TENNESSEE ASSOCIATION OF REALTORS® Operating Budget July 31, 2013

		July	YEAR TO DATE	YEAR TO DATE	YEARLY	VARIANCE	PERCENT
7 70 70 70 70 70 70 70 70 70 70 70 70 70			ACTUAL	BUDGET	BUDGET		1.000
INCOME						** (**********************************	111 (000000
State Dues (less ecommerce CC fees (\$8890.70)		12,242.41	1,937,993.18	1,878,900.00	1,881,590.00	56,403.18	103.00%
Issues Mobilization Assessment (less cc fees \$1328.49))	8.49))	2,996.31	281,346.51	276,300.00	279,015.00	2,331.51	100.84%
Interest Income		1,387.77	14,463.60	18,000.00	36,000.00	-21,536.40	40.18%
Other (Affinity Programs, Labels, Pins, etc.)		326.75	383.96	400.00	800.00	-416.04	48.00%
Conference Fees & Sponsorships		00.0	47,265.00	51,750.00	51,750.00	-4,485.00	91.33%
Leadership TAR Program Participant Fees		0.00	0.00	0.00	5,530.00	-5,530.00	0.00%
TOTAL INCOME	ICOME	16,953.24	2,281,452.25	2,225,350.00	2,254,685.00	26,767.25	101.19%
EXPENSES							
General Business				1900, M. J.	TO THE PROPERTY OF THE PARTY OF		
Building		14,105.42	101,182.74	101,000.00	175,741.00	-74.558.26	57.57%
Taxes and Insurance		00.0	45,080.93	45,080.93	51,425.00	-6,344.07	87.66%
Telephone		120.00	840.00	840.00	1,440.00	-600.00	58,33%
Professional Fees		2,299.91	27,007.74	27,007.74	40,420.00	-13,412.26	66.82%
Human Resources		76,515.40	593,134.26	593,134.26	1,025,298.00	-432,163.74	57.85%
Suk	Subtotal	93,040.73	767,245.67	767,062.93	1,294,324.00	-527,078.33	59.28%
Administrative						THE PROPERTY OF THE PROPERTY O	eerhood*I ee giddidaast*o
General Office Expenses		126.04	1,594.30	2,000.00	4,960.00	-3,365.70	32.14%
Dues & Subscriptions		4.95	1,264.70	1,264.70	1,514.00	-249.30	83.53%
Committees and Task Forces	70.00	392.61	1,721.96	2,200.00	6,426.00	-4,704.04	26.80%
Executive Committee Meetings		0.00	4,932.40	9,500.00	30,870.00	-25,937.60	15.98%
Officers' Travel (Pres, Pres-elect, Secy/Treas)		1,356.72	16,491.54	19,000.00	49,298.00	-32,806.46	33.45%
Staff Travel & Prof. Development		1,651.95	12,558.27	14,000.00	31,834.00	-19,275.73	39.45%
Sut	Subtotal	3,532.27	38,563.17	47,964.70	124,902.00	-86,338.83	30.87%
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TENNESSEE ASSOCIATION OF REALTORS® Operating Budget July 31, 2013

	July	YEAR TO DATE	YEAR TO DATE	YEARLY	VARIANCE	PERCENT
		ACTUAL	BUDGET	BUDGET	A STATE OF THE PERSON NAMED IN COLUMN TO THE PERSON NAMED IN COLUM	
Communications & Education						
General Office Expenses	138.04	1,491.09	2,200.00	4,994.00	-3,502.91	29.86%
Dues & Subscriptions	00.0	75.00	75.00	755.00	-680.00	9.93%
Internet Site and Services	766.63	5,138.09	5,138.09	9,123.00	-3,984.91	56.32%
Education Programs/Spring Conference	0.00	34,301.73	35,520.00	35,520.00	-1,218.27	96.57%
Public Relation Services	0.00	00.00	0.00	1,500.00	-1,500.00	0.00%
Leadership Conference	00.0	00.0	00.00	1,600.00	-1,600.00	0.00%
Leadership TAR Program	0.00	92.56	95.56	11,000.00	-10,907.44	0.84%
DVP's & Immed Past Pres Travel	-1,000.00	1,193.46	3,000.00	10,800.00	-9,606.54	11.05%
National Directors' Travel	00.0	12,027.80	15,000.00	30,000.00	-17,972.20	40.09%
Hospitality (NAR Meetings)	0.00	5,428.06	5,428.06	14,200.00	-8,771.94	38.23%
Local Association AE's	00.0	1,278.88	1,278.88	4,500.00	-3,221.12	28.42%
Staff Travel & Prof. Development	00.0	3,984.08	4,300.00	10,972.00	-6,987.92	36.31%
Subtotal	1 -95.33	65,010.75	72,032.59	134,964.00	-69,953.25	48.17%
			The state of the s			
GOVERNMENTAL ATTAINS				-, -,		
General Office Expenses	162.06	1,571.07	2,400.00	5,352.00	-3,780.93	29.35%
Dues & Subscriptions	41.09	428.09	387.00	3,760.00	-3,331.91	11.39%
Governmental Affairs Programs & Expenses	-1,000.00	2,391.04	4,300.00	7,975.00	-5,583.96	29.98%
Lobbying Expenses & Fees	7,766.66	54,966.58	54,966.58	00.669,76	-42,732.42	56.26%
THDA Housing Conference	00.00	3,000.00	3,000.00	3,000.00	0.00	100.00%
Legal & Ethics Hot Line	4,166.67	29,166.69	29,166.69	50,000.00	-20,833.31	58.33%
Issues Mobilization Fund (NCD)	2,996.31	281,346.51	281,346.51	279,015.00	2,331.51	100.84%
Travel Expenses (Govtl Chair & FPC's DC Mtg)	-3,000.00	00.0	7,500.00	7,500.00	-7,500.00	0.00%
Staff Travel & Prof. Development	00.0	3,207.14	3,900.00	13,585.00	-10,377.86	23.61%
Subtotal	11,132.79	376,077.12	386,966.78	467,886.00	-91,808.88	80.38%
Additional managements and the second and the secon	App. (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)	A the state of the	American Company of the Company of t	description of the state of the	A format from the second secon	

