Missouri REALTORS®

Master Budget- All Programs

	2018 Actual	2019 Budget	2019 Projected	2020 Budget Request
INCOME				
Dues				
Designated REALTOR	503,027.77	515,000.00	505,000.00	505,000.00
REALTOR AND REALTOR Associate	2,658,809.26	2,700,000.00	2,740,000.00	2,720,000.00
Affiliate	9,591.25	10,000.00	9,700.00	10,000.00
New Member/Reinstatement Fee	612,700.00	553,000.00	608,300.00	598,000.00
TOTAL DUES INCOME	**3,784,128.28**	**3,778,000.00**	**3,863,000.00**	**3,833,000.00**
Miscellaneous Income				
Miscellaneous Income	456.00	1,000.00	1,000.00	1,000.00
TOTAL MISCELLANEOUS	**456.00**	**1,000.00**	**1,000.00**	**1,000.00**
Department 10 - Advocacy				
101-Regional Adv Coordination	-	-	-	-
103-Capitol Conference	13,035.00	13,150.00	13,660.00	13,500.00
105-State/Local Govt. Representation	3,996.00	4,000.00	4,000.00	4,000.00
Total Advocacy	**17,031.00**	**17,150.00**	**17,660.00**	**17,500.00**
Department 20- Member Network				
201-Education Courses	7,798.13	12,800.00	8,000.00	8,000.00
203-Education Courses- Special Event	28,479.00	-	-	-
205-Local Board Relations	11,150.00	900.00	900.00	900.00
206-REALTOR Leadership Academy	14,265.00	14,400.00	14,665.00	15,600.00
209-REALTOR Institute	7,676.92	20,000.00	20,000.00	15,500.00
210-Recognition Programs	1,500.00		2,500.00	-
217-YPN	1,790.00	1,500.00	1,790.00	1,500.00
290-Member Network Committee	-	-	-	-
293-Commercial Programs	1,118.00	11,000.00	2,000.00	3,000.00
Total Member Network	**73,777.05**	**60,600.00**	**49,855.00**	**44,500.00**
Department 30- Risk Management				
301- Professional Standards	99,939.00	97,000.00	97,000.00	100,000.00
303-Risk Management	3,750.00	4,500.00	3,300.00	3,000.00
Total Risk Management	**103,689.00**	**101,500.00**	**100,300.00**	**103,000.00**
Department 40- Governance				
401- CEO	15,000.00	12,900.00	(8,750.00)	9,500.00
406- Business Conferences	71,244.00	70,500.00	73,150.00	45,500.00
408- Region IX Activity	33,970.00	-	-	-
409- O2 Training	75.00			
Total Governance	**120,289.00**	**83,400.00**	**64,400.00**	**55,000.00**
Department 50- Marketing & Communications				
502-Branding	-	-	-	-
504-Technology	2,143.70	3,000.00	2,000.00	2,000.00
Total Association Management	**2,143.70**	**3,000.00**	**2,000.00**	**2,000.00**
Department 60- Assocation Management				
601- Association Management Services	36,342.00	18,500.00	50,000.00	50,800.00
Total Association Management	**36,342.00**	**18,500.00**	**50,000.00**	**50,800.00**
TOTAL PROGRAM INCOME	**353,271.75**	**284,150.00**	**284,215.00**	**272,800.00**
TOTAL INCOME FROM OPERATIONS	**4,137,856.03**	**4,063,150.00**	**4,148,215.00**	**4,106,800.00**

