



PROPOSED 2024 Operating and Capital Budget

2023 Budget	2023 Projections	Primary Committee	2024 Budget
\$ (1,163,187.50)	\$ (1,129,978.45)	Legislative & Political Affairs	\$ (1,183,647.05)
\$ (361,743.75)	\$ (292,014.47)	Risk Management	\$ (339,135.00)
\$ (1,040,197.68)	\$ (747,422.00)	Business Technology & Communications	\$ (1,093,558.29)
\$ (604,637.56)	\$ (443,810.99)	Professional & Business Development	\$ (575,020.78)
\$ 3,964,880.00	\$ 4,961,239.59	Operations & Strategic Initiatives	\$ 3,629,762.37
\$795,113.51	\$2,348,013.68	* Net (Expense)/Income Totals *	\$ 438,401.25

LEGISLATIVE & POLITICAL AFFAIRS

2023 Approved	2023 Projections	Code					2024
PROJECTED INCOME							
\$ -	\$ 24,000.00	418	GRANT FUNDS				\$ 24,000.00
\$ -	\$ 500.00	497	MISCELLANEOUS INCOME				\$ 1,000.00
\$ -	\$ 24,500.00	TOTAL PROJECTED INCOME					\$ 25,000.00
PROJECTED DIRECT (EXPENSES)							
\$ (29,370.00)	\$ (26,600.00)	605	AWARDS/GIFTS				\$ (24,600.00)
\$ (9,235.00)	\$ (4,800.00)	621	REPAIRS/MAINTENANCE				\$ (9,235.00)
\$ (16,540.00)	\$ (12,300.00)	623	UTILITIES				\$ (16,540.00)
\$ (207,655.00)	\$ (244,595.00)	630	CATERING/HOTEL				\$ (249,125.00)
\$ (2,048.38)	\$ (2,048.38)	631	BUILDING				\$ (2,048.38)
\$ (350.00)	\$ (250.00)	632	COPYING				\$ (350.00)
\$ (334,669.50)	\$ (334,765.00)	639	DUES/COMMITMENTS				\$ (328,722.60)
\$ (5,060.00)	\$ (3,560.00)	640	EQUIPMENT MAINTENANCE/RENTAL				\$ (4,000.00)
\$ (12,750.08)	\$ (14,750.08)	770.1	SUPPLIES				\$ (14,150.08)
\$ (3,062.00)	\$ (2,712.00)	780	POSTAGE				\$ (3,062.00)
\$ (4,700.00)	\$ (2,400.00)	781	PRINTING				\$ (2,950.00)
\$ (69,780.00)	\$ (50,380.00)	786	PROMOTION				\$ (108,160.00)
\$ (10,000.00)	\$ -	787	SPEAKER				\$ (10,000.00)
\$ (2,350.00)	\$ (350.00)	788	STAFF EXPENSE				\$ (650.00)
\$ (12,513.99)	\$ (12,393.99)	790	SUBSCRIPTIONS/REFERENCE				\$ (9,113.99)
\$ (350,474.00)	\$ (374,724.00)	810	PROFESSIONAL/CONTRACT FEES				\$ (334,214.00)
\$ (7,180.00)	\$ (7,180.00)	850	TELEPHONE				\$ (5,834.00)
\$ (26,086.00)	\$ (21,870.00)	860	CONFERENCES				\$ (34,592.00)
\$ (59,363.55)	\$ (38,800.00)	867	TRAVEL				\$ (51,300.00)
\$ (1,163,187.50)	\$ (1,154,478.45)	TOTAL DIRECT (EXPENSES)					\$ (1,208,647.05)
\$ (1,163,187.50)	\$ (1,129,978.45)	TOTAL NET (EXPENSES)/INCOME					\$ (1,183,647.05)

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L
1												
2	Code	Category	2023 Approved	2023 Projections		Rate	Item	Qty	Item	Qty	Item	2024 Total
3	GOVERNMENTAL AREA SUPPORT - 1501											
4	EXPENSE											
5	621	Repairs/Maintenance	\$ (600.00)	\$ (4,800.00)	General Upkeep (lights, air filters, etc.)	\$ (600.00)		1		1		\$ (600.00)
6			\$ (150.00)		Pest Control	\$ (150.00)		1		1		\$ (150.00)
7			\$ (225.00)		Elevator	\$ (225.00)		1		1		\$ (225.00)
8			\$ (550.00)		Building/General	\$ (550.00)		1		1		\$ (550.00)
9			\$ (475.00)		HVAC - AZ Control Specialist Contract	\$ (475.00)		1		1		\$ (475.00)
10			\$ (800.00)		HVAC Service Contract - O'Neil	\$ (800.00)		1		1		\$ (800.00)
11			\$ (325.00)		HVAC Miscellaneous Repairs	\$ (325.00)		1		1		\$ (325.00)
12			\$ (225.00)		Security/Fire Alarm/Extinguishers	\$ (225.00)		1		1		\$ (225.00)
13			\$ (550.00)		Exterior Repairs/Maintenance	\$ (550.00)		1		1		\$ (550.00)
14			\$ (45.00)		Security Monitoring	\$ (45.00)		1		1		\$ (45.00)
15			\$ (1,225.00)		Interior Repairs/Maintenance	\$ (1,225.00)		1		1		\$ (1,225.00)
16			\$ (2,400.00)		Janitorial/Window Cleaning	\$ (2,400.00)		1		1		\$ (2,400.00)
17			\$ (415.00)		Pictures/Furnishings	\$ (415.00)		1		1		\$ (415.00)
18			\$ (1,250.00)		Landscaping - Maintenance	\$ (1,250.00)		1		1		\$ (1,250.00)
19	623	Utilities	\$ (6,500.00)	\$ (12,300.00)	Telephone - Fire	\$ (6,500.00)		1		1		\$ (6,500.00)
20			\$ (9,275.00)		Electricity	\$ (9,275.00)		1		1		\$ (9,275.00)
21			\$ (650.00)		Sewer/Water	\$ (650.00)		1		1		\$ (650.00)
22			\$ (115.00)		Trash	\$ (115.00)		1		1		\$ (115.00)
23	630	Catering/Hotel	\$ (675.00)	\$ (3,595.00)	Work Group Lunches	\$ (15.00)	each	3 meetings		15 members		\$ (675.00)
24			\$ (330.00)		Legislative Committee Lunches	\$ (30.00)	each	15 meetings		1		\$ (450.00)
25			\$ (1,000.00)		Legislative Committee Thank You Lunch	\$ (1,000.00)	annual	1 meetings		1		\$ (1,000.00)
26			\$ (750.00)		RAPAC Trustees Thank You Lunch	\$ (800.00)	annual	1 meetings		1		\$ (800.00)
27			\$ (750.00)		RIMC Thank You Lunch	\$ (800.00)	annual	1 meetings		1		\$ (800.00)
28			\$ (750.00)		LPAC Thank You Lunch	\$ (800.00)	annual	1 meetings		1		\$ (800.00)
29	631	Computer Services & Expenses	\$ (1,500.00)	\$ (2,048.38)	Miscellaneous Computer Items	\$ (1,500.00)		1		1		\$ (1,500.00)
30			\$ (323.38)		Zoom Licenses	\$ (323.38)	annual	1		1 subscription		\$ (323.38)
31			\$ (225.00)		Adobe AcroPro	\$ (225.00)	annual	1		1 subscription		\$ (225.00)
32	632	Copying	\$ (350.00)	\$ (250.00)	Copying	\$ (350.00)	annual	1		1		\$ (350.00)
33	640	Equipment Maintenance/Rental	\$ (60.00)	\$ (3,560.00)	Postage Machine	\$ -	quarterly	1		4		\$ -
34			\$ (5,000.00)		Equipment Maintenance Rental Fees (Copier/Printer)	\$ (4,000.00)	annual	1		1		\$ (4,000.00)
35	770.1	Supplies	\$ (2,000.00)	\$ (3,000.08)	General Supplies	\$ (2,000.00)		1		1		\$ (2,000.00)
36			\$ (500.04)		Coffee (Parks & Co.)	\$ (500.04)	annually	1		1		\$ (500.04)
37			\$ (500.04)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (500.04)	annually	1		1		\$ (500.04)
38			\$ -		Postage Labels - Stamps.com	\$ (400.00)	annually	1		1		\$ (400.00)
39	780	Postage	\$ (750.00)	\$ (712.00)	Postage	\$ (750.00)	annually	1		1		\$ (750.00)

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L	
40			\$ (312.00)		UPS (Weekly Pick-Up Fees)	\$ (6.00)	week	52	weeks	1	svc chg	\$ (312.00)	
41	781	Printing	\$ (1,500.00)	\$ (900.00)	In-house Printing	\$ (750.00)	annual	1		1		\$ (750.00)	
42			\$ (700.00)		Letterhead, Envelopes & Business Cards	\$ (700.00)		1		1		\$ (700.00)	
43	788	Staff Expense	\$ (350.00)	\$ (350.00)	Job Postings	\$ (650.00)		1		1		\$ (650.00)	
44	790	Subscription/References	\$ (119.99)	\$ (119.99)	Canva	\$ (119.99)	annually	1		1	subscription	\$ (119.99)	
45	810	Contract Fees	\$ (150.00)	\$ (13,974.00)	Paper Shredding	\$ (150.00)		1		1		\$ (150.00)	
46			\$ (216.00)		125 Plan Admin. (WageWorks) FSA	\$ (216.00)	annually	1		1		\$ (216.00)	
47			\$ (3,000.00)		GoVenda	\$ (3,000.00)	annually	1		1		\$ (3,000.00)	
48			\$ (7,500.00)		Swoogo	\$ (7,500.00)	annually	1		1		\$ (7,500.00)	
49			\$ (2,004.00)		Allied Universal Security	\$ (2,004.00)	annually	1		1		\$ (2,004.00)	
50			\$ (744.00)		Property Management Fees	\$ (744.00)	annually	1		1		\$ (744.00)	
51			\$ (360.00)		ShareFile	\$ (360.00)	annually	1		1		\$ (360.00)	
52			\$ -		Emburse Certify CC Management Fees	\$ (660.00)	annually	1		1		\$ (660.00)	
53			\$ -		Courier Services	\$ (150.00)	annually	1		1		\$ (150.00)	
54			\$ -		Stamps.com Monthly Plan	\$ (15.00)	monthly	12	months	1		\$ (180.00)	
55			\$ -		ASCAP Licensing Fees	\$ (500.00)	annually	1		1		\$ (500.00)	
56	850	Telephone	\$ (5,500.00)	\$ (7,180.00)	Long Distance, Data Lines, Mobile, Monthly Lines, Cable & Internet	\$ (4,154.00)		1		1		\$ (4,154.00)	
57			\$ (1,680.00)		Nextiva	\$ (140.00)	monthly	12	months	1		\$ (1,680.00)	
58	860	Conferences	\$ (126.00)	\$ (470.00)	Arizona REALTOR® Spring Conference - Mileage	\$ (0.66)	per mile	50	miles	4	staff	\$ (132.00)	
59			\$ (780.00)		Arizona REALTOR® Spring Conference - Daily Expense	\$ (65.00)	per diem	4	days	3	staff	\$ (780.00)	
60	867	Travel	\$ (660.00)	\$ (800.00)	Arizona REALTOR® Spring Conference (NAR Staff) - Hotel	\$ -	night	2	nights	2	staff	\$ -	
61	867.2	Staff Travel	\$ (2,100.00)	\$ (9,000.00)	Local Association Visits - Hotel	\$ (215.00)	night	10	nights	2	staff	\$ (4,300.00)	
62			\$ (2,730.00)		Local Association Visits - Daily Expense	\$ (65.00)	per diem	14	trips	3	staff	\$ (2,730.00)	
63			\$ (8,873.55)		Local Association Visits - Mileage	\$ (0.66)	per mile	1	trip	9500	miles	\$ (6,270.00)	
64			\$ (80,644.00)	\$ (63,059.45)	1501 Expense Total							\$ (78,890.45)	
65													
66	LEGISLATIVE ADVOCACY - 1510												
67	INCOME												
68	418	Grant Funds		\$ 9,000.00	NAR Key Contact Grant	\$ 9,000.00			1	grant	1	time	\$ 9,000.00
69			\$ -	\$ 9,000.00	1510 Income Total							\$ 9,000.00	
70													
71	EXPENSE												
72													
73	639	Dues /Commitments	\$ (1,365.00)	\$ (29,765.00)	Phoenix Chamber of Commerce	\$ (1,365.00)	annual	1		1		\$ (1,365.00)	
74			\$ (15,000.00)		Arizona Chamber of Commerce	\$ (20,000.00)	annual	1	time	1	staff	\$ (20,000.00)	
75			\$ (10,400.00)		Arizona Tax Research Association	\$ (10,400.00)	annual	1	time	1	staff	\$ (10,400.00)	
76	786	Promotion	\$ (15,000.00)	\$ (16,780.00)	Promotion Fund	\$ (18,000.00)	annual	1		1		\$ (18,000.00)	
77			\$ (780.00)		Cellular Device	\$ (65.00)	staff	12	months	2	staff	\$ (1,560.00)	
78			\$ -		Aristotle Endorsement / Bill Tracking Platform	\$ (25,000.00)	annual	1		1		\$ (25,000.00)	

