broker University         0.00           461 · Education Development         0.00           462 · Education Outreach         0.00           463 · Instructor Development         0.00           464 · Leadership Training         0.00           465 · Professionalism Program         0.00           468 · rCRMS         0.00           468 · rCRMS         0.00           468 · rCRMS         0.00           471 · Industry Partners         0.00           472 · CRPM         0.00           Gross Profit         0.00           503 · Awards/Gifts         0.00           520 · Building Expense         12,913.59           531 · Computer Service and Expense         891.07           532 · Copying         174.0           533 · Catering/Hotel         465.04           540 · Staff Development         2,022.77           531 · Computer Service and Expense         891.07           532 · Copying         174.0           543 · Computer Service and Expense         810.00           543 · Computer Service and Expense         1,814.51           543 · Computer Service and Expense         1,834.51           540 · Equipment Maintenance/Rental         8,499.54           770 · Supplies         <	•				
462 · Education Outreach       0.00         463 · Instructor Development       0.00         464 · Leadership Training       0.00         465 · Professionalism Program       0.00         468 · rCRMS       0.00         468 · rCRMS       0.00         469 · Spring Convention       0.00         471 · Industry Partners       0.00         472 · CRPM       0.00         Gross Profit       0.00         650 · Staff Development       282.75         540 · Staff Development       282.75         651 · Careing/Hotal       465.04         652 · Swards/Gifts       0.00         653 · Computer Service and Expense       891.07         631 · Computer Service and Expense       891.07         632 · Copying       17.40       875.00       26.57         633 · Dues & Commitments.       2.022.77       2.651.78       -717.27         634 · Equipment Maintenance/Rental       8.499.54       24.244.00       -15.744.46       35.1         770 · Supplies       1.173.19       1.509.75       -336.56       77.7         786 · Promotion       1.250.97       4.300.00       -26.59.98       28.4         787 · Speaker Fees       0.00       -26.59.98       63.6					
463 - Instructor Development       0.00         464 - Leadership Training       0.00         465 - Professionalism Program       0.00         467 - REAL TOR Institute       0.00         468 - rCRMS       0.00         468 - rCRMS       0.00         471 - Industry Partners       0.00         472 - CRPM       0.00         Total Income       0.00         605 - Awards/Gifts       0.00         620 - Building Expense       12,913.59       16,109.98       -3,196.39       80.2         630 - Catering/Hotel       465.04       1,600.00       -717.25       28.3         631 - Computer Service and Expense       81.07       3,500.00       -2,608.93       25.5         632 - Copying       17.40       875.00       -857.60       2.6         633 - Catering/Hotel       465.04       1,600.00       -1,134.96       29.1         631 - Computer Service and Expense       81.07       3,500.00       -2,608.93       25.5         632 - Copying       17.40       875.00       -857.60       2.6         639 - Dues & Commitments.       2,022.77       2,674.00       -651.23       756         640 - Equipment Maintenance/Rental       8,499.54       24,244.00 <td< td=""><td>461 · Education Development</td><td>0.00</td><td></td><td></td><td></td></td<>	461 · Education Development	0.00			
464       Leadership Training       0.00         465       Professionalism Program       0.00         467       REALTOR Institute       0.00         468       rCRMS       0.00         469       Spring Convention       0.00         471       Industry Partners       0.00         472       CRPM       0.00         Gross Profit       0.00         540       Staff Development       282.75         605       Awards/Glfts       0.00         631       Contering/Hotel       465.04         633       Catering/Hotel       465.04         633       Computer Service and Expense       891.07         632       Copying       17.40       875.00         633       Costering/Hotel       8499.54       24.244.00         634       Equipment Maintenance/Rental       8.499.54       24.244.00         770       Supplies       1.173.19       1.509.75       -336.56         640       Equipment Maintenance/Rental       8.49	462 · Education Outreach	0.00			
465         Professionalism Program         0.00           467         REALTOR Institute         0.00           468         rCRMS         0.00           469         Spring Convention         0.00           471         Industry Partners         0.00           472         CRPM         0.00           Gross Profit         0.00           600         Staff Development         282.75           604         Staff Development         282.75           605         Awards/Gifts         0.00           620         Building Expense         12,913.59         16,109.98           631         Computer Service and Expense         891.07         3,500.00         -2,608.93         25.5           632         Copying         17.40         875.00         -857.60         2.0         2.0           631         Commitments.         2,022.77         2,674.00         -651.23         756         640         Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770         Supplies         1,173.19         1,509.75         -336.56         77.7           780         Postage         1,173.19         1,509.75         -336.5	463 · Instructor Development	0.00			
465         Professionalism Program         0.00           467         REALTOR Institute         0.00           468         rCRMS         0.00           469         Spring Convention         0.00           471         Industry Partners         0.00           472         CRPM         0.00           472         CRPM         0.00           Gross Profit         0.00           Expense         540         Staff Development         282.75           540         Staff Development         282.75         1,000.00         -717.25         28.3           620         Building Expense         12,913.59         16,109.98         -3,196.39         80.2           631         Computer Service and Expense         891.07         3,500.00         -2,608.93         25.6           632         Copying         17.40         875.00         26.0         26.0           634         Commitments.         2,022.77         2,674.00         -651.20         76.6           640         Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770         Supplies         1,834.51         2,551.78         -717.27         71.6	464 · Leadership Training	0.00			
467 · REALTOR Institute         0.00           468 · rCRMS         0.00           469 · Spring Convention         0.00           471 · Industry Partners         0.00           472 · CRPM         0.00           Total Income         0.00           Gross Profit         0.00           605 · Awards/Gifts         0.00           620 · Building Expense         12,913.59           631 · Carping/Hotel         465.04           632 · Copying         17.40           875 · Quipment Maintenance/Rental         8,499.54           24,22.77         2,674.00           630 · Catering/Hotel         465.04           460 · Equipment Maintenance/Rental         8,499.54           24,244.00         -15,744.46           351.         2,561.78           770 · Supplies         1,834.51           770 · Supplies         1,834.51           770 · Supplies         1,834.51           786 · Promotion         1,250.97           810 · Contract Fees         0.00           820 · Telephone         4,645.19           820 · Telephone         4,645.19           820 · Conferences         4,084.02           820 · Conterences         4,084.02					
469 · Spring Convention         0.00           471 · Industry Partners         0.00           472 · CRPM         0.00           Total Income         0.00           Gross Profit         0.00           605 · Awards/Glifts         0.00           605 · Awards/Glifts         0.00           605 · Awards/Glifts         0.00           610 · Computer Service and Expense         12,913.59           631 · Computer Service and Expense         891.07           632 · Copying         17.40           633 · Catering/Hotel         465.04           639 · Dues & Commitments.         2,022.77           2,057         2,674.00           639 · Dues & Commitments.         2,022.77           2,061.00         -1,134.96           770 · Supplies         1,173.19           1,730 · Postage         1,173.19           780 · Postage         1,173.19           786 · Promotion         1,250.97           787 · Speaker Fees         0.00           880 · Conferences         4,084.02           687 · Travel         2,043.91           2,043.91         2,250.00           766 · Postage         13,541.44           24,021.75         -10,480.31					
471 - Industry Partners       0.00         472 - CRPM       0.00         Total Income       0.00         Gross Profit       0.00         S40 - Staff Development       282.75         605 - Awards/Glfts       0.00         620 - Building Expense       12,913.59         631 - Computer Service and Expense       12,913.59         631 - Computer Service and Expense       891.07         632 - Copying       17.40         877 - Supplies       2,022.77         2,674.00       -651.23         770 - Supplies       1,834.51         2,610.00       -2,547.57         781 - Printing       62.43         786 - Promotion       1,250.97         810 · Contract Fees       0.00         810 · Contract Fees       0.00         810 · Contract Fees       0.00         810 · Contract Fees       13,541.44         2,043.91       2,250.00         860 · Telephone       4,645.19         860 · Conferences       4,084.02         860 · Conferences       4,084.02         860 · Conferences       4,084.02         860 · Conferences       4,084.02         860 · Conferences       53,727.82         99	468 · rCRMS	0.00			
472 · CRPM         0.00           Total Income         0.00           Gross Profit         0.00           Expense         2540 · Staff Development         282.75         1,000.00         -717.25         28.3           630 · Catering/Hotel         465.04         1,600.00         -1,134.96         29.1           632 · Dues & Computer Service and Expense         891.07         3,500.00         -2,608.93         25.5           632 · Copying         17.40         875.00         -857.60         2.0         2.0           633 · Dues & Commitments.         2,022.77         2,674.00         -651.23         75.60           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,173.19         1,509.75         -336.56         77.7           780 · Postage         1,173.19         1,509.75         -336.56         77.7           781 · Printing         62.43         2,610.00         -2,547.57         2.4           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           810 · Contract Fees         0.00         2,260.09         90.02         90.02           810 · Contract Fees         13,541.44	469 · Spring Convention	0.00			
472 · CRPM         0.00           Total Income         0.00           Gross Profit         0.00           Expense         240 · Staff Development         282.75         1,000.00         -717.25         28.3           640 · Staff Development         282.75         1,000.00         -717.25         28.3           653 · Awards/Gifts         0.00         620 · Building Expense         12,913.59         16,109.98         -3,196.39         80.2           630 · Catering/Hotel         465.04         1,600.00         -1,134.96         29.1           632 · Copying         17.40         875.00         -2,608.93         25.5           632 · Copying         17.40         875.00         -857.60         2.0           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,834.51         2,551.78         -717.27         77.5           780 · Postage         1,173.19         1,509.75         -336.66         77.7           781 · Printing         62.43         2,610.00         -2,547.57         2.4           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           810 · Contract Fees         <	471 · Industry Partners	0.00			
Gross Profit         0.00           Expense         540 · Staff Development         282.75         1,000.00         -717.25         28.3           605 · Awards/Gifts         0.00         0         605         400 · 51471 Development         282.75         1,000.00         -717.25         28.3           605 · Awards/Gifts         0.00         0         620 · Building Expense         12,913.59         16,109.98         -3,196.39         80.2           630 · Catering/Hotel         465.04         1,600.00         -1,134.96         29.1           631 · Computer Service and Expense         891.07         3,500.00         -2,608.93         25.5           632 · Copying         17.40         875.00         -857.60         2.0           639 · Dues & Commitments.         2,022.77         2,674.00         -651.23         75.60           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,834.51         2,551.78         -717.27         71.27           780 · Postage         1,173.19         1,509.75         -336.56         77.7           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           810 · Contract Fee	,				
Expense	Total Income	0.00			
540 · Staff Development         282.75         1,000.00         -717.25         283.3           605 · Awards/Gifts         0.00         0<	Gross Profit	0.00			
605 · Awards/Gifts         0.00           620 · Building Expense         12,913.59         16,109.98         -3,196.39         80.2           630 · Catering/Hotel         465.04         1,600.00         -1,134.96         29.1           631 · Computer Service and Expense         891.07         3,500.00         -2,608.93         25.5           632 · Copying         17.40         875.00         -857.60         2.0           639 · Dues & Commitments.         2,022.77         2,674.00         -651.23         75.6           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,834.51         2,551.78         -717.27         71.5           780 · Postage         1,173.19         1,509.75         -336.56         77.7           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           787 · Speaker Fees         0.00         -3,049.03         29.1           800 · Conferences         4,044.02         6,690.00         -2,605.98         61.0           860 · Telephone         4,044.02         6,690.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -206.09	•	200 75	1 000 00	747.05	
620 · Building Expense         12,913.59         16,109.98         -3,196.39         80.2           630 · Catering/Hotel         465.04         1,600.00         -1,134.96         29.1           631 · Computer Service and Expense         891.07         3,500.00         -2,608.93         25.5           632 · Copying         17.40         875.00         -857.60         2.0           639 · Dues & Commitments.         2,022.77         2,674.00         -651.23         75.60           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,834.51         2,551.78         -717.27         71.5           780 · Postage         1,173.19         1,509.75         -336.56         77.7           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           787 · Speaker Fees         0.00         -1141.33         80.3         860.2         -10,480.31         56.4           860 · Conferences         4,084.02         6,690.00         -2,605.98         61.0           860 · Conferences         4,084.02         6,690.00         -2,605.98         61.0           860 · Conferences         4,084.02         6,690.00         -2,605.98			1,000.00	-717.25	28.39
631 · Computer Service and Expense         891.07         3,500.00         -2,608.93         25.5           632 · Copying         17.40         875.00         -857.60         2.0           639 · Dues & Commitments.         2,022.77         2,674.00         -651.23         75.6           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,834.51         2,551.78         -717.27         71.5           780 · Postage         1,173.19         1,509.75         -336.56         77.7           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           787 · Speaker Fees         0.00         -30.049.03         29.1           786 · Contract Fees         13,541.44         24,021.75         -10,480.31         56.4           850 · Telephone         4,645.19         5,786.52         -1,141.33         80.3           860 · Conferences         4,084.02         6,690.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -2,605.98         63.5           867 · Travel <t< td=""><td></td><td></td><td>16,109.98</td><td>-3,196.39</td><td>80.29</td></t<>			16,109.98	-3,196.39	80.29
631 · Computer Service and Expense         891.07         3,500.00         -2,608.93         25.5           632 · Copying         17.40         875.00         -857.60         2.0           639 · Dues & Commitments.         2,022.77         2,674.00         -651.23         75.6           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,834.51         2,551.78         -717.27         71.5           780 · Postage         1,173.19         1,509.75         -336.56         77.7           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           787 · Speaker Fees         0.00         -30.49.03         29.1           810 · Contract Fees         13,541.44         24,021.75         -10,480.31         56.4           850 · Telephone         4,645.19         5,786.52         -1,141.33         80.3           860 · Conferences         4,084.02         6,690.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -2,605.98         63.5           867 · Travel <td< td=""><td>630 · Catering/Hotel</td><td>465.04</td><td>1,600.00</td><td>-1.134.96</td><td>29.19</td></td<>	630 · Catering/Hotel	465.04	1,600.00	-1.134.96	29.19
632 · Copying         17.40         875.00         -857.60         2.0           639 · Dues & Commitments.         2,022.77         2,674.00         -651.23         75.60           640 · Equipment Maintenance/Rental         8,499.54         24,244.00         -15,744.46         35.1           770 · Supplies         1,834.51         2,551.78         -717.27         71.5           780 · Postage         1,173.19         1,509.75         -336.56         77.7           781 · Printing         62.43         2,610.00         -2,547.57         2.4           786 · Promotion         1,250.97         4,300.00         -3,049.03         29.1           787 · Speaker Fees         0.00         -				,	25.59
640 · Equipment Maintenance/Rental       8,499.54       24,244.00       -15,744.46       35.1         770 · Supplies       1,834.51       2,551.78       -717.27       71.9         780 · Postage       1,173.19       1,509.75       -336.56       77.7         781 · Printing       62.43       2,610.00       -2,547.57       2.4         786 · Promotion       1,250.97       4,300.00       -3,049.03       29.1         787 · Speaker Fees       0.00       -10,480.31       56.4         850 · Telephone       4,645.19       5,786.52       -1,141.33       80.3         860 · Conferences       4,084.02       6,690.00       -2,605.98       61.0         867 · Travel       2,043.91       2,250.00       -206.09       90.6         Total Expense       53,727.82       99,722.78       -45,994.96       53.6		17.40	875.00	-857.60	2.09
770 · Supplies       1,834.51       2,551.78       -717.27       71.5         780 · Postage       1,173.19       1,509.75       -336.56       77.7         781 · Printing       62.43       2,610.00       -2,547.57       2.4         786 · Promotion       1,250.97       4,300.00       -3,049.03       29.1         787 · Speaker Fees       0.00       -       -       -       -         810 · Contract Fees       13,541.44       24,021.75       -10,480.31       56.4         850 · Telephone       4,645.19       5,786.52       -1,141.33       80.3         860 · Conferences       4,084.02       6,690.00       -2,605.98       61.0         867 · Travel       2,043.91       2,250.00       -206.09       90.6         Total Expense       53,727.82       99,722.78       -45,994.96       53.5         let Ordinary Income       -53,727.82       -99,722.78       45,994.96       53.5		2,022.77	2,674.00	-651.23	75.69
770 · Supplies       1,834.51       2,551.78       -717.27       71.9         780 · Postage       1,173.19       1,509.75       -336.56       77.7         781 · Printing       62.43       2,610.00       -2,547.57       2.4         786 · Promotion       1,250.97       4,300.00       -3,049.03       29.1         787 · Speaker Fees       0.00       -       -       -       -         810 · Contract Fees       13,541.44       24,021.75       -10,480.31       56.4         850 · Telephone       4,645.19       5,786.52       -1,141.33       80.3         860 · Conferences       4,084.02       6,690.00       -2,605.98       61.0         867 · Travel       2,043.91       2,250.00       -206.09       90.6         Total Expense       53,727.82       99,722.78       -45,994.96       53.9         et Ordinary Income       -53,727.82       -99,722.78       45,994.96       53.9	640 · Equipment Maintenance/Rental	8,499.54	24,244.00	-15,744.46	35.19
781 · Printing       62.43       2,610.00       -2,547.57       2.4         786 · Promotion       1,250.97       4,300.00       -3,049.03       29.1         787 · Speaker Fees       0.00       -       -       -       -       -       -       -       -       -       -       -       2.4         810 · Contract Fees       0.00       -	770 · Supplies	1,834.51	2,551.78	-717.27	71.99
781 · Printing       62.43       2,610.00       -2,547.57       2.4         786 · Promotion       1,250.97       4,300.00       -3,049.03       29.1         787 · Speaker Fees       0.00       -       -       -       -       -       -       -       -       -       -       -       2.4         810 · Contract Fees       0.00       -	780 · Postage	1,173.19	1,509.75	-336.56	77.79
787 · Speaker Fees         0.00           810 · Contract Fees         13,541.44         24,021.75         -10,480.31         56.4           850 · Telephone         4,645.19         5,786.52         -1,141.33         80.3           860 · Conferences         4,084.02         6,690.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -206.09         90.8           Total Expense         53,727.82         99,722.78         -45,994.96         53.9           let Ordinary Income         -53,727.82         -99,722.78         45,994.96         53.9		62.43	2,610.00	-2,547.57	2.49
810 · Contract Fees       13,541.44       24,021.75       -10,480.31       56.4         850 · Telephone       4,645.19       5,786.52       -1,141.33       80.3         860 · Conferences       4,084.02       6,690.00       -2,605.98       61.0         867 · Travel       2,043.91       2,250.00       -206.09       90.8         Total Expense       53,727.82       99,722.78       -45,994.96       53.9         let Ordinary Income       -53,727.82       -99,722.78       45,994.96       53.9	786 · Promotion	1,250.97	4,300.00	-3,049.03	29.1%
850 · Telephone         4,645.19         5,786.52         -1,141.33         80.3           860 · Conferences         4,084.02         6,690.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -206.09         90.8           Total Expense         53,727.82         99,722.78         -45,994.96         53.9           let Ordinary Income         -53,727.82         -99,722.78         45,994.96         53.9	787 · Speaker Fees	0.00			
860 · Conferences         4,084.02         6,690.00         -2,605.98         61.0           867 · Travel         2,043.91         2,250.00         -206.09         90.6           Total Expense         53,727.82         99,722.78         -45,994.96         53.9           Net Ordinary Income         -53,727.82         -99,722.78         45,994.96         53.9	810 · Contract Fees	13,541.44	24,021.75	-10,480.31	56.4%
867 · Travel         2,043.91         2,250.00         -206.09         90.6           Total Expense         53,727.82         99,722.78         -45,994.96         53.5           let Ordinary Income         -53,727.82         -99,722.78         45,994.96         53.5					80.3%
Total Expense         53,727.82         99,722.78         -45,994.96         53.9           let Ordinary Income         -53,727.82         -99,722.78         45,994.96         53.9				·	61.09
let Ordinary Income -53,727.82 -99,722.78 45,994.96 53.9	867 · Travel		2,250.00		90.8%
	Total Expense	53,727.82	99,722.78	-45,994.96	53.9%
lncome -53,727.82 -99,722.78 45,994.96 53.9	let Ordinary Income	-53,727.82	-99,722.78	45,994.96	53.9%
	Income	-53,727.82	-99,722.78	45,994.96	53.9%

