



Annual Budget Request Form- 2019
Master Budget- All Programs

	2017 Actual	2018 Budget	2018 YTD	2018 Projected	2019 Budget Request
INCOME					
Dues					
Designated REALTOR	485,286.50	535,300.00	496,087.48	510,000.00	515,000.00
REALTOR AND REALTOR Associate	2,399,150.50	2,537,010.00	2,544,743.17	2,660,000.00	2,700,000.00
Affiliate	8,084.58	8,250.00	9,195.83	10,000.00	10,000.00
New Member/Reinstatement Fee	615,140.00	548,000.00	276,900.00	553,000.00	553,000.00
TOTAL DUES INCOME	3,507,661.58	3,628,560.00	3,326,926.48	3,733,000.00	3,778,000.00
Miscellaneous Income					
Miscellaneous Income	350.00	29,000.00	367.00	1,000.00	1,000.00
TOTAL MISCELLANEOUS	350.00	29,000.00	367.00	1,000.00	1,000.00
Department 10 - Advocacy					
101- Regional Adv Coordination	-	-	-	-	-
103-Capitol Conference	13,290.00	13,150.00	13,035.00	13,035.00	13,150.00
105-State/Local Govt. Representation	41,994.37	4,000.00	1,665.00	4,000.00	4,000.00
Total Advocacy	55,284.37	17,150.00	14,700.00	17,035.00	17,150.00
Department 20- Member Network					
201-Education Courses	9,514.00	6,750.00	5,919.94	11,000.00	12,800.00
203-Education Courses- Special Event	-	42,000.00	20,400.00	42,000.00	-
205-Local Board Relations	300.00	300.00	100.00	900.00	900.00
206-REALTOR Leadership Academy	14,340.00	14,340.00	14,265.00	14,265.00	14,400.00
209-REALTOR Institute	3,158.63	22,000.00	1,585.19	22,000.00	20,000.00
217-YPN	1,070.00	-	1,790.00	1,790.00	1,500.00
290-Member Network Committee	-	-	-	3,000.00	-
293-Commercial Programs	7,489.00	17,300.00	-	17,300.00	11,000.00
Total Member Network	35,871.63	102,690.00	44,060.13	112,255.00	60,600.00
Department 30- Risk Management					
301- Professional Standards	102,554.00	106,000.00	93,049.00	97,000.00	97,000.00
303-Risk Management	3,000.00	3,750.00	2,250.00	4,350.00	4,500.00
Total Risk Management	105,554.00	109,750.00	95,299.00	101,350.00	101,500.00
Department 40- Governance					
401- CEO	14,000	10,000.00	12,500.00	12,500.00	12,900.00
406- Business Conferences	74,014.34	68,300.00	22,425.00	62,650.00	70,500.00
408- Region IX Activity	-	28,000.00	33,970.00	33,790.00	-
Total Governance	88,014.34	106,300.00	68,895.00	108,940.00	83,400.00
Department 50- Marketing & Communications					
502-Branding	-	-	-	-	-
504-Technology	2,883.27	7,500.00	699.99	3,000.00	3,000.00
Total Association Management	2,883.27	7,500.00	699.99	3,000.00	3,000.00
Department 60- Association Management					
601- Association Management Services	37,795.00	40,000.00	10,700.00	37,300.00	18,500.00
Total Association Management	37,795.00	40,000.00	10,700.00	37,300.00	18,500.00
TOTAL PROGRAM INCOME	325,402.61	383,390.00	234,354.12	379,880.00	284,150.00
TOTAL INCOME FROM OPERATIONS	3,833,414.19	4,040,950.00	3,561,647.60	4,113,880.00	4,063,150.00