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L
116	LOCAL LOBBYING SUPPORT - 1545											
117	EXPENSE											
118	867.2	Staff Travel	\$ (3,000.00)	\$ -	In-state & National Meetings	\$ -		1		1	staff	\$ -
119			\$ (3,000.00)	\$ -	1545 Expense Total							\$ -
120												
121	LEGISLATIVE POLICY DEVELOPMENT - 1550											
122	INCOME											
123	497	Misc.	\$ -	\$ 300.00	Registration Fees Arizona REALTORS® Legislative Events	\$ 500.00		1		1		\$ 500.00
124			\$ -	\$ 200.00	No Show Fees Arizona REALTORS® Legislative Events	\$ 500.00		1		1		\$ 500.00
125			\$ -	\$ 500.00	1550 Income Total							\$ 1,000.00
126												
127	EXPENSE											
128	630	Catering/Hotel	\$ (15,000.00)	\$ (200,000.00)	REALTOR® Caucus- Audio/Visual	\$ (4,000.00)	audio/visual	1	event	5	rooms	\$ (20,000.00)
129			\$ (9,900.00)		REALTOR® Caucus - Room Rental	\$ (220.00)	per room	80	rooms	1	night	\$ (17,600.00)
130			\$ (42,500.00)		REALTOR® Caucus - Catering	\$ (50,000.00)		1	time	1	event	\$ (50,000.00)
131			\$ (60,000.00)		Legislative Events (REALTOR® Day, other event(s))	\$ (70,000.00)		1	events	1		\$ (70,000.00)
132			\$ (2,000.00)		Legislative Industry Partners Event	\$ (2,000.00)	annual	1	events	1		\$ (2,000.00)
133	770.1	Supplies	\$ (3,150.00)	\$ (10,150.00)	Miscellaneous Supplies (REALTOR® Day, exc)	\$ (3,150.00)		1	time	1		\$ (3,150.00)
134			\$ (2,500.00)		REALTOR® Caucus- Swag	\$ (10.00)	per attendee	1	time	350	attendees	\$ (3,500.00)
135			\$ (2,500.00)		REALTOR® Caucus Miscellaneous (Floral,exc)	\$ (2,500.00)		1	time	1		\$ (2,500.00)
136	810	Professional/ Contract Fees	\$ (5,000.00)	\$ (92,000.00)	Event Registration Website- Cvent	\$ (5,000.00)	annual	1	time	1		\$ (5,000.00)
137			\$ (5,250.00)		Parking/Transport	\$ (6,000.00)	annual	1	time	1		\$ (6,000.00)
138			\$ (35,000.00)		REALTOR® Day Rentals	\$ (40,000.00)	annual	1	time	1		\$ (40,000.00)
139			\$ (2,500.00)		REALTOR® Day Entertainment	\$ (4,000.00)	annual	1	time	1		\$ (4,000.00)
140	787	Speaker	\$ (10,000.00)	\$ -	REALTOR® Caucus - Speaker Fees	\$ (10,000.00)	annual	1	time	1		\$ (10,000.00)
141	867	Travel	\$ (9,000.00)	\$ (5,000.00)	REALTOR® Caucus -Mileage Reimbursements	\$ (5,000.00)		1	event	1	time	\$ (5,000.00)
142			\$ (204,300.00)	\$ (307,150.00)	1550 Expense Total							\$ (238,750.00)
143			\$ (204,300.00)	\$ (306,650.00)	1550 Net Total							\$ (237,750.00)
144												
145	FUNDRAISING/GRASSROOTS SUPPORT - 1560											
146	INCOME											
147	418	Grant Funds	\$ -	\$ 15,000.00	NAR RPAC Fundraising Grant	\$ 15,000.00		1	grant	1	time	\$ 15,000.00
148			\$ -	\$ 15,000.00	1560 Income Total							\$ 15,000.00
149												
150	EXPENSE											
151	605	Awards/Gifts	\$ (2,050.00)	\$ (26,600.00)	Local Association Year-End Awards	\$ (1,600.00)	award	1		1		\$ (1,600.00)
152			\$ (14,320.00)		Major Investor Gift	\$ (12,000.00)	order	1	time	1	members	\$ (12,000.00)
153			\$ (2,000.00)		President Circle Gift	\$ -	order	1	time	1	members	\$ -
154			\$ (10,000.00)		Hall of Fame Gift	\$ (10,000.00)	order	1	time	1	members	\$ (10,000.00)
155			\$ (1,000.00)		RAPAC Promotion Materials	\$ (1,000.00)	order	1	time	1	members	\$ (1,000.00)

LEGISLATIVE AND POLITICAL AFFAIRS

	A	B	C	D	E	F	G	H	I	J	K	L
194	GOVERNMENTAL COMMUNICATIONS - 1585											
195	EXPENSE											
196	781	Printing	\$ (2,500.00)	\$ (1,500.00)	Governmental Programs Communications (Print)	\$ (1,500.00)		1	time	1	time	\$ (1,500.00)
197	786	Promotion	\$ (10,000.00)	\$ (21,000.00)	CFA Outreach Services	\$ (10,000.00)		1	time	1	time	\$ (10,000.00)
198			\$ (4,000.00)		Governmental Programs Communications (Digital)	\$ (3,000.00)		1	time	1	time	\$ (3,000.00)
199			\$ (8,000.00)		REALTOR® Party Video	\$ (8,000.00)		1	time	1	time	\$ (8,000.00)
200	810	Professional/Contract Fees	\$ (550.00)	\$ (1,250.00)	AZ News Service Trade and Professional Association	\$ (550.00)		1		1		\$ (550.00)
201			\$ (700.00)		AZ Capitol Times Book of Lobbyists	\$ (350.00)		1	time	2	ad	\$ (700.00)
202			\$ (25,750.00)	\$ (23,750.00)	1585 Expense Total							\$ (23,750.00)
203												
204	POLITICAL RESEARCH - 1596											
205	EXPENSE											
206	810	Professional/Contract Fees	\$ (20,000.00)	\$ (10,000.00)	Research, Policy	\$ (10,000.00)		1		1	fee	\$ (10,000.00)
207			\$ (20,000.00)	\$ (10,000.00)	1596 Expense Total							\$ (10,000.00)
208												
209			\$ (1,163,187.50)	\$ (1,154,478.45)								\$ (1,208,647.05)
210				\$ 24,500.00								\$ 25,000.00
211			\$ (1,163,187.50)	\$ (1,129,978.45)								\$ (1,183,647.05)

RISK MANAGEMENT							
2023 Approved	2023 Projections	Code					2024
PROJECTED INCOME							
\$ 13,350.00	\$ 12,000.00	440	REGISTRATION FEES				\$ 14,100.00
\$ 13,350.00	\$ 12,000.00	TOTAL PROJECTED INCOME					\$ 14,100.00
PROJECTED DIRECT (EXPENSES)							
\$ (540.00)	\$ (200.00)	605	AWARDS/GIFTS				\$ (540.00)
\$ (11,800.00)	\$ (7,500.00)	621	REPAIRS & MAINTENANCE				\$ (11,800.00)
\$ (11,435.00)	\$ (10,385.00)	623	UTILITIES				\$ (11,435.00)
\$ (23,067.25)	\$ (14,688.59)	630	CATERING/HOTEL				\$ (25,535.00)
\$ (3,200.00)	\$ (1,800.00)	631	COMPUTER SERVICES & EXPENSES				\$ (2,500.00)
\$ (750.00)	\$ (300.00)	632	COPYING				\$ (750.00)
\$ (13,095.00)	\$ (10,086.12)	640	EQUIPMENT MAINTENANCE/RENTAL				\$ (13,120.00)
\$ (4,750.00)	\$ (2,625.00)	770	SUPPLIES				\$ (6,130.00)
\$ (1,664.00)	\$ (1,210.00)	780	POSTAGE				\$ (1,664.00)
\$ (700.00)	\$ (400.00)	781	PRINTING				\$ (700.00)
\$ (4,500.00)	\$ (2,250.00)	786	PROMOTION				\$ (4,500.00)
\$ (5,000.00)	\$ (3,600.00)	787	SPEAKER FEES				\$ (7,000.00)
\$ -	\$ -	788	STAFF EXPENSE				\$ (650.00)
\$ (11,842.50)	\$ (10,562.76)	790	SUBSCRIPTIONS/REFERENCE				\$ (4,540.00)
\$ (257,830.00)	\$ (218,890.00)	810	PROFESSIONAL/CONTRACT FEES				\$ (244,662.00)
\$ (7,500.00)	\$ (6,000.00)	850	TELEPHONE				\$ (6,168.00)
\$ (8,444.00)	\$ (10,250.00)	860	CONFERENCES				\$ (5,300.00)
\$ (8,976.00)	\$ (3,267.00)	867	TRAVEL/OTHER				\$ (6,241.00)
\$ (375,093.75)	\$ (304,014.47)	TOTAL DIRECT (EXPENSES)					\$ (353,235.00)
\$ (361,743.75)	\$ (292,014.47)	TOTAL NET (EXPENSES)/INCOME					\$ (339,135.00)

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2023 Approved	2023 Projections		Rate	Item	Qty	Item	Qty	Item	2024 Total
2	RISK MANAGEMENT/TASK FORCE/WORK GROUP SUPPORT - 1601 (Dues)											
3	605	Awards/Gifts	\$ (220.00)	\$ (250.00)	RMC Chair Recognition	\$ (220.00)		1		1		\$ (220.00)
4	621	Repairs/Maintenance	\$ (650.00)	\$ (7,500.00)	General Upkeep (lights, air filters, etc.)	\$ (650.00)		1		1		\$ (650.00)
5			\$ (200.00)		Pest Control	\$ (200.00)		1		1		\$ (200.00)
6			\$ (350.00)		Elevator	\$ (350.00)		1		1		\$ (350.00)
7			\$ (800.00)		Building/General	\$ (800.00)		1		1		\$ (800.00)
8			\$ (750.00)		HVAC - AZ Control Specialist Contract	\$ (750.00)		1		1		\$ (750.00)
9			\$ (1,150.00)		HVAC Service Contract - O'Neil	\$ (1,150.00)		1		1		\$ (1,150.00)
10			\$ (500.00)		HVAC Miscellaneous Repairs	\$ (500.00)		1		1		\$ (500.00)
11			\$ (350.00)		Security/Fire Alarm/Extinguishers	\$ (350.00)		1		1		\$ (350.00)
12			\$ (850.00)		Exterior Repairs/Maintenance	\$ (850.00)		1		1		\$ (850.00)
13			\$ (50.00)		Security Monitoring	\$ (50.00)		1		1		\$ (50.00)
14			\$ (1,500.00)		Interior Repairs/Maintenance	\$ (1,500.00)		1		1		\$ (1,500.00)
15			\$ (2,500.00)		Janitorial/Window Cleaning	\$ (2,500.00)		1		1		\$ (2,500.00)
16			\$ (550.00)		Pictures/Furnishings	\$ (550.00)		1		1		\$ (550.00)
17			\$ (1,600.00)		Landscaping - Maintenance	\$ (1,600.00)		1		1		\$ (1,600.00)
18	623	Utilities	\$ (10,300.00)	\$ (10,385.00)	Electricity	\$ (10,300.00)		1		1		\$ (10,300.00)
19			\$ (950.00)		Sewer/Water	\$ (950.00)		1		1		\$ (950.00)
20			\$ (185.00)		Trash	\$ (185.00)		1		1		\$ (185.00)
21	630	Catering/Hotel	\$ (2,400.00)	\$ (1,850.00)	Group Meetings	\$ (650.00)	meal	4	times	1		\$ (2,600.00)
22	631	Computer Services & Expenses	\$ (2,500.00)	\$ (1,800.00)	Misc. Computer Expenses, Accessories & Licenses	\$ (2,500.00)		1		1		\$ (2,500.00)
23			\$ (700.00)		Adobe Creative Cloud	\$ -						\$ -
24	632	Copying	\$ (750.00)	\$ (300.00)	Copies	\$ (750.00)		1		1		\$ (750.00)
25	640	Equipment Maintenance/Rental	\$ (95.00)	\$ (10,086.12)	Pitney Bowes Meter	\$ -		1		1		\$ -
26					Stamps.com Monthly Plan	\$ (10.00)	monthly	12	months	1		\$ (120.00)
27			\$ (13,000.00)		Copier/Printer Lease	\$ (13,000.00)		1		1		\$ (13,000.00)
28	770.1	Supplies	\$ (3,750.00)	\$ (1,900.00)	General Supplies	\$ (3,750.00)	supplies	1		1		\$ (3,750.00)
29			\$ -		Coffee (Parks & Co.)	\$ (25.00)		12		1		\$ (300.00)
30			\$ -		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (65.00)		12		1		\$ (780.00)
31			\$ -	\$ -	Labels for Postage (Stamps.com)	\$ (300.00)		1		1		\$ (300.00)
32	780	Postage	\$ (500.00)	\$ (800.00)	Postage	\$ (500.00)	annually	1		1		\$ (500.00)
33			\$ (624.00)		UPS (Weekly Pick-Up Fees)	\$ (12.00)	week	52	weeks	1	svc chg	\$ (624.00)
34	781	Printing	\$ (500.00)	\$ (300.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (500.00)		1		1		\$ (500.00)
35	786	Promotion	\$ (500.00)	\$ (250.00)	Member expenses	\$ (500.00)		1		1		\$ (500.00)
36	788	Staff Expense	\$ -		Job Postings	\$ (650.00)		1		1		\$ (650.00)
37	790	Subscriptions & Reference	\$ (500.00)		Job posting	\$ -		1		1		\$ -

RISK MANAGEMENT

	A	B	C	D	E	F	G	H	I	J	K	L
104	PROFESSIONAL STANDARDS TRAINING - 1610											
105	INCOME											
106	440	Registration Fees	\$ -		Workshop Registration		registration		registrants		time	\$ -
107			\$ -									\$ -
109	EXPENSE											
110	630	Catering/Hotel	\$ (1,100.00)	\$ (10,563.59)	Workshop Room Charges (Audio/Visual, Projector, Microphones)	\$ (1,100.00)		1		1		\$ (1,100.00)
111			\$ (450.00)		Hearing Panel Chair Training (includes 19 comps, lunch & breaks)	\$ (20.00)	catering	30	meals	1		\$ (600.00)
112			\$ (15,069.25)		Workshop Breaks & Lunch (includes 200 AAR comps)	\$ (95.00)	catering	175	meals	1		\$ (16,625.00)
113	770	Supplies	\$ (500.00)	\$ (500.00)	General	\$ (500.00)		1		1		\$ (500.00)
114	787	Speaker Fees	\$ (4,000.00)	\$ (3,000.00)	PS Workshop	\$ (4,000.00)	speaker fee	1		1		\$ (4,000.00)
115	790	Subscriptions/Reference	\$ (350.00)	\$ (350.00)	NAR Materials/Code for Training Courses	\$ (350.00)	subscription	1		1		\$ (350.00)
116	810	Professional/Contract Fees	\$ (3,000.00)	\$ -	Videographer	\$ (3,000.00)		1		1		\$ (3,000.00)
117			\$ (24,469.25)	\$ (14,413.59)								\$ (26,175.00)
119	ALTERNATIVE DISPUTE RESOLUTION - 1615											
120	630	Catering/Hotel	\$ (1,750.00)	\$ (1,050.00)	Mediation/Ombudsman Training	\$ (40.00)	catering	50	attendees	1	time	\$ (2,000.00)
121	787	Speaker Fees	\$ (1,000.00)	\$ (600.00)	Mediation/Ombudsman Training	\$ (3,000.00)	speaker fee	1		1		\$ (3,000.00)
122	810	Professional/Contract Fees	\$ (1,800.00)	\$ (1,680.00)	Ombudsman Insurance Policy	\$ (1,800.00)	policy	1		1		\$ (1,800.00)
123	867	Travel/Other	\$ (150.00)	\$ (150.00)	Mediator travel	\$ (150.00)	travel	4	mediations	1	time	\$ (600.00)
124			\$ (4,700.00)	\$ (3,480.00)								\$ (7,400.00)
126	RISK MANAGEMENT PUBLICATIONS - 1625											
127	786	Promotion	\$ (4,000.00)	\$ (2,000.00)	Text Alert System (Primarily Fees)	\$ (4,000.00)		1		1		\$ (4,000.00)
128	790	Subscriptions & References	\$ (300.00)	\$ (300.00)	Inman News/Respa	\$ (300.00)		1		1		\$ (300.00)
129			\$ (4,300.00)	\$ (2,300.00)								\$ (4,300.00)
131	FORMS DEVELOPMENT - 1650											
132	630	Catering/Hotel	\$ (420.00)	\$ (225.00)	Forms Workgroup Meeting	\$ (15.00)	catering	15	lunches	1	meetings	\$ (225.00)
133	810	Professional/Contract Fees	\$ (8,000.00)	\$ (1,000.00)	Translation/Copyright/Screen Reader Fees Forms	\$ (8,000.00)		1		1		\$ (8,000.00)
134			\$ (8,420.00)	\$ (1,225.00)								\$ (8,225.00)
136	LEGAL HOTLINE - 1665 (Dues)											
137	781	Printing	\$ (200.00)	\$ (100.00)	Legal Hotline Letterhead	\$ (200.00)	printing	1		1		\$ (200.00)
138	810	Professional/Contract Fees	\$ (208,000.00)	\$ (201,750.00)	Legal Services	\$ (213,800.00)	fee	1	year	1		\$ (213,800.00)
139			\$ (600.00)		Other Fees (postage/copying, etc. costs)	\$ (50.00)		12	months	1		\$ (600.00)
140			\$ -		Mighty Call - Legal Hotline	\$ (55.00)	month	12	months	1		\$ (660.00)
141			\$ (208,800.00)	\$ (201,850.00)								\$ (215,260.00)
142			\$ (375,093.75)	\$ (304,014.47)	TOTAL (EXPENSE)							\$ (353,235.00)
143			\$ 13,350.00	\$ 12,000.00	TOTAL INCOME							\$ 14,100.00
144			\$ (361,743.75)	\$ (292,014.47)	TOTAL NET (EXPENSE)/INCOME							\$ (339,135.00)