12/20/22 Accrual Basis

		1815 REALT		
	Jan - Nov 22	(1800 Professiona Budget	I & Bus.Develop) \$ Over Budget	% of Budget
Ordinary Incomo/Expanse		Duuger	a Over Dudger	76 Of Budget
Ordinary Income/Expense Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	29,236.00	37,310.00	-8,074.00	78.4%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	29,236.00	37,310.00	-8,074.00	78.4%
Gross Profit	29,236.00	37,310.00	-8,074.00	78.4%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	161.90	150,00	11.90	107.9%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	180.00	-180.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	496.36	550.00	-53.64	90.2%
780 · Postage	39.29	270.00	-230.71	14.69
781 - Printing	0.00			
786 · Promotion	7,781.88	14,135.00	-6,353.12	55.1%
787 · Speaker Fees	7,750.00	8,500.00	-750.00	91.2%
810 · Contract Fees	5,300.00	9,850.00	-4,550.00	53.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	36.87	200.00	-163.13	18.4%
Total Expense	21,566.30	33,835.00	-12,268.70	63.7%
Net Ordinary Income	7,669.70	3,475.00	4,194.70	220.7%
et Income	7,669.70	3,475.00	4,194.70	220.7%

12/20/22

**Accrual Basis** 

Ordinary Income/Expense Income         Income         0.00 460 · Sponsorship Income         0.00 460 · Broker University         0.00 461 · Education Development         0.00 462 · Education Outreach         0.00 463 · Instructor Development         0.00 464 · Leadership Training         0.00 465 · Professionalism Program         0.00 466 · Professionalism Program         0.00 466 · Spring Convention         0.00 466 · Spring Convention         0.00 467 · REALTOR Institute         0.00 471 · Industry Partners         0.00 0.00           471 · Industry Partners         0.00 472 · CRPM         -9,111.83         -9,111.83           Gross Profit         21,618.17         30,730.00         -9,111.83           Expense         540 · Staff Development         0.00 630 · Catering/Hotel         40.37 631 · Computer Service and Expense         0.00 632 · Dues & Commitments.         -169,63 633 · Catering/Hotel         40.37 710 · Supplies         -17.38 780 · Postage         182.8 567.00         -17.38 780 · Postage         182.8 567.00         -458.72 781 · Printing         0.00 786 · Promotion         -458.72 781 · Printing         -632.00 850 · Conferences         632.00 850 · Conferences         632.00 850 · Telephone         632.00 850 · Telephone         -632.00 850 · Telephone         -632.00 850 · Telephone         -632.00 850 · Telephone         -632.00 850 · Telephone         -632.00         -632.00				1820 rC		
Income         0.00           460 · Broker University         0.00           461 · Education Development         0.00           462 · Education Outreach         0.00           463 · Instructor Development         0.00           463 · Instructor Development         0.00           463 · Instructor Development         0.00           464 · Leadership Training         0.00           465 · Professionalism Program         0.00           467 · REALTOR Institute         0.00           468 · rCRMS         21,618.17           30,730.00         -9,111.83           469 · Spring Convention         0.00           471 · Industry Partners         0.00           472 · CRPM         0.00           473 · Staff Development         0.00           600 · Staff Development         0.00           610 · Staff Development         0.00           620 · Capring/Hotel         40.37           631 · Computer Service and Expense         0.00           632 · Copying         0.00           633 · Dues & Commitments.         0.00           640 · Equipment Maintenance/Rental         0.00           786 · Postage         108.28           786 · Postage         17.300.00         -458.72	udget	% of B		-		
440.9 · Sponsorship Income         0.00           460 · Broker University         0.00           461 · Education Development         0.00           462 · Education Outreach         0.00           463 · Instructor Development         0.00           464 · Leadership Training         0.00           465 · Fordessionalism Program         0.00           466 · FCRMS         21,618.17           30,730.00         -9,111.83           469 · Spring Convention         0.00           471 · Industry Partners         0.00           472 · CRPM         0.00           70 · Industry Partners         0.00           600 · Staff Development         0.00           601 · Staff Development         0.00           632 · Catering/Hotel         40.37           633 · Catering/Hotel         40.37           630 · Catering/Hotel         40.37           631 · Computer Service and Expense         0.00           632 · Copying         0.00           633 · Dees & Commitments.         0.00           640 · Equipment Maintenance/Rental         0.00           785 · Postage         108.28         567.00           786 · Promotion         0.00         -458.72           787 · Speaker Fees						
460 · Broker University         0.00           461 · Education Development         0.00           462 · Education Outreach         0.00           463 · Instructor Development         0.00           464 · Leadership Training         0.00           465 · Professionalism Program         0.00           466 · Spring Convention         0.00           467 · REALTOR Institute         0.00           468 · rCRMS         21,618.17         30,730.00         -9,111.83           469 · Spring Convention         0.00					0.00	
461 · Education Development       0.00         462 · Education Outreach       0.00         463 · Instructor Development       0.00         464 · Leadership Training       0.00         465 · Professionalism Program       0.00         466 · rCRMS       21,618.17       30,730.00         469 · Spring Convention       0.00         472 · CRPM       0.00         473 · Industry Partners       0.00         474 · CRPM       0.00         475 · REALTOR Institute       21,618.17         30,730.00       -9,111.83         Gross Profit       21,618.17         30,730.00       -9,111.83         Expense       0.00         530 · Catering/Hotel       40.37         531 · Computer Service and Expense       0.00         632 · Copying       0.00         633 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         761 · Printing       0.00         765 · Pro						
462 · Education Outreach       0.00         463 · Instructor Development       0.00         464 · Leadership Training       0.00         465 · Professionalism Program       0.00         467 · REALTOR Institute       0.00         468 · rCRMS       21,618.17         30,730.00       -9,111.83         469 · Spring Convention       0.00         471 · Industry Partners       0.00         472 · CRPM       0.00         473 · Industry Partners       0.00         474 · Industry Partners       0.00         477 · Industry Partners       0.00         478 · Spring Convention       0.00         479 · Staff Development       0.00         540 · Staff Development       0.00         605 · Awards/Glfts       0.00         620 · Building Expense       0.00         630 · Catering/Hotel       0.00         631 · Computer Service and Expense       0.00         632 · Copying       0.00         633 · Deves & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         776 · Speaker Fees       17,300.00       -17,38         786 · Promotion       0.00       -2,200.00         810 · Contract Fees					0.00	460 Broker University
463         Instructor Development         0.00           463         Leadership Training         0.00           464         Leadership Training         0.00           465         Professionalism Program         0.00           467         REALTOR Institute         0.00           468         rCRMS         21,618.17         30,730.00         -9,111.83           469         Spring Convention         0.00					0.00	461 · Education Development
464 · Leadership Training       0.00         465 · Professionalism Program       0.00         467 · REALTOR Institute       0.00         468 · rCRMS       21,618.17       30,730.00       -9,111.83         469 · Spring Convention       0.00					0.00	462 · Education Outreach
465         Professionalism Program         0.00           467         REALTOR Institute         0.00           468         rCRMS         21,618.17         30,730.00         -9,111.83           469         Spring Convention         0.00					0.00	463 · Instructor Development
465         Professionalism Program         0.00           467         REALTOR Institute         0.00           468         rCRMS         21,618.17         30,730.00         -9,111.83           469         Spring Convention         0.00					0.00	464 · Leadership Training
468 · rCRMS       21,618.17       30,730.00       -9,111.83         469 · Spring Convention       0.00					0.00	465 · Professionalism Program
469 · Spring Convention       0.00         471 · Industry Partners       0.00         472 · CRPM       0.00         Total Income       21,618.17         30,730.00       -9,111.83         Gross Profit       21,618.17         30,730.00       -9,111.83         Expense       540 · Staff Development         540 · Staff Development       0.00         605 · Awards/Glfts       0.00         630 · Catering/Hotel       40.37         631 · Computer Service and Expense       0.00         632 · Copying       0.00         633 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       52.62       70.00       -17.38         780 · Postage       108.28       567.00       -458.72         781 · Printing       0.00       -458.72         785 · Promotion       0.00       -2,200.00         850 · Telephone       0.00       -2,220.00         850 · Telephone       0.00       -3,477.73         70al Expense       19,091.27       22,569.00       -3,477.73					0.00	467 · REALTOR Institute
471 · Industry Partners       0.00         472 · CRPM       0.00         Total Income       21,618.17         30,730.00       -9,111.83         Gross Profit       21,618.17         30,730.00       -9,111.83         Gross Profit       21,618.17         30,730.00       -9,111.83         Expense       0.00         605 · Awards/Gifts       0.00         630 · Catering/Hotel       40.37         631 · Computer Service and Expense       0.00         632 · Caying       0.00         633 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       52.62         780 · Postage       108.28         786 · Promotion       0.00         787 · Speaker Fees       17,300.00         19.500.00       -2,200.00         810 · Contract Fees       1,590.00         19.500.00       -2,200.00         850 · Telephone       0.00         867 · Travel       0.00         867 · Travel       0.00	70.3		-9,111.83	30,730.00	21,618.17	468 · rCRMS
472 · CRPM         0.00           Total Income         21,618.17         30,730.00         -9,111.83           Gross Profit         21,618.17         30,730.00         -9,111.83           Expense         21,618.17         30,730.00         -9,111.83           Expense         540 · Staff Development         0.00         605           605 · Awards/Gifts         0.00         620 · Building Expense         0.00           630 · Catering/Hotel         40.37         210.00         -169.63           631 · Computer Service and Expense         0.00         -169.63         -169.63           632 · Copying         0.00         -169.63         -17.38           760 · Equipment Maintenance/Rental         0.00         -17.38           780 · Postage         108.28         567.00         -17.38           781 · Printing         0.00         -458.72         -458.72           781 · Promotion         0.00         -2,200.00         810 · Contract Fees         17,300.00         19,500.00         -2,200.00           850 · Telephone         0.00         -632.00         -632.00         -632.00         -632.00           867 · Travel         0.00         -77.73         -77.73         -77.73         -77.73 <td></td> <td></td> <td></td> <td></td> <td>0.00</td> <td>469 · Spring Convention</td>					0.00	469 · Spring Convention
472 · CRPM         0.00           Total Income         21,618.17         30,730.00         -9,111.83           Gross Profit         21,618.17         30,730.00         -9,111.83           Expense         21,618.17         30,730.00         -9,111.83           Expense         540 · Staff Development         0.00         -9,111.83           Expense         0.00         605 · Awards/Gifts         0.00           630 · Catering/Hotel         40.37         210.00         -169.63           631 · Computer Service and Expense         0.00         -169.63         -169.63           632 · Copying         0.00         -169.63         -17.38           763 · Dues & Commitments.         0.00         -17.38           770 · Supplies         52.62         70.00         -17.38           780 · Postage         108.28         567.00         -458.72           761 · Printing         0.00         -2,200.00         810 · Contract Fees         17,300.00         19,500.00         -2,200.00           850 · Telephone         0.00         -632.00         -632.00         -632.00         -632.00           867 · Travel         0.00         -77.73         -77.73         -77.73         -77.73         -77.73 <td></td> <td></td> <td></td> <td></td> <td>0.00</td> <td>471 · Industry Partners</td>					0.00	471 · Industry Partners
Gross Profit         21,618.17         30,730.00         -9,111.83           Expense 540 · Staff Development         0.00						
Expense         540 · Staff Development         0.00           605 · Awards/Gifts         0.00           620 · Building Expense         0.00           630 · Catering/Hotel         40.37         210.00         -169.63           631 · Computer Service and Expense         0.00         -169.63         -169.63           632 · Copying         0.00         -17.38         -17.38           640 · Equipment Maintenance/Rental         0.00         -17.38           780 · Postage         108.28         567.00         -458.72           781 · Printing         0.00         -458.72         -458.72           786 · Promotion         0.00         -458.72         -632.00           810 · Contract Fees         1,590.00         -2,200.00         -632.00           850 · Telephone         0.00         -632.00         -632.00           850 · Telephone         0.00         -632.00         -632.00           850 · Talephone         0.00         -632.00         -632.00           857 · Travel         0.00	70.3		-9,111.83	30,730.00	21,618.17	fotal Income
540 · Staff Development         0.00           605 · Awards/Gifts         0.00           620 · Building Expense         0.00           630 · Catering/Hotel         40.37         210.00         -169.63           631 · Computer Service and Expense         0.00         -169.63         -169.63           632 · Copying         0.00         -169.63         -169.63           633 · Dues & Commitments.         0.00         -17.38           760 · Equipment Maintenance/Rental         0.00         -17.38           780 · Postage         108.28         567.00         -458.72           781 · Printing         0.00         -458.72         -458.72           786 · Promotion         0.00         -458.72         -458.72           787 · Speaker Fees         17,300.00         19,500.00         -2,200.00           810 · Contract Fees         1,590.00         2,222.00         -632.00           850 · Telephone         0.00	70.3		<u> </u>	30,730.00	21,618.17	oss Profit
540 · Staff Development         0.00           605 · Awards/Gifts         0.00           620 · Building Expense         0.00           630 · Catering/Hotel         40.37         210.00         -169.63           631 · Computer Service and Expense         0.00         -169.63         -169.63           632 · Copying         0.00         -169.63         -169.63           633 · Dues & Commitments.         0.00         -17.38           760 · Equipment Maintenance/Rental         0.00         -17.38           780 · Postage         108.28         567.00         -458.72           781 · Printing         0.00         -458.72         -458.72           786 · Promotion         0.00         -458.72         -458.72           787 · Speaker Fees         17,300.00         19,500.00         -2,200.00           810 · Contract Fees         1,590.00         2,222.00         -632.00           850 · Telephone         0.00						Thense
605 · Awards/Gifts         0.00           620 · Building Expense         0.00           630 · Catering/Hotel         40.37         210.00         -169.63           631 · Computer Service and Expense         0.00         -169.63         -169.63           632 · Copying         0.00         -169.63         -169.63           632 · Copying         0.00         -17.38           640 · Equipment Maintenance/Rental         0.00         -17.38           780 · Postage         108.28         567.00         -458.72           781 · Printing         0.00         -458.72         -458.72           786 · Promotion         0.00         -2,200.00         -458.72           787 · Speaker Fees         17,300.00         19,500.00         -2,200.00           810 · Contract Fees         1,590.00         2,222.00         -632.00           850 · Telephone         0.00					0.00	
620 · Building Expense       0.00         630 · Catering/Hotel       40.37       210.00       -169.63         631 · Computer Service and Expense       0.00       632       -169.63         632 · Copying       0.00       639       -169.63         639 · Dues & Commitments.       0.00       -17.38         640 · Equipment Maintenance/Rental       0.00       -17.38         780 · Postage       108.28       567.00       -458.72         781 · Printing       0.00       -458.72       -458.72         787 · Speaker Fees       17,300.00       19,500.00       -2,200.00         810 · Contract Fees       1,590.00       2,222.00       -632.00         850 · Telephone       0.00						
631 · Computer Service and Expense       0.00         632 · Copying       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       52.62         780 · Postage       108.28         781 · Printing       0.00         787 · Speaker Fees       17,300.00         19,500.00       -2,200.00         810 · Contract Fees       1,590.00         2,222.00       -632.00         850 · Telephone       0.00         867 · Travel       0.00         Total Expense       19,091.27						
631 · Computer Service and Expense       0.00         632 · Copying       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       52.62         780 · Postage       108.28         781 · Printing       0.00         787 · Speaker Fees       17,300.00         19,500.00       -2,200.00         810 · Contract Fees       1,590.00         2,222.00       -632.00         850 · Telephone       0.00         867 · Travel       0.00         Total Expense       19,091.27	19.2		-169.63	210.00	40.37	630 · Catering/Hotel
632 · Copying       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       52.62       70.00       -17.38         780 · Postage       108.28       567.00       -458.72         781 · Printing       0.00       -458.72         787 · Speaker Fees       17,300.00       19,500.00       -2,200.00         810 · Contract Fees       1,590.00       2,222.00       -632.00         850 · Telephone       0.00       0.00       867 · Travel       0.00         Total Expense       19,091.27       22,569.00       -3,477.73						
639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       52.62         780 · Postage       108.28         780 · Postage       108.28         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       17,300.00       19,500.00         810 · Contract Fees       1,590.00       2,222.00         850 · Telephone       0.00       600         860 · Conferences       0.00       600         867 · Travel       0.00       -3,477.73						
770 · Supplies       52.62       70.00       -17.38         780 · Postage       108.28       567.00       -458.72         781 · Printing       0.00       -000         786 · Promotion       0.00       19,500.00       -2,200.00         810 · Contract Fees       1,590.00       2,222.00       -632.00         850 · Telephone       0.00       0.00       -458.72         860 · Conferences       0.00						
770 · Supplies       52.62       70.00       -17.38         780 · Postage       108.28       567.00       -458.72         781 · Printing       0.00       -000         786 · Promotion       0.00       19,500.00       -2,200.00         810 · Contract Fees       1,590.00       2,222.00       -632.00         850 · Telephone       0.00       0.00       -458.72         860 · Conferences       0.00       -458.72       -458.72         770 · Speaker Fees       17,300.00       19,500.00       -2,200.00         850 · Telephone       0.00       -632.00					0.00	640 · Equipment Maintenance/Rental
781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       17,300.00       19,500.00         810 · Contract Fees       1,590.00       2,222.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Total Expense       19,091.27       22,569.00	75.2		-17.38	70.00		
781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       17,300.00       19,500.00         810 · Contract Fees       1,590.00       2,222.00         850 · Telephone       0.00       632.00         860 · Conferences       0.00         867 · Travel       0.00         Total Expense       19,091.27       22,569.00	19.1		-458.72	567.00	108.28	780 - Postage
787 · Speaker Fees       17,300.00       19,500.00       -2,200.00         810 · Contract Fees       1,590.00       2,222.00       -632.00         850 · Telephone       0.00       -632.00       -632.00         860 · Conferences       0.00					0.00	-
810 · Contract Fees       1,590.00       2,222.00       -632.00         850 · Telephone       0.00       -632.00         860 · Conferences       0.00					0.00	786 · Promotion
850 · Telephone         0.00           860 · Conferences         0.00           867 · Travel         0.00           Total Expense         19,091.27         22,569.00         -3,477.73	88.7		-2,200.00	19,500.00	17,300.00	787 · Speaker Fees
860 · Conferences         0.00           867 · Travel         0.00           Total Expense         19,091.27         22,569.00         -3,477.73	71.6		-632.00	2,222.00	1,590.00	810 · Contract Fees
860 · Conferences         0.00           867 · Travel         0.00           Total Expense         19,091.27         22,569.00         -3,477.73					0.00	850 · Telephone
867 · Travel         0.00           Total Expense         19,091.27         22,569.00         -3,477.73						
	84.6		-3,477.73	22,569.00	19,091.27	fotal Expense
Net Ordinary Income         2,526.90         8,161.00         -5,634.10	31.0		-5,634.10	8,161.00	2,526.90	rdinary Income
et Income 2,526.90 8,161.00 -5,634.10	31.0		-5,634.10	8,161.00	2,526.90	ome

