

Tennessee REALTORS® Operating Budget June 30, 2021				
	YTD 2021 ACTUAL	YEARLY BUDGET	BUDGET VARIANCE	PERCENT TO BUDGET
<b>INCOME</b>				
State Dues	3,438,018.43	2,865,030.00	572,988.43	120.00%
Credit Card fees	(72,893.84)	(61,650.00)	-11,243.84	118.24%
Interest Income	8,205.25	13,500.00	-5,294.75	60.78%
Other (Affinity Programs, Labels, Pins, etc.)	6,328.51	12,700.00	-6,371.49	49.83%
AREA Leadership Tuition	7,990.00	12,586.00	-4,596.00	63.48%
Copyright Licenses	16,364.00	22,500.00	-6,136.00	72.73%
TNEX Registration fees	18,720.00	56,250.00	-37,530.00	33.28%
Sponsorships	45,000.00	80,000.00	-35,000.00	56.25%
<b>TOTAL OPERATING INCOME</b>	<b>3,467,732.35</b>	<b>3,000,916.00</b>	<b>466,816.35</b>	<b>115.56%</b>
<b>EXPENSES</b>				
<b>General Business</b>				
Building	22,559.04	52,420.00	-29,860.96	43.04%
Taxes and Insurance	10,905.00	68,900.00	-57,995.00	15.83%
Professional Fees	29,453.18	47,460.00	-18,006.82	62.06%
Human Resources	544,223.56	1,332,080.00	-787,856.44	40.86%
<b>Subtotal</b>	<b>607,140.78</b>	<b>1,500,860.00</b>	<b>-893,719.22</b>	<b>40.45%</b>
<b>Administrative</b>				
General Office Expenses	6,852.75	11,400.00	-4,547.25	60.11%
Dues & Subscriptions	2,067.88	2,275.00	-207.12	90.90%
Committees and Task Forces	0.00	4,660.00	-4,660.00	0.00%
Executive Committee Meetings	0.00	43,300.00	-43,300.00	0.00%
Officers' Travel (Pres, Pres-elect, 1st VP & Treas)	3,591.14	112,700.00	-109,108.86	3.19%
TN Leadership Conference	0.00	26,000.00	-26,000.00	0.00%
Leadership Roadshows	0.00	30,000.00	-30,000.00	0.00%
Mbrp Fee - TN Chamber of Commerce	3,000.00	3,000.00	0.00	100.00%
Legal Hotline	31,862.52	64,000.00	-32,137.48	49.79%
Leadership Initiatives	0.00	98,220.00	-98,220.00	0.00%
Booth at MiPIM Conference	0.00	30,000.00	-30,000.00	0.00%
NAR Realtor Relief Fund	5,000.00	15,000.00	-10,000.00	33.33%
Broker's Summit	3,425.80	-	3,425.80	0.00%
DVP's & IPP Travel	0.00	12,500.00	-12,500.00	0.00%
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	289.35	12,360.00	-12,070.65	2.34%
Staff Travel & Prof. Development	21,610.73	77,100.00	-55,489.27	28.03%
<b>Subtotal</b>	<b>77,700.17</b>	<b>613,515.00</b>	<b>-535,814.83</b>	<b>12.66%</b>
<b>Education and Professional Develop</b>				
Education Programs/Spring Conference	21,112.50	101,700.00	-80,587.50	20.76%
Business/Other - Spring Conference	650.54	29,200.00	-28,549.46	2.23%
AREA Leadership Program	1,104.00	10,300.00	-9,196.00	10.72%
Staff Travel & Professional Development	349.00	8,475.00	-8,126.00	4.12%
<b>Subtotal</b>	<b>23,216.04</b>	<b>149,675.00</b>	<b>-126,458.96</b>	<b>15.51%</b>

