

2021 Budget Worksheet Summary

TENNESSEE REALTORS®

Proposed 2021 Operating Budget

2021 Dues based on 27,000 R & RA mbrs. @\$105.00

Actual Membership (R & RA) at July 31, 2020 - 30,080

	Proposed 2021 Budget	Final 2020 Budget	Variance Inc/(Dec)
INCOME			
State Dues (net of Credit card fees of \$61,650, \$52,060)	2,803,380	2,739,190	64,190
Interest Income- General Funds	13,500	52,560	(39,060)
Other(Affinity Programs, Labels, Pins, etc.)	35,200	13,300	21,900
AREA Leadership Tuition	12,586	13,485	(899)
Conference Fees & Sponsorships	136,250	172,500	(36,250)
TOTAL INCOME	3,000,916	2,991,035	9,881
EXPENSES			
General Business			
Building Utilities & Maintenance	52,420	81,862	(29,442)
Taxes and Insurance	68,900	56,500	12,400
Professional Fees	47,460	47,814	(354)
Human Resources	1,332,080	1,302,054	30,026
Subtotal	1,500,860	1,488,230	12,630
Administrative			
General Office Expenses	11,400	10,240	1,160
Dues & Subscriptions	2,275	2,175	100
Committees and Task Forces	4,660	4,660	-
Executive Committee Meetings	43,300	43,300	-
Officers' Travel (Pres, Pres-elect, Secy/Treas)	112,700	112,700	-
DVPs & Immed. Past Pres Travel	12,500	12,500	-
National Directors Travel	51,000	51,000	-
Hospitality (Region 4 Reception etc)	15,000	15,000	-
NAR Region 4 Ldrp Retreat	5,000	5,000	-
NAR Realtor Relief Foundation	15,000	5,000	10,000
Leadership Initiatives	98,220	61,000	37,220
Leadership Roadshow	30,000	30,000	-
TN Leadership Conference	26,000	26,000	-
Booth at MiPIM Conf	30,000	30,000	-
Mbrp Fee- TN Chamber of Commerce	3,000	3,000	-
Awards and Memorials	12,360	12,360	-
Legal & Ethics Hot Line	64,000	64,000	-
Staff Travel & Professional Development	77,100	83,070	(5,970)
Subtotal	613,515	571,005	42,510

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Communications			
Dues & Subscriptions	850	850	-
Communications	60,101	59,460	641
Marketing & PR	75,400	75,400	-
Staff Travel & Professional Development	11,540	11,540	-
Subtotal	147,891	147,250	641
Education and Professional Development			
Education Programs/Spring Conference	101,700	96,100	5,600
Spring Conference Business Sessions	29,200	26,350	2,850
Tennessee REALTORS® AREA Program	10,300	25,950	(15,650)
Staff Travel & Professional Development	8,475	8,475	-
Subtotal	149,675	156,875	(7,200)
Governmental Affairs			
Dues & Subscriptions	6,450	6,250	200
Governmental Affairs Programs & Expenses	6,000	6,000	-
REALTOR® Advocacy Training	25,000	25,000	-
Tennessee REALTORS® Day on the Hill	17,500	17,500	-
Lobbying Fees and Expenses	116,975	116,975	-
Annual Platinum RPAC Investment	10,000	10,000	-
Travel Expenses (Govt'l Chair & FPCs DC Mtg.)	1,500	1,500	-
Staff Travel & Professional Development	13,150	19,250	(6,100)
Subtotal	196,575	202,475	(5,900)
Member Engagement			
Residential Forms	2,400	2,500	(100)
Commercial Forms	500	500	-
AE Education Program	10,000	10,000	-
Staff Travel & Professional Development	8,100	-	8,100
Subtotal	21,000	13,000	8,000

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Technology			
Online Forms & Support	281,000	261,000	20,000
Equipment	12,000	12,000	-
Internet Site & Services	6,800	16,200	(9,400)
Document Archiving	11,000	11,000	-
Technology Resources	51,500	51,500	-
Webinars, Webcast Streaming	1,850	500	1,350
Staff Travel & Professional Development	7,250	10,000	(2,750)
Subtotal	371,400	362,200	9,200
Total Expenses	3,000,916	2,941,035	59,881
Difference Operating Income & Expenses	-	50,000	(50,000)
Other Expenses			
Fall Convention	-	50,000	
Difference income & Expenses	-	-	
RESTRICTED INCOME			
Issues Mobilization Assessment	408,000	397,500	10,500
Interest Income- Issues Mobilization	5,280	19,200	(13,920)
Total Restricted Income	413,280	416,700	(3,420)