BUSINESS TECHNOLOGY & COMMUNICATIONS							
2023 Approved	2023 Projections	Code					2024
PROJECTED INCOME							
\$ 84,000.00	\$ 70,000.00	433	FORMS LICENSING				\$ 84,000.00
\$ 2,000.00	\$ 8,000.00	440	SPONSORSHIP INCOME				\$ -
\$ 1,000.00	\$ -	466	COMMUNICATIONS				\$ 1,000.00
\$ 87,000.00	\$ 78,000.00		TOTAL PROJECTED INCOME				\$ 85,000.00
PROJECTED DIRECT (EXPENSES)							
\$ -	\$ -	156	COMPUTER				\$ (25,000.00)
\$ (5,500.00)	\$ (3,750.00)	540	STAFF DEVELOPMENT				\$ (4,150.00)
\$ (14,750.00)	\$ (14,750.00)	621	REPAIRS/MAINTENANCE				\$ (14,750.00)
\$ (16,400.00)	\$ (15,900.00)	623	UTILITIES				\$ (16,400.00)
\$ (10,300.00)	\$ (10,300.00)	630	CATERING/HOTEL				\$ (300.00)
\$ (2,525.00)	\$ (4,402.00)	631	COMPUTER SERVICES & EXPENSES				\$ (6,515.00)
\$ (1,000.00)	\$ (1,000.00)	632	COPYING				\$ -
\$ (825.00)	\$ (800.00)	639	DUES & COMMITMENTS				\$ -
\$ (2,278.00)	\$ (2,280.00)	640	EQUIPMENT MAINTENANCE/RENTAL				\$ (2,170.00)
\$ (8,054.00)	\$ (7,190.00)	770	SUPPLIES				\$ (7,354.00)
\$ (680.00)	\$ (680.00)	780	POSTAGE				\$ (26,720.00)
\$ (35,420.00)	\$ (35,450.00)	781	PRINTING				\$ (20,800.00)
\$ (13,000.00)	\$ (8,000.00)	786	PROMOTION				\$ (5,500.00)
\$ (10,000.00)	\$ (10,000.00)	787	SPEAKER FEES				\$ -
\$ (500.00)	\$ -	788	STAFF EXPENSE				\$ (650.00)
\$ (1,660.00)	\$ (1,660.00)	790	SUBSCRIPTIONS/REFERENCE				\$ (2,736.00)
\$ (965,055.43)	\$ (686,965.00)	810	PROFESSIONAL/CONTRACT FEES				\$ (1,040,065.29)
\$ (7,920.00)	\$ (8,000.00)	850	TELEPHONE				\$ (5,916.00)
\$ (16,604.25)	\$ (10,475.00)	860	CONFERENCES				\$ (17,440.00)
\$ (14,726.00)	\$ (3,820.00)	867	TRAVEL				\$ (7,092.00)
\$ (1,127,197.68)	\$ (825,422.00)		TOTAL DIRECT (EXPENSES)				\$ (1,178,558.29)
TOTAL NET (EXPENSES)/INCOME							
\$ (1,040,197.68)	\$ (747,422.00)		TOTAL NET (EXPENSES)/INCOME				\$ (1,093,558.29)

Business Technology and Communications

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2023 Approved	2023 Projections		Rate	Item	Qty	Item	Qty	Item	2024 Total
2	BUSINESS TECHNOLOGY & COMMUNICATIONS SUPPORT - 1701											
3	540	Staff Development	\$ (1,500.00)	\$ (500.00)	Technical Training/Education (Nob4,)	\$ (1,500.00)	training	1	year	1	time	\$ (1,500.00)
4	621	Repairs/Maintenance	\$ (800.00)	\$ (14,750.00)	General Upkeep (lights, air filters, etc.)	\$ (800.00)		1		1		\$ (800.00)
5			\$ (250.00)		Pest Control	\$ (250.00)		1		1		\$ (250.00)
6			\$ (400.00)		Elevator	\$ (400.00)		1		1		\$ (400.00)
7			\$ (1,100.00)		Building/General	\$ (1,100.00)		1		1		\$ (1,100.00)
8			\$ (1,000.00)		HVAC - AZ Control Specialist Contract	\$ (1,000.00)		1		1		\$ (1,000.00)
9			\$ (1,500.00)		HVAC Service Contract - O'Neil	\$ (1,500.00)		1		1		\$ (1,500.00)
10			\$ (575.00)		HVAC Miscellaneous Repairs	\$ (575.00)		1		1		\$ (575.00)
11			\$ (400.00)		Security/Fire Alarm/Extinguishers	\$ (400.00)		1		1		\$ (400.00)
12			\$ (1,000.00)		Exterior Repairs/Maintenance	\$ (1,000.00)		1		1		\$ (1,000.00)
13			\$ (75.00)		Security Monitoring	\$ (75.00)		1		1		\$ (75.00)
14			\$ (1,250.00)		Interior Repairs/Maintenance	\$ (1,250.00)		1		1		\$ (1,250.00)
15			\$ (4,200.00)		Janitorial/Window Cleaning	\$ (4,200.00)		1		1		\$ (4,200.00)
16			\$ (500.00)		Pictures/Furnishings	\$ (500.00)		1		1		\$ (500.00)
17			\$ (1,700.00)		Landscaping - Maintenance	\$ (1,700.00)		1		1		\$ (1,700.00)
18	623	Utilities	\$ (13,250.00)	\$ (15,900.00)	Electricity	\$ (13,250.00)		1		1		\$ (13,250.00)
19			\$ (1,150.00)		Sewer/Water	\$ (1,150.00)		1		1		\$ (1,150.00)
20			\$ (2,000.00)		Trash	\$ (2,000.00)		1		1		\$ (2,000.00)
21	640	Equipment Maintenance/Rental	\$ (108.00)	\$ (2,280.00)	Postage Machine	\$ -		4	Quarterly	1		\$ -
22			\$ (2,170.00)		Copier/Printer Leases	\$ (1,085.00)	Biannual	1	Biannual	2		\$ (2,170.00)
23	770.1	Supplies	\$ (1,650.00)	\$ (2,940.00)	Supplies	\$ (1,650.00)	supplies	1		1		\$ (1,650.00)
24			\$ (504.00)		Coffee (Parks & Co.)	\$ (42.00)		12	months	1		\$ (504.00)
25			\$ (900.00)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (75.00)		12	months	1		\$ (900.00)
26					Stamps.com Postage Labels	\$ (300.00)		1		1		\$ (300.00)
27	780	Postage	\$ (200.00)	\$ (680.00)	Postage	\$ (200.00)		1		1		\$ (200.00)
28			\$ (480.00)		UPS (Weekly Pick-Up Fees)	\$ (10.00)	weekly	52		1		\$ (520.00)
29	781	Printing	\$ (300.00)	\$ (450.00)	Printing/Copies	\$ (300.00)		1		1		\$ (300.00)
30			\$ (120.00)		Letterhead, Envelopes, Business Cards	\$ (500.00)	Annual	1	time	1		\$ (500.00)
31	788	Staff Expense	\$ (500.00)		Job Postings	\$ (650.00)		1		1		\$ (650.00)
32	790	Subscriptions/Reference	\$ (250.00)	\$ (250.00)	Books, Periodicals and Reference Texts	\$ (250.00)	subscriptions	1		1		\$ (250.00)
33	810	Contract Fees	\$ (276.00)	\$ (4,485.00)	Paper Shredding	\$ (23.00)	monthly	12	months	1		\$ (276.00)
34					Courier Services	\$ (150.00)		1		1		\$ (150.00)
35			\$ (1,845.00)		Allied Security	\$ (153.75)	monthly	12	months	1		\$ (1,845.00)
36			\$ (1,500.00)		GoVenda	\$ (1,500.00)		1		1		\$ (1,500.00)
37			\$ -		Stamps.com Monthly Plan	\$ (15.00)	monthly	12	months	1		\$ (180.00)
38			\$ (840.00)		125 Plan Admin. (WageWorks)	\$ (70.00)		12	months	1		\$ (840.00)
39					Emburse Credit Card Management Fee	\$ (222.00)		1		1		\$ (222.00)
40			\$ (1,440.00)		Property Management Fees	\$ (120.00)		12	months	1		\$ (1,440.00)
41	850	Telephone	\$ (7,920.00)	\$ (8,000.00)	Long Distance, Data Lines, Mobile, Monthly Lines, Cable & Internet	\$ (493.00)		12	months	1		\$ (5,916.00)

Business Technology and Communications

	A	B	C	D	E	F	G	H	I	J	K	L
102	BUSINESS SERVICES DEPARTMENT - 1770											
103	INCOME											
104	433	Forms Licensing	\$ 12,000.00	\$ 70,000.00	Forms Licensing - DotLoop	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
105			\$ 12,000.00		Forms Licensing - Brokermint	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
106			\$ 12,000.00		Forms Licensing - Skyslope	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
107			\$ 12,000.00		Forms Licensing - DocuSign	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
108			\$ 12,000.00		Forms Licensing - zipForm®	\$ 1,000.00	license	1	license	12	Months	\$ 12,000.00
109			\$ 12,000.00		Forms Licensing - Jointly	\$ 1,000.00	license	1	license	12	Months	\$ 12,000.00
110			\$ 12,000.00		Forms Licensing - Propy	\$ 1,000.00	license	1	license	12	months	\$ 12,000.00
111			\$ 84,000.00	\$ 70,000.00	1770 Income Total							\$ 84,000.00
112	EXPENSE											
113	EXPENSE											
114	630	Catering/Hotel	\$ (300.00)	\$ (300.00)	Catering	\$ (300.00)	session	1	session	1	time	\$ (300.00)
115	786	Promotion	\$ (3,000.00)	\$ (3,000.00)	Promotional Expense - Video promotion and training	\$ (3,000.00)	promotion	1		1		\$ (3,000.00)
116	810	Professional/Contract Fees	\$ (356,400.00)	\$ (621,755.00)	Forms Provider - Transaction Desk	\$ (32,000.00)	monthly	12	months	1	annual	\$ (384,000.00)
117			\$ (21,000.00)		HIGHER LOGIC September - Contract expires Sept. 2024	\$ (23,490.00)	Unlimited Emails	1	annual	1		\$ (23,490.00)
118			\$ (86,900.00)		TechHelpline billed quarterly	\$ (1.58)	\$/Yr/Member	1	annual	55000	members	\$ (86,900.00)
119			\$ (168,000.00)		Clareity SSO	\$ (14,000.00)	month	12	months	1		\$ (168,000.00)
120			\$ (4,535.00)		Zendesk - November	\$ (4,535.00)	Yearly	1	annual	1		\$ (4,535.00)
121			\$ (8,100.00)		Photofy - April	\$ (8,100.00)	Yearly	1	annual	1		\$ (8,100.00)
122			\$ (72,000.00)		Breeze SPDS Disclosure Platform	\$ (6,000.00)	Month	1	annual	12		\$ (72,000.00)
123	867.2	Staff Travel	\$ (750.00)	\$ (2,430.00)	Miscellaneous Travel	\$ (750.00)	travel	1		1		\$ (750.00)
124			\$ (3,150.00)		Mileage	\$ (0.66)	miles	1000	miles	1	annual	\$ (660.00)
125			\$ (1,300.00)		Daily Expense	\$ (65.00)	per diem	10	days	1	staff	\$ (650.00)
126			\$ (900.00)		Staff Travel	\$ (225.00)	travel	4	times	1	staff	\$ (900.00)
127			\$ (4,000.00)		Hotel/Lodging	\$ (200.00)	night	10	nights	1	staff	\$ (2,000.00)
128			\$ (730,335.00)	\$ (627,485.00)	1770 Expense Total							\$ (755,285.00)
129			\$ (646,335.00)	\$ (557,485.00)	1770 Total Net							\$ (671,285.00)
130												

Business Technology and Communications

	A	B	C	D	E	F	G	H	I	J	K	L
176	IVERSITY COMMITTEE - 1781 (MOVED TO OPERATIONS)											
177	Income											
178	440.9	Sponsorship Income	\$ 2,000.00	\$ 8,000.00	Sponsorships for Diversity Event	\$ -		1		1		\$ -
179			\$ 2,000.00	\$ 8,000.00		\$ -						\$ -
180	Expense											
181	Expense											
182	540	Staff Development	\$ (1,000.00)	\$ (600.00)	Training/Seminars	\$ -		1		1		\$ -
183	630	Catering/Hotel	\$ (10,000.00)	\$ (10,000.00)	DEI/Fair Housing Event	\$ -		1		1		\$ -
184	632	Copying	\$ (1,000.00)	\$ (1,000.00)	Copies	\$ -		1		1		\$ -
185	639	Dues/Commitments	\$ (600.00)	\$ (800.00)	Multicultural Organization Memberships	\$ -		1		1		\$ -
186			\$ (225.00)		National Fair Housing Alliance Membership	\$ -		1		1		\$ -
187	770	Supplies	\$ (1,000.00)	\$ (1,000.00)	Materials/supplies for events	\$ -		1		1		\$ -
188	786	Promotion	\$ (2,500.00)	\$ (4,000.00)	Event sponsorships (local associations, diversity partners)	\$ -		1		1		\$ -
189			\$ (5,000.00)		Scholarship/Essay Contest	\$ -		1		1		\$ -
190	787	Speaker Fees	\$ (10,000.00)	\$ (10,000.00)	Diversity Committee speakers	\$ -		1		1		\$ -
191	810	Professional/Contract Fees	\$ (1,875.00)	\$ (9,375.00)	Swoogo	\$ -		1		1		\$ -
192			\$ (1,500.00)		Govenda	\$ -		1		1		\$ -
193			\$ (7,500.00)		Videographer	\$ -		1		1		\$ -
194	867	Travel	\$ (2,500.00)	\$ (1,000.00)	Statewide Diversity Outreach Travel (mileage, meals)	\$ -		1		1		\$ -
195			\$ (44,700.00)	\$ (37,775.00)								\$ -
196												
197			\$ (1,127,197.68)	\$ (825,422.00)	GRAND TOTAL (EXPENSE)							\$ (1,178,558.29)
198			\$ 87,000.00	\$ 78,000.00	GRAND TOTAL INCOME							\$ 85,000.00
199			\$ (1,040,197.68)	\$ (747,422.00)	GRAND TOTAL NET							\$ (1,093,558.29)