TENNESSEE ASSOCIATION OF REALTORS® Operating Budget July 31, 2013

AcruAL BudgeT BudgeT BudgeT		July	YEAR TO DATE	YEAR TO DATE	YEARLY	VARIANCE	PERCENT
arrises 190.03 2,471.61 3,100.00 6,388.00 6,388.00 10.00 8,776.20 15,885.00 16,885.00 16,885.00 16,885.00 16,885.00 17,575.2 53,817.12 64,000.00 116,885.00 17,570.00 17,675.00 10,432.28 13,936.00 17,6432.28 17,936.00 17,6432.28 17,936.00 17,6432.28 17,936.00 17,6432.28 17,936.00 17,6432.28 17,936.00 17,6432.88 17,936.00 17,6432.88 17,936.00 17,645.88 17,645.88 17,645.00 17,645.88 17,645.88 17,645.00 17,645.89 17,175.60 17,075.00 17,	THE RESIDENCE OF THE PARTY OF T	***************************************	ACTUAL	BUDGET	BUDGET	The second secon	
rices 190.03 2,471.61 3,100.00 6,388.00 ces 0.00 8,776.20 16,885.00 16,885.00 16,885.00 16,885.00 16,885.00 16,885.00 17,877.52 5,3,817.12 64,000.00 17,5,500.00 17,432.28 17,935.00 17,432.28 17,935.00 17,432.28 17,935.00 17,432.28 17,935.00 17,645.88 17,645.88 17,935.00 17,645.88 17,645.88 17,935.00 17,645.88 17,645.88 17,645.88 17,645.00 17,645.88 17,645.88 17,645.00 17,645.88 17,645.88 17,645.89 17,645.00 17,645.89 17,645.89 17,645.89 17,645.89 17,645.89 17,645.00 17,645.89 17,64	Marketing & Member Services		The state of the s			TO STORY AND THE	
ces 0.00 8,776.20 16,885.00 16,885.00	General Office Expenses	190.03	2,471.61	3,100.00	6,388.00	-3,916,39	38.69%
ces 7,877.52 53,817.12 64,000.00 115,500.00 ement & Website 637.10 9,025.41 21,921.00 vices 350.00 10,432.28 13,936.00 riferencing 0.00 987.90 6873.00 s 680.06 1,645.88 4,475.00 s 680.06 87.63 876.39 6,873.00 s 680.06 1,645.88 4,475.00 1,645.88 4,475.00 s 680.06 1,645.88 4,475.00 1,645.88 1,645.80 1,570.00 Development Subtotal 9,943.55 91,172.60 110,252.86 199,974.00 1,000.00 1,000.00 15,560.00 15,560.00 15,560.00 15,560.00 17,075.00 10,00 17,075.00 10,00 17,075.00 10,00 10,00 17,075.00 10,00 17,075.00 10,00 10,00 17,075.00 10,00 10,00 10,00 10,00 10,00 10,00 10,00 10,00 10,00 10,00 10,00	Spring Conference	00.00	8,776.20	16,885.00	16,885.00	-8.108.80	51.98%
ement & Website 637.10 9,025.41 9,025.41 21,921.00 i/dices 350.00 10,432.28 13,936.00 i/dices 0.00 987.90 987.90 6,873.00 i/dices 0.00 987.90 987.90 6,873.00 i/dices 0.00 0.00 1,645.88 4,475.00 i/dices 0.00 0.00 i/dices 0.00 0.00 0.00 0.00 0.00 0.00 i/dices 0.00 0.00 0.00 0.00 0.00 0.00 i/dices 0.00 0.00 0.00 0.00 i/dices 0.00 0.00 0.00 0.00 0.00 i/dices	Online Forms, Services	7,877.52	53,817.12	64,000.00	115,500.00	-61,682.88	46.59%
vices 350.00 10,432.28 10,432.28 13,936.00 Iferencing 0.00 987.90 987.90 6,873.00 Second 0.00 1,645.88 1,645.88 4,475.00 Second 0.00 1,645.88 1,645.88 4,475.00 Second 876.39 876.39 5,570.00 Subtotal 9,943.55 91,172.60 110,252.86 199,974.00 -1 CD) Total Expenses 117,954.01 1,339,069.31 1,384,879.86 2,254,685.00 -2 Income over Disbursements -101,000.77 942,382.94 -1,384,879.86 2,254,685.00 -1 Inents 2,996.31 281,346.51 -1 -1 -1 -1	Membership Management & Website	637.10	9,025.41	9,025.41	21,921.00	-12,895.59	41.17%
one 987.90 987.90 6,873.00 one 0.00 1,645.88 4,475.00 s 680.06 876.39 8,76.39 4,475.00 s 680.06 876.39 8,7570.00 1,645.88 4,475.00 Development 208.84 3,139.81 3,300.00 8,426.00 10,000.00 10,000.00 10,000.00 10,000.00 10,000.00 15,560.00 15,560.00 10,000.00 17,075.00 10,000.00 17,075.00 10,000.00 17,075.00 10,000.00 <td>Online Member Services</td> <td>350.00</td> <td>10,432.28</td> <td>10,432.28</td> <td>13,936.00</td> <td>-3,503.72</td> <td>74.86%</td>	Online Member Services	350.00	10,432.28	10,432.28	13,936.00	-3,503.72	74.86%
s 0.00 1,645.88 1,645.88 4,475.00 s 680.06 876.39 876.39 5,570.00 Development 208.84 3,139.81 3,300.00 8,426.00 CD 3,139.81 3,300.00 8,426.00 -10 CD 400.00 1,000.00 600.00 15,560.00 -2 CD Total Expenses 117,954.01 1,339,069.31 1,384,879.86 2,254,685.00 -9 Income over Disbursements -101,000.77 942,382.94 3,334,879.86 2,254,685.00 -9 nents 2,996.31 281,346.51 281,346.51 8 8 8	Webinars & Teleconferencing	0.00	987.90	987.90	6,873.00	-5,885,10	14.37%
8680.06 876.39 876.39 5,570.00	Forms Committees	00.00	1,645.88	1,645.88	4,475.00	-2,829,12	36.78%
Subtotal 9,943.55 91,172.60 110,252.86 199,974.00 Subtotal 4,000.00 1,000.00 600.00 15,560.00 Total Expenses 117,954.01 1,339,069.31 1,384,879.86 2,254,685.00 Fover Disbursements -101,000.77 942,382.94 1,384,879.86 2,254,685.00 Substraction of the control of	Awards & Memorials	680.06	876.39	876.39	5,570.00	-4,693.61	15.73%
Subtotal 9,943.55 91,172.60 110,252.86 199,974.00	Staff Travel & Prof. Development	208.84	3,139.81	3,300.00	8,426.00	-5,286,19	37.26%
1,000.00 1,000.00 15,560.00 15,560.00 15,560.00 17,075	Subtotal	9,943.55	91,172.60	110,252.86	199,974.00	-108,801.40	45.59%
0.00 0.00 17,075.00 17	Contingency	400.00	1,000.00	00.009	15,560.00	-14,560,00	6.43%
Income over Disbursements -101,000.77 942,382.94 1,384,879.86 2,254,685.00 -4 Income over Disbursements -101,000.77 942,382.94 2,382.94	General Reserve (NCD)	00.00	00.00	00.0	17,075.00	-17,075.00	0.00%
Income over Disbursements -101,000.77 2,996.31	Total Expenses		1,339,069.31	1,384,879.86	2,254,685.00	-915,615.69	59.39%
2,996.31	Income over Disbursements	-101.000.77	942.382.94				
2,996.31	And the state of t					THE PROPERTY OF THE PROPERTY O	200 A 100 A
	NonCash Disbursements	2,996.31	281,346.51				
				THE PROPERTY OF THE PROPERTY O			
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Income and Disbursements Summary - July 31, 2013 TENNESSEE ASSOCIATION OF REALTORS®

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Operating Budget Income for 2013

Convention Income

\$2,281,452.25 \$105,936.00

\$1,054.22

\$2,388,442.47

Total Income

\$43,434.00 -\$4,494.00

Unrealized Gain/Loss on Issues Mobilization Investment Unrealized Gain/Loss on Permanent Reserves