### 9:13 AM 12/20/22

Accrual Basis

		1825 Cert. Res. (1800 Professiona		
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
440.9 · Sponsorship Income 460 · Broker University	0.00 0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 - Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00		53	
469 · Spring Convention	0.00			
471 · Industry Partners 472 · CRPM	0.00 22,435.00	28,545.00	-6,110.00	78.6%
Total Income	22,435.00	28,545.00	-6,110.00	78.6%
Gross Profit	22,435.00	28,545.00	-6,110.00	78.6%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	75.00	-75.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	245.00	0.00	245.00	100.0%
640 · Equipment Maintenance/Rental	0.00	(		
770 · Supplies	0.00	150.00	-150.00	0.0%
780 · Postage	34.19	1,934.00	-1,899.81	1.8%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	8,979.96	11,925.00	-2,945.04	75.3%
810 · Contract Fees	3,760.00	6,718.00	-2,958.00	56.0%
850 · Telephone 860 · Conferences 867 · Travel	0.00 0.00 0.00			
Total Expense	13,019.15	20,802.00	-7,782.85	62.6%
Net Ordinary Income	9,415.85	7,743.00	1,672.85	121.6%
Net Income	9,415.85	7,743.00	1,672.85	121.6%
		1,140.00	1,072.03	121.0/0

12/20/22 **Accrual Basis** 

	1840 Leadership Training/Conf. (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				2000
440.9 · Sponsorship Income 460 · Broker University	0.00 0.00	2,200.00	-2,200.00	0.0%
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training 465 · Professionalism Program 467 · REALTOR Institute	22,815.00 0.00 0.00	21,320.00	1,495.00	107.0%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners 472 · CRPM	0.00			
Total Income	22,815.00	23,520.00	-705.00	97.0%
Gross Profit	22,815.00	23,520.00	-705.00	97.0%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts 620 · Building Expense	0.00 0.00			
ozo Dunung Expense				
630 · Catering/Hotel	66,379.07	101,405.00	-35,025.93	65.5%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	1,578.77	4,200.00	-2,621.23	37.6%
780 · Postage	0.00			
781 - Printing	445.24	775.00	-329.76	57.5%
786 · Promotion	15.00			
787 · Speaker Fees	36,773.55	62,300.00	-25,526.45	59.0%
810 · Contract Fees	11,997.29	33,709.00	-21,711.71	35.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 - Travel	2,667.76	10,352.00	-7,684.24	25.8%
Total Expense	119,856.68	212,741.00	-92,884.32	56.3%
Net Ordinary Income	-97,041.68	-189,221.00	92,179.32	51.3%
Net Income	-97,041.68	-189,221.00	92,179.32	51.3%

### 9:13 AM 12/20/22

Accrual Basis

	1850 Partners Conference			
	Jan - Nov 22	(1800 Professiona	il & Bus.Develop) \$ Over Budget	% of Budget
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	0.00	40,070.00	-25,055.00	44.07
Total Income	20,682.00	46,375.00	-25,693.00	44.69
Gross Profit	20,682.00	46,375.00	-25,693.00	44.6%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	15,097.46	23,940.00	-8,842.54	63.19
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	800.00	-800.00	0.0%
787 · Speaker Fees	0.00			
810 · Contract Fees	6,384.23	15,172.00	-8,787.77	42.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	21,481.69	39,912.00	-18,430.31	53.8%
Net Ordinary Income	-799.69	6,463.00	-7,262.69	-12.4%
et income	-799.69	6,463.00	-7,262.69	-12.4%
			· · · · · · · · · · · · · · · · · · ·	

### 9:13 AM 12/20/22

**Accrual Basis** 

		Total 1855 Profess	ionalism Program	
	Jan - Nov 22	(1800 Professiona Budget	I & Bus.Develop) \$ Over Budget	% of Budget
Ordinary Income/Expense		Dugor	+ over buuget	// Of Budget
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	1,598.00	7,080.00	-5,482.00	22.6
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 - Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	1,598.00	7,080.00	-5,482.00	22.6
Gross Profit	1,598.00	7,080.00	-5,482.00	22.6
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00	100,00	-100.00	0.0
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	3,000.00	-3,000.00	0.0
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	104.82	600.00	-495.18	17.5
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	600.00	-600.00	0.0
787 · Speaker Fees	3,525.00	9,000.00	-5,475.00	39.2
810 · Contract Fees	0.00	1,400.00	-1,400.00	0.0
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	3,629.82	14,700.00	-11,070.18	24.7
Net Ordinary Income	-2,031.82	-7,620.00	5,588.18	26.7
et Income	-2,031.82	-7,620.00	5,588.18	26.7

12/20/22

**Accrual Basis** 

		1860 Spring (1800 Professiona		
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
440.9 · Sponsorship Income 460 · Broker University	0.00 0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00	0.00	0,00	0.0
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	59,138.00	86,125.00	-26,987.00	68.7
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	59,138.00	86,125.00	-26,987.00	68.7
Gross Profit	59,138.00	86,125.00	-26,987.00	68.7
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts 620 · Building Expense	0.00 0.00			
630 · Catering/Hotel	111,928,19	157,500.00	-45,571.81	71.1
631 · Computer Service and Expense	0.00	,		
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	860.34	750.00	110.34	114.7
780 · Postage	20,271.98	29,700.00	-9,428.02	68.3
781 · Printing	1,152.51	8,288.00	-7,135.49	13.9
786 · Promotion	559.99	2,400.00	-1,840.01	23.3
787 · Speaker Fees	80,359.91	90,350.00	-9,990.09	88.9
810 · Contract Fees	19,490.03	28,395.00	-8,904.97	68.6
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	303.49	795.00	-491.51	38.2
Total Expense	234,926.44	318,178.00	-83,251.56	73.8
Net Ordinary Income	-175,788.44	-232,053.00	56,264.56	75.8
t Income	-175,788.44	-232,053.00	56,264.56	75.8

12/20/22

Accrual Basis

		1870 Educati		
	Jan - Nov 22	(1800 Professiona Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	46,427.00	42,150.00	4,277.00	110.1%
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			-
Total Income	46,427.00	42,150.00	4,277.00	110.1%
Gross Profit	46,427.00	42,150.00	4,277.00	110.1%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	6,437.50	1,575.00	4,862.50	408.7%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 Supplies	244.85	260.00	-15.15	94.2%
780 · Postage	0.00	2,282.00	-2,282.00	0.0%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	17,779.18	20,250.00	-2,470.82	87.8%
810 · Contract Fees	16,745.00	14,675.00	2,070.00	114.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	35.00			
Total Expense	41,241.53	39,042.00	2,199.53	105.6%
Net Ordinary Income	5,185.47	3,108.00	2,077.47	166.8%
Net Income	5,185.47	3,108.00	2,077.47	166.8%

12/20/22

Accrual Basis

		1871 Educatior (1800 Professiona		
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
440.9 · Sponsorship Income	0.00			
460 Broker University	0.00			
461 · Education Development	3,534.51	2,780.00	754.51	127,1%
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 - Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	3,534.51	2,780.00	754.51	127.1%
Gross Profit	3,534.51	2,780.00	754.51	127.1%
Expense				
540 · Staff Development	855.00	1,600,00	-745.00	53.4%
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	750.00	-750.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
810 · Contract Fees	1,759.61	8,050.00	-6,290.39	21.9%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	2,614.61	10,400.00	-7,785.39	25.1%
Net Ordinary Income	919.90	-7,620.00	8,539.90	-12.1%
Net Income	919.90	-7,620.00	8,539.90	-12.1%