PROFESSIONAL & BUSINESS DEVELOPMENT				
2023 Approved	2023 Projections	Code		2024
PROJECTED INCOME				
\$ 2,200.00	\$ 2,200.00	440	OTHER PROGRAM INCOME	\$2,200.00
\$ 6,875.00	\$ 4,506.00	460	BROKER UNIVERSITY	\$ 8,800.00
\$ 648.00	\$ 1,876.00	461	EDUCATION DEVELOPMENT	\$ 880.00
\$ 46,800.00	\$ 50,484.00	462	EDUCATION OUTREACH	\$ 47,400.00
\$ 2,205.00	\$ 1,590.00	463	INSTRUCTOR DEVELOPMENT	\$ 2,205.00
\$ 24,800.00	\$ 24,800.00	464	LEADERSHIP TRAINING	\$26,800.00
\$ 10,360.00	\$ -	465	PROFESSIONALISM PROGRAM	\$ 9,480.00
\$ 39,150.00	\$ 43,376.00	467	REALTOR INSTITUTE	\$ 33,470.00
\$ 16,830.00	\$ 32,210.00	468	rCRMS	\$ 19,635.00
\$ 69,050.00	\$ 57,441.55	469	SPRING CONVENTION	\$ 56,900.00
\$ 39,450.00	\$ 37,200.00	471	INDUSTRY PARTNERS	\$ 33,150.00
\$ 14,780.00	\$ 21,010.00	472	CRPM	\$ 20,370.00
\$ 273,148.00	\$ 276,693.55		TOTAL PROJECTED INCOME	\$261,290.00
PROJECTED DIRECT (EXPENSES)				
\$ (2,600.00)	\$ (2,600.00)	540	STAFF DEVELOPMENT	\$ (3,100.00)
\$ (700.00)	\$ (700.00)	605	AWARDS/GIFTS	\$ (812.00)
\$ (9,075.00)	\$ (9,075.00)	621	REPAIRS & MAINTENANCE	\$ (9,075.00)
\$ (8,115.00)	\$ (8,115.00)	623	UTILITIES	\$ (8,115.00)
\$ (312,371.00)	\$ (220,060.57)	630	CATERING/HOTEL	\$ (341,986.00)
\$ (3,500.00)	\$ (3,500.00)	631	COMPUTER SERVICES & EXPENSES	\$ (3,490.00)
\$ (1,750.00)	\$ (2,400.00)	632	COPYING	\$ (2,400.00)
\$ (2,700.00)	\$ (2,700.00)	639	DUES/COMMITMENTS	\$ (2,700.00)
\$ (26,476.26)	\$ (26,476.26)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (26,448.00)
\$ (13,397.78)	\$ (16,044.78)	770	SUPPLIES	\$ (18,677.78)
\$ (16,501.00)	\$ (1,651.00)	780	POSTAGE	\$ (1,651.00)
\$ (8,794.00)	\$ (3,284.00)	781	PRINTING	\$ (4,275.00)
\$ (26,300.00)	\$ (23,947.74)	786	PROMOTION	\$ (24,400.00)
\$ (250,500.00)	\$ (207,525.50)	787	SPEAKER FEES	\$ (197,650.00)
\$ -	\$ -	788	STAFF EXPENSE	\$ (650.00)
\$ (161,312.00)	\$ (164,086.56)	810	PROFESSIONAL/CONTRACT FEES	\$ (151,746.00)
\$ (6,321.52)	\$ (6,321.52)	850	TELEPHONE	\$ (4,975.00)
\$ (11,905.00)	\$ (7,850.00)	860	CONFERENCES	\$ (15,980.00)
\$ (15,467.00)	\$ (14,166.61)	867	TRAVEL	\$ (18,180.00)
\$ (877,785.56)	\$ (720,504.54)		TOTAL DIRECT (EXPENSES)	\$ (836,310.78)
\$ (604,637.56)	\$ (443,810.99)		TOTAL NET (EXPENSES)/INCOME	\$ (575,020.78)

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
1	Code		2023 Approved	2023 Projections		Rate	Item	Qty	Item	Qty	Item	2024 TOTAL
2	PROFESSIONAL & BUSINESS DEVELOPMENT SUPPORT - 1801											
3	EXPENSE											
4	540	Staff Development	\$ (1,000.00)	\$ (1,000.00)	Staff Training	\$ (1,500.00)		1	training	1	time	\$ (1,500.00)
5	621	Repairs/Maintenance	\$ (750.00)	\$ (9,075.00)	General Upkeep (lights, air filters, etc.)	\$ (750.00)		1		1		\$ (750.00)
6			\$ (125.00)		Pest Control	\$ (125.00)	monthly	1		1		\$ (125.00)
7			\$ (200.00)		Elevator	\$ (200.00)		1		1		\$ (200.00)
8			\$ (650.00)		Building/General	\$ (650.00)		1		1		\$ (650.00)
9			\$ (650.00)		HVAC - AZ Control Specialist Contract	\$ (650.00)	monthly	1		1		\$ (650.00)
10			\$ (850.00)		HVAC Service Contract - O'Neil	\$ (850.00)	monthly	1		1		\$ (850.00)
11			\$ (275.00)		HVAC Miscellaneous Repairs	\$ (275.00)		1		1		\$ (275.00)
12			\$ (200.00)		Security/Fire Alarm/Extinguishers	\$ (200.00)		1		1		\$ (200.00)
13			\$ (450.00)		Exterior Repairs/Maintenance	\$ (450.00)		1		1		\$ (450.00)
14			\$ (75.00)		Security Monitoring	\$ (75.00)	monthly	1		1		\$ (75.00)
15			\$ (800.00)		Interior Repairs/Maintenance	\$ (800.00)		1		1		\$ (800.00)
16			\$ (2,400.00)		Janitorial/Window Cleaning	\$ (2,400.00)	monthly	1		1		\$ (2,400.00)
17			\$ (350.00)		Pictures/Furnishings	\$ (350.00)		1		1		\$ (350.00)
18			\$ (1,300.00)		Landscaping - Maintenance	\$ (1,300.00)	monthly	1		1		\$ (1,300.00)
19	623	Utilities	\$ (7,500.00)	\$ (8,115.00)	Electricity	\$ (7,500.00)	monthly	1		1		\$ (7,500.00)
20			\$ (515.00)		Sewer/Water	\$ (515.00)	monthly	1		1		\$ (515.00)
21			\$ (100.00)		Trash	\$ (100.00)	monthly	1		1		\$ (100.00)
22	630	Catering/Hotel	\$ (1,600.00)	\$ (800.00)	Workgroups/Committee	\$ (700.00)		1		1		\$ (700.00)
23	631	Computer	\$ (1,000.00)	\$ (3,500.00)	Repair/Replacement	\$ (2,000.00)	annual	1	time	1	time	\$ (2,000.00)
24			\$ (1,050.00)		Zoom platform license (3)	\$ (1,050.00)	annual	1	time	1	time	\$ (1,050.00)
25			\$ (440.00)		Adobe Acro Pro	\$ (440.00)	annual	1	time	1	time	\$ (440.00)
26			\$ (1,010.00)		Adobe Creative Cloud	\$ -						\$ -
27	632	Copying	\$ (1,750.00)	\$ (2,400.00)	Copying Overages	\$ (2,400.00)		1	time	1	time	\$ (2,400.00)
28	639	Dues/Commitments	\$ (495.00)	\$ (2,306.00)	eLearning Guild Membership	\$ (495.00)	annual fee	1	time	1	time	\$ (495.00)
29			\$ (399.00)		ATD membership	\$ (399.00)	annual	1	fee	1	time	\$ (399.00)
30			\$ (264.00)		Animoto	\$ (264.00)	annual	1	fee	1	time	\$ (264.00)
31			\$ (649.00)		Ed software licenses	\$ (649.00)	annual	1	fee	1	time	\$ (649.00)
32			\$ (199.00)		Vimeo subscription	\$ (199.00)	annual	1	fee	1	year	\$ (199.00)
33			\$ (300.00)		Gamification engagement software	\$ (300.00)	annual	1	fee	1	time	\$ (300.00)
34	640	Equipment Maintenance/Rental	\$ (28.26)	\$ (26,476.26)	Postage Machine	\$ -						\$ -
35			\$ (26,448.00)		Copier/Printer Leases	\$ (2,204.00)	monthly	12	times	1	time	\$ (26,448.00)
36	770	Supplies	\$ (400.00)	\$ (7,027.78)	Area Supplies	\$ (400.00)	annual	1	time	1	time	\$ (400.00)
37			\$ (893.00)		Office Supplies (soda, water, etc)	\$ (893.00)	annual	1	time	1	time	\$ (893.00)
38			\$ (342.16)		Coffee (Parks & Co.)	\$ (342.16)	annual	1	time	1	time	\$ (342.16)
39			\$ (892.62)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (892.62)	annual	1	time	1	time	\$ (892.62)
40			\$ -		Stamps.com Postage Labels	\$ (10.00)	per month	12	times	1	time	\$ (120.00)
41			\$ (600.00)		Reference and tools	\$ (600.00)		1	time	1	time	\$ (600.00)

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
113	rCRMS - 1820											
114	INCOME											
115	468.1	Registration	\$ 14,160.00	\$ 32,210.00	Zoom Classes One Day	\$ 59.00	registration fee	8	classes	35	students	\$ 16,520.00
116		Registration	\$ 2,670.00		Zoom Class Two Day	\$ 89.00	registration fee	1	classes	35	students	\$ 3,115.00
117			\$ 16,830.00	\$ 32,210.00	1820 Income Total							\$ 19,635.00
118	EXPENSE											
119	EXPENSE											
120	630	Catering/Hotel	\$ (30.00)	\$ -	Zoom 2 day class - Instructor lunches	\$ (15.00)	per lunch	2	instructors	1	times	\$ (30.00)
121	770	Supplies	\$ (400.00)	\$ (490.00)	Certificate Paper/holders/pins	\$ (400.00)		1	time	1	time	\$ (400.00)
122			\$ (90.00)		Zoom class activity prizes	\$ (5.00)	per card	9	classes	2	times	\$ (90.00)
123	787	Speaker Fees	\$ (3,000.00)	\$ (16,500.00)	Zoom Two Day (2 instructors)	\$ (1,500.00)	per instructor	1	class	2	instructors	\$ (3,000.00)
124			\$ (12,000.00)		Zoom One-Day Classes (2 instructors)	\$ (750.00)	per day	8	classes	2	instructors	\$ (12,000.00)
125	810	Professional/Contract Fees	\$ (2,700.00)	\$ (5,600.00)	Zoom Class Revenue Share	\$ (10.00)	fee	9	classess	35	students	\$ (3,150.00)
126			\$ (18,220.00)	\$ (22,590.00)	1820 Expense Total							\$ (18,670.00)
127			\$ (1,390.00)	\$ 9,620.00	1820 Net Total							\$ 965.00
128												

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
129	CERTIFIED RESIDENTIAL PROPERTY MANAGEMENT CERTIFICATION - 1825											
130	INCOME											
131	472	Registration	\$ 2,900.00	\$ 21,010.00	Property Management Summit (Zoom)	\$ 29.00	reg fees	100	attendees	1	time	\$ 2,900.00
132		Registration	\$ 750.00		Property Management Summit Vendors	\$ 150.00	sponsor fee	5	sponsors	1	time	\$ 750.00
133		Registration	\$ 4,830.00		Zoom PM Bootcamp class	\$ 69.00	reg fee	40	attendees	2	time	\$ 5,520.00
134		Registration	\$ 6,300.00		Zoom CRPM CE Classes	\$ 20.00	reg fee	40	students	14	classes	\$ 11,200.00
135			\$ 14,780.00	\$ 21,010.00	1825 Income Total			-				\$ 20,370.00
136												
137	EXPENSE											
138	630	Catering	\$ (60.00)		Zoom PM Bootcamp - Instructor lunch	\$ -	per class	2	classes	1	time	\$ -
139	639	Dues/Commitments	\$ (195.00)	\$ (195.00)	NARPM dues	\$ (195.00)	membership	1	fee	1	time	\$ (195.00)
140	770	Supplies	\$ (200.00)	\$ (430.00)	Pins	\$ -						\$ -
141			\$ (300.00)		Certificate paper	\$ (400.00)		1	time	1	time	\$ (400.00)
142			\$ (130.00)		Zoom Class Activity prizes	\$ (5.00)	per card	16	cards	2	time	\$ (160.00)
143	787	Speaker Fees	\$ (3,000.00)	\$ (5,250.00)	Zoom PM Bootcamp	\$ (750.00)	per instructor	2	instructors	2	classes	\$ (3,000.00)
144			\$ (4,050.00)		Zoom CRPM C/E classes	\$ (450.00)	per class	1	instructors	14	classes	\$ (6,300.00)
145			\$ (400.00)		Property Management Summit	\$ (400.00)	MC speaker	1	speaker	1	time	\$ (400.00)
146	810	Professional/Contract Fees	\$ (3,150.00)	\$ (8,800.00)	Zoom C/E/Bootcamp class revenue share	\$ (10.00)	fee	40	students	16	classes	\$ (6,400.00)
147			\$ (700.00)		Zoom PM Bootcamp Class revenue share	\$ -						\$ -
148			\$ (12,185.00)	\$ (14,675.00)	1825 Expense Total		\$ -					\$ (16,855.00)
149			\$ 2,595.00	\$ 6,335.00	1825 Total Net		-					\$ 3,515.00
150												

