

Tennessee REALTORS® Operating Budget June 30, 2019					
	YTD 2019 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET	YEARLY BUDGET
INCOME					
State Dues	2,953,392.65	2,710,000.00	243,392.65	108.98%	2,710,000.00
Issues Mobilization Assessment	431,205.00	386,250.00	44,955.00	111.64%	386,250.00
Credit Card fees	-54,731.37	(50,005.00)	-4,726.37	109.45%	(50,005.00)
Interest Income	34,054.82	40,000.00	-5,945.18	85.14%	40,000.00
Other (Affinity Programs, Labels, Pins, etc.)	14,835.94	9,500.00	5,335.94	156.17%	9,500.00
AREA Leadership Tuition	11,737.00	17,980.00	-6,243.00	65.28%	17,980.00
TNEX Registration fees	67,924.91	80,000.00	-12,075.09	84.91%	80,000.00
Sponsorships	85,500.00	-	85,500.00	0.00%	-
TOTAL OPERATING INCOME	3,543,918.95	3,193,725.00	350,193.95	110.97%	3,193,725.00
EXPENSES					
General Business					
Building	31,382.74	64,600.00	-33,217.26	48.58%	64,600.00
Taxes and Insurance	9,918.00	55,600.00	-45,682.00	17.84%	55,600.00
Professional Fees	30,367.17	46,500.00	-16,132.83	65.31%	46,500.00
Human Resources	551,408.07	1,271,051.00	-719,642.93	43.38%	1,271,051.00
Subtotal	623,075.98	1,437,751.00	-814,675.02	43.34%	1,437,751.00
Administrative					
General Office Expenses	9,398.07	5,040.00	4,358.07	186.47%	5,040.00
Dues & Subscriptions	0.00	1,100.00	-1,100.00	0.00%	1,100.00
Committees and Task Forces	1,498.96	13,050.00	-11,551.04	11.49%	13,050.00
Executive Committee Meetings	10,868.97	36,800.00	-25,931.03	29.54%	36,800.00
Officers' Travel (Pres, Pres-elect, Secy/Treas)	35,599.87	120,600.00	-85,000.13	29.52%	120,600.00
TN Leadership Conference	1,821.69	25,000.00	-23,178.31	7.29%	25,000.00
Leadership Roadshows	9,193.70	30,000.00	-20,806.30	30.65%	30,000.00
Mbrp Fee - TN Chamber of Commerce	3,000.00	3,000.00	0.00	100.00%	3,000.00
Legal Hotline	31,862.52	64,000.00	-32,137.48	49.79%	64,000.00
Professional Standards Service	0.00	6,000.00	-6,000.00	0.00%	6,000.00
Diversity Conference	0.00	6,000.00	-6,000.00	0.00%	6,000.00
NAR Realtor Relief Fund	0.00	5,000.00	-5,000.00	0.00%	5,000.00
AE Education Program	0.00	10,000.00	-10,000.00	0.00%	10,000.00
Broker's Summitt	40.76		40.76	0.00%	
DVP's & IPP Travel	5,269.76	14,500.00	-9,230.24	36.34%	14,500.00
National Director Travel	21,626.46	51,000.00	-29,373.54	42.40%	51,000.00
NAR Regional Meeting	0.00	5,000.00	-5,000.00	0.00%	5,000.00
NAR Regional Hospitality	5,930.96	15,000.00	-9,069.04	39.54%	15,000.00
Awards & Memorials	50.30	10,360.00	-10,309.70	0.49%	10,360.00
Staff Travel & Prof. Development	51,065.66	77,100.00	-26,034.34	66.23%	77,100.00
Subtotal	187,227.68	498,550.00	-301,012.62	37.55%	498,550.00

