

**TENNESSEE REALTORS®**
**Proposed 2022 Operating Budget**
**2020 Dues based on 26,500 R & RA mbrs. @\$105.00**
**2021 Dues based on 27,000 R & RA mbrs. @\$105.00**
**Actual Membership (R & RA) at July 31, 2021 - 34,074**
**Membership Base for Budget & Forecasts**

	27,000	29,500	29,500	29,500
	<b>Proposed</b>			
	<b>Final Budget</b>	<b>Budget</b>	<b>Forecast</b>	<b>Forecast</b>
	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
<b>INCOME</b>				
State Dues (net of Credit card fees)	2,803,380	3,026,808	3,026,671	3,026,808
Interest Income- General Funds	13,500	13,030	14,071	16,170
Affinity and Licenses Fee Income	35,200	50,600	52,350	54,000
AREA Leadership Tuition	12,586	13,485	13,485	13,485
Sponsorships	80,000	85,000	120,000	130,000
<b>TOTAL INCOME</b>	<b>2,944,666</b>	<b>3,188,923</b>	<b>3,226,577</b>	<b>3,240,463</b>
<b>EXPENSES</b>				
<b>General Business</b>				
Building Utilities & Maintenance	52,420	49,570	52,005	54,885
Taxes and Insurance	68,900	70,500	71,700	72,800
Professional Fees	45,960	47,143	52,700	52,745
Human Resources	1,332,080	1,440,864	1,457,601	1,475,012
<b>Subtotal</b>	<b>1,499,360</b>	<b>1,608,077</b>	<b>1,634,006</b>	<b>1,655,442</b>
<b>Administrative-Leadership</b>				
Officers' Travel (Pres, Pres-elect, Secy/Treas)	112,700	111,650	111,650	112,150
DVPs & Immed. Past Pres Travel	12,500	15,500	15,500	15,500
National Directors Travel	51,000	45,000	45,000	45,000
Executive Committee Meetings	43,300	40,700	41,700	41,700
Leadership Initiatives	64,220	17,000	17,000	17,000
Leadership Roadshow	30,000	25,000	25,500	26,000
<b>Subtotal</b>	<b>313,720</b>	<b>254,850</b>	<b>256,350</b>	<b>257,350</b>
<b>Administrative-Staff</b>				
General Office Expenses	11,400	14,740	14,740	14,740
Dues & Subscriptions	2,275	2,700	2,700	2,700
Committees and Task Forces	4,660	2,300	2,300	2,300
NAR Realtor Relief Foundation	15,000	15,000	15,000	15,000
Booth at MiPIM Conf	30,000	30,000	30,000	30,000
Mbrp Fee- TN Chamber of Commerce	3,000	3,000	3,000	3,000
Awards and Memorials	12,360	19,000	19,000	19,000
Staff Travel & Professional Development	77,100	81,800	82,600	83,100
<b>Subtotal</b>	<b>155,795</b>	<b>168,540</b>	<b>169,340</b>	<b>169,840</b>
<b>Communications</b>				
Dues & Subscriptions	850	850	850	850
Communications	35,101	35,101	35,101	35,101
Marketing & PR	75,400	61,400	61,400	61,400
Staff Travel & Professional Development	11,540	11,540	11,540	11,540
<b>Subtotal</b>	<b>122,891</b>	<b>108,891</b>	<b>108,891</b>	<b>108,891</b>

Membership Base for Budget & Forecasts

	27,000	29,500	29,500	29,500
	Proposed			
	Final Budget	Budget	Forecast	Forecast
	2021	2022	2023	2024
<b>Professional Development &amp; Conferences</b>				
TNEX Conference (net of Reg Fees)	110,150	64,700	62,200	63,200
Fall Convention(net of Reg fees)	-	186,300	196,050	181,500
Tennessee REALTORS® AREA Program	10,300	16,000	17,100	18,250
Leadership & Advocacy Conference	51,000	50,000	50,000	50,000
Broker Summit	-	14,000	14,000	14,000
NAR Region 4 Programs	20,000	20,000	20,000	20,000
Staff Travel & Professional Development	8,475	8,475	8,475	8,475
<b>Subtotal</b>	<b>199,925</b>	<b>359,475</b>	<b>367,825</b>	<b>355,425</b>
<b>Governmental Affairs</b>				
Dues & Subscriptions	6,450	6,450	6,450	6,450
Governmental Affairs Programs & Expenses	6,000	6,000	6,000	6,000
Tennessee REALTORS® Day on the Hill	17,500	17,500	17,500	17,500
Lobbying Fees and Expenses	116,975	116,975	116,975	116,975
Annual Platinum RPAC Investment	10,000	10,000	10,000	10,000
Travel Expenses (Govt'l Chair & FPCs DC Mtg.)	1,500	1,500	1,500	1,500
Staff Travel & Professional Development	13,150	12,250	12,250	12,250
<b>Subtotal</b>	<b>171,575</b>	<b>170,675</b>	<b>170,675</b>	<b>170,675</b>
<b>Member Engagement &amp; Services</b>				
Forms Committees	2,900	2,400	2,400	2,400
AE Education Program	10,000	10,000	10,000	10,000
Transaction Desk	281,000	281,000	281,000	281,000
Document Archiving	11,000	4,000	4,000	4,000
Code of Ethics & Enforcement	64,000	66,000	66,000	66,000
Staff Travel & Professional Development	8,100	8,850	8,850	8,850
<b>Subtotal</b>	<b>377,000</b>	<b>372,250</b>	<b>372,250</b>	<b>372,250</b>
<b>Technology</b>				
Technology Operations	72,150	126,915	127,990	129,340
Technology Production	25,000	12,000	12,000	14,000
Staff Travel & Professional Development	7,250	7,250	7,250	7,250
<b>Subtotal</b>	<b>104,400</b>	<b>146,165</b>	<b>147,240</b>	<b>150,590</b>
<b>TOTAL EXPENSES</b>	<b>2,944,666</b>	<b>3,188,923</b>	<b>3,226,577</b>	<b>3,240,463</b>
<b>Difference income &amp; Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Restricted Income</b>				
Issues Mobilization Assessment	408,000	442,500	442,500	442,500
Interest Income- Issues Mobilization	5,280	3,600	4,200	4,800
<b>TOTAL RESTRICTED INCOME</b>	<b>413,280</b>	<b>446,100</b>	<b>446,700</b>	<b>447,300</b>