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
151	LEADERSHIP TRAINING - 1840											
152	INCOME											
153	464	Registration	\$ 15,000.00	\$ 15,000.00	Conference Registration	\$ 150.00	registration fee	100	registrants	1	time	\$15,000.00
154			\$ -		Leadership Journey Event	\$ 25.00	registration fee	80	registrants	1	time	\$2,000.00
155		Registration	\$ 9,800.00	\$ 9,800.00	Conference Dinner Tickets	\$ 100.00	ticket fee	98	registrants	1	time	\$9,800.00
156	440	Sponsorship	\$ 2,200.00	\$ 2,200.00	Dinner Wine Sponsorship	\$ 2,200.00	sponsorship	1	time	1	time	\$2,200.00
157			\$ 27,000.00	\$ 27,000.00	1840 Income Total							\$29,000.00
158												
159	EXPENSE											
160	630	Catering/Hotel	\$ (20,000.00)	\$ (119,380.00)	Conference audio/visual	\$ (20,000.00)		1	time	1	time	\$ (20,000.00)
161			\$ (2,600.00)		Conference dinner wine	\$ (65.00)	per bottle	20	tables	2	per table	\$ (2,600.00)
162			\$ (12,000.00)		Conference room rental	\$ (12,000.00)	fee	1	time	1	time	\$ (12,000.00)
163			\$ (4,000.00)		Conference Day 2 Continental	\$ (40.00)	breakfast	1	time	100	registrants	\$ (4,000.00)
164			\$ (16,000.00)		Conference Meal Package Day 1 (breakfast, breaks, lunch)	\$ (160.00)	meal cost	1	time	100	registrants	\$ (16,000.00)
165			\$ (8,000.00)		Conference Meal Package Day 1 (comps)	\$ (160.00)	meal cost	1	time	50	comps	\$ (8,000.00)
166			\$ (15,680.00)		Conference Installation Dinner	\$ (160.00)	dinner tickets	1	time	98	registrants	\$ (15,680.00)
167			\$ (14,400.00)		Conference Installation Dinner Comps (past pres., ExCom, guests, staff, speakers)	\$ (160.00)	dinner tickets	1	time	90	comps	\$ (14,400.00)
168			\$ (7,500.00)		Conference Reception	\$ (7,500.00)		1		1	time	\$ (7,500.00)
169			\$ (4,500.00)		LTA Module 1 (January)	\$ (4,800.00)	meal pkg	1		1	time	\$ (4,800.00)
170			\$ (4,500.00)		LTA Module 2 (February)	\$ (4,800.00)	meal pkg	1		1	time	\$ (4,800.00)
171			\$ (4,500.00)		LTA Module 3 (March)	\$ (4,800.00)	meal pkg	1		1	time	\$ (4,800.00)
172			\$ (4,500.00)		LTA Module 4 (April)	\$ (4,800.00)	meal pkg	1		1	time	\$ (4,800.00)
173			\$ -		Leadership Journey Refreshments	\$ (30.00)	per person	1	time	80	registrants	\$ (2,400.00)
174			\$ (1,200.00)		LTA Room Rental, audio/visual	\$ (300.00)	fee	1	time	4	times	\$ (1,200.00)
175			\$ -		Leadership Journey Workshop room rental	\$ (1,200.00)		1	time	1	time	\$ (1,200.00)
176	770	Supplies	\$ (500.00)	\$ (4,500.00)	Conference supplies	\$ (500.00)		1	time	1	time	\$ (500.00)
177			\$ -		Leadership Conf Event pins	\$ (1,100.00)		1	time	1	time	\$ (1,100.00)
178			\$ (1,500.00)		LTA Supplies (books/activities)	\$ (1,500.00)		1	time	1	time	\$ (1,500.00)
179			\$ (2,500.00)		Conference Attendee packet/portfolio	\$ (2,500.00)		1	time	1	time	\$ (2,500.00)
180	781	Printing	\$ (500.00)	\$ (400.00)	Conference Printing/Posters	\$ -						\$ -
181			\$ (375.00)		LTA student journals	\$ (15.00)	per book	1	time	25	registrants	\$ (375.00)
182	787	Speaker Fees	\$ (38,000.00)	\$ (73,500.00)	Conference Speakers	\$ (38,000.00)	fee	1	time	1	time	\$ (38,000.00)
183			\$ (8,000.00)		LTA 1: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
184			\$ (8,000.00)		LTA 2: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
185			\$ (8,000.00)		LTA 3: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
186			\$ (8,000.00)		LTA 4: Speaker fee	\$ (2,000.00)	fee	2	speakers	2	time	\$ (8,000.00)
187			\$ (3,500.00)		LTA Guest Speaker	\$ (1,500.00)	rate	1	speaker	1	time	\$ (1,500.00)
188			\$ -		Leadership Journey Speaker	\$ (3,500.00)	rate	1	speaker	1	time	\$ (3,500.00)
189			\$ -		Leadership Path Webinars	\$ (500.00)	fee	1	speaker	2	times	\$ (1,000.00)
190			\$ -		Leadership Journey Speaker Airfare	\$ (400.00)		1	time	1	time	\$ (400.00)

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
222	INDUSTRY PARTNERS CONFERENCE - 1850											
223	INCOME											
224	471	Registration	\$ 26,700.00	\$ 26,700.00	Registration Fees	\$ 99.00	fee	250	attendees	1	time	\$ 24,750.00
225		Sponsorship	\$ 750.00	\$ -	Breakfast sponsor	\$ -						\$ -
226		Sponsorship	\$ 1,500.00	\$ -	Break sponsors	\$ -						\$ -
227		Sponsorship	\$ 10,500.00	\$ 10,500.00	Vendor Tables	\$ 600.00	fee	14	vendor	1	time	\$ 8,400.00
228			\$ 39,450.00	\$ 37,200.00	1850 Income Total							\$ 33,150.00
229	EXPENSE											
230	EXPENSE											
231	630	Catering/Hotel	\$ (22,680.00)	\$ (22,680.00)	Meals, audio/visual	\$ (78.00)	F&B	315	attendees	1	time	\$ (24,570.00)
232			\$ (1,500.00)	\$ (1,500.00)	Audio/Visual	\$ (1,500.00)		1	pool	1	time	\$ (1,500.00)
233	786	Promotion	\$ (600.00)	\$ (600.00)	Prizes	\$ (600.00)		1	time	1	time	\$ (600.00)
234	770	Supplies	\$ -		Event Pins	\$ (1,100.00)		1	time	1	time	\$ (1,100.00)
235	810	Professional/Contract Fees	\$ (9,780.00)	\$ (9,780.00)	Partner Revenue Share	\$ (4,217.00)		2	shares	1	time	\$ (8,434.00)
236			\$ -	\$ -	ASCAP	\$ (154.00)	fee	1	event	1	time	\$ (154.00)
237			\$ (34,560.00)	\$ (34,560.00)	1850 Expense Total							\$ (36,358.00)
238			\$ 4,890.00	\$ 2,640.00	1850 Total Net							\$ (3,208.00)
239												

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
240	PROFESSIONALISM PROGRAM OUTREACH - 1855											
241	INCOME											
242	465	Registration	\$ 10,360.00	\$ -	Value Proposition Workshop	\$ 79.00	registration fees	30	students	4	offerings	\$ 9,480.00
243			\$ 10,360.00	\$ -	1855 Income Total							\$ 9,480.00
244												
245	EXPENSE											
246	605	Awards/Gifts	\$ (100.00)	\$ (100.00)	Gift card drawing	\$ (50.00)	gift card	2	survey	1	drawing	\$ (100.00)
247	770	Supplies	\$ (200.00)	\$ (700.00)	Education Achievement Certificates	\$ (500.00)	box/pins	1	box/pins	1	time	\$ (500.00)
248			\$ (100.00)		C2EX ribbons (for events)	\$ (1.00)	per ribbon	100	ribbons	1	time	\$ (100.00)
249			\$ (600.00)		Education Achievement and RISE banner	\$ (300.00)	Ed Achievement	1	time	1	time	\$ (300.00)
250	786	Promotion	\$ (900.00)	\$ (400.00)	Education Achievement	\$ -						\$ -
251	810	Professional/Contract Fees	\$ (3,750.00)	\$ (3,750.00)	StartSmart Video production	\$ (500.00)	per video	15	videos	1	time	\$ (7,500.00)
252	787	Speaker Fees	\$ (5,000.00)	\$ -	StartSmart Micro Video Speaker Fees	\$ -						\$ -
253			\$ (10,500.00)	\$ -	StartSmart Session 2 Speaker fees	\$ -						\$ -
254			\$ (4,400.00)	\$ (1,600.00)	Value Proposion Workshops	\$ (1,600.00)	speaker fee	4	sessions	1	time	\$ (6,400.00)
255			\$ (25,550.00)	\$ (6,550.00)	1855 Expense Total							\$ (14,900.00)
256			\$ (15,190.00)	\$ (6,550.00)	1855 Net							\$ (5,420.00)
257												

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
258	SPRING CONFERENCE - 1860											
259	INCOME											
260	469	Registration	\$ 32,250.00	\$ 57,441.55	Registration Fees - Full early bird	\$ 159.00	registration fee	100	registrants	1	time	\$ 15,900.00
261		Registration	\$ 15,900.00		Registration - Full	\$ 175.00	full	200	registrants	1	time	\$ 35,000.00
262		Registration	\$ 8,900.00		Registration Fees - Single Day	\$ -						\$ -
263		Registration	\$ 6,000.00		Vendor tables	\$ 600.00	vendor table	5	tables	1	time	\$ 3,000.00
264		Registration	\$ 6,000.00		Sponsors	\$ 3,000.00	sponsorships fee	1	sponsors	1	time	\$ 3,000.00
265			\$ 69,050.00	\$ 57,441.55	1860 Income Total		\$ -					\$ 56,900.00
266	EXPENSE											
267	EXPENSE											
268	630	Catering/Hotel	\$ (25,000.00)	\$ (60,875.57)	Audio/Visual (stage, microphones, proejctors, screens, technician)	\$ (35,000.00)		1	time	1	time	\$ (35,000.00)
269			\$ (10,000.00)		Audio/Visual hybrid element	\$ -						\$ -
270			\$ (2,500.00)		Presidents Reception	\$ (3,500.00)		1	reception	1	time	\$ (3,500.00)
271			\$ (18,750.00)		Opening Reception (Day 1)	\$ (125.00)	f&b	250	reception	1	time	\$ (31,250.00)
272			\$ (24,000.00)		Morning snacks (Day 2)	\$ (40.00)	muffins/bagels	300	days	2	day	\$ (24,000.00)
273			\$ (5,000.00)		Reception - Day 2	\$ (12.00)	drinks	200	attendees	1	day	\$ (2,400.00)
274			\$ (17,875.00)		Lunch - Day 2	\$ (90.00)	lunch	300	attendees	1	day	\$ (27,000.00)
275			\$ (1,375.00)		Lunch - Comps (Exec Com / Past Presidents/speakers) Day 2	\$ (90.00)	lunch	25	attendees	1	day	\$ (2,250.00)
276			\$ (27,300.00)		All Day Beverage Service (day 2)	\$ (65.00)	beverages	300	attendees	1	day	\$ (19,500.00)
277			\$ (19,500.00)		Afternoon Break (Day 1 & 2)	\$ (45.00)	per person	300	attendees	2	time	\$ (27,000.00)
278	770	Supplies	\$ (750.00)	\$ (297.00)	Materials	\$ (750.00)		1	time	1	time	\$ (750.00)
279			\$ -		Event Pins	\$ (1,100.00)		1	time	1	time	\$ (1,100.00)
280	780	Postage	\$ (14,850.00)		Save the date postcard	\$ -						\$ -
281	781	Printing	\$ (1,750.00)	\$ (584.00)	Flyers/Posters/banners	\$ (1,750.00)		1	time	1	time	\$ (1,750.00)
282			\$ (3,019.00)		Save the date postcard	\$ -						\$ -
283			\$ (500.00)		Floor Stickers	\$ (500.00)	decals	1	time	1	time	\$ (500.00)
284	786	Promotion	\$ (600.00)	\$ (3,947.74)	Contest prizes	\$ (300.00)		2	prizes	1	time	\$ (600.00)
285			\$ (2,000.00)		Facebook ads	\$ (1,000.00)		1	time	1	time	\$ (1,000.00)
286	787	Speaker Fees	\$ (10,000.00)	\$ (60,055.50)	Breakout Speakers	\$ -						\$ -
287			\$ (55,000.00)		Keynote Speakers (opening & closing)	\$ (30,000.00)	fee	1	speakers	1	day	\$ (30,000.00)
288			\$ (10,000.00)		General Session speakers	\$ -						\$ -
289			\$ (2,700.00)	\$ -	Local C/E Speakers	\$ (150.00)	per hour	3	hours	4	classes	\$ (1,800.00)
290			\$ (1,050.00)		Speaker Lodging	\$ (325.00)	per night	6	speakers	1	night	\$ (1,950.00)

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
302	EDUCATION OUTREACH - 1870											
303	INCOME											
304	462	Registration	\$ 6,900.00	\$ 50,484.00	ZOOM One-Day REBAC Classes	\$ 69.00	registration fee	4	classes	25	students	\$ 6,900.00
305		Registration	\$ -	\$ -	Trends Summit	\$ 25.00	registration no show	100	attendees	1	time	\$ 2,500.00
306		Registration	\$ 4,900.00		Womens Conference	\$ 45.00	registration fee	100	attendees	1	time	\$ 4,500.00
307		Registration	\$ 1,500.00		Womens Conference Vendors	\$ -						\$ -
308		Registration	\$ 17,600.00		ZOOM CE classes	\$ 20.00	registration fees	22	classes	40	students	\$ 17,600.00
309		Registration	\$ 15,900.00		ZOOM Two-Day REBAC	\$ 159.00	registration fee	4	classes	25	students	\$ 15,900.00
310			\$ 46,800.00	\$ 50,484.00	1870 Income Total							\$ 47,400.00
311	EXPENSE											
312	EXPENSE											
313	630	Catering/Hotel	\$ (4,500.00)	\$ (12,000.00)	Trends Summit (Room Rental)	\$ (4,500.00)		1	time	1	time	\$ (4,500.00)
314			\$ (5,000.00)		Trends Summit (Catering)	\$ (6,000.00)		1	time	1	time	\$ (6,000.00)
315			\$ (2,500.00)		Womens Conference	\$ (2,500.00)		1	time	1		\$ (2,500.00)
316	770	Supplies	\$ (300.00)	\$ (300.00)	Zoom class activity prizes	\$ (5.00)	gift card	30	classes	2	times	\$ (300.00)
317					Womens Conf event pins	\$ (1,100.00)		1	time	1	time	\$ (1,100.00)
318	787	Speaker Fees	\$ (3,000.00)	\$ (33,900.00)	Zoom REBAC One-Day Class - Instructor Fee	\$ (125.00)	per hours	4	classes	6	hours	\$ (3,000.00)
319			\$ (9,900.00)		Zoom CE classes - Instructor Fee	\$ (150.00)	per hour	22	classes	3	hours	\$ (9,900.00)
320			\$ (6,000.00)		Zoom REBAC Two-Day Class - Instructor Fee	\$ (125.00)	per hour	4	classes	12	hours	\$ (6,000.00)
321					Women's Conference	\$ (1,000.00)		1		1		\$ (1,000.00)
322			\$ (15,000.00)		Trends Summit	\$ (15,000.00)	summit	1	days	1	time	\$ (15,000.00)
323	810	Professional/Contract Fees	\$ (3,000.00)	\$ (19,800.00)	REBAC One-Day class Royalty Fees	\$ (30.00)	fee	4	classes	25	students	\$ (3,000.00)
324			\$ (6,000.00)		REBAC Two-Day class Royalty Fees (DTC)	\$ (60.00)	fee	4	classes	25	students	\$ (6,000.00)
325			\$ -		ASCAP Music License	\$ (154.00)	fee	2	events	1	time	\$ (308.00)
326			\$ (2,000.00)		Zoom Revenue Share (REBAC classes)	\$ (10.00)	fee	8	classes	25	students	\$ (2,000.00)
327			\$ (8,800.00)		Zoom CE class Revenue Share (DTM)	\$ (10.00)	fee	22	classes	40	students	\$ (8,800.00)
328			\$ (66,000.00)	\$ (66,000.00)	1870 Expense Total							\$ (69,408.00)
329			\$ (19,200.00)	\$ (15,516.00)	1870 Total Net							\$ (22,008.00)
330												