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Education and Professional Development					
General Office Expenses	341.12	2,796.00	-2,454.88	12.20%	2,796.00
Dues & Subscriptions	0.00	-	0.00	0.00	-
Education Programs/Spring Conference	85,431.80	76,400.00	9,031.80	111.82%	76,400.00
NAR Realtor Relief Foundation	0.00	-	0.00	0.00	-
THDA Housing Conference	3,000.00	-	3,000.00	0.00	-
AREA Leadership Program	19,637.17	28,360.00	-8,722.83	69.24%	28,360.00
Local Association AEs	0.00	-	0.00	0.00	-
Staff Travel & Professional Development	4,990.92	10,800.00	-5,809.08	46.21%	10,800.00
Subtotal	113,401.01	118,356.00	-4,954.99	95.81%	118,356.00
Governmental Affairs					
General Office Expenses	734.79	2,777.00	-2,042.21	26.46%	2,777.00
Dues & Subscriptions	0.00	500.00	-500.00	0.00%	500.00
Governmental Affairs Programs & Expenses	2,074.36	5,000.00	-2,925.64	41.49%	5,000.00
REALTOR® Advocacy Training	161.97	20,000.00	-19,838.03	0.01	20,000.00
PAGS and Workgroups	0.00	2,000.00	-2,000.00	0.00	2,000.00
Tennessee REALTORS® Day on the Hill	8,427.93	18,000.00	-9,572.07	46.82%	18,000.00
Lobbying Fees and Expenses	57,862.50	114,825.00	-56,962.50	50.39%	114,825.00
Annual Platinum RPAC Investment	10,000.00	10,000.00	0.00	100.00%	10,000.00
Issues Mobilization Fund (NCD)	431,205.00	379,863.00	51,342.00	113.52%	379,863.00
Travel Expenses (Gov't Chair & FPCs DC Mtg.)	-500.00	7,500.00	-8,000.00	-0.07	7,500.00
Staff Travel & Professional Development	3,776.46	20,700.00	-16,923.54	18.24%	20,700.00
Subtotal	513,743.01	581,165.00	-67,421.99	88.40%	581,165.00
Member Services					
General Office Expenses	378.17	2,816.00	-2,437.83	13.43%	2,816.00
Spring Conference	42,357.30	3,600.00	38,757.30	1176.59%	3,600.00
Online Forms & Support	123,117.75	252,000.00	-128,882.25	48.86%	252,000.00
Membership Management & Website	0.00	-	0.00	0.00	-
Managing Brokers' Forums & Videos	0.00	-	0.00	0.00	-
Document Archiving	0.00	13,000.00	-13,000.00	0.00%	13,000.00
Online Member Services	0.00	-	0.00	0.00	-
Forms Committees	3,414.97	4,800.00	-1,385.03	71.15%	4,800.00
Staff Travel & Professional Development	6,020.74	11,690.00	-5,669.26	51.50%	11,690.00
Subtotal	175,288.93	287,906.00	-112,617.07	60.88%	287,906.00
Communications					
General Office Expenses	472.40	2,935.00	-2,462.60	16.10%	2,935.00

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Dues & Subscriptions	0.00	870.00	-870.00	0.00%	870.00
Sales Stats (Terradatum)	1,000.00	600.00	400.00	166.67%	600.00
Communication Platforms	21,401.68	44,300.00	-22,898.32	48.31%	44,300.00
Realtor® Branding	1,816.70	67,800.00	-65,983.30	2.68%	67,800.00
Staff Travel & Professional Development	5,552.82	13,395.00	-7,842.18	41.45%	13,395.00
Subtotal	30,243.60	129,900.00	-99,656.40	23.28%	129,900.00
Technology					
General Office Expenses	561.31	2,700.00	-2,138.69	20.79%	2,700.00
Internet Site & Services	5,657.16	9,926.00	-4,268.84	56.99%	9,926.00
Mobile App (ERMA)	142.33	1,000.00	-857.67	14.23%	1,000.00
Technology Resources	24,164.83	59,600.00	-35,435.17	40.55%	59,600.00
Webinars, Webcast Streaming	435.69	500.00	-64.31	0.87	500.00
Staff Travel & Professional Development	11,210.64	12,260.00	-1,049.36	91.44%	12,260.00
Subtotal	42,171.96	85,986.00	-43,814.04	49.05%	85,986.00
TOTAL OPERATING EXPENSES	1,685,152.17	3,139,614.00	-1,444,152.13	53.67%	3,139,614.00
NET OPERATING INCOME	1,858,766.78	54,111.00	1,794,346.08	3435.10%	54,111.00
Non-Cash Disbursements	431,205.00	379,863.00			