

TENNESSEE REALTORS®**Proposed 2023 Operating Budget****Actual Membership at July 31, 2022 - 35,964**

Membership Base for Budgets

3 YR Budget Summary

	32,000	32,900	33,600
	Proposed	Projected	Projected
	Budget	Budget	Budget
	2023	2024	2025
INCOME			
State Dues (net of Credit card fees)	3,279,170	3,373,670	3,447,170
Interest Income- General Funds	17,150	16,460	16,475
Affinity and Licenses Fee Income	60,650	65,300	69,800
AREA Leadership Tuition	17,980	17,980	17,980
PS Fees/Fines	5,000	5,000	5,000
Sponsorships	120,000	150,000	175,000
TOTAL INCOME	3,499,950	3,628,410	3,731,425
EXPENSES			
General Business			
Building Utilities & Maintenance	52,685	54,500	54,285
Taxes and Insurance	67,900	68,800	70,300
Professional Fees	47,600	48,100	48,600
Human Resources	1,667,720	1,783,765	1,841,491
Subtotal	1,835,905	1,955,165	2,014,676
Administrative-Leadership			
Officers' Travel	99,150	99,650	99,650
DVPs & Immed. Past Pres Travel	12,500	17,500	17,500
National Directors Travel	45,000	45,000	45,000
Executive Committee Meetings	41,700	41,700	41,700
Leadership Initiatives	79,000	72,000	72,000
Leadership Roadshow	25,500	26,000	26,000
Subtotal	302,850	301,850	301,850
Administrative-Staff			
General Office Expenses	14,740	15,740	15,840
Dues & Subscriptions	2,700	2,700	2,700
Committees and Task Forces	2,300	2,300	27,300
NAR Realtor Relief Foundation	20,000	20,000	20,000
Booth at MiPIM Conf	52,500	42,500	43,500
Mbrp Fee- TN Chamber of Commerce	3,000	3,000	3,000
Awards and Memorials	19,000	19,000	22,000
Staff Travel & Professional Devel.	82,600	83,100	83,100
Subtotal	196,840	188,340	217,440

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	Proposed Budget 2023	Projected Budget 2024	Projected Budget 2025
Communications			
Dues & Subscriptions	850	850	554
Communications	18,200	18,200	24,600
Marketing & PR	61,400	61,400	61,400
Staff Travel & Professional Devel.	11,540	11,540	11,540
Subtotal	91,990	91,990	98,094
Professional Development & Conferences			
TNEX Conference (net of Reg Fees)	54,050	59,550	60,550
Fall Convention(net of Reg fees)	122,500	131,000	133,000
Tennessee REALTORS® AREA	17,950	18,950	19,950
Leadership & Advocacy Conference	50,000	50,000	50,000
Broker Summit	14,000	14,000	14,000
NAR Region 4 Programs	23,000	23,000	23,000
Staff Travel & Professional Devel.	8,875	8,875	8,875
Subtotal	290,375	305,375	309,375
Governmental Affairs			
Dues & Subscriptions	10,000	10,000	11,000
Governmental Affairs Programs & Exp	4,750	4,750	4,750
Tennessee REALTORS® Day on the Hill	19,500	20,000	20,500
Lobbying Fees and Expenses	117,325	117,325	117,325
Annual Platinum RPAC Investment	10,000	10,000	10,000
Travel Expenses (Chair/FPCs DC Mtg.)	1,500	1,500	1,500
Staff Travel & Professional Devel.	14,800	14,800	14,800
Subtotal	177,875	178,375	179,875
Member Engagement & Services			
Forms Committees	2,400	2,400	2,400
AE Education Program	10,000	10,000	10,000
Transaction Desk	335,000	336,000	337,000
Document Archiving	4,000	4,000	4,000
Legal & Ethics Hot Line	64,000	64,000	64,000
Staff Travel & Professional Devel.	9,900	9,900	9,900
Subtotal	425,300	426,300	427,300
Professional Standards			
Code of Ethics & Enforcement	19,625	19,225	19,225
Staff Travel & Professional Devel.	11,700	10,700	10,700
Subtotal	31,325	29,925	29,925

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Technology			
Technology Operations	129,240	130,840	132,640
Technology Production	12,000	14,000	14,000
Staff Travel & Professional Devel.	6,250	6,250	6,250
Subtotal	147,490	151,090	152,890
TOTAL EXPENSES	3,499,950	3,628,410	3,731,425
Difference income & Expenses	0	0	0
Restricted Income			
Issues Mobilization Assessment	480,000	493,500	504,000
Interest Income- Issues Mobilization	10,625	12,500	13,500
TOTAL RESTRICTED INCOME	490,625	506,000	517,500