

Proposed 2026 Operating Budget**Actual Membership at June 30, 2025 - 36,386**

Membership Base for Budgets

Budget Summary - Proposed

	34,600	36,200	
	Final	Proposed	
	Budget	Budget	Variance
	2025	2026	25 vs 26
INCOME			
State Dues (net of Credit card fees)	3,545,320	3,713,320	168,000
Interest Income- General Funds	226,425	224,775	(1,650)
Affinity and Licenses Fee Income	60,300	60,300	-
AREA Leadership Tuition	17,980	17,980	-
PS Fees/Fines	5,000	5,000	-
Sponsorships	95,000	120,000	25,000
TOTAL INCOME	3,950,025	4,141,375	191,350
EXPENSES			
General Business			
Building Utilities & Maintenance	60,650	61,520	870
Taxes and Insurance	90,700	117,600	26,900
Professional Fees	53,450	55,000	1,550
Human Resources	1,893,300	1,961,780	68,480
Subtotal	2,098,100	2,195,900	97,800
Administrative-Leadership			
Officers' Travel	101,600	105,250	3,650
DVPs & Immed. Past Pres Travel	18,000	16,200	(1,800)
National Directors Travel	45,000	48,000	3,000
Executive Committee Meetings	57,900	73,350	15,450
Leadership Initiatives	45,000	45,000	-
Leadership Roadshow	30,000	30,000	-
Subtotal	297,500	317,800	20,300
Administrative-Staff			
General Office Expenses	20,800	20,750	(50)
Dues & Subscriptions	2,495	2,495	-
Committees and Task Forces	32,600	3,600	(29,000)
NAR Realtor Relief Foundation	20,000	20,000	-
Booth at MiPIM Conf	53,000	54,000	1,000
Mbrp Fee- TN Chamber of Commerce	3,500	3,500	-
Awards and Memorials	26,700	26,400	(300)
Staff Travel & Professional Devel.	84,200	84,650	450
Subtotal	243,295	215,395	(27,900)

Budget Summary - Proposed

	Final Budget 2025	Proposed Budget 2026	Variance 25 vs 26
Communications			
Dues & Subscriptions	3,150	3,100	(50)
Communications	15,300	14,300	(1,000)
Marketing & PR	90,000	85,000	(5,000)
Staff Travel & Professional Devel.	10,790	10,840	50
Subtotal	119,240	113,240	(6,000)
Professional Development & Conferences			
TNEX Conference (net of Reg Fees)	79,250	68,750	(10,500)
Fall Convention(net of Reg fees)	158,100	211,700	53,600
Tennessee REALTORS® AREA	29,050	34,300	5,250
Leadership & Advocacy Conference	62,000	81,750	19,750
TN Sights	38,500	33,400	(5,100)
AE Education Program	10,000	10,000	-
NAR Region 4 Programs	23,500	52,000	28,500
Staff Travel & Professional Devel.	11,675	13,000	1,325
Subtotal	412,075	504,900	92,825
Governmental Affairs			
Dues & Subscriptions	9,500	17,500	8,000
Governmental Affairs Programs & Exp	10,050	1,750	(8,300)
Tennessee REALTORS® Day on the Hill	23,500	26,000	2,500
Lobbying Fees and Expenses	117,325	117,325	-
Annual Platinum RPAC Investment	10,000	10,000	-
Travel Expenses (Chair/FPCs DC Mtg.)	1,500	1,500	-
Staff Travel & Professional Devel.	13,800	18,200	4,400
Subtotal	185,675	192,275	6,600
Professional Standards & Risk Management			
Code of Ethics & Enforcement	19,450	27,475	8,025
Legal Hotline	64,000	64,000	-
Forms Committees	1,200	1,200	-
Staff Travel & Professional Devel.	11,200	9,050	(2,150)
Subtotal	95,850	101,725	5,875

Budget Summary - Proposed

	Final Budget 2025	Proposed Budget 2026	Variance 25 vs 26
Technology			
Technology Operations	486,340	494,640	8,300
Technology Production	8,000	2,000	(6,000)
Staff Travel & Professional Devel.	3,950	3,500	(450)
Subtotal	498,290	500,140	1,850
TOTAL EXPENSES	3,950,025	4,141,375	191,350
Difference Income & Expenses	-	-	-
Restricted Income			
Issues Mobilization Assessment	519,000	543,000	24,000
Interest Income- Issues Mobilization	58,000	54,000	(4,000)
TOTAL RESTRICTED INCOME	577,000	597,000	20,000