Master Budget- All Programs

	2018 Actual	2019 Budget	2019 Projected	2020 Budget Request
EXPENSE				
PROGRAM 100 - ADVOCACY				
101-Regional Advocacy Coordinators	121,197.51	84,650.00	90,300.00	92,900.00
103-Capitol Conference	61,590.27	65,850.00	63,500.00	77,500.00
104-Federal Govt. Representation	34,631.73	44,400.00	35,225.00	65,800.00
105-State/Local Govt. Representation	125,589.76	154,700.00	233,700.00	308,000.00
190-Advocacy Committee & Ogs	3,093.49	30,000.00	16,500.00	30,000.00
TOTAL ADVOCACY	**346,102.76**	**379,600.00**	**439,225.00**	**574,200.00**
Department 20- Member Network				
201-Education Courses	5,127.11	11,000.00	7,000.00	6,950.00
203-Education Courses- Special Event	41,747.58	-	-	-
205-Local Board Relations	49,251.95	23,150.00	22,600.00	23,150.00
206-REALTOR Leadership Academy	46,135.57	50,000.00	48,775.00	53,350.00
209-REALTOR Institute	5,444.82	24,500.00	20,500.00	18,700.00
210-Recognition Programs	11,879.19	17,000.00	16,100.00	17,000.00
217-YPN	9,270.93	7,500.00	8,400.00	7,500.00
220-Affiliate Relations	4,751.21	4,500.00	3,100.00	4,000.00
290-Member Network Committee	14,009.10	40,000.00	15,000.00	40,000.00
293-Commercial Programs	6,669.93	23,200.00	22,000.00	10,250.00
Total Member Network	**194,287.39**	**200,850.00**	**163,475.00**	**180,900.00**
Department 30- Risk Management				
301-Professonal Standards	27,265.99	40,500.00	30,900.00	34,800.00
302-Forms	23,879.33	26,600.00	25,900.00	26,700.00
303-Risk Management	9,123.21	13,500.00	10,300.00	12,600.00
390-Risk Management Committee	838.85	5,000.00	5,000.00	5,000.00
Total Risk Management	**61,107.38**	**85,600.00**	**72,100.00**	**79,100.00**
Department 40- Governance				
401-CEO	114,893.35	99,000.00	91,625.00	96,100.00
402-Leadership Team/Executive Committee	28,686.36	35,700.00	31,900.00	32,700.00
404-Strategic Planning Committee	6,516.65	10,000.00	7,500.00	10,000.00
405-Finance & Budget Committee	11,975.53	17,000.00	16,600.00	16,600.00
406-Business Conferences	282,857.30	235,750.00	233,400.00	240,900.00
407-National Association	140,299.53	141,500.00	133,000.00	144,000.00
408-Region IX Activity	76,591.01	16,000.00	14,600.00	16,000.00
409-O2 Traning	51,527.44	40,500.00	41,000.00	57,600.00
Total Governance	**713,347.17**	**595,450.00**	**569,625.00**	**613,900.00**
Department 50- Marketing & Communications				
502-Marketing & Communications	60,784.28	64,000.00	71,000.00	66,600.00
504-Technology	98,353.57	123,000.00	111,500.00	107,000.00
Total Marketing & Communications	**159,137.85**	**187,000.00**	**182,500.00**	**173,600.00**
Department 60 - Association Management Services				
601-Association Management Services	3,521.80	800.00	5,750.00	6,000.00
Total Association Management Services	**3,521.80**	**800.00**	**5,750.00**	**6,000.00**
OVERHEAD				
General & Administrative Expenses	617,475.97	578,800.00	643,000.00	589,900.00
Human Resources Expenses	2,163,581.87	2,130,000.00	1,780,000.00	2,030,000.00
TOTAL OVERHEAD	**2,781,057.84**	**2,708,800.00**	**2,423,000.00**	**2,619,900.00**
TOTAL EXPENSES	**4,258,562.19**	**4,158,100.00**	**3,855,675.00**	**4,247,600.00**
Net Profit/Loss from Operations	**(120,706.16)**	**(94,950.00)**	**292,540.00**	**(140,800.00)**
From Investments Income	(117,152.59)	94,950.00	461,000.00	140,800.00
Total Net Profit/Loss	**(237,858.75)**	**0.00**	**753,540.00**	**-**
Issues Expense	(297,500.00)			
Legal Action Expense	(30,000.00)			
Region IX Contributions	30,374.83			
	-	-		
Total	(534,983.92)	0.00	753,540.00	-
Issues Income	933,080.00	910,000.00	930,000.00	930,000.00