Disbursements for 2013

Operating Budget Convention

Building Repairs (Building Reserve)

\$1,057,722.80 \$13,883.30 \$4,732.45

\$1,076,338.55

Total Disbursements

TENNESSEE ASSOCIATION OF REALTORS® Statement of Financial Position/Balance Sheet - July 31, 2013

\$2,124,554.49	\$2,006,738.54 \$95,328.70 \$334,632.81 \$2,436,700.05	\$870,562.00	\$5,431,816.54	\$2,822,153.38	\$8,253,969.92	\$1,022,521.13 \$7,231,448.79 \$8,253,969.92
\$25.00 \$53,608.95 \$2,070,920.54	\$25,000.00 \$54,546.20 \$104,616.88 \$13,790.94 \$136,678.79		01	\$208,189.75 \$106,287.33 \$39,849.02 \$3,261,598.16 -\$793,770.88	07	
Petty Cash Checking Account Operating & General Reserve Accounts Total Operating & General Reserves	DESIGNATED FUNDS Issues Mobilization Fund Legal Fund Designated Reserves: NAR Officer Candidate Account (Region 4) Education Reserve Building Reserve Auto Reserve Equipment Reserve	PERMANENT RESERVES	Subtotal Assets	Office Furnishings Machinery & Equipment Automobile Real Estate Accumulated Depreciation	Total Assets	LIABILITIES AND EQUITY Liabilities Equity Total Liabilities and Equity

