

Tennessee REALTORS® Operating Budget December 31, 2020				
	YTD 2020 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
INCOME				
State Dues	3,202,932.45	2,791,250.00	411,682.45	114.75%
Credit Card fees	-64,867.77	(52,060.00)	-12,807.77	124.60%
Interest Income	27,737.24	33,360.00	-5,622.76	83.15%
Other (Affinity Programs, Labels, Pins, etc	11,580.98	13,300.00	-1,719.02	87.08%
AREA Leadership Tuition	0.00	13,485.00	-13,485.00	0.00%
Copyright Licenses	22,500.00	-	22,500.00	
TNEX Registration fees	44,475.00	62,500.00	-18,025.00	71.16%
Sponsorships	40,500.00	110,000.00	-69,500.00	36.82%
TOTAL OPERATING INCOME	3,284,857.90	2,971,835.00	313,022.90	110.53%
EXPENSES				
General Business				
Building	43,483.98	81,862.00	-38,378.02	53.12%
Taxes and Insurance	68,338.44	56,500.00	11,838.44	120.95%
Professional Fees	49,027.75	47,814.00	1,213.75	102.54%
Human Resources	1,184,250.56	1,302,054.00	-117,803.44	90.95%
Subtotal	1,345,100.73	1,488,230.00	-143,129.27	90.38%
Administrative				
General Office Expenses	14,209.52	10,240.00	3,969.52	138.76%
Dues & Subscriptions	2,000.00	2,175.00	-175.00	91.95%
Committees and Task Forces	1,145.93	7,660.00	-6,514.07	14.96%
Executive Committee Meetings	10,997.46	43,300.00	-32,302.54	25.40%
Officers' Travel (Pres, Pres-elect, 1st VP & T	18,639.03	112,700.00	-94,060.97	16.54%
TN Leadership Conference	5,098.74	26,000.00	-20,901.26	19.61%
Leadership Roadshows	8,834.06	30,000.00	-21,165.94	29.45%
Mbrp Fee - TN Chamber of Commerce	3,000.00	3,000.00	0.00	100.00%
Legal Hotline	63,725.04	64,000.00	-274.96	99.57%
Leadership Initiatives	6,000.00	31,000.00	-25,000.00	19.35%
Booth at MiPIM Conference	0.00	30,000.00	-30,000.00	0.00%
NAR Realtor Relief Fund	25,000.00	5,000.00	20,000.00	500.00%
Broker's Summit	58.47	-	58.47	0.00%
DVP's & IPP Travel	3,063.67	12,500.00	-9,436.33	24.51%
National Director Travel	0.00	51,000.00	-51,000.00	0.00%
NAR Regional Meeting	0.00	5,000.00	-5,000.00	0.00%
NAR Regional Hospitality	0.00	15,000.00	-15,000.00	0.00%
Awards & Memorials	22,005.62	12,360.00	9,645.62	178.04%
Staff Travel & Prof. Development	30,293.01	83,070.00	-52,776.99	36.47%
Subtotal	214,070.55	544,005.00	-329,934.45	39.35%

Tennessee REALTORS® Operating Budget December 31, 2020				
	YTD 2020 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
Education and Professional Develop				
Education Programs/Spring Conference	126,027.85	122,450.00	3,577.85	102.92%
Business/Other - Spring Conference	64,569.37	30,000.00	34,569.37	215.23%
AREA Leadership Program	17,036.89	25,950.00	-8,913.11	65.65%
Staff Travel & Professional Development	892.98	8,475.00	-7,582.02	10.54%
Subtotal	208,527.09	186,875.00	21,652.09	111.59%
Governmental Affairs				
Dues & Subscriptions	6,807.00	6,250.00	557.00	108.91%
Governmental Affairs Programs & Exp	301.85	6,000.00	-5,698.15	5.03%
REALTOR® Advocacy Training	150.00	25,000.00	-24,850.00	0.01
Tennessee REALTORS® Day on the Hill	18,242.95	17,500.00	742.95	104.25%
Lobbying Fees and Expenses	115,055.00	114,975.00	80.00	100.07%
Annual Platinum RPAC Investment	10,000.00	10,000.00	0.00	100.00%
Travel Exp (Gov't Chair & FPCs DC Mtg.)	0.00	1,500.00	-1,500.00	0.00
Staff Travel & Professional Develop	2,431.06	21,250.00	-18,818.94	11.44%
Subtotal	152,987.86	202,475.00	-49,487.14	75.56%
Member Engagement				
Online Forms & Support	4,929.60	-	4,929.60	0.00%
AE Education Program	1,106.15	10,000.00	-8,893.85	11.06%
Forms Committees	1,282.30	-	1,282.30	0.00%
Staff Travel & Professional Development	923.48	-	923.48	0.00%
Subtotal	8,241.53	10,000.00	-1,758.47	0.00%
Communications				
Dues & Subscriptions	981.27	850.00	131.27	115.44%
Communication Platforms	35,586.59	59,460.00	-23,873.41	59.85%
Realtor® Branding	5,201.56	75,400.00	-70,198.44	6.90%
Staff Travel & Professional Development	2,322.57	11,540.00	-9,217.43	20.13%
Subtotal	44,091.99	147,250.00	-103,158.01	29.94%
Technology				
Equipment Maintenance	473.50	12,000.00		
Online Forms & Support	270,881.14	261,000.00	9,881.14	103.79%
Document Archiving	10,772.05	11,000.00		
Internet Site & Services	23,090.22	16,200.00	6,890.22	142.53%
Domains	180.00	-	180.00	0.00%
Technology Resources	67,821.03	51,500.00	16,321.03	131.69%
Webinars, Webcast Streaming	3,545.70	500.00	3,045.70	709.14%
Staff Travel & Professional Development	5,271.53	10,000.00	-4,728.47	52.72%
Subtotal	382,035.17	362,200.00	19,835.17	105.48%
TOTAL OPERATING EXPENSES	2,355,054.92	2,941,035.00	-585,980.08	80.08%
NET OPERATING INCOME	929,802.98	30,800.00	899,002.98	3018.84%

Tennessee REALTORS® Operating Budget December 31, 2020				
	YTD 2020 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
RESTRICTED INCOME/EXPENSE				
Issues Mobilization Assessment	486,375.00	397,500.00		
Issues Mobilization Interest Income	6,884.43	19,200.00		
TOTAL RESTRICTED INCOME	493,259.43	416,700.00		
Issues Mobilization Expenditures	38,782.50	-		
NET RESTRICTED	454,476.93	416,700.00		
OTHER INCOME/EXPENSE				
Convention Income	7,005.00	-		
Convention Expense	-34,166.04	(50,000.00)		
Gain/Loss on Investments	305,576.00	-		
Capital Expenditures	-14,807.78			
Building Reserve. & other	-12,781.31			
Depreciation Expense	-95,235.55	-		
Subtotal	155,590.32	(50,000.00)		
NET INCOME	1,539,870.23	397,500.00	899,002.98	