12/20/22

**Accrual Basis** 

Ordinary Income/Expense Income 440.9 · Sponsorship Income 460 · Broker University 461 · Education Development 462 · Education Outreach 463 · Instructor Development 464 · Leadership Training 465 · Professionalism Program 467 · REALTOR Institute	Jan - Nov 22 0.00 0.00 0.00 1,999.00 0.00 0.00 0.00 0.00	(1800 Professiona Budget 2,165.00	\$ Over Budget	% of Budget
Income 440.9 · Sponsorship Income 460 · Broker University 461 · Education Development 462 · Education Outreach 463 · Instructor Development 464 · Leadership Training 465 · Professionalism Program	0.00 0.00 0.00 1,999.00 0.00 0.00	2,165.00		
Income 440.9 · Sponsorship Income 460 · Broker University 461 · Education Development 462 · Education Outreach 463 · Instructor Development 464 · Leadership Training 465 · Professionalism Program	0.00 0.00 0.00 1,999.00 0.00 0.00	2,165.00	-166.00	92.3%
460 · Broker University 461 · Education Development 462 · Education Outreach 463 · Instructor Development 464 · Leadership Training 465 · Professionalism Program	0.00 0.00 0.00 1,999.00 0.00 0.00	2,165.00	-166.00	92.3%
461 · Education Development 462 · Education Outreach 463 · Instructor Development 464 · Leadership Training 465 · Professionalism Program	0.00 0.00 1,999.00 0.00 0.00	2,165.00	-166.00	92.3%
462 · Education Outreach 463 · Instructor Development 464 · Leadership Training 465 · Professionalism Program	0.00 1,999.00 0.00 0.00	2,165.00	-166.00	92.3%
463 · Instructor Development 464 · Leadership Training 465 · Professionalism Program	1,999.00 0.00 0.00	2,165.00	-166.00	92.3%
464 · Leadership Training 465 · Professionalism Program	0.00	2,165.00	-166.00	92.3%
465 · Professionalism Program	0.00			
*				
467 · REALTOR Institute	0.00			
	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	1,999.00	2,165.00	-166.00	92.3%
Gross Profit	1,999.00	2,165.00	-166.00	92.3%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	148.68	200.00	-51.32	74.3%
620 · Building Expense	0.00			
630 · Catering/Hotel	68.11	420.00	-351.89	16.2%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	281.96	500.00	-218.04	56.4%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	4,750.00	8,300.00	-3,550.00	57.2%
810 · Contract Fees	1,794.50	1,600.00	194.50	112.2%
850 · Telephone	0.00			
860 · Conferences	-754.55	2,999.00	-3,753.55	-25.2%
867 · Travel	0.00		_,	
Total Expense	6,288.70	14,019.00	-7,730.30	44.9%
Net Ordinary Income	-4,289.70	-11,854.00	7,564.30	36.2%
t Income	-4,289.70	-11,854.00	7,564.30	36.2%