Tennessee Association of Realtors® MEMBERSHIP REPORT July 31, 2013

Realtor Institute Associate Affiliate Affiliate TOTAL TOTAL Salesmen Salesmen Realtor Associate Institute Affiliate Institute TOTAL Institute Salesmen Affiliate Associate Affiliate Affiliate TOTAL Salesmen Salesmen Realtor Salesmen Institute Inty 58 11 340 20 339 339 11 Area 683 2172 68 3093 37 848 2102 71 PDV. 109 3 692 3 693 3 693 3 Middle TN 659 3 692 3 693 3 3 3 Incounty 880 1 660 693 693 3 3 4 1			July 31, 2012	, 2012	Market and a state of the state				* A definition of the state	<u>.</u>	July 31, 2013	13		
339 1 340 20 339 853 2172 68 3093 37 848 2102 71 65 65 65 65 65 65 71 109 689 3 692 3 693 3 659 3 692 3 693 3 693 3 689 3 690 3 690 3 692 3 693 3 1206 659 3 692 3 693 3 693 3 1208 1 660 695 3 695 3 2 1208 1 660 695 3 695 3 3 1208 1 400 6 695 3 695 3 1340 1 401 6 404 404 2 404 420 1341 2 1		Realtor	Realtor Associate	Institute Affiliate	Affiliate	TOTAL	Non- member Salesmen	Realtor	Realtor Associate	Institute	Affiliate	TOTAL	Percent Difference	Non- member Salesmen
339 1 340 20 339 58 1 59 55 25 65 3033 37 848 2102 65 3033 37 848 2102 65 65 55 365 65 689 3 699 99 99 689 1 660 695 99 1206 97 2905 123 895 1206 1 660 695 99 1206 1 600 695 90 440 1 401 6 404 418 1 401 6 404 418 1 401 6 404 418 1 401 6 404 4131 24 1365 13 1471 1341 24 1365 13 140 1208 3 123 140	WESTERN DIV.													
853 11 59 55 55 865 3093 37 848 2102 109 65 65 65 70 1109 66 3 692 3 693 689 3 692 3 693 693 693 689 3 660 3 692 3 693 693 669 3 660 3 693 693 693 693 669 3 660 3 693 693 693 693 1208 1 660 123 693 693 693 693 400 1 401 6 404	Central West	339		7-1		340	20	339				339	%0	
853 2172 68 3093 37 848 2102 665 65	Dyer County	58				59		55				26	,	
65 66 65 64 64 64<	Memphis Area	853	2172			3093	37	848		71		3021		21
109 109 109 90 99 99 90 99 90 99 90	Reelfoot Regional	65				65		65				65		
689 3 692 3 699 659 3 660 695 695 2808 97 2905 123 2825 1206 2 1208 1231 2825 1206 1 881 923 1231 400 1 401 6 404 418 1 401 6 404 418 1 420 420 420 418 1 420 420 420 65 53 53 59 59 65 1341 420 420 420 1341 440 1 20 59 1347 335 136 136 133 1 40 1 20 133 1 46 1239 1 134 1 2 306 300 249 1 2 306 300 </td <td>TN Valley</td> <td>109</td> <td></td> <td></td> <td></td> <td>109</td> <td></td> <td>66</td> <td></td> <td></td> <td></td> <td>66</td> <td>•</td> <td></td>	TN Valley	109				109		66				66	•	
689 3 692 3 699 659 1 660 695 695 2808 97 2905 123 2825 1206 2 1208 1231 1231 880 1 881 923 69 400 1 401 6 404 400 1 402 420 6404 418 1 404 6 404 420 521 251 252 135 135 1471 136 65 1341 24 1365 13 1471<	MIDDLE DIV.									5.112	- Andrew State Control of the Contro	***************************************		
659 1 660 695 2808 97 2905 123 2825 1206 2 1208 1231 2825 880 1 881 923 1231 400 1 401 6 404 420 418 1 419 420 420 551 251 235 59 59 65 251 235 59 59 65 1341 1471 1471 1471 1341 240 136 1471 1471 1341 40 1 20 1471 1341 40 1 20 1471 1341 40 1 20 1471 1341 1 143 1471 1471 1341 1 144 144 144 1341 1 144 144 144 1341 1 144	Clarksville	689		3		692	3	669		KI		702	1%	4