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EXPENSE					
PROGRAM 100 - ADVOCACY					
101-Regional Advocacy Coordinators	114,686.13	89,000.00	73,615.06	115,700.00	84,650.00
103-Capitol Conference	47,186.09	50,100.00	61,590.27	61,800.00	65,850.00
104-Federal Govt. Representation	28,285.38	49,025.00	26,037.12	34,225.00	44,400.00
105-State/Local Govt. Representation	147,480.59	154,700.00	72,435.23	148,960.00	154,700.00
190-Advocacy Committee & Ogs	17,076.41	30,000.00	500.00	5,500.00	30,000.00
TOTAL ADVOCACY	354,714.60	372,825.00	234,177.68	366,185.00	379,600.00
Department 20- Member Network					
201-Education Courses	10,008.47	9,500.00	4,715.81	9,200.00	11,000.00
203-Education Courses- Special Event	-	81,000.00	756.00	81,000.00	-
205-Local Board Relations	20,973.11	20,875.00	18,281.75	37,500.00	23,150.00
206-REALTOR Leadership Academy	49,723.15	50,000.00	15,015.89	44,975.00	50,000.00
209-REALTOR Institute	1,718.76	27,275.00	300.00	22,000.00	24,500.00
210-Recognition Programs	11,006.25	17,450.00	2,930.49	17,400.00	17,000.00
217-YPN	7,011.39	7,500.00	5,668.15	7,500.00	7,500.00
220-Affiliate Relations	2,843.40	2,500.00	-	4,500.00	4,500.00
290-Member Network Committee	26,433.64	30,000.00	5,222.71	27,000.00	40,000.00
293-Commercial Programs	12,052.02	22,100.00	-	19,100.00	23,200.00
Total Member Network	141,770.19	268,200.00	52,890.80	270,175.00	200,850.00
Department 30- Risk Management					
301-Professional Standards	27,594.55	38,500.00	9,649.21	31,700.00	40,500.00
302-Forms	28,190.46	26,600.00	16,202.00	24,500.00	26,600.00
303-Risk Management	7,446.56	13,725.00	6,078.87	11,375.00	13,500.00
390-Risk Management Committee	4,437.01	5,000.00	-	-	5,000.00
Total Risk Management	67,668.58	83,825.00	31,930.08	67,575.00	85,600.00
Department 40- Governance					
401-CEO	66,804.77	83,250.00	94,790.88	111,000.00	99,000.00
402-Leadership Team/Executive Committee	44,355.00	44,355.00	8,596.16	27,130.00	35,700.00
404-Strategic Planning Committee	8,708.07	9,700.00	4,145.65	9,000.00	10,000.00
405-Finance & Budget Committee	11,913.89	17,150.00	9,134.45	16,900.00	17,000.00
406-Business Conferences	224,149.00	214,000.00	161,080.12	237,400.00	235,750.00
407-National Association	138,688.73	141,700.00	53,430.97	131,050.00	141,500.00
408-Region IX Activity	16,483.96	62,800.00	71,191.01	71,500.00	16,000.00
409-O2 Training	37,722.94	31,000.00	7,950.00	31,525.00	40,500.00
Total Governance	548,826.36	603,955.00	410,319.24	635,505.00	595,449.99
Department 50- Marketing & Communications					
502-Marketing & Communications	77,399.14	82,500.00	35,716.87	75,500.00	64,000.00
504-Technology	68,609.34	115,000.00	30,972.45	67,900.00	123,000.00
Total Marketing & Communications	146,008.48	197,500.00	66,689.32	143,400.00	187,000.00
Department 60 - Association Management Services					
601-Association Management Services	4,906.21	6,800.00	292.07	5,550.00	800.00
Total Association Management Services	4,906.21	6,800.00	292.07	5,550.00	800.00
OVERHEAD					
General & Administrative Expenses	561,331.74	571,300.00	231,397.39	548,400.00	578,800.00
Human Resources Expenses	1,813,980.00	2,065,000.00	814,197.73	2,120,000.00	2,130,000.00
TOTAL OVERHEAD	2,375,311.74	2,636,300.00	1,045,595.12	2,668,400.00	2,708,800.00
TOTAL EXPENSES	3,639,206.16	4,169,405.00	1,841,894.31	4,156,790.00	4,158,100.00
Net Profit/Loss from Operations	194,208.03	(128,455.00)	1,719,753.29	(42,910.00)	(94,950.00)
From Investments Income	310,479.98	138,000.00	(31,026.33)	20,000.00	94,950.00
Total Net Profit/Loss	504,688.01	9,545.00	1,688,089.57	(22,910.00)	0.00
From Issues Income	-	-	-	-	-
Unrestricted Net Assets	-	-	-	(200,000.00)	-
Building Facilities & Main Allocation	-	(10,000.00)	-	-	-
Strategic Reserve Allocation	-	-	-	-	-
Total	504,688.01	(455.00)	1,688,089.57	(222,910.00)	0.00
Issues Income	839,320.00	908,000.00	858,600.00	910,000.00	910,000.00
Issues Reserve Account	839,320.00	908,000.00	858,600.00	910,000.00	910,000.00