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
331	EDUCATION DEVELOPMENT - 1871											
332	INCOME											
333	461.1	Income	\$ 380.00	\$ 1,876.00	Online CE Affinity Partnership Share	\$ 95.00	income	4	times	1	time	\$ 380.00
334	461.2	Income	\$ 268.00		Paperless Agent	\$ 125.00	income	4	times	1	time	\$ 500.00
335			\$ 648.00	\$ 1,876.00	1871 Income Total							\$ 880.00
336	EXPENSE											
337	EXPENSE											
338	540	Staff Development	\$ (1,600.00)	\$ (1,600.00)	Education program webinars/training	\$ (1,600.00)		1	time	1	time	\$ (1,600.00)
339	770	Supplies	\$ (750.00)	\$ (750.00)	Resources and Supplies	\$ (750.00)	fee	1	time	1	time	\$ (750.00)
340			\$ -		new certification certificates/pins	\$ (600.00)	fee	1	time	1	time	\$ (600.00)
341	810	Professional/Contract Fees	\$ (3,000.00)	\$ (7,550.00)	Curriculum Development Fees	\$ (3,000.00)	fee	1	time	1	time	\$ (3,000.00)
342			\$ (1,200.00)		Curriculum Review/Revision Honorariums	\$ (400.00)	fee	3	classes	1	time	\$ (1,200.00)
343			\$ (450.00)		Contract Conversation - video/editing	\$ (500.00)	per video	7	videos	1	time	\$ (3,500.00)
344			\$ (2,300.00)		Education Development/Software	\$ (2,300.00)	licenses	1	time	1	time	\$ (2,300.00)
345			\$ (600.00)		Curriculum design software	\$ (600.00)	annual	1	time	1	time	\$ (600.00)
346			\$ (9,900.00)	\$ (9,900.00)	1871 Expense Total							\$ (13,550.00)
347			\$ (9,252.00)	\$ (8,024.00)	1871 Total Net							\$ (12,670.00)
348												

	A	B	C	D	PROFESSIONAL AND BUSINESS DEVELOPMENT	F	G	H	I	J	K	L
349	INSTRUCTOR DEVELOPMENT - 1872											
350	INCOME											
351	463.2	Registration	\$ 980.00	\$ 1,590.00	Instructor Forum (3 hours)	\$ 49.00	registration fee	20	registrants	1	class	\$ 980.00
352		Registration	\$ 735.00		Instructor Skills IDW - advanced	\$ 49.00	early reg fee	15	registrants	1	class	\$ 735.00
353		Registration	\$ 490.00		Instructor Skills IDW - basic	\$ 49.00	reg fee	10	registrants	1	class	\$ 490.00
354			\$ 2,205.00	\$ 1,590.00	1872 Income Total							\$ 2,205.00
355												
356	EXPENSE											
357	605	Awards/Gifts	\$ (300.00)	\$ (300.00)	Excellence in Education Award	\$ (400.00)	plaque	1	time	1	time	\$ (400.00)
358	630	Catering/Hotel	\$ (225.00)	\$ (725.00)	Instructor Skills IDW - snacks	\$ (15.00)	coffee/snacks	15	registrants	2	classes	\$ (450.00)
359			\$ (500.00)		Instructor Forum - lunch	\$ (25.00)	coffee/snack	20	registrants	1	forum	\$ (500.00)
360	639	Dues/Commitments	\$ (199.00)	\$ (199.00)	REEA membership	\$ (199.00)	annual	1	membership	1	annual	\$ (199.00)
361	770	Supplies	\$ (500.00)	\$ (500.00)	Materials/Resources	\$ (500.00)	annual	1	time	1	time	\$ (500.00)
362	787	Speaker Fees	\$ (3,000.00)	\$ (2,750.00)	IDWs -basic IDW	\$ (3,000.00)	fee	1	class	1	time	\$ (3,000.00)
363			\$ (3,000.00)		IDW - advanced	\$ (2,500.00)	fee	1	seminar	1	time	\$ (2,500.00)
364			\$ (750.00)		Instructor Forum	\$ (750.00)	fee	1	time	1	time	\$ (750.00)
365	810	Professional/Contract Fees	\$ (1,800.00)	\$ (1,600.00)	Scholarship to Bob Pike Bootcamp	\$ (2,100.00)	scholarship	1	instructor	1	time	\$ (2,100.00)
366	860	Conferences	\$ (1,600.00)	\$ (1,600.00)	Training Magazine Conference - Registration	\$ (1,600.00)	fee	1	webinars	1	time	\$ (1,600.00)
367			\$ (450.00)	\$ -	REEA Convention - Registration	\$ (450.00)	fee	1	registration	1	time	\$ (450.00)
368			\$ (30.00)		Instructor Forum/IDW - Mileage	\$ (15.00)	mileage	2	mileage	1	staff	\$ (30.00)
369			\$ (600.00)	\$ -	REEA Convention - Hotel	\$ (300.00)	per night	2	nights	1	staff	\$ (600.00)
370			\$ (250.00)	\$ -	REEA Convention - Daily Expense	\$ (125.00)	per day	2	days	1	staff	\$ (250.00)
371			\$ (750.00)	\$ -	REEA Convention - Airfare (Atlanta)	\$ (750.00)	airfare	1	flight	1	staff	\$ (750.00)
372			\$ (975.00)	\$ -	Training Magazine Conference - Hotel	\$ (325.00)	room	3	nights	1	staff	\$ (975.00)
373			\$ (750.00)	\$ -	Training Magazine Conference - Airfare	\$ (750.00)	flight	1	flight	1	staff	\$ (750.00)
374			\$ (250.00)	\$ -	Training Magazine Conference - Daily Expense	\$ (125.00)	per day	2	days	1	staff	\$ (250.00)
375			\$ (15,929.00)	\$ (7,674.00)	1872 Expense Total							\$ (16,054.00)
376			\$ (13,724.00)	\$ (6,084.00)	1872 Total Net							\$ (13,849.00)

OPERATIONS & STRATEGIC INITIATIVES SUMMARY				
2023 Approved	2023 Projections	Code		2024
PROJECTED INCOME				
\$ 5,000.00	\$ 10,500.00	410	INTEREST	\$ 20,000.00
\$ 94,356.00	\$ 53,781.00	415	RENTS	\$ 56,860.37
\$ 9,316,250.00	\$ 9,877,350.00	430	INCOME	\$ 9,036,250.00
\$ 300.00	\$ 200.00	435	LAW BOOK SALES	\$ -
\$ -	\$ -	440	SPONSORSHIP INCOME	\$ 2,000.00
\$ 1,500.00	\$ 750.00	497	MISCELLANEOUS INCOME	\$ 1,500.00
\$ 9,417,406.00	\$ 9,942,581.00		TOTAL PROJECTED INCOME	\$ 9,116,610.37
PROJECTED DIRECT (EXPENSES)				
\$ (3,885,247.00)	\$ (3,634,879.00)	500	SALARIES/BENEFITS	\$ (3,754,441.00)
\$ (5,000.00)	\$ (5,000.00)	540	STAFF DEVELOPMENT	\$ (9,500.00)
\$ (15,700.00)	\$ (15,700.00)	605	AWARDS/GIFTS	\$ (15,700.00)
\$ (58,930.00)	\$ (49,400.00)	621	REPAIRS/MAINTENANCE	\$ (58,930.00)
\$ (67,795.00)	\$ (62,158.00)	623	UTILITIES	\$ (67,795.00)
\$ (9,000.00)	\$ (9,771.00)	624	INSURANCE	\$ (9,000.00)
\$ (75,000.00)	\$ (75,000.00)	625	DEBT RETIREMENT/TAXES	\$ (78,000.00)
\$ (97,425.00)	\$ (47,362.33)	630	CATERING/HOTEL	\$ (125,175.00)
\$ (4,000.00)	\$ (3,200.00)	631	COMPUTER SERVICES & EXPENSES	\$ (6,000.00)
\$ (2,500.00)	\$ (1,200.00)	632	COPYING	\$ (4,000.00)
\$ (62,550.00)	\$ (53,053.00)	639	DUES/COMMITMENTS	\$ (61,760.00)
\$ (7,450.00)	\$ (8,500.00)	640	EQUIPMENT MAINTENANCE/RENTAL	\$ (8,500.00)
\$ (280,850.00)	\$ (255,200.00)	690	EFT/CREDIT CARD FEES (MISCELLANEOUS)	\$ (280,850.00)
\$ (202,471.00)	\$ (202,471.00)	700	DEPRECIATION	\$ (180,362.00)
\$ -	\$ -	750	RESERVE FUNDING	\$ -
\$ (18,525.00)	\$ (8,233.08)	770	SUPPLIES	\$ (23,415.00)
\$ (3,642.00)	\$ (2,750.00)	780	POSTAGE	\$ (3,980.00)
\$ (750.00)	\$ (325.00)	781	PRINTING	\$ (1,250.00)
\$ (81,850.00)	\$ (81,850.00)	786	PROMOTION	\$ (99,350.00)
\$ -	\$ -	787	SPEAKER FEES	\$ (10,000.00)
\$ (1,500.00)	\$ (450.00)	788	STAFF EXPENSE	\$ (4,300.00)
\$ (1,800.00)	\$ (300.00)	790	SUBSCRIPTIONS & REFERENCES	\$ (1,080.00)
\$ (500.00)	\$ (150.00)	804	RENTAL TAXES	\$ (500.00)
\$ (309,733.00)	\$ (257,363.00)	810	PROFESSIONAL/CONTRACT FEES	\$ (387,220.00)
\$ (12,000.00)	\$ (11,108.00)	850	TELEPHONE	\$ (9,815.00)
\$ (39,661.00)	\$ (26,648.00)	860	CONFERENCES	\$ (49,035.00)
\$ (208,647.00)	\$ (169,270.00)	867	TRAVEL (CEO/EXCOM/Officer/Other)	\$ (236,890.00)
\$ (5,452,526.00)	\$ (4,981,341.41)		TOTAL DIRECT (EXPENSES)	\$ (5,486,848.00)
\$ 3,964,880.00	\$ 4,961,239.59		TOTAL NET (EXPENSES)/INCOME	\$ 3,629,762.37