2808 97 2905 123 2825 1231 2805 1231 281 1231 281 1231 283 1231 283 1231 283 1231 283 <	Eastern Middle TN	629		1	477	999		695		2		697		
1206 2 1208 1231 1208 1231 1208 123 1208 123 1208 123 1	Greater Nashville	2808		26		2905	123	2825	Annual An	108		2933		112
880 1 881 923 6 404 6 404 6 404 6 404 6 404 6 404 6 404 6 404 6 404 6 404 6 404 6 404 6 404 6 404 7 7 7 7 7 7 7 7 7 7 7 7 8	Middle TN	1206		2		1208		1231		m		1234		
400 1 401 6 404 6 404 6 404 6 404 6 404 6 404 6 405 6 406 420 7	Robertson County	880	4,000	PPI		881		923				924		80
418 1 419 420	Southern Middle TN	400		T		401	9	404		2		406		5
251 251 251 252 253 253 254 253 <td>Sumner</td> <td>418</td> <td></td> <td></td> <td>Ħ</td> <td>419</td> <td></td> <td>420</td> <td></td> <td></td> <td>4</td> <td>421</td> <td>%0</td> <td></td>	Sumner	418			Ħ	419		420			 4	421	%0	
65 65 56 56 56 56 56 56 56 56 56 56 56 56 56 56 57 6 77 </td <td>Upper Cumberland</td> <td>251</td> <td></td> <td></td> <td></td> <td>251</td> <td></td> <td>235</td> <td></td> <td></td> <td></td> <td>235</td> <td>%9-</td> <td></td>	Upper Cumberland	251				251		235				235	%9-	
1341 24 1365 13 1471 136 1471 1471 1471 1471 1471 1471 1471 1471 1471 1471 1471 1471 1471 1471 1472	Warren County	65				65	FOT 100 1 - 100 -	59				59	%6-	
39 1 40 1 20 133 133 136 136 347 347 322 322 1208 5 1213 46 1239 2949 11 1 2961 3008 301 1 2 304 300 908 3 5 916 892 304 2 350 350 134 9 143 149 10	Williamson County	1341		24		1365	13	1471		28		1499	10%	13
39 1 40 1 20 133 136 136 136 347 347 322 1213 46 1239 1208 11 1 2961 3008 200 2908 3 5 916 892 20 304 2 306 350 20 20 134 9 143 149 10	EASTERN DIV.					- Mariana de la compansión de la compans								
133 133 136 136 136 136 136 136 136 136 137 132 <td>Blount County</td> <td>39</td> <td></td> <td>7-1</td> <td></td> <td>40</td> <td>1</td> <td>20</td> <td></td> <td>T</td> <td></td> <td>21</td> <td>-48%</td> <td></td>	Blount County	39		7-1		40	1	20		T		21	-48%	
347 347 322 347 352 362 362 362 362 362 363 <td>Bristol TN-VA</td> <td>133</td> <td></td> <td></td> <td></td> <td>133</td> <td></td> <td>136</td> <td></td> <td></td> <td></td> <td>136</td> <td>2%</td> <td>WHEN THE PROPERTY OF THE PROPE</td>	Bristol TN-VA	133				133		136				136	2%	WHEN THE PROPERTY OF THE PROPE
1208 5 1213 46 1239 2008 1213 46 1239 2008 </td <td>Great Smoky Mtns.</td> <td>347</td> <td></td> <td></td> <td></td> <td>347</td> <td></td> <td>322</td> <td></td> <td>ᆏ</td> <td></td> <td>323</td> <td>-7%</td> <td></td>	Great Smoky Mtns.	347				347		322		ᆏ		323	-7%	
2949 11 1 2961 3008	Greater Chattanooga	1208		5		1213	46	1239		5	T	1245	3%	44
301 1 2 304 300	Knoxville Area	2949		TT	T	2961	1000	3008		12		3021	2%	
908 3 5 916 892 304 2 306 350 . 134 9 143 149 10	Lakeway Area	301		Ħ	2	304		300		+-1		302	-1%	
304 2 306 350	Northeast TN	806	The state of the s	e.	Ŋ	916		892		4	00	904	-1%	H
134 9 143 10	River Counties	304		2		306		350		2		352	15%	3
. 134 9 143 10 10	THE RESIDENCE OF THE PARTY OF T						The second secon		100 mm					
	Out of State Mbrs.	134	6			143		149	10	4		163	14%	
16464 2181 222 9 18876 249 16784 2112	TOTALS	16464	2181	222	6	18876	249	16784	2112	249	12	19157	1%	209