12/20/22

Accrual Basis

(1800 Professional & Bus.Develop)           Jan - Nov 22         Budget         \$ Over Budget         % of Budget           400.9 - Sponsorship income         0.00         3,540.00         330.00         109.31           440 - Broker University         3,870.00         3,540.00         330.00         109.31           441 - Education Development         0.00         462 - Education Outreach         0.00         463 - Instructor Development         0.00           463 - Instructor Development         0.00         465 - Professionalism Program         0.00         464 - Education Outreach         0.00           464 - Eadership Training         0.00			1875 Broker	University	
Ordinary Income/Expense Income         0.00         1.0000         1.0000           440.9 - Sponsorship Income         0.00         3.540.00         330.00         109.31           441 - Education Development         0.00         462 - Education Outreach         0.00         463 - Instructor Development         0.00           463 - Instructor Development         0.00         465 - Professionalism Program         0.00         465 - Fortessionalism Program         0.00           465 - Professionalism Program         0.00         468 - rCRMS         0.00         468 - rCRMS         0.00           468 - rCRMS         0.00         469 - Spring Convention         0.00         471 - Industry Partners         0.00           472 - CRPM         0.00         3.540.00         330.00         109.31           Gross Profit         3.870.00         3.540.00         330.00         109.31           Start Development         0.00         3.540.00         330.00         109.31           Expense         50.00         -242.68         59.61           50 - Start Development         0.00         36.00         0.01           630 - Catering/Hotei         0.00         36.00         -242.68         59.61           630 - Capying         0.00         333.38		lan - Nov 22		Contraction of the second seco	% of Budget
Income 440.9: Sponsorship income 450 · Broker University         0.00 3,870.00         3,540.00         330.00         109.31           461 · Education Development         0.00         3,670.00         3,640.00         330.00         109.31           461 · Education Outreach         0.00         462 · Education Outreach         0.00         463 · Instructor Development         0.00           463 · Instructor Development         0.00         465 · Professionalism Program         0.00           465 · Foressionalism Program         0.00         467 · REALTOR Institute         0.00           472 · CRMS         0.00			Duuget	V OVER Duuger	78 OF Budget
440.9 : Sponsorship Income         0.00           4460 · Broker University         3,870.00         3,540.00         330.00         109.31           4461 · Education Development         0.00         462         Education Outreach         0.00           4463 · Instructor Development         0.00         463         Instructor Development         0.00           4463 · Instructor Development         0.00         464         Leadership Training         0.00           4465 · Professionalism Program         0.00         465         Professionalism Program         0.00           4465 · CRMS         0.00         465         Professionalism Program         0.00           447 · Industry Partners         0.00         471 · Industry Partners         0.00           472 · CRPM         0.00         3540.00         330.00         109.31           Gross Profit         3,870.00         3,540.00         330.00         109.31           Gross Profit         3,870.00         3,540.00         330.00         109.31           Gross Profit         3,870.00         3,540.00         330.00         109.31           Gross Profit         3,870.00         3,600.00         -242.68         59.61           G20 · Building Expense         0.00					
460 · Broker University         3,870.00         3,540.00         330.00         109.31           461 · Education Development         0.00         442 · Education Outreach         0.00           463 · Instructor Development         0.00         443 · Instructor Development         0.00           465 · Professionalism Program         0.00         445 · Free Statism Program         0.00           465 · Professionalism Program         0.00         445 · FRMS         0.00           467 · REALTOR Institute         0.00         447 · REALTOR Institute         0.00           471 · Industry Partners         0.00		0.00			
461 · Education Development       0.00         462 · Education Outreach       0.00         463 · Instructor Development       0.00         464 · Leadership Training       0.00         465 · Professionalism Program       0.00         466 · CRMS       0.00         467 · REALTOR Institute       0.00         468 · CRMS       0.00         471 · Industry Partners       0.00         472 · CRPM       0.00         70tal income       3,870.00       3,540.00         305 · Spring Convention       0.00         605 · Awards/Gifts       3,870.00       3,540.00         540 · Staff Development       0.00         605 · Awards/Gifts       357.32       600.00         630 · Catering/Hotel       0.00       36.00       -242.68         631 · Computer Service and Expense       0.00       36.00       -36.00         632 · Catering/Hotel       0.00       338.38       -3780.00       -36.00         780 · Postage       0.00       -477.50       100.01       100.01         781 · Printing       0.00       -2250.00       0.00       100.01         786 · Promotion       0.00       -257.20       100.01         850 · Telephone       <			3 540 00	330.00	109.39
442 - Education Outreach         0.00           443 - Instructor Development         0.00           446 - Leadership Training         0.00           446 - Leadership Training         0.00           445 - Professionalism Program         0.00           446 - CRMS         0.00           446 - CRMS         0.00           447 - Industry Partners         0.00           471 - Industry Partners         0.00           472 - CRPM         0.00           70tal income         3,870.00         3,540.00           300 0         109.3'           Gross Profit         3,870.00         3,540.00           540 - Staff Development         0.00           650 - Awards/Gifts         357.32         600.00           650 - Awards/Gifts         357.32         600.00         -242.68           630 - Catering/Hotel         0.00         36.00         -36.00           631 - Computer Service and Expense         0.00         -36.00         0.0'           632 - Copying         0.00         -38.38         -           740 - Postage         0.00         -         -           741 - Printing         0.00         -         -           746 - Postage         0.00			3,540.00	550.00	103.07
463 · Instructor Development       0.00         464 · Leadership Training       0.00         465 · Professionalism Program       0.00         466 · Professionalism Program       0.00         467 · REALTOR Institute       0.00         468 · rCRMS       0.00         467 · REALTOR Institute       0.00         468 · rCRMS       0.00         471 · Industry Partners       0.00         472 · CRPM       0.00         70tal income       3,870.00       3,540.00         36ross Profit       3,870.00       3,540.00       330.00         605 · Awards/Gifts       3573.2       600.00       -242.68       59.61         630 · Catering/Hotel       0.00       36.00       -242.68       59.61         631 · Computer Service and Expense       0.00       36.00       -242.68       59.61         632 · Copying       0.00       36.00       -242.68       59.61         633 · Dues & Commitments.       0.00       36.00       -242.68       59.61         640 · Equipment Maintenance/Rental       0.00       -242.68       59.61       -242.68       59.61         770 · Supplies       338.38       -760 · 770       -250.01       0.01       0.01	·				
444 · Leadership Training 455 · Professionalism Program 0.00 457 · REALTOR Institute       0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	462 · Education Outreach	0.00			
465         Professionalism Program         0.00           467         REALTOR Institute         0.00           468         rCRMS         0.00           469         Spring Convention         0.00           471         Industry Partners         0.00           472         CRPM         0.00           472         CRPM         0.00           Gross Profit         3,870.00         3,540.00         330.00         109.3'           Gross Profit         3,870.00         3,540.00         330.00         109.3'           Expense         540         Staff Development         0.00         300.00         109.3'           600         Awards/Gifts         367.32         600.00         -242.68         59.6'           620         Building Expense         0.00         36.00         -242.68         59.6'           631         Computer Service and Expense         0.00         36.00         -242.68         59.6'           632         Copying         0.00         36.00         -36.00         0.0'           640         Equipment Maintenance/Rental         0.00         78'         Speaker Fees         2.250.00         2.250.00         0.00         100.0'	463 · Instructor Development	0.00			
467 · REALTOR Institute       0.00         468 · rCRMS       0.00         469 · Spring Convention       0.00         471 · Industry Partners       0.00         472 · CRPM       0.00         Total Income       3,870.00         3,870.00       3,540.00         Gross Profit       3,870.00         Staff Development       0.00         605 · Awards/Gifts       357.32         620 · Building Expense       0.00         630 · Catering/Hotel       0.00         633 · Catering/Hotel       0.00         633 · Catering/Hotel       0.00         634 · Equipment Maintenance/Rental       0.00         635 · Copying       0.00         640 · Equipment Maintenance/Rental       0.00         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2.250.00       2.250.00       0.00         786 · Promotion       0.00         850 · Telephone       0.00       0.00         866 · Conferences       0.00       0.00         867 · Travel       0.00       0.00         867 · Travel       0.00       0.00         867 · Travel       0.00       257.20					
468 · rCRMS       0.00         469 · Spring Convention       0.00         471 · Industry Partners       0.00         472 · CRPM       0.00         Total Income       3,870.00         3,870.00       3,540.00         3000       109.31         Gross Profit       3,870.00         540 · Staff Development       0.00         605 · Awards/Gifts       357.32         600.00       -242.68         540 · Staff Development       0.00         630 · Catering/Hotei       0.00         631 · Computer Service and Expense       0.00         632 · Copying       0.00         633 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         776 · Supplies       338.38         780 · Postage       0.00         787 · Speaker Fees       2,250.00       2,250.00       0.00         788 · Promotion       0.00         869 · Conferences       0.00       100.00         869 · Conferences       0.00       10.00         869 · Conferences       0.00       10.00         860 · Conferences       0.00       10.00         867 · Travel       0.00       257.20	465 · Professionalism Program				
469 · Spring Convention         0.00           471 · Industry Partners         0.00           472 · CRPM         0.00           Total Income         3,870.00         3,540.00           Gross Profit         3,870.00         3,540.00         330.00           Gross Profit         3,870.00         3,540.00         330.00         109.3           Expense         540 · Staff Development         0.00         600.00         -242.68         59.6'           620 · Building Expense         0.00         36.00         -242.68         59.6'           630 · Catering/Hotel         0.00         36.00         -36.00         0.0'           633 · Computer Service and Expense         0.00         38.30         -36.00         0.0'           632 · Copying         0.00         333.38         -36.00         0.0'           633 · Dues & Commitments.         0.00         -36.00         0.0'         -36.00         0.0'           640 · Equipment Maintenance/Rental         0.00         -1.7'         -38.38         -38.38	467 · REALTOR Institute	0.00			
471 · Industry Partners         0.00           472 · CRPM         0.00           Total income         3,870.00         3,540.00         330.00         109.3           Gross Profit         3,870.00         3,540.00         330.00         109.3           Expense         540 · Staff Development         0.00         605 · Awards/Gifts         357.32         600.00         -242.68         59.6'           620 · Building Expense         0.00         36.00         -242.68         59.6'         620 · Conputer Service and Expense         0.00         630 · Catering/Hotel         0.00         36.00         -242.68         59.6'           630 · Catering/Hotel         0.00         36.00         -36.00         0.0'         632 · Copying         0.00           632 · Copying         0.00         38.38	468 · rCRMS	0.00			
