

**TENNESSEE REALTORS®****Proposed 2020 Operating Budget**

2018 Dues based on 24,000 R &amp; RA mbrs. @\$105.00

2019 Dues based on 26,000 R &amp; RA mbrs. @\$105.00

2020 Dues based on 26,500 R &amp; RA mbrs. @\$105.00

Actual Membership (R &amp; RA) at July 31, 2019 - 28,802

**2020  
Proposed Budget****INCOME**

State Dues (net of Credit card fees of \$52,060)	2,739,190
Issues Mobilization Assessment	397,500
Interest Income- General Funds	52,560
Other(Affinity Programs, Labels, Pins, etc.)	13,300
AREA Leadership Tuition	13,485
Conference Fees & Sponsorships	172,500
<b>TOTAL INCOME</b>	<b>3,388,535</b>

**EXPENSES****General Business**

Building Utilities & Maintenance	81,862
Taxes and Insurance	56,500
Professional Fees	47,814
Human Resources	1,302,054
<b>Subtotal</b>	<b>1,488,230</b>

**Administrative**

General Office Expenses	10,240
Dues & Subscriptions	2,175
Committees and Task Forces	7,660
Executive Committee Meetings	43,300
Officers' Travel	112,700
Staff Travel & Professional Development	83,070
Leadership Roadshow	30,000
Leadership Initiatives/Strategic Initiatives	61,000
AE Educational Program	10,000
TN Leadership Conference	26,000
NAR Realtor Relief Foundation	5,000
Mbrp Fee- TN Chamber of Commerce	3,000
Legal & Ethics Hot Line	64,000
Booth at MiPIM Conf	30,000
Awards and Memorials	12,360
DVPs & Immed. Past Pres Travel	12,500
National Directors Travel	51,000
Hospitality (Region 4 Reception etc)	15,000
NAR Region 4 Ldrp Retreat	5,000
<b>Subtotal</b>	<b>584,005</b>

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**Communications**

Dues & Subscriptions	850
Communications	59,460
Marketing & PR	75,400
Staff Travel & Professional Development	11,540

**Subtotal** 147,250

**Education and Professional Development**

Education Programs/Spring Conference	122,450
Tennessee REALTORS® AREA Program	25,950
Staff Travel & Professional Development	8,475

**Subtotal** 156,875

**Governmental Affairs**

Dues & Subscriptions	6,250
Governmental Affairs Programs & Expenses	6,000
REALTOR® Advocacy Training	25,000
Tennessee REALTORS® Day on the Hill	17,500
Lobbying Fees and Expenses	114,975
Annual Platinum RPAC Investment	10,000
Issues Mobilization Fund (NCD)	397,500
Travel Expenses (Govt'l Chair & FPCs DC Mtg.)	1,500
Staff Travel & Professional Development	21,250

**Subtotal** 599,975

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**Technology**

General Office Expenses	12,000
Internet Site & Services	16,200
Technology Resources	51,500
Online Forms & Support	261,000
Document Archiving	11,000
Webinars, Webcast Streaming	500
Staff Travel & Professional Development	10,000

**Subtotal** 362,200

**Total Expenses** **3,338,535**

Fall Convention Reserve	50,000
<b>Subtotal</b>	<b>50,000</b>

**TOTAL** -