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1	TENNESSEE ASSOCIATION OF REA	LTORS®
2	Proposed 2014 Operating Budg	et
3		
4	2014 Dues based on 18,800 R & RA mbrs. @\$105.00	
5		
6		2014
7	INCOME	Proposed Budget
8	State Dues	1,969,625.00
9	Issues Mobilization Assessment	277,050.00
10	Interest Income	24,000.00
11	Other(Affinity Programs, Labels, Pins, etc.)	350.00
12	Conference Fees & Sponsorships	49,250.00
13		
14	TOTAL INCOME	2,320,275.00
15		
16	EXPENSES	
17		
18	General Business	
19	Building	178,935.00
20	Taxes and Insurance	51,225.00
21	Telephone	1,440.00
22	Professional Fees	40,463.00
23	Human Resources	1,067,259.00
24	Subtotal	1,339,322.00
25		
26	Administrative	
27	General Office Expenses	4,590.00
28	Dues & Subscriptions	1,694.00
29	Committees and Task Forces	5,147.00
30	Executive Committee Meetings	26,508.00
31	Officers' Travel (Pres, Pres-elect, Secy/Treas)	45,759.00
32	Staff Travel & Professional Development	29,957.00
33	Subtotal	113,655.00
34		
35		
36		
37		
38		
39		
40		
41		
42		

	A	В
43		2014
44	Communications & Education	Proposed Budget
45	General Office Expenses	4,932.00
46	Dues & Subscriptions	661.00
47	Internet Site and Services	8,700.00
48	TAR Digest & Communications	1,126.00
49	Education Programs/Spring Conference	38,000.00
50	Public Relations Services	1,500.00
51	Local Assn Pres & Pres-elect Leadership Conference	1,600.00
52	Leadership TAR Program	8,325.00
53	DVPs & Immed. Past Pres Travel	15,930.00
54	National Directors Travel	33,000.00
55	Hospitality (NAR Meetings)	13,400.00
56	NAR Region 4 Conference	7,500.00
57	Local Association AEs	4,500.00
58	Staff Travel & Professional Development	9,361.00
59	Subtotal	148,535.00
60		
61	Governmental Affairs	
62	General Office Expenses	5,193.00
63	Dues & Subscriptions	3,760.00
64	Governmental Affairs Programs & Expenses	5,800.00
65	TAR Realtors' Day on the Hill	1,500.00
66	Lobbying Fees and Expenses	108,699.00
67	THDA Housing Conference	3,000.00
68	Legal & Ethics Hot Line	54,500.00
69	Issues Mobilization Fund (NCD)	277,050.00
70	Travel Expenses (Govt'l Chair & FPCs DC Mtg.)	7,500.00
71	Staff Travel & Professional Development	12,360.00
72	Subtotal	479,362.00
73		

1		
74	A	2014
75	Member Services & Technology	Proposed Budget
76	General Office Expenses	6,134.00
77	Spring Conference	12,175.00
78	Online Forms, Services	118,500.00
79	Membership Management & Website	16,921.00
80	Managing Brokers' Forums & Videos	1,600.00
81	Online Member Services	11,288.00
82	Webinars, Webcasts, Streaming & Videoconferencing	1,177.00
83	Forms Committees	4,986.00
84	Awards and Memorials	4,700.00
85	Staff Travel & Professional Development	8,717.00
86	Subtotal	186,198.00
87		
88	Contingency	6,000.00
89	General Reserves	47,203.00
90		
91	TOTAL	2,320,275.00
92		
93		YVP ATTIINA NATIONAL ASSISTANCE A
94		
95		
96		
97		· · · · · · · · · · · · · · · · · · ·