472 · CRPM         0.00           Total Income         3,870.00         3,540.00         330.00         109.3           Gross Profit         3,870.00         3,540.00         330.00         109.3           Gross Profit         3,870.00         3,540.00         330.00         109.3           Expense         540 · Staff Development         0.00         605 · Awards/Gifts         357.32         600.00         -242.68         59.6'           620 · Building Expense         0.00         36.00         -242.68         59.6'         620 · 242.68         59.6'           630 · Catering/Hotel         0.00         36.00         -36.00         0.0'           631 · Computer Service and Expense         0.00         38.30         0'         -36.00         0.0'           632 · Copying         0.00         338.38         0'         -36.00         0.0'         0'           640 · Equipment Maintenance/Rental         0.00         0'         0'         0'         0'         0'           780 · Postage         0.00         2,250.00         2,250.00         0.00         100.0'           810 · Contract Fees         2,072.50         1,875.00         197.50         110.5'           850 · Telephone         0.	469 · Spring Convention	0.00			
472 · CRPM         0.00           Total Income         3,870.00         3,540.00         330.00         109.3           Gross Profit         3,870.00         3,540.00         330.00         109.3           Expense         540 · Staff Development         0.00         605 · Awards/Gifts         357.32         600.00         -242,68         59.6'           620 · Building Expense         0.00         36.00         -242,68         59.6'           630 · Catering/Hotel         0.00         36.00         -36.00         0.0'           631 · Computer Service and Expense         0.00         38.30         0.0'         632 · Copying         0.00         639 · Dues & Commitments.         0.00         639 · Dues & Commitments.         0.00         780 · Postage         0.00         781 · Printing         0.00         786 · Promotion         0.00         100.0'<	471 · Industry Partners	0.00			
Gross Profit         3,870.00         3,540.00         330.00         109.33           Expense         540 · Staff Development         0.00         605 · Awards/Gifts         357.32         600.00         -242.68         59.63           600 · Catering/Hotel         0.00         36.00         -242.68         59.63         600.00         -242.68         59.63           630 · Catering/Hotel         0.00         36.00         -36.00         0.00         630         -36.00         0.00           631 · Computer Service and Expense         0.00         36.00         -36.00         0.00         632 · Copying         0.00         639 · Dues & Commitments.         0.00         -36.00         0.00         639 · Dues & Commitments.         0.00         -36.00         0.00         -36.00         0.00         640 · Equipment Maintenance/Rental         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         0.00         -36.00         100.00         -36.00         100.00         -36.00         0.00         -36.00		0.00			
Expense         0.00	Total Income	3,870.00	3,540.00	330.00	109.3
540 · Staff Development         0.00           605 · Awards/Gifts         357.32         600.00         -242.68         59.6           620 · Building Expense         0.00         36.00         -36.00         0.0           630 · Catering/Hotel         0.00         36.00         -36.00         0.0           631 · Computer Service and Expense         0.00         36.00         -36.00         0.0           632 · Copying         0.00         36.00         -36.00         0.0           632 · Copying         0.00         36.00         -36.00         0.0           633 · Dues & Commitments.         0.00         0.00         -36.00         0.0           640 · Equipment Maintenance/Rental         0.00         0.00         770 · Supplies         338.38           780 · Postage         0.00         0.00         786 · Promotion         0.00           786 · Promotion         0.00         2,250.00         0.00         100.0           810 · Contract Fees         2,072.50         1,875.00         197.50         110.5           850 · Telephone         0.00         0.00         257.20         105.4           860 · Conferences         0.00         257.20         105.4           Net Ordinary Inco	Gross Profit	3,870.00	3,540.00	330.00	109.3
605 · Awards/Gifts         357.32         600.00         -242.68         59.6           620 · Building Expense         0.00         36.00         -36.00         0.0           630 · Catering/Hotel         0.00         36.00         -36.00         0.0           631 · Computer Service and Expense         0.00         36.00         -36.00         0.0           632 · Copying         0.00         36.00         -36.00         0.0           633 · Dues & Commitments.         0.00         -36.00         0.0           640 · Equipment Maintenance/Rental         0.00	Expense				
620 · Building Expense         0.00           630 · Catering/Hotel         0.00         36.00         -36.00         0.01           631 · Computer Service and Expense         0.00         632 · Copying         0.00         633 · Dues & Commitments.         0.00           632 · Copying         0.00         639 · Dues & Commitments.         0.00         -36.00         0.01           640 · Equipment Maintenance/Rental         0.00         0.00         770 · Supplies         338.38           780 · Postage         0.00         0.00         786 · Promotion         0.00         100.01           781 · Printing         0.00         2,250.00         0.00         100.01           787 · Speaker Fees         2,072.50         1,875.00         197.50         110.51           850 · Telephone         0.00         0.00         100.01         10.51	540 · Staff Development	0.00			
630 · Catering/Hotel       0.00       36.00       -36.00       0.0         631 · Computer Service and Expense       0.00       63.00       -36.00       0.0         632 · Copping       0.00       0.00       63.00       -36.00       0.0         639 · Dues & Commitments.       0.00       0.00       640 · Equipment Maintenance/Rental       0.00       0.00         770 · Supplies       338.38	605 · Awards/Gifts	357.32	600.00	-242.68	59.6
631 · Computer Service and Expense       0.00         632 · Copying       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       338.38         780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00       100.0         780 · Contract Fees       2,072.50       1,875.00       197.50       110.5         850 · Telephone       0.00       0.00       100.0       100.0         860 · Conferences       0.00       0.00       100.0       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0	620 · Building Expense	0.00			
632 · Copying       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       338.38         780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00         810 · Contract Fees       2,072.50       1,875.00       197.50         850 · Telephone       0.00       0.00       100.5         860 · Conferences       0.00       0.00       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0	630 · Catering/Hotel	0.00	36.00	-36.00	0.0
639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         770 · Supplies       338.38         780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00       0.00         786 · Promotion       0.00       100.0         787 · Speaker Fees       2,072.50       1,875.00       197.50         850 · Telephone       0.00       0.00       860 · Conferences       0.00         867 · Travel       0.00       4,761.00       257.20       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0	631 · Computer Service and Expense	0.00			
640 · Equipment Maintenance/Rental       0.00         770 · Supplies       338.38         780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00         810 · Contract Fees       2,072.50       1,875.00       197.50         850 · Telephone       0.00       0.00       100.00         860 · Conferences       0.00       257.20       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0	632 · Copying	0.00			
770 · Supplies       338.38         780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00         810 · Contract Fees       2,072.50       1,875.00       197.50         850 · Telephone       0.00       860 · Conferences       0.00         867 · Travel       0.00       257.20       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0	639 · Dues & Commitments.	0.00			
770 · Supplies       338.38         780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00         810 · Contract Fees       2,072.50       1,875.00       197.50         850 · Telephone       0.00       860 · Conferences       0.00         867 · Travel       0.00       257.20       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0	640 · Equipment Maintenance/Rental	0.00			
781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00       0.00         810 · Contract Fees       2,072.50       1,875.00       197.50       110.5         850 · Telephone       0.00       0.00       100.00       100.00         860 · Conferences       0.00       0.00       197.50       110.5         867 · Travel       0.00       0.00       100.00       100.00         Total Expense       5,018.20       4,761.00       257.20       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0					
781 · Printing       0.00         786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00       0.00         810 · Contract Fees       2,072.50       1,875.00       197.50       110.5         850 · Telephone       0.00       0.00       100.00       100.00         860 · Conferences       0.00       0.00       100.00       100.00         Total Expense       5,018.20       4,761.00       257.20       105.4         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.0	780 · Postage	0.00			
786 · Promotion       0.00         787 · Speaker Fees       2,250.00       2,250.00       0.00       100.00         810 · Contract Fees       2,072.50       1,875.00       197.50       110.50         850 · Telephone       0.00       0.00       100.00       100.00         860 · Conferences       0.00       0.00       100.00       100.00         Total Expense       5,018.20       4,761.00       257.20       105.40         Net Ordinary Income       -1,148.20       -1,221.00       72.80       94.00	•				
810 · Contract Fees         2,072.50         1,875.00         197.50         110.50           850 · Telephone         0.00         0.00         100.00	-	0.00			
850 · Telephone         0.00           860 · Conferences         0.00           867 · Travel         0.00           Total Expense         5,018.20         4,761.00         257.20         105.4           Net Ordinary Income         -1,148.20         -1,221.00         72.80         94.0	787 · Speaker Fees	2,250.00	2,250.00	0.00	100.0
860 · Conferences         0.00           867 · Travel         0.00           Total Expense         5,018.20         4,761.00         257.20         105.4           Net Ordinary Income         -1,148.20         -1,221.00         72.80         94.0	810 · Contract Fees	2,072.50	1,875.00	197.50	110.5
860 · Conferences         0.00           867 · Travel         0.00           Total Expense         5,018.20         4,761.00         257.20         105.4           Net Ordinary Income         -1,148.20         -1,221.00         72.80         94.0	850 · Telephone	0.00			
867 · Travel         0.00           Total Expense         5,018.20         4,761.00         257.20         105.4           Net Ordinary Income         -1,148.20         -1,221.00         72.80         94.0	860 · Conferences				
Net Ordinary Income         -1,148.20         -1,221.00         72.80         94.0	867 · Travel				
	Total Expense	5,018.20	4,761.00	257.20	105.4
t Income -1,148.20 -1,221.00 72.80 94.0	Net Ordinary Income	-1,148.20	-1,221.00	72.80	94.0
	t Income	-1,148.20	-1,221.00	72.80	94.0

12/19/22

**Accrual Basis** 

	Total 1900 Operations			
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	75,054.84	3,365.00	71,689.84	2,230.5%
415 · Rental Income	77,323.57	29,341.62	47,981.95	263.5%
417 · Gain on Investments	-41,382.30			
430 · Dues Income	10,037,982.70	9,296,300.00	741,682.70	108.0%
435 · Law Book 497 · Misc Income	1,499.22 1,277.02	300.00 920.00	1,199.22 357.02	499.7% 138.8%
Total Income	10,151,755.05	9,330,226.62	821,528.43	108.8%
Gross Profit	10,151,755.05	9,330,226.62	821,528.43	108.8%
Expense 500 · Salaries/Benefits	2,690,914.09	2,934,000.00	-243,085.91	91.7%
540 · Staff Development	2,862.26	3,900.00	-1,037.74	73.4%
605 · Awards/Gifts 620 · Building Expense	9,223.22 185,349.53	10,575.00 200,548.20	-1,351.78 -15,198.67	87.2% 92.4%
630 · Catering/Hotel	74,692.48	104,300.00	-29,607.52	71.6%
631 · Computer Service and Expense	3,893.32	3,000.00	893.32	129.8%
632 ⋅ Copying 639 · Dues & Commitments.	423.87 59,176.63	2,425.00 59,892.00	-2,001.13 -715.37	17.5% 98.8%
640 · Equipment Maintenance/Rental	20,445.54	7,360.00	13,085.54	277.8%
690 · Credit Card & EFT Fees/Misc.	186,541.57	246,500.00	-59,958.43	75.7%
770 · Supplies	6,937.42	10,650.00	-3,712.58	65.1%
780 · Postage	2,458.37	3,492.00	-1,033.63	70.4%
781 · Printing	322.94	900.00	-577.06	35.9%
786 · Promotion	15,647.53	35,575.00	-19,927.47	44.0%
788 · Staff Expense	190.05	500.00	-309.95	38.0%
810 · Contract Fees	220,823.47	351,475.50	-130,652.03	62.8%
850 · Telephone	9,008.04	9,368.37	-360.33	96.2%
860 · Conferences	26,782.62	33,033.00	-6,250.38	81.1%
867 · Travel	111,683.12	162,655.00	-50,971.88	68.7%
Total Expense	3,627,376.07	4,180,149.07	-552,773.00	86.8%
Net Ordinary Income	6,524,378.98	5,150,077.55	1,374,301.43	126.7%
Net Income	6,524,378.98	5,150,077.55	1,374,301.43	126.7%

