

TENNESSEE REALTORS®

Proposed 2025 Operating Budget

Actual Membership at June 30, 2024 - 36,315

Membership Base for Budgets

3 YR Budget Summary - Proposed

	32,900	34,600	35,700	36,000	
	Final	Proposed	Forecast	Forecast	
	Budget	Budget	Budget	Budget	Variance
	2024	2025	2026	2027	24 vs 25
INCOME					
State Dues (net of Credit card fees)	3,370,519	3,545,320	3,660,820	3,692,320	174,801
Interest Income- General Funds	206,675	226,425	226,425	231,425	19,750
Affinity and Licenses Fee Income	55,300	60,300	60,300	68,800	5,000
AREA Leadership Tuition	17,980	17,980	17,980	17,980	-
PS Fees/Fines	5,000	5,000	5,000	5,000	-
Sponsorships	85,000	95,000	120,000	120,000	10,000
TOTAL INCOME	3,740,474	3,950,025	4,090,525	4,135,525	209,551
EXPENSES					
General Business					
Building Utilities & Maintenance	55,975	60,650	62,570	64,115	(4,675)
Taxes and Insurance	71,800	90,700	92,300	92,350	(18,900)
Professional Fees	49,900	53,450	53,950	54,850	(3,550)
Human Resources	1,831,604	1,893,300	2,102,905	2,157,710	(61,696)
Subtotal	2,009,279	2,098,100	2,311,725	2,369,025	(88,821)
Administrative-Leadership					
Officers' Travel	99,650	101,600	103,850	100,550	(1,950)
DVPs & Immed. Past Pres Travel	22,000	18,000	14,800	13,800	4,000
National Directors Travel	40,000	45,000	35,000	35,000	(5,000)
Executive Committee Meetings	50,400	57,900	57,850	57,850	(7,500)
Leadership Initiatives	72,000	57,000	47,000	47,000	15,000
Leadership Roadshow	26,000	30,000	30,000	30,000	(4,000)
Subtotal	310,050	309,500	288,500	284,200	550
Administrative-Staff					
General Office Expenses	20,840	20,800	20,900	20,950	40
Dues & Subscriptions	2,700	2,495	2,495	2,495	205
Committees and Task Forces	2,300	32,600	2,600	2,600	(30,300)
NAR Realtor Relief Foundation	20,000	20,000	20,000	20,000	-
Booth at MiPIM Conf	42,500	47,000	47,000	45,000	(4,500)
Mbrp Fee- TN Chamber of Commerce	3,000	3,500	3,500	3,500	(500)
Awards and Memorials	24,000	26,700	27,800	27,300	(2,700)
Staff Travel & Professional Devel.	83,300	84,200	84,200	84,200	(900)
Subtotal	198,640	237,295	208,495	206,045	(38,655)

3 YR Budget Summary - Proposed

	Final Budget 2024	Proposed Budget 2025	Forecast Budget 2026	Forecast Budget 2027	Variance 24 vs 25
Communications					
Dues & Subscriptions	850	3,150	3,000	3,200	(2,300)
Communications	18,200	15,300	15,500	15,700	2,900
Marketing & PR	61,000	90,000	70,000	70,000	(29,000)
Staff Travel & Professional Devel.	11,540	10,790	11,240	11,690	750
Subtotal	91,590	119,240	99,740	100,590	(27,650)
Professional Development & Conferences					
TNEX Conference (net of Reg Fees)	64,550	79,250	72,350	73,450	(14,700)
Fall Convention(net of Reg fees)	136,000	158,100	159,200	146,400	(22,100)
Tennessee REALTORS® AREA	22,450	29,050	29,050	29,050	(6,600)
Leadership & Advocacy Conference	63,000	62,000	67,500	67,500	1,000
TN Sights	19,000	32,500	30,700	29,500	(13,500)
AE Education Program	10,000	10,000	10,000	10,000	
NAR Region 4 Programs	23,000	23,500	23,500	23,000	(500)
Staff Travel & Professional Devel.	18,775	11,675	11,975	12,275	7,100
Subtotal	356,775	406,075	404,275	391,175	(49,300)
Governmental Affairs					
Dues & Subscriptions	7,500	9,500	10,000	11,000	(2,000)
Governmental Affairs Programs & Exp	4,750	10,050	4,550	10,050	(5,300)
Tennessee REALTORS® Day on the Hill	22,000	23,500	25,000	25,200	(1,500)
Lobbying Fees and Expenses	117,325	117,325	117,325	117,325	-
Annual Platinum RPAC Investment	10,000	10,000	10,000	10,000	-
Travel Expenses (Chair/FPCs DC Mtg.)	1,500	1,500	1,500	1,500	-
Staff Travel & Professional Devel.	13,550	13,800	14,300	14,300	(250)
Subtotal	176,625	185,675	182,675	189,375	(9,050)
Professional Standards & Risk Management					
Code of Ethics & Enforcement	20,275	19,450	19,725	19,725	825
Legal Hotline	64,000	64,000	64,000	64,000	
Forms Committees	2,400	1,200	1,200	1,200	
Staff Travel & Professional Devel.	10,250	11,200	11,400	11,400	(950)
Subtotal	96,925	95,850	96,325	96,325	1,075

3 YR Budget Summary - Proposed

	Final Budget 2024	Proposed Budget 2025	Forecast Budget 2026	Forecast Budget 2027	Variance 24 vs 25
Technology					
Technology Operations	481,340	486,340	486,840	486,840	(5,000)
Technology Production	8,000	8,000	8,000	8,000	-
Document Archiving	4,000	-	-	-	
Staff Travel & Professional Devel.	7,250	3,950	3,950	3,950	3,300
Subtotal	500,590	498,290	498,790	498,790	2,300
TOTAL EXPENSES	3,740,474	3,950,025	4,090,525	4,135,525	(209,551)
Difference Income & Expenses	-	-	-	-	-
Restricted Income					
Issues Mobilization Assessment	493,500	519,000	535,500	540,000	51,000
Interest Income- Issues Mobilization	64,000	58,000	58,000	48,000	60,400
TOTAL RESTRICTED INCOME	557,500	577,000	593,500	588,000	111,400