Tennessee RPAC Progress Report 2013 August 21, 2013



			ln	vestment				Partic	ipation	
		2013 Fair Share Goal	Investment To-Date	Amt. Needed to reach Goal	% of Goal	Average Investment	Investor Goal (60% Part.)	Investors To-Date	Participation Percentage	Investors Needed to reach Goal
_	Dyer	\$870.00	\$25.00	\$845.00	2.9%	\$25.00	35	1	1.7%	34
R	Central W. TN	\$5,205.00	\$6,012.30	Exceeded!	115.5%	\$41.18	208	146	42.1%	62
凹	Memphis Area	\$44,880.00	\$65,694.00	Exceeded!	146.4%	\$66.49	1795	988	33.0%	807
ഗ	TN Valley	\$1,620.00	\$1,910.00	Exceeded!	117.9%	\$22.74	65	84	77.8%	Goal Met!
VE	Reelfoot Reg.	\$945.00	\$3,740.00	Exceeded!	395.8%	\$63.39	38	59	93.7%	Goal Met!
	Clarksville	\$10,290.00	\$12,097.00	Exceeded!	117.6%	\$38.77	412	312	45.5%	100
	E. Middle TN	\$10,275.00	\$12,153.00	Exceeded!	118.3%	\$53.77	411	226	33.0%	185
	Gr. Nashville	\$42,255.00	\$69,279.00	Exceeded!	164.0%	\$102.79	1690	674	23.9%	1016
	Middle TN	\$18,165.00	\$20,789.00	Exceeded!	114.4%	\$34.19	727	608	50.2%	119
Щ	Robertson	\$13,290.00	\$5,581.42	\$7,708.58	42.0%	\$19.31	532	289	32.6%	243
	S. Middle TN	\$5,970.00	\$6,550.50	Exceeded!	109.7%	\$81.88	239	80	20.1%	159
	Sumner	\$6,315.00	\$8,286.00	Exceeded!	131.2%	\$51.47	253	161	38.2%	92
Σ	U. Cumberland	\$3,750.00	\$7,785.50	Exceeded!	207.6%	\$45.00	150	173	69.2%	Goal Met!
:	Warren	\$975.00	\$0.00	\$975.00	0.0%	\$0.00	39	0	0.0%	39
	Williamson	\$20,640.00	\$16,610.55	\$4,029.45	80.5%	\$58.28	826	285	20.7%	541
	Blount	\$585.00	\$0.00	\$585.00	0.0%	\$0.00	23	0	0.0%	23
	Bristol TN-VA	\$1,695.00	\$2,824.00	Exceeded!	166.6%	\$41.53	68	68	60.2%	Goal Met!
	Gr. Chattanooga	\$17,595.00	\$25,031.49	Exceeded!	142.3%	\$61.35	704	408	34.8%	296
	G. Smoky Mtns	\$5,145.00	\$3,225.00	\$1,920.00	62.7%	\$21.22	206	152	44.3%	54
TERI	Knoxville	\$45,165.00	\$36,693.00	\$8,472.00	81.2%	\$88.42	1807	415	13.8%	1392
H	Lakeway Area	\$4,575.00	\$6,379.00	Exceeded!	139.4%	\$58.52	183	109	35.7%	74
AS	Northeast TN	\$13,545.00	\$15,895.00	Exceeded!	117.3%	\$45.41	542	350	38.8%	192
	River Counties	\$4,455.00	\$4,763.30	Exceeded!	106.9%	\$22.90	178	208	70.0%	Goal Met!
	At Large	\$0.00	\$1,279.00	Exceeded!	100.0%	\$319.75	3	4	0.0%	Goal Met!
Ī	TOTALS	\$278,205.00	\$332,603.06	Exceededi	119.6%	\$57.35	11128	5,800	31.3%	5328

TAR STRATEGIC PLAN

UPDATED JULY, 2013

PROPOSED

The TAR Strategic Planning Committee met in July, 2013, to update the association's Strategic Plan. At this meeting, the committee decided to create a **three-year plan** that would be updated annually. Following are the Principles that guided the planning process, as well as TAR's Vision Statement that guides TAR in all of its activities.

STRATEGIC PLANNING PRINCIPLES

- The strategic plan should be a living document and the process continuous reviewed and updated regularly from its current version rather than being re-built each year.
- The plan should directly influence operational decisions and be a lens through which
 those decisions are considered, thus having some influence over budgeting and operations
 of TAR. However, the plan should focus on defining strategic objectives and action
 items, rather than dictating operational details and initiatives, which is the role of the
 senior staff and Executive Committee.
- The strategic planning process is a partnership among the Strategic Planning Committee, the Executive Committee, all other committees and TAR staff.
- Careful monitoring and measurement of progress against the strategy are essential to the process, but should be setup and conducted by the staff and reported regularly to the TAR Executive Committee.
- The process should encourage long-term thinking, creativity and careful consideration of "over the horizon" issues.

TAR'S VISION

The Tennessee Association of REALTORS® is dedicated to its members' success.