12/19/22

**Accrual Basis** 

	1000 General Overhead (1900 Operations)				
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget	
Ordinary Income/Expense Income				<u>.</u>	
410 · Interest Income	75,054.84	3,365.00	71,689.84	2,230.5%	
415 · Rental Income	0.00				
417 · Gain on Investments	-41,382.30				
430 · Dues Income	0.00				
435 · Law Book 497 · Misc Income	1,499.22 1,277.02	300.00 920.00	1,199.22 357.02	499.7% 138.8%	
Total Income	36,448.78	4,585.00	31,863.78	795.0%	
Gross Profit	36,448.78	4,585.00	31,863.78	795.0%	
Expense 500 · Salaries/Benefits	0.00				
540 · Staff Development 605 · Awards/Gifts 620 · Building Expense	2,862.26 3,537.19 0.00	3,900.00 3,625.00	-1,037.74 -87.81	73.4% 97.6%	
630 · Catering/Hotel 631 · Computer Service and Expense 632 · Copying 639 · Dues & Commitments.	0.00 3,893.32 0.00 3,611.16	3,000.00	893.32	129.8% 90.6%	
640 · Equipment Maintenance/Rental 690 · Credit Card & EFT Fees/Misc.	20,445.54 186,541.57	7,360.00 246,500.00	13,085.54 -59,958.43	277.8% 75.7%	
770 · Supplies	6,937.42	10,650.00	-3,712.58	65.1%	
780 · Postage 781 · Printing 786 · Promotion	-14.97 322.94 0.00	900.00	-577.06	35.9%	
788 · Staff Expense	190.05	500.00	-309.95	38.0%	
810 · Contract Fees	151,988.53	169,143.00	-17,154.47	89.9%	
850 · Telephone 860 · Conferences 867 · Travel	9,008.04 0.00 0.00	9,368.37	-360.33	96,2%	
Total Expense	389,323.05	458,931.37	-69,608.32	84.8%	
Net Ordinary Income	-352,874.27	-454,346.37	101,472.10	77.7%	
et Income	-352,874.27	-454,346.37	101,472.10	77.7%	
ermeome	-552,674.27		101,472.10		

#### 12/19/22

**Accrual Basis** 

		1402 Indi	vidual Dues	
		(140	0 Dues)	
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	16,990.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	16,990.00			
Gross Profit	16,990.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 - Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	16,990.00			
let Income	16,990.00			

12/19/22

Accrual Basis

Jan - Nov 22Budget\$ Over Bud% of BudgetOrdinary Income0.00\$ 0.00\$ 0.00\$ 0.00\$ 0.00415 - Rental Income0.00\$ 0.00\$ 0.00\$ 0.00\$ 0.00430 - Dues Income6.749.15\$ 0.00\$ 0.00\$ 0.00435 - Law Book0.00\$ 0.00\$ 0.00\$ 0.00437 - Misc Income6.749.15\$ 0.00\$ 0.00500 - Salaries/Benefits0.00\$ 0.00\$ 0.00605 - Awards/Gifts0.00\$ 0.00\$ 0.00630 - Catering/Hotel0.00\$ 0.00\$ 0.00633 - Catering/Hotel0.00\$ 0.00\$ 0.00633 - Catering/Hotel0.00\$ 0.00\$ 0.00633 - Catering/Hotel0.00\$ 0.00\$ 0.00633 - Dues & Commitments.0.00\$ 0.00700 - Supplies0.00\$ 0.00770 - Supplies0.00\$ 0.00780 - Poratge0.00780 - Poratge0.00780 - Poratge0.00780 - Poratge0.00850 - Telephone0.00850 - Telephone0.00850 - Telephone0.00851 - Tavel0.00852 - Tavel0.00855 - Telephone0.00857 - Tavel0.00856 - Talephone0.00857 - Tavel0.00857 - Tavel0.00856 - Telephone0.00857 - Tavel0.00857 - Tavel0.00856 - Telephone0.00<				stitute Affiliates 0 Dues)	
Ordinary Income/Expense Income       410 - Interest Income       0.00         411 - Interest Income       0.00         415 - Rental Income       0.00         437 - Gain on Investments       0.00         430 - Dues Income       6,749.15         435 - Law Book       0.00         437 - Misc Income       0.00         Total Income       6,749.15         Gross Profit       6,749.15         Expense       500 - Salaries/Benefits         500 - Salaries/Benefits       0.00         630 - Catering/Hotel       0.00         631 - Catering/Hotel       0.00         632 - Copying       0.00         633 - Les & Commitments.       0.00         634 - Dues & Commitments.       0.00         635 - Dues & Commitments.       0.00         770 - Supplies       0.00         780 - Postage       0.00         786 - Promotion       0.00         788 - Staff Expense       0.00         850 - Telephone       0.00         850 - Telephone       0.00         850 - Telephone       0.00         850 - Telephone       0.00         857 - Travel       0.00         704 Expense       0.00 </th <th></th> <th>Jan - Nov 22</th> <th></th> <th></th> <th>% of Budget</th>		Jan - Nov 22			% of Budget
410 - Interest Income0.00415 - Rental Income0.00417 - Gain on Investments0.00430 - Dues Income6,749.15435 - Law Book0.00497 - Misc Income0.00Total Income6,749.15Gross Profit6,749.15Expense0.00500 - Salaries/Benefits0.00605 - Awards/Gifts0.00630 - Catering/Hotel0.00631 - Catering/Hotel0.00632 - Copying0.00633 - Catering/Hotel0.00634 - Credit Card & EFT Fees/Misc.0.00635 - Dues & Commitments.0.00636 - Postage0.00770 - Supplies0.00786 - Promotion0.00786 - Promotion0.00850 - Telephone0.00850 - Tolephone0.00850 - Tolephone0.0					
417 · Gain on Investments0.00430 · Dues Income6.749.15435 · Law Book0.00497 · Misc Income0.00Total Income6.749.15Gross Profit6.749.15Gross Profit6.749.15Expense500 · Salaries/Benefits500 · Salaries/Benefits0.00603 · Awards/Gifts0.00620 · Building Expense0.00631 · Computer Service and Expense0.00633 · Catering/Hotel0.00634 · Copying0.00635 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00640 · Equipment Maintenance/Rental0.00780 · Postage0.00788 · Staff Expense0.00810 · Contract Fees0.00850 · Telephone0.00850 · Telephone0.00850 · Total Expense0.00850 · Total Expense0.00R67 · Travel0.00R67 · Travel <t< td=""><td></td><td>0.00</td><td></td><td></td><td></td></t<>		0.00			
430 · Dues Income6,749.15435 · Law Book0.00437 · Misc Income0.00Total Income6,749.15Gross Profit6,749.15Expense0.00540 · Staff Development0.00605 · Awards/Gifts0.00630 · Catering/Hotel0.00631 · Computer Service and Expense0.00632 · Copying0.00639 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00651 · Arrad & EFT Fees/Misc.0.00770 · Supplies0.00780 · Postage0.00786 · Promotion0.00786 · Promotion0.00850 · Telephone0.00850 · Telephone0.00850 · Telephone0.00850 · Total Expense0.00Total Expense0.00Rot Cridinary Income6,749.15	415 · Rental Income	0.00			
435 · Law Book0.00437 · Misc Income0.00Total Income6,749.15Gross Profit6,749.15Expense500 · Salaries/Benefits500 · Salaries/Benefits0.00605 · Awards/Gifts0.00605 · Awards/Gifts0.00630 · Catering/Hotel0.00631 · Computer Service and Expense0.00632 · Capying0.00639 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00650 · Fostage0.00770 · Supplies0.00786 · Postage0.00786 · Promotion0.00786 · Promotion0.00786 · Telephone0.00850 · Telephone0.00850 · Telephone0.00867 · Travel0.00Net Ordinary Income6,749.15	417 · Gain on Investments	0.00			
497 · Misc Income0.00Total Income6,749.15Gross Profit6,749.15Expense0.00540 · Staff Development0.00605 · Awards/Gifts0.00630 · Catering/Hotel0.00631 · Computer Service and Expense0.00632 · Copying0.00633 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00630 · Credit Card & EFT Fees/Misc.0.00770 · Supplies0.00780 · Postage0.00786 · Promotion0.00850 · Telephone0.00850 · Telephone0.00857 · Travel0.00Total Expense0.00857 · Travel0.00Net Ordinary Income6,749.15	430 · Dues Income	6,749.15			
Total Income6,749.15Gross Profit6,749.15Expense 500 · Salaries/Benefits0.00605 · Staff Development0.00605 · Awards/Gifts0.00630 · Catering/Hotel0.00631 · Computer Service and Expense0.00632 · Copying0.00633 · Catering/Hotel0.00639 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00640 · Equipment Maintenance/Rental0.00770 · Supplies0.00770 · Supplies0.00780 · Postage0.00781 · Printing0.00785 · Staff Expense0.00810 · Contract Fees0.00850 · Telephone0.00850 · Telephone0.00857 · Travel0.00Net Ordinary Income6,749.15	435 · Law Book	0.00			
Gross Profit6,749.15Expense 500 · Salaries/Benefits0.00605 · Staff Development0.00605 · Awards/Gifts0.00620 · Building Expense0.00631 · Computer Service and Expense0.00632 · Copying0.00633 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00650 · Credit Card & EFT Fees/Misc.0.00770 · Supplies0.00781 · Postage0.00788 · Staff Expense0.00810 · Contract Fees0.00850 · Telephone0.00850 · Telephone0.00857 · Travel0.00Total Expense0.00Net Ordinary Income6,749.15	497 · Misc Income	0.00			
Expense500 · Salaries/Benefits0.00540 · Staff Development0.00605 · Awards/Gifts0.00620 · Building Expense0.00631 · Computer Service and Expense0.00632 · Copying0.00633 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00690 · Credit Card & EFT Fees/Misc.0.00770 · Supplies0.00780 · Postage0.00788 · Staff Expense0.00810 · Contract Fees0.00850 · Telephone0.00850 · Telephone0.00850 · Conferences0.00867 · Travel0.00Total Expense0.00Net Ordinary Income6.749.15	Total Income	6,749.15			
500 · Salaries/Benefits         0.00           540 · Staff Development         0.00           605 · Awards/Gifts         0.00           620 · Building Expense         0.00           630 · Catering/Hotel         0.00           631 · Computer Service and Expense         0.00           632 · Caying         0.00           633 · Dues & Commitments.         0.00           640 · Equipment Maintenance/Rental         0.00           690 · Credit Card & EFT Fees/Misc.         0.00           770 · Supplies         0.00           780 · Postage         0.00           786 · Promotion         0.00           788 · Staff Expense         0.00           810 · Contract Fees         0.00           850 · Telephone         0.00           850 · Telephone         0.00           850 · Travel         0.00           700 · Total Expense         0.00           867 · Travel         0.00           Net Ordinary Income         6.749.15	Gross Profit	6,749.15			
540 · Staff Development       0.00         605 · Awards/Gifts       0.00         620 · Building Expense       0.00         631 · Computer Service and Expense       0.00         632 · Copying       0.00         633 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         690 · Credit Card & EFT Fees/Misc.       0.00         770 · Supplies       0.00         786 · Postage       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Net Ordinary Income       6.749.15	Expense				
605 · Awards/Gifts       0.00         620 · Building Expense       0.00         630 · Catering/Hotel       0.00         631 · Computer Service and Expense       0.00         632 · Copying       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         690 · Credit Card & EFT Fees/Misc.       0.00         770 · Supplies       0.00         780 · Postage       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6.749.15	500 · Salaries/Benefits	0.00			
605 · Awards/Gifts       0.00         620 · Building Expense       0.00         630 · Catering/Hotel       0.00         631 · Computer Service and Expense       0.00         632 · Copying       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         690 · Credit Card & EFT Fees/Misc.       0.00         770 · Supplies       0.00         780 · Postage       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6.749.15	540 · Staff Development	0.00			
630 · Catering/Hotel       0.00         631 · Computer Service and Expense       0.00         632 · Copping       0.00         639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         690 · Credit Card & EFT Fees/Misc.       0.00         770 · Supplies       0.00         780 · Postage       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6.749.15		0.00			
631 · Computer Service and Expense0.00632 · Copying0.00639 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00690 · Credit Card & EFT Fees/Misc.0.00770 · Supplies0.00780 · Postage0.00786 · Promotion0.00788 · Staff Expense0.00810 · Contract Fees0.00850 · Telephone0.00860 · Conferences0.00867 · Travel0.00Net Ordinary Income6.749.15	620 · Building Expense	0.00			
631 · Computer Service and Expense0.00632 · Copying0.00639 · Dues & Commitments.0.00640 · Equipment Maintenance/Rental0.00690 · Credit Card & EFT Fees/Misc.0.00770 · Supplies0.00780 · Postage0.00786 · Promotion0.00788 · Staff Expense0.00810 · Contract Fees0.00850 · Telephone0.00867 · Travel0.00Total Expense0.00Net Ordinary Income6.749.15	630 · Catering/Hotel	0.00			
639 · Dues & Commitments.       0.00         640 · Equipment Maintenance/Rental       0.00         690 · Credit Card & EFT Fees/Misc.       0.00         770 · Supplies       0.00         780 · Postage       0.00         781 · Printing       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Net Ordinary Income       6,749.15		0.00			
640 · Equipment Maintenance/Rental0.00690 · Credit Card & EFT Fees/Misc.0.00770 · Supplies0.00780 · Postage0.00781 · Printing0.00786 · Promotion0.00788 · Staff Expense0.00810 · Contract Fees0.00850 · Telephone0.00867 · Travel0.00Total Expense0.00Net Ordinary Income6,749.15	632 - Copying	0.00			
690 · Credit Card & EFT Fees/Misc.       0.00         770 · Supplies       0.00         780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Net Ordinary Income       6,749.15	639 · Dues & Commitments.	0.00	1.4		
690 - Credit Card & EFT Fees/Misc.       0.00         770 - Supplies       0.00         780 - Postage       0.00         781 - Printing       0.00         786 - Promotion       0.00         788 - Staff Expense       0.00         810 - Contract Fees       0.00         850 - Telephone       0.00         860 - Conferences       0.00         867 - Travel       0.00         Net Ordinary Income       6,749.15	640 · Equipment Maintenance/Rental	0.00			
780 · Postage       0.00         781 · Printing       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6,749.15	690 · Credit Card & EFT Fees/Misc.				
781 · Printing       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6,749.15	770 · Supplies	0.00			
781 · Printing       0.00         786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6,749.15	780 · Postage	0.00			
786 · Promotion       0.00         788 · Staff Expense       0.00         810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6,749.15					
810 · Contract Fees       0.00         850 · Telephone       0.00         860 · Conferences       0.00         867 · Travel       0.00         Total Expense       0.00         Net Ordinary Income       6,749.15	•	0.00			
850 · Telephone         0.00           860 · Conferences         0.00           867 · Travel         0.00           Total Expense         0.00           Net Ordinary Income         6,749.15	788 · Staff Expense	0.00			
860 · Conferences         0.00           867 · Travel         0.00           Total Expense         0.00           Net Ordinary Income         6,749.15	810 · Contract Fees	0.00			
860 · Conferences         0.00           867 · Travel         0.00           Total Expense         0.00           Net Ordinary Income         6,749.15	850 · Telephone	0.00			
867 · Travel         0.00           Total Expense         0.00           Net Ordinary Income         6,749.15	•				
Net Ordinary Income 6,749.15					
	Total Expense	0.00			
et Income 6,749.15	Net Ordinary Income	6,749.15			
	et Income	6,749.15			