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<b>Governmental Affairs</b>				
Dues & Subscriptions	6,200.00	6,450.00	-250.00	96.12%
Governmental Affairs Programs & Exp	0.00	6,000.00	-6,000.00	0.00%
REALTOR® Advocacy Training	0.00	25,000.00	-25,000.00	0.00%
Tennessee REALTORS® Day on the Hill	0.00	17,500.00	-17,500.00	0.00%
Lobbying Fees and Expenses	58,917.25	116,975.00	-58,057.75	50.37%
Annual Platinum RPAC Investment	0.00	10,000.00	-10,000.00	0.00%
Travel Exp (Gov't Chair & FPCs DC Mtg.)	0.00	1,500.00	-1,500.00	0.00%
Staff Travel & Professional Develop	2,251.14	13,150.00	-10,898.86	17.12%
<b>Subtotal</b>	<b>67,368.39</b>	<b>196,575.00</b>	<b>-129,206.61</b>	<b>34.27%</b>
<b>Member Engagement</b>				
Online Forms & Support	0.00	-	0.00	0.00%
AE Education Program	-100.00	10,000.00	-10,100.00	-1.00%
Forms Committees	0.00	2,900.00	-2,900.00	0.00%
Staff Travel & Professional Development	354.00	8,100.00	-7,746.00	4.37%
<b>Subtotal</b>	<b>254.00</b>	<b>21,000.00</b>	<b>-20,746.00</b>	<b>0.00%</b>
<b>Communications</b>				
Dues & Subscriptions	553.88	850.00	-296.12	65.16%
Communication Platforms	24,600.36	60,101.00	-35,500.64	40.93%
Realtor® Branding	0.00	75,400.00	-75,400.00	0.00%
Staff Travel & Professional Development	1,924.92	11,540.00	-9,615.08	16.68%
<b>Subtotal</b>	<b>27,079.16</b>	<b>147,891.00</b>	<b>-120,811.84</b>	<b>18.31%</b>
<b>Technology</b>				
Equipment Maintenance	1,409.70	-	1,409.70	0.00
Online Forms & Support	140,393.34	281,000.00	-140,606.66	49.96%
Document Archiving	0.00	11,000.00	-11,000.00	0.00%
Internet Site & Services	13,810.93	18,800.00	-4,989.07	73.46%
Domains	64.17	-	64.17	0.00%
Technology Resources	29,428.18	51,500.00	-22,071.82	57.14%
Contracted IT Charges	5,749.39	-	5,749.39	0.00%
Webinars, Webcast Streaming	4,617.35	1,850.00	2,767.35	249.59%
Staff Travel & Professional Development	0.00	7,250.00	-7,250.00	0.00%
<b>Subtotal</b>	<b>195,473.06</b>	<b>371,400.00</b>	<b>-175,926.94</b>	<b>52.63%</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>998,231.60</b>	<b>3,000,916.00</b>	<b>-2,002,684.40</b>	<b>33.26%</b>
<b>NET OPERATING INCOME</b>	<b>2,469,500.75</b>	<b>0.00</b>		

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<b>RESTRICTED INCOME/EXPENSE</b>				
Issues Mobilization Assessment	501,270.00	408,000.00		
Issues Mobilization Interest Income	1,579.20	5,280.00		
<b>TOTAL RESTRICTED INCOME</b>	<b>502,849.20</b>	<b>413,280.00</b>		
Issues Mobilization Expenditures	77,025.00	-		
<b>NET RESTRICTED</b>	<b>425,824.20</b>	<b>413,280.00</b>		
<b>OTHER INCOME/EXPENSE</b>				
Convention Income	27,570.00	-		
Convention Expense	-10,135.00	-		
Gain/Loss on Investments	341,419.00	-		
General Reserve. & other	-10,667.14	-		
Depreciation Expense	0.00	-		
<b>Subtotal</b>	<b>348,186.86</b>	<b>-</b>		
<b>NET INCOME</b>	<b>3,243,511.81</b>	<b>413,280.00</b>		