TAR's Three-Year Plan Proposed

Strategic Objectives

Action Items

1. The Association The Tennessee Association of REALTORS® will be considered one of the top state associations in the industry as designated by NAR.	 Review TAR's position with regard to NAR's standards for organizational excellence, and develop a plan to be one of the top state associations in the country. Regularly review services and programs as compared to other state associations. Rebrand TAR with a more updated "look", including a redesign of its logo and websites. Develop stronger communications between TAR and local association leadership. Cooperate and collaborate with local and national associations in providing services to members, as well as greater cooperation with multiple listing services in the state. Continue to offer quality services in all economic conditions.
	7) Conduct an annual review of all programs and services, identifying and discarding practices that are no longer effective.
2. The Building The TAR offices will continue to be a significant activity center for Realtors across the state.	 Assess building and facilities based on TAR's 3-year needs, including analysis of both on-site and distance services. Develop a fiscal plan for creating an adequate reserve fund for maintaining the building.

3. Education

In coordination with TREEF, TAR will provide education in varying formats and subjects to address the professional development needs of its members.

- Address the needs of all segments of membership by delivering quality education and other services to members as economically as possible.
- 2) Evaluate class attendance across the state and deliver quality, up-to-date education that is truly relevant to member needs.
- 3) Improve and increase the member's value by raising the professionalism and competence of our membership.
- 4) Explore more flexible and blended formats for educational services.
- Develop a sustainable course development program and coursewriting capabilities (through use of interns and/or outsourcing).
- 6) Develop mobile learning offerings and services (educational tools and offerings that can be accessed "on the go", on an as-needed basis).

4. Membership & Communications

TAR will be focused on developing and communicating its value to the membership by offering TAR members updated programs, services and networking opportunities.

- 1) Regularly educate members about the services, benefits and value they receive from TAR.
- 2) Enhance the design, content, and reach of the TAR DIGEST.
- 3) Continue to foster the involvement of young professionals in TAR.
- 4) Evaluate and identify membership benefits especially relevant to younger members.
- Periodically showcase the achievements of TAR's younger members.
- 6) Evaluate attendance at the

	6. Technology and Communications TAR will ensure that its own technology capabilities, equipment, expertise, and	6) Increase member awareness of Realtor® political activities and initiatives. 1) Define technology needs and uses for members, staff and monitor the ongoing needs for upgrades and improvements.
N.		5) Work with the Tennessee Real Estate Commission and TN legislature to achieve approval of 1- hour CE programs, as well as other improvements to the educational requirements for licensing and continuing education.
		more aggressively. 4) Achieve comprehensive statewide implementation of the Political Coordinator Program.
	matters.	 2) Increase participation in the Broker Involvement Program. 3) Promote Realtor[®] Party initiatives
	5. Government and Regulatory Affairs TAR will continue to maintain a strong influence on legislative and regulatory	1) Set and achieve higher goals for RPAC contributions and at least 60% RPAC participation.
		 7) Develop a strategy to increase attendance at TAR's Spring and Fall meetings. 8) Explore possible partnerships with higher education institutions in Tennessee for real estate research and data needs.
		association's two meetings (Spring and Fall) to determine the best locations, schedules, and formats for future meetings.

to meet both staff and member needs.	Develop a fiscal plan for creating adequate reserve fund for upgrading TAR's equipment and technology
	3) Increase use of live videoconferencing for TAR committee meetings.
	Make all TAR website and Internet based services and programs mobil friendly.
	5) Develop a TAR mobile app.

August 16, 2013

MEMO TO: TAR Executive Committee

TAR Directors

FROM: Bobby Wood, Chairman, TREEF Nominating Committee

The TREEF Nominating Committee has made the following recommendations. The TAR Directors will vote on nominees for Trustees at TAR's 2013 Convention in Destin. [New Trustees assume office in mid-November, at the same time as new TAR officers.]

TREEF Trustee Nominations

Brenda BrewsterTo Be Elected to a 3-year termRex BrownTo Be Elected to a 3-year termLyndon LaFeversTo Be Reelected to a 3-year termAmanda StoneTo Be Reelected to a 3-year termMelissa ThompsonTo Be Elected to a 3-year term

August 8, 2013

NOMINATING COMMITTEE REPORT

The Nominating Committee of the Tennessee Association of Realtors[®] met on August 8, 2013 to consider nominations for 2014 TAR officers. The committee's recommendations for election of officers for the Association in 2014 are as follows:

President-elect Pat Beech, Memphis

Secretary/Treasurer Randy Durham, Chattanooga

Division 1 Vice President Alex Bynum, Dresden

Division 2 Vice President Chris Garrett, Murfreesboro

Division 3 Vice President Sharon Duncan, Kingsport

Submitted by: BJ Swinehart, Chair

TAR Nominating Committee

2014 TAR COMMITTEES AND FORUMS

Budget & Finance Committee

Bylaws Committee

Commercial Forms Committee

Convention Committee

Cultural Diversity Committee

Governmental Affairs Committee

Legal Action Committee

Nominating Committee

Professional Standards Committee

Realtor® of the Year Committee

Residential Forms Committee

RPAC Trustees

Strategic Planning Committee

TREEF Trustees

TREEF Nominating Committee

AE Forum