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
1	Code		2023 Approved	2023 Projections		Rate	Item	Qty	Item	Qty	Item	2024 Total
2	GENERAL OVERHEAD - 1000											
3	INCOME											
4	410	Interest Income	\$ 5,000.00	\$ 10,500.00	RMA - Money Market Holding Account	\$ 20,000.00	interest	1	time	1	year	\$ 20,000.00
5	435	Law book sales	\$ 300.00	\$ 200.00	Law Book Sales	\$ -		1		1		\$ -
6	497	Miscellaneous Income	\$ 1,500.00	\$ 750.00	Miscellaneous Income	\$ 1,500.00		1		1		\$ 1,500.00
7			\$ 6,800.00	\$ 11,450.00	1000 Income Total							\$ 21,500.00
8	EXPENSE											
9	EXPENSE											
10	540	Staff Development	\$ (5,000.00)	\$ (5,000.00)	General Training - Workshop (Bias Training, etc.)	\$ (7,500.00)	miscellaneous	1	time	1	time	\$ (7,500.00)
11	605	Awards/Gifts	\$ (8,000.00)	\$ (9,500.00)	Staff Recognition (Birthdays, Holiday party, etc.)	\$ (8,000.00)		1		1		\$ (8,000.00)
12			\$ (1,500.00)		Miscellaneous/Members (flowers, funerals, etc.)	\$ (1,500.00)		1		1		\$ (1,500.00)
13	631	Computer Service & Expense	\$ (2,500.00)	\$ (3,200.00)	Miscellaneous Computer Expenses & Licenses	\$ (4,500.00)		1		1		\$ (4,500.00)
14			\$ (1,500.00)		Zoom Business Licenses - 4 for Operations & 1 for Meeting Rm 4	\$ (1,500.00)		1		1		\$ (1,500.00)
15	639	Dues/Commitments	\$ (250.00)	\$ (1,150.00)	Miscellaneous (Notary Bond , etc.) - Renew in 2025	\$ (250.00)		1		1		\$ (250.00)
16			\$ (50.00)		AZ Corporation Commission (fee/letters of good standing)	\$ (50.00)		1		1		\$ (50.00)
17			\$ (50.00)		Phoenix Privilege Fee	\$ (50.00)		1		1		\$ (50.00)
18			\$ (135.00)		Costco Membership	\$ (220.00)		1		1		\$ (220.00)
19			\$ (375.00)		ASAE Dues	\$ (375.00)		1		1		\$ (375.00)
20			\$ (500.00)		Law Book Royalties	\$ -		1		1		\$ -
21			\$ -		Surety Bond - Renews June 2025 then June 2028	\$ -		1		1		\$ -
22	640	Equipment Maintenance/Rental	\$ (200.00)	\$ (8,500.00)	Postage Machine	\$ -		1		1		\$ -
23			\$ (7,250.00)		Copier and Printer Leases	\$ (8,500.00)		1		1		\$ (8,500.00)
24	690	EFT/Credit Card Fees (Miscellaneous)	\$ (280,000.00)	\$ (255,200.00)	NAR EFT Fees (2.45% of \$175 *51,590 members)/ Credit Card Fees + RAPAC billing	\$ (280,000.00)		1		1		\$ (280,000.00)
25			\$ (350.00)		Stop Payment Fees for Stale Dated Checks	\$ (350.00)		1		1		\$ (350.00)
26			\$ (500.00)		Stop Payment Fees, NSF Items	\$ (500.00)		1		1		\$ (500.00)
27	770	Supplies	\$ (8,500.00)	\$ (7,800.00)	General/Miscellaneous Supplies	\$ (10,000.00)		1		1		\$ (10,000.00)
28			\$ (540.00)		Coffee (Parks & Co.)	\$ (45.00)		12		1		\$ (540.00)
29			\$ (1,560.00)		Bottled Water/Coolers (Ready Refresh by Nestle)	\$ (150.00)		12		1		\$ (1,800.00)
30			\$ -		Stamps.com Postage Labels	\$ (350.00)		1		1		\$ (350.00)
31			\$ (2,300.00)		Checks/1099 Forms	\$ (2,600.00)		1		1		\$ (2,600.00)
32	781	Printing	\$ (750.00)	\$ (325.00)	Business Cards/Notes, Letterhead, Envelopes	\$ (1,250.00)		1		1		\$ (1,250.00)
33	788	Staff Expense	\$ (1,000.00)	\$ (450.00)	Line Officer/Staff Headshots	\$ (2,300.00)		1		1		\$ (2,300.00)
34			\$ (500.00)		Job Postings	\$ (2,000.00)		1		1		\$ (2,000.00)
35	790	Subscriptions & References	\$ (1,800.00)	\$ (300.00)	Subscriptions	\$ (60.00)		12	months	1		\$ (720.00)
36			\$ -		Survey Planet	\$ (30.00)		12	months	1		\$ (360.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
99	NATIONAL MEETINGS - 1905											
100	EXPENSE											
101	630	Catering/Hotel	\$ (6,125.00)	\$ (6,072.33)	AZ Reception at Region XI Conference (Jackson Hole, WY)	\$ (175.00)	attendees	35	each	1	event	\$ (6,125.00)
102			\$ -		Inaugural NAR dinner - Craig Sanford	\$ (2,000.00)	table	3	tables	1	event	\$ (6,000.00)
103	639	Dues/Commitments	\$ (53,190.00)	\$ (55,403.00)	Region XI dues	\$ (1.00)		51590	members	1	time	\$ (51,590.00)
104	860	Conferences	\$ (3,300.00)	\$ (19,419.00)	Operations Staff - NAR AE Institute - March (San Diego, CA) - Hotel	\$ (350.00)	night	4	nights	3	staff	\$ (4,200.00)
105			\$ (1,875.00)		Operations Staff - NAR AE Institute - March (San Diego, CA) - Daily Expense	\$ (125.00)	per diem	5	days	3	staff	\$ (1,875.00)
106			\$ (1,275.00)		Operations Staff - NAR AE Institute - March (San Diego, CA) - Airfare	\$ (425.00)	airfare	1	traveler	3	staff	\$ (1,275.00)
107			\$ (1,875.00)		Operations Staff - NAR AE Institute - March (San Diego, CA) - Registration	\$ (625.00)	registration	1	registration	3	staff	\$ (1,875.00)
108			\$ -		Region XI Conference - April (Jackson Hole, WY) - Hotel	\$ (350.00)	night	2	nights	1	staff	\$ (700.00)
109			\$ -		Region XI Conference - April (Jackson Hole, WY) - Daily Expense	\$ (125.00)	per diem	3	days	1	staff	\$ (375.00)
110			\$ -		Region XI Conference - April (Jackson Hole, WY) - Airfare	\$ (650.00)	airfare	1	traveler	1	staff	\$ (650.00)
111			\$ (5,250.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	5	nights	4	staff	\$ (7,000.00)
112			\$ (2,250.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (125.00)	per diem	6	days	4	staff	\$ (3,000.00)
113			\$ (2,250.00)		Operations Staff - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	1	traveler	4	staff	\$ (3,000.00)
114			\$ (2,200.00)		Operations Staff - NAR NXT - November (Boston, MA) - Hotel	\$ (350.00)	night	4	nights	4	staff	\$ (5,600.00)
115			\$ (1,250.00)		Operations Staff - NAR NXT - November (Boston, MA) - Daily Expense	\$ (125.00)	per diem	5	days	4	staff	\$ (2,500.00)
116			\$ (1,000.00)		Operations Staff - NAR NXT - November (Boston, MA) - Airfare	\$ (750.00)	airfare	1	traveler	4	staff	\$ (3,000.00)
117			\$ (1,050.00)		Operations Staff - NAR NXT - November (Boston, MA) - Registration	\$ (525.00)	registration	1	registration	4	staff	\$ (2,100.00)
118			\$ -		General Counsel Meeting - Daily Expense	\$ (125.00)	per diem	3	days	1	staff	\$ (375.00)
119			\$ -		General Counsel Meeting - Airfare	\$ (800.00)	airfare	1	time	1	staff	\$ (800.00)
120			\$ -		General Counsel Meeting - Hotel	\$ (350.00)	night	2	nights	1	staff	\$ (700.00)
121			\$ -		General Counsel Meeting - Room Rentals	\$ (200.00)	conf room	1	fee	1	time	\$ (200.00)
122	867	Travel	\$ (1,000.00)	\$ (102,899.00)	CEO - Misc. (registration fees, function tickets, etc.)	\$ (1,500.00)	miscellaneous	1	pool	1	CEO	\$ (1,500.00)
123			\$ (1,100.00)		NAR AE Institute - March (San Diego, CA) - Hotel	\$ (350.00)	night	4	nights	1	CEO	\$ (1,400.00)
124			\$ (625.00)		NAR AE Institute - March (San Diego, CA) - Daily Expense	\$ (125.00)	per diem	5	days	1	CEO	\$ (625.00)
125			\$ (425.00)		NAR AE Institute - March (San Diego, CA) - Airfare	\$ (425.00)	airfare	1	traveler	1	CEO	\$ (425.00)
126			\$ (625.00)		NAR AE Institute - March (San Diego, CA) - Registration	\$ (625.00)	registration	1	time	1	CEO	\$ (625.00)
127			\$ (250.00)		Meeting with NAR CEO - Daily Expense	\$ (125.00)	per diem	2	days	1	CEO	\$ (250.00)
128			\$ (550.00)		Region XI Conference - April (Jackson Hole, WY) - Hotel	\$ (350.00)	night	2	nights	1	CEO	\$ (700.00)
129			\$ (375.00)		Region XI Conference - April (Jackson Hole, WY) - Daily Expense	\$ (125.00)	per diem	3	days	1	CEO	\$ (375.00)
130			\$ (500.00)		Region XI Conference - April (Jackson Hole, WY) - Airfare	\$ (650.00)	airfare	1	traveler	1	CEO	\$ (650.00)
131			\$ (2,450.00)		NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	CEO	\$ (2,450.00)
132			\$ (1,000.00)		NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (125.00)	per diem	8	days	1	CEO	\$ (1,000.00)
133			\$ (1,500.00)		NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	CEO	\$ (1,500.00)
134			\$ (700.00)		State AE Meeting - June - Hotel	\$ (350.00)	night	2	nights	1	CEO	\$ (700.00)
135			\$ (300.00)		State AE Meeting - June - Daily Expense	\$ (150.00)	per diem	2	days	1	CEO	\$ (300.00)
136			\$ (600.00)		State AE Meeting - June - Airfare	\$ (600.00)	airfare	1	traveler	1	CEO	\$ (600.00)
137			\$ (250.00)		State AE Meeting - June - Registration	\$ (250.00)	registration	1	time	1	CEO	\$ (250.00)
138			\$ (375.00)		NAR Leadership Summit - August (Chicago) - Daily Expense	\$ (125.00)	per diem	3	days	1	CEO	\$ (375.00)
139			\$ (750.00)		NAR Leadership Summit - August (Chicago) - Airfare	\$ (750.00)	airfare	1	traveler	1	CEO	\$ (750.00)
140			\$ (1,650.00)		NAR NXT - November (Boston, MA) - Hotel	\$ (350.00)	night	6	nights	1	CEO	\$ (2,100.00)
141			\$ (750.00)		NAR NXT - November (Boston, MA) - Daily Expense	\$ (125.00)	per diem	6	days	1	CEO	\$ (750.00)
142			\$ (1,000.00)		NAR NXT - November (Boston, MA) - Airfare	\$ (750.00)	airfare	2	travelers	1	CEO	\$ (1,500.00)
143			\$ (525.00)		NAR NXT - November (Boston, MA) - Registration	\$ (525.00)	registration	1	time	1	CEO	\$ (525.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
144			\$ (1,500.00)		President - Misc. (registration fees, function tickets, etc.)	\$ (1,500.00)	miscellaneous	1	pool	1	Pres	\$ (1,500.00)
145			\$ (550.00)		President - Region XI Conf. - April (Jackson Hole, WY) - Hotel	\$ (275.00)	night	2	nights	1	Pres	\$ (550.00)
146			\$ (450.00)		President - Region XI Conf. - April (Jackson Hole, WY) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres	\$ (450.00)
147			\$ (500.00)		President - Region XI Conf. - April (Jackson Hole, WY) - Airfare	\$ (650.00)	airfare	1	traveler	1	Pres	\$ (650.00)
148			\$ (2,450.00)		President - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	Pres	\$ (2,450.00)
149			\$ (1,200.00)		President - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	Pres	\$ (1,200.00)
150			\$ (1,500.00)		President - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	Pres	\$ (1,500.00)
151			\$ (1,650.00)		President - NAR NXT - November (Boston, MA) - Hotel	\$ (350.00)	night	6	nights	1	Pres	\$ (2,100.00)
152			\$ (900.00)		President - NAR NXT - November (Boston, MA) - Daily Expense	\$ (150.00)	per diem	6	days	1	Pres	\$ (900.00)
153			\$ (1,000.00)		President - NAR NXT - November (Boston, MA) - Airfare	\$ (750.00)	airfare	2	travelers	1	Pres	\$ (1,500.00)
154			\$ (1,200.00)		President-elect - Misc. (registration fees, function tickets, etc.)	\$ (1,200.00)	miscellaneous	1	pool	1	Pres-elect	\$ (1,200.00)
155			\$ (550.00)		President-elect - Region XI Conf. - April (Jackson Hole, WY) - Hotel	\$ (275.00)	night	2	nights	1	Pres-elect	\$ (550.00)
156			\$ (450.00)		President-elect - Region XI Conf. - April (Jackson Hole, WY) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres-elect	\$ (450.00)
157			\$ (500.00)		President-elect - Region XI Conf. - April (Jackson Hole, WY) - Airfare	\$ (650.00)	airfare	1	traveler	1	Pres-elect	\$ (650.00)
158			\$ (2,450.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	Pres-elect	\$ (2,450.00)
159			\$ (1,200.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	Pres-elect	\$ (1,200.00)
160			\$ (1,500.00)		President-elect - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	Pres-elect	\$ (1,500.00)
161			\$ (450.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Daily Expense	\$ (150.00)	per diem	3	days	1	Pres-elect	\$ (450.00)
162			\$ (750.00)		President-elect - NAR Leadership Summit - Aug. (Chicago) - Airfare	\$ (750.00)	airfare	1	traveler	1	Pres-elect	\$ (750.00)
163			\$ (1,650.00)		President-elect - NAR NXT - November (Boston, MA) - Hotel	\$ (350.00)	night	6	nights	1	Pres-elect	\$ (2,100.00)
164			\$ (900.00)		President-elect - NAR NXT - November (Boston, MA) - Daily Expense	\$ (150.00)	per diem	6	days	1	Pres-elect	\$ (900.00)
165			\$ (1,000.00)		President-elect - NAR NXT - November (Boston, MA) - Airfare	\$ (750.00)	airfare	2	travelers	1	Pres-elect	\$ (1,500.00)
166			\$ (1,200.00)		First VP - Misc. (registration fees & function tickets)	\$ (1,200.00)	miscellaneous	1	pool	1	First VP	\$ (1,200.00)
167			\$ (550.00)		First VP - Region XI Conference - April (Jackson Hole, WY) - Hotel	\$ (275.00)	night	2	nights	1	First VP	\$ (550.00)
168			\$ (450.00)		First VP - Region XI Conference - April (Jackson Hole, WY) - Daily Expense	\$ (150.00)	per diem	3	days	1	First VP	\$ (450.00)
169			\$ (500.00)		First VP - Region XI Conference - April (Jackson Hole, WY) - Airfare	\$ (650.00)	airfare	1	traveler	1	First VP	\$ (650.00)
170			\$ (2,450.00)		First VP - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	First VP	\$ (2,450.00)
171			\$ (1,200.00)		First VP - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	First VP	\$ (1,200.00)
172			\$ (1,500.00)		First VP - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	First VP	\$ (1,500.00)
173			\$ (1,650.00)		First VP - NAR NXT - November (Boston, MA) - Hotel	\$ (350.00)	night	6	nights	1	First VP	\$ (2,100.00)
174			\$ (900.00)		First VP - NAR NXT - November (Boston, MA) - Daily Expense	\$ (150.00)	per diem	6	days	1	First VP	\$ (900.00)
175			\$ (1,000.00)		First VP - NAR NXT - November (Boston, MA) - Airfare	\$ (750.00)	airfare	2	travelers	1	First VP	\$ (1,500.00)
176			\$ (1,200.00)		Treasurer - Misc. (registration fees & function tickets)	\$ (1,200.00)	miscellaneous	1	pool	1	Treasurer	\$ (1,200.00)
177			\$ (550.00)		Treasurer - Region XI Conference - April (Jackson Hole, WY) - Hotel	\$ (275.00)	night	2	nights	1	Treasurer	\$ (550.00)
178			\$ (450.00)		Treasurer - Region XI Conference - April (Jackson Hole, WY) - Daily Expense	\$ (150.00)	per diem	3	days	1	Treasurer	\$ (450.00)
179			\$ (500.00)		Treasurer - Region XI Conference - April (Jackson Hole, WY) - Airfare	\$ (650.00)	airfare	1	traveler	1	Treasurer	\$ (650.00)
180			\$ (2,450.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Hotel	\$ (350.00)	night	7	nights	1	Treasurer	\$ (2,450.00)
181			\$ (1,200.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Daily Expense	\$ (150.00)	per diem	8	days	1	Treasurer	\$ (1,200.00)
182			\$ (1,500.00)		Treasurer - NAR Legislative - May (Washington, D.C.) - Airfare	\$ (750.00)	airfare	2	travelers	1	Treasurer	\$ (1,500.00)
183			\$ (1,650.00)		Treasurer - NAR NXT - November (Boston, MA) - Hotel	\$ (350.00)	night	6	nights	1	Treasurer	\$ (2,100.00)
184			\$ (900.00)		Treasurer - NAR NXT - November (Boston, MA) - Daily Expense	\$ (150.00)	per diem	6	days	1	Treasurer	\$ (900.00)
185			\$ (1,000.00)		Treasurer - NAR NXT - November (Boston, MA) - Airfare	\$ (750.00)	airfare	2	travelers	1	Treasurer	\$ (1,500.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L	
208	EXECUTIVE COMMITTEE SUPPORT - 1920												
209	EXPENSE												
210	605	Awards/Gifts	\$ (200.00)	\$ (6,200.00)	Permanent Plaque Plates	\$ (200.00)			1		1	\$ (200.00)	
211			\$ (750.00)		DSA & Vision Award	\$ (750.00)			1		1	\$ (750.00)	
212			\$ (2,500.00)		President's Gift/Plaque	\$ (2,500.00)			1		1	\$ (2,500.00)	
213			\$ (100.00)		President-elect's Gavel	\$ (100.00)			1		1	\$ (100.00)	
214			\$ (150.00)		President's Scrapbook	\$ (150.00)			1		1	\$ (150.00)	
215			\$ (2,500.00)		EXCOM Member Recognition	\$ (2,500.00)			1		1	\$ (2,500.00)	
216	630	Catering/Hotel	\$ (2,200.00)	\$ (19,630.00)	Planning Session - April - Sedona - (Audio/Visual, Room Rental, Internet)	\$ (3,500.00)			1		1	\$ (3,500.00)	
217			\$ (600.00)		Planning Session - April - Sedona - (Resort Charge)	\$ (600.00)			1		1	\$ (600.00)	
218			\$ (10,000.00)		Planning Session - April - Sedona - (Meals)	\$ (10,000.00)			1		1	\$ (10,000.00)	
219			\$ (4,000.00)		Planning Session Deposits	\$ (4,000.00)			1		1	\$ (4,000.00)	
220			\$ (6,000.00)		Governance Meetings - March (Audio/Visual, Room Rental, Internet)	\$ (6,000.00)			1		1	\$ (6,000.00)	
221			\$ (35,000.00)		Governance Meetings - March (Meals)	\$ (35,000.00)			1		1	\$ (35,000.00)	
222			\$ (2,500.00)		ExCom Meeting - Lunches	\$ (550.00)			5	meetings	1	\$ (2,750.00)	
223			\$ (4,500.00)		ExCom Thank You Dinner - October (Leadership Conference)	\$ (4,500.00)			1		1	\$ (4,500.00)	
224	770	Supplies	\$ (5,625.00)	\$ (433.08)	Swanepoel Reports/Meeting Materials	\$ (225.00)			25	books	1	time	\$ (5,625.00)
225	810	Professional/Contract Fees	\$ (10,000.00)	\$ (8,638.00)	National Facilitator Planning Session April	\$ (10,000.00)	fee		1	time	1	facilitator	\$ (10,000.00)
226	860	Conferences	\$ (2,970.00)	\$ (7,229.00)	Operations Staff - Arizona REALTOR® Spring Conference - Hotel	\$ (350.00)	night		3	nights	2	staff	\$ (2,100.00)
227			\$ (600.00)		Operations Staff - Arizona REALTOR® Spring Conference - Daily Expense	\$ (65.00)	per diem		2	days	6	staff	\$ (780.00)
228			\$ (600.00)		Operations Staff - Arizona REALTOR® Spring Conference - Mileage	\$ (50.00)	day		1	day	2	staff	\$ (100.00)
229			\$ (3,250.00)		Arizona REALTORS® Staff - Planning Session - April - Sedona - Hotel	\$ (350.00)	night		1	night	8	staff	\$ (2,800.00)
230			\$ (1,000.00)		Arizona REALTORS® Staff - Planning Session - April - Sedona - Daily Expense	\$ (65.00)	per diem		2	days	8	staff	\$ (1,040.00)
231			\$ (1,300.00)		Arizona REALTORS® Staff - Planning Session - April - Sedona - Mileage	\$ (150.00)	day		1	day	8	staff	\$ (1,200.00)
232			\$ (956.00)		Operations Staff - Leadership Conference - October - Hotel	\$ (300.00)	night		2	nights	2	staff	\$ (1,200.00)
233			\$ (300.00)		Operations Staff - Leadership Conference - October - Daily Expense	\$ (65.00)	per diem		3	days	2	staff	\$ (390.00)
234			\$ (160.00)		Operations Staff - Leadership Conference - October - Mileage	\$ (50.00)	day		2	mileage	2	staff	\$ (200.00)
235			\$ (4,950.00)		Governance Meetings - March - Hotel	\$ -	night		2	nights	15	members	\$ -
236	867	Travel	\$ (495.00)	\$ (62,371.00)	Arizona REALTOR® Spring Conference - Hotel	\$ (350.00)	night		3	nights	1	CEO	\$ (1,050.00)
237			\$ (200.00)		Arizona REALTOR® Spring Conference - Daily Expense	\$ (65.00)	per diem		4	days	1	CEO	\$ (260.00)
238			\$ (100.00)		Arizona REALTOR® Spring Conference - Mileage	\$ -	day		1	mileage	1	CEO	\$ -
239			\$ (578.00)		Leadership Conference - October - Hotel	\$ (300.00)	night		2	nights	1	CEO	\$ (600.00)
240			\$ (150.00)		Leadership Conference - October - Daily Expense	\$ (65.00)	per diem		3	days	1	CEO	\$ (195.00)
241			\$ (40.00)		Leadership Conference - October - Mileage	\$ -	day		1	mileage	1	CEO	\$ -
242			\$ (1,500.00)		CEO Outreach Travel	\$ (1,500.00)	misc expense		1	pool	1	CEO	\$ (1,500.00)
243			\$ (5,445.00)		Arizona REALTOR® Spring Conference - Hotel	\$ (350.00)	night		3	nights	11	members	\$ (11,550.00)
244			\$ (2,200.00)		Arizona REALTOR® Spring Conference - Daily Expense	\$ (65.00)	per diem		4	days	11	members	\$ (2,860.00)
245			\$ (5,808.00)		Leadership Conference - October - Hotel	\$ (300.00)	night		2	nights	11	members	\$ (6,600.00)
246			\$ (1,650.00)		Leadership Conference - October - Daily Expense	\$ (65.00)	per diem		3	days	11	members	\$ (2,145.00)
247			\$ (9,375.00)		Mileage Pool for all ExCom Meetings and Conferences	\$ (0.66)	mile		1000	miles	15	members	\$ (9,900.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
262	CONSUMER OUTREACH - 1955											
263	EXPENSE											
264	786	Promotion	\$ (20,000.00)	\$ (52,100.00)	Community Involvement/Community Service Awards (October)	\$ (20,000.00)		1		1		\$ (20,000.00)
265			\$ (20,000.00)		Homeless Initiative	\$ (20,000.00)		1		1		\$ (20,000.00)
266			\$ (12,100.00)		Cardinals Ad/Adopt A Highway	\$ (12,100.00)		1		1		\$ (12,100.00)
267	810	Professional/Contract Fees	\$ (5,000.00)	\$ (68,950.00)	Spokesperson Training - Officers	\$ (5,000.00)		1		1		\$ (5,000.00)
268			\$ (39,600.00)		Public Relations - Firm Retainer	\$ (39,600.00)		1		1		\$ (39,600.00)
269			\$ (25,000.00)		Public Relations - Annual Special Project	\$ (25,000.00)		1		1		\$ (25,000.00)
270			\$ (1,350.00)		Public Relations - Media Monitoring and Clips	\$ (1,350.00)		1		1		\$ (1,350.00)
271	867	Travel/Other	\$ (2,500.00)	\$ (1,250.00)	Miscellaneous Travel (Officers)	\$ (2,500.00)		1		1		\$ (2,500.00)
272			\$ (125,550.00)	\$ (122,300.00)	1955 Total							\$ (125,550.00)
273												
274	EQUITY, DIVERSITY, & INCLUSION - 1981											
275	INCOME											
276	440.9	Sponsorship Income	\$ -	\$ -	Sponsorship for Diversity Events	\$ 2,000.00	annual	1		1		\$ 2,000.00
277			\$ -	\$ -	1981 Income Total							\$ 2,000.00
278												
279	EXPENSE											
280	540	Staff Development	\$ -	\$ -	Training/Seminars	\$ (1,000.00)		1		2	staff	\$ (2,000.00)
281	630	Catering/Hotel	\$ -	\$ -	DEI/Fair Housing Event	\$ (15,000.00)		1		1		\$ (15,000.00)
282	632	Copying	\$ -	\$ -	Copies	\$ (1,000.00)		1		1		\$ (1,000.00)
283	639	Dues/Commitments	\$ -	\$ -	Multicultural Organization Memberships	\$ (1,000.00)		1		1		\$ (1,000.00)
284			\$ -	\$ -	National Fair Housing Alliance Membership	\$ (225.00)		1		1		\$ (225.00)
285	770	Supplies	\$ -	\$ -	Materials/supplies for events	\$ (2,500.00)		1		1		\$ (2,500.00)
286	786	Promotion	\$ -	\$ -	Event sponsorships (local associations, diversity partners)	\$ (4,000.00)		1		1		\$ (4,000.00)
287			\$ -	\$ -	Scholarship/Essay Contest	\$ (5,000.00)		1		1		\$ (5,000.00)
288	787	Speaker Fees	\$ -	\$ -	Diversity Committee speakers	\$ (10,000.00)		1		1		\$ (10,000.00)
289	810	Professional/Contract Fees	\$ -	\$ -	Swoogo	\$ (1,875.00)		1		1		\$ (1,875.00)
290			\$ -	\$ -	Govenda	\$ (1,500.00)		1		1		\$ (1,500.00)
291			\$ -	\$ -	Videographer	\$ (7,500.00)		1		1		\$ (7,500.00)
292	867	Travel	\$ -	\$ -	Statewide Diversity Outreach Travel (mileage, meals)	\$ (2,500.00)		1		1		\$ (2,500.00)
293			\$ -	\$ -		\$ (53,100.00)						\$ (54,100.00)
294												