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Accrual Basis

		1400 Due: (1400 I		
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	10,014,243.55	9,296,300.00	717,943.55	107.7%
435 · Law Book 497 · Misc Income	0.00			
Total income	10,014,243.55	9,296,300.00	717,943.55	107.7%
Gross Profit	10,014,243.55	9,296,300.00	717,943.55	107.7%
Expense 500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	10,014,243.55	9,296,300.00	717,943.55	107.7%
Net Income	10,014,243.55	9,296,300.00	717,943.55	107.7%

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**Accrual Basis** 

		Total 140 (1900 Ope		
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense				
Income 410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	10,037,982.70	9,296,300.00	741,682.70	108.0%
435 · Law Book 497 · Misc Income	0.00 0.00			
Total Income	10,037,982.70	9,296,300.00	741,682.70	108.0%
Gross Profit	10,037,982.70	9,296,300.00	741,682.70	108.0%
Expense 500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	10,037,982.70	9,296,300.00	741,682.70	108.0%
let Income	10,037,982.70	9,296,300.00	741,682.70	108.0%

12/19/22

**Accrual Basis** 

	1901 Operations & Strategic Sup (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense 500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	1,536.41	1,500.00	36.41	102.4%
631 · Computer Service and Expense	0.00			
632 · Copying	423.87	2,425.00	-2,001.13	17.5%
639 · Dues & Commitments.	814.47	2,717.00	-1,902.53	30.0%
640 · Equipment Maintenance/Rental 690 · Credit Card & EFT Fees/Misc.	0.00 0.00			
770 · Supplies	0.00			
780 · Postage	2,473.34	3,492.00	-1,018.66	70.8%
781 · Printing	0.00			
786 · Promotion	7,600.00	7,625.00	-25.00	99.7%
788 · Staff Expense	0.00			
810 · Contract Fees	11,110.00	110,500.00	-99,390.00	10.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	109.62	850.00	-740.38	12.9%
Total Expense	24,067.71	129,109.00	-105,041.29	18.6%
Net Ordinary Income	-24,067.71	-129,109.00	105,041.29	18.6%
let Income	-24,067.71	-129,109.00	105,041.29	18.6%
	· · · · · · · · · · · · · · · · · · ·			

12/19/22

Accrual Basis

	1903 Association Relations (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	16,031.17	21,500.00	-5,468.83	74.6%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	1,358.83	3,450.00	-2,091.17	39.4%
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	1,346.00	3,800-00	-2,454.00	35.4%
Total Expense	18,736.00	28,750.00	-10,014.00	65.2%
Net Ordinary Income	-18,736.00	-28,750.00	10,014,00	65.2%
at Income	-18,736.00	-28,750.00	10,014.00	65.2%

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**Accrual Basis** 

	1905 National Meetings (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense				
Income				
410 - Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	4,541.46	4,500.00	41.46	100.9%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	54,751.00	53,190.00	1,561.00	102.9%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	15,490.15	17,708.00	-2,217.85	87.5%
867 · Travel	71,135.67	81,813.00	-10,677.33	86.9%
Total Expense	145,918.28	157,211.00	-11,292.72	92.8%
Net Ordinary Income	-145,918.28	-157,211.00	11,292.72	92.8%
at Income	-145,918.28	-157,211.00	11,292.72	92.8%

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Accrual Basis

1920 EXCOM & Director Support (1900 Operations)			
Jan - Nov 22	Budget	\$ Over Bud	% of Budget
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
5,686.03	6,950.00	-1,263.97	81.8%
0.00			
52,583.44	76,800.00	-24,216.56	68.5%
0.00			
0.00			
0.00			
0.00			
0.00			
0.00	0.00	0.00	0.0%
0.00			
0.00			
0.00			
0.00			
2,521.81	10,000.00	-7,478.19	25.2%
0.00			
11,292.47	15,325.00	-4,032.53	73.7%
39,091.83	74,642.00	-35,550.17	52.4%
111,175.58	183,717.00	-72,541.42	60.5%
-111,175.58	-183,717.00	72,541.42	60.5%
-111,175.58	-183,717.00	72,541.42	60.5%
	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 5,686.03 0.00 52,583.44 0.00 0.11,292.47 39,091.83 111,175.58 -111,175.58	0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           0.00           52,583.44           76,800.00           111,	0.00

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Accrual Basis

	1955 Public Relations (1900 Operations)					
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget		
Ordinary Income/Expense Income						
410 · Interest Income	0.00					
415 · Rental Income	0.00					
417 · Gain on Investments	0.00					
430 · Dues Income	0.00					
435 · Law Book	0.00					
497 · Misc Income	0.00					
Total Income	0.00					
Gross Profit	0.00					
Expense						
500 · Salaries/Benefits	0.00					
540 · Staff Development	0.00					
605 Awards/Gifts	0.00					
620 · Building Expense	0.00					
630 · Catering/Hotel	0.00					
631 · Computer Service and Expense	0.00					
632 · Copying	0.00					
639 · Dues & Commitments.	0.00					
640 - Equipment Maintenance/Rental	0.00					
690 · Credit Card & EFT Fees/Misc.	0.00					
770 · Supplies	0.00					
780 · Postage	0.00					
781 · Printing	0.00			- 999		
786 · Promotion	6,688.70	24,500.00	-17,811.30	27.3%		
788 · Staff Expense	0.00					
810 · Contract Fees	39,475.00	41,300.00	-1,825.00	95.6%		
850 · Telephone	0.00					
860 · Conferences	0.00					
867 - Travel	0.00	1,550.00	-1,550.00	0.0%		
Total Expense	46,163.70	67,350.00	-21,186.30	68.5%		
Net Ordinary Income	-46,163.70	-67,350.00	21,186.30	68.5%		
Net Income	-46,163.70	-67,350.00	21,186.30	68.5%		

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**Accrual Basis** 

	1990 Personnel (1900 Operations)				
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget	
Ordinary Income/Expense					
Income					
410 · Interest Income	0.00				
415 · Rental Income	0.00				
417 · Gain on Investments	0.00				
430 · Dues Income	0.00				
435 · Law Book	0.00				
497 · Misc Income	0.00				
Total Income	0.00				
Gross Profit	0.00				
Expense					
500 · Salaries/Benefits	2,690,914.09	2,934,000.00	-243,085.91	91,7%	
540 · Staff Development	0.00				
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
631 · Computer Service and Expense	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
690 · Credit Card & EFT Fees/Misc.	0.00				
770 · Supplies	0.00				
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	0.00				
788 · Staff Expense	0.00				
810 · Contract Fees	0.00				
850 · Telephone	0.00				
860 Conferences	0.00				
867 · Travel	0.00				
Total Expense	2,690,914.09	2,934,000.00	-243,085.91	91.7%	
Net Ordinary Income	-2,690,914.09	-2,934,000.00	243,085.91	91.7%	
Income	-2,690,914.09	-2,934,000.00		91.7%	

12/19/22

**Accrual Basis** 

	6000 Building (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	77,323.57	29,341.62	47,981.95	263.5%
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	77,323.57	29,341.62	47,981.95	263.5%
Gross Profit	77,323.57	29,341.62	47,981,95	263.5%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	185,349.53	200,548.20	-15,198.67	92.4%
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	15,728.13	20,532.50	-4,804.37	76.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	201,077.66	221,080.70	-20,003.04	91.0%
Net Ordinary Income	-123,754.09	-191,739.08	67,984.99	64.5%
et Income	-123,754.09	-191,739.08	67,984.99	64.5%