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
295	PERSONNEL - 1990											
296	EXPENSE											
297	501	Salaries/Benefits	\$ (3,065,932.00)		Salaries (28)	\$ (2,952,441.00)	salaries	1	time	1	time	\$ (2,952,441.00)
298	503	Payroll Taxes	\$ (245,632.00)		Payroll Taxes/Fees	\$ (225,861.00)	taxes	1	time	1	time	\$ (225,861.00)
299	510	Group Medical/Dental/Life Ins.	\$ (309,059.00)		Insurance	\$ (316,594.00)	fee	1	time	1	time	\$ (316,594.00)
300	525	Workers Comp Ins.	\$ (10,350.00)		Workers Compensation	\$ (10,350.00)	fee	1	time	1	time	\$ (10,350.00)
301	530	Pension Plan Contributions	\$ (245,274.00)		401K	\$ (236,195.00)	contributions	1	time	1	time	\$ (236,195.00)
302	531	Pension Plan Admin	\$ (3,000.00)		TPA	\$ (5,000.00)	fee	1	time	1	time	\$ (5,000.00)
303	535	Payroll Fees/Expenditures	\$ (6,000.00)		Payroll Fees	\$ (8,000.00)	fee	1	time	1	time	\$ (8,000.00)
304			\$ (3,885,247.00)	\$ (3,634,879.00)	1990 Total							\$ (3,754,441.00)
305	BUILDING - 6000											
306	INCOME											
308	415		\$ 16,596.00	\$ 53,781.00	Dr. Sun (from January 1, 2023 to December 31, 2023)	\$ -	month	12	months	1		\$ -
309			\$ 19,035.00		Prileo Healthcare (January 1, 2024 - March 31, 2024)	\$ 2,244.02	month	3	months	1		\$ 6,732.06
310			\$ -		Prileo Healthcare (April 1, 2024 - December 31, 2024)	\$ 2,312.75	months	9	months	1		\$ 20,814.75
311			\$ -		Easy Financing, LLC (January 2024)	\$ 1,770.00	month	1	month	1		\$ 1,770.00
312			\$ 21,240.00		Easy Financing, LLC (February 1, 2024 - December 31, 2024)	\$ 2,503.96	month	11	months	1		\$ 27,543.56
313			\$ 37,485.00		Enhanced Bodies (January 1, 2023 - December 31, 2023)	\$ -	month	12	months	1		\$ -
314			\$ 94,356.00	\$ 53,781.00	6000 Income Total							\$ 56,860.37
315	EXPENSE											
317	621	Repairs/Maintenance	\$ (2,045.00)	\$ (49,400.00)	General Upkeep (lights, air filters, etc.)	\$ (2,045.00)		1		1		\$ (2,045.00)
318			\$ (935.00)		Pest Control	\$ (935.00)		1		1		\$ (935.00)
319			\$ (1,600.00)		Elevator	\$ (1,600.00)		1		1		\$ (1,600.00)
320			\$ (3,000.00)		Building/General	\$ (3,000.00)		1		1		\$ (3,000.00)
321			\$ (3,300.00)		HVAC - AZ Control Specialist Contract	\$ (3,300.00)		1		1		\$ (3,300.00)
322			\$ (4,400.00)		HVAC Service Contract - O'Neil	\$ (4,400.00)		1		1		\$ (4,400.00)
323			\$ (2,290.00)		HVAC Miscellaneous Repairs	\$ (2,290.00)		1		1		\$ (2,290.00)
324			\$ (1,585.00)		Security/Fire Alarm/Extinguishers	\$ (1,585.00)		1		1		\$ (1,585.00)
325			\$ (3,920.00)		Exterior Repairs/Maintenance	\$ (3,920.00)		1		1		\$ (3,920.00)
326			\$ (230.00)		Security Monitoring	\$ (230.00)		1		1		\$ (230.00)
327			\$ (5,000.00)		Interior Repairs/Maintenance	\$ (5,000.00)		1		1		\$ (5,000.00)
328			\$ (22,700.00)		Janitorial/Window Cleaning	\$ (22,700.00)		1		1		\$ (22,700.00)
329			\$ (2,925.00)		Pictures/Furnishings	\$ (2,925.00)		1		1		\$ (2,925.00)
330			\$ (5,000.00)		Landscaping - Maintenance	\$ (5,000.00)		1		1		\$ (5,000.00)

OPERATIONS AND STRATEGIC INITIATIVES

	A	B	C	D	E	F	G	H	I	J	K	L
331	623	Utilities	\$ (62,500.00)	\$ (62,158.00)	Electricity	\$ (62,500.00)		1		1		\$ (62,500.00)
332			\$ (4,515.00)		Sewer/Water	\$ (4,515.00)		1		1		\$ (4,515.00)
333			\$ (780.00)		Trash	\$ (780.00)		1		1		\$ (780.00)
334	624	Insurance	\$ (9,000.00)	\$ (9,771.00)	Property Insurance (Osborn)	\$ (9,000.00)		1		1		\$ (9,000.00)
335	625	Real Estate Taxes	\$ (75,000.00)	\$ (75,000.00)	Property Taxes	\$ (78,000.00)		1		1		\$ (78,000.00)
336	804	Rental taxes	\$ (500.00)	\$ (150.00)	Rental Taxes	\$ (500.00)		1		1		\$ (500.00)
337	810	Professional/Contract Fees	\$ (11,310.00)	\$ (12,975.00)	Management Fees	\$ (11,310.00)		1		1		\$ (11,310.00)
338			\$ (18,000.00)		Allied Universal Building Security	\$ (1,500.00)		12	months	1		\$ (18,000.00)
339			\$ (40.00)		Permits/Fees	\$ (40.00)		1		1		\$ (40.00)
340			\$ (125.00)		Check Fees	\$ (125.00)		1		1		\$ (125.00)
341			\$ (10,000.00)		Leasing Agent Commission	\$ (10,000.00)		1		1		\$ (10,000.00)
342			\$ (250,700.00)	\$ (209,454.00)	6000 Expense Total	\$ (126,725.00)						\$ (253,700.00)
343			\$ (5,452,526.00)	\$ (4,981,341.41)	TOTAL (EXPENSE)							\$ (5,486,848.00)
344			\$ 9,417,406.00	\$ 9,942,581.00	TOTAL INCOME							\$ 9,116,610.37
345			\$ 3,964,880.00	\$ 4,961,239.59	TOTAL NET (EXPENSE)/INCOME							\$ 3,629,762.37