Proposed 2027 Operating Budget

Actual Membership at June 30, 2026 - 36,672

Membership Base for Budgets	36,200	36,300	36,500	36,600	
3 YR Budget Summary - Proposed	**Final Budget 2026**	**Proposed Budget 2027**	**Forecast Budget 2028**	**Forecast Budget 2029**	**Variance 26 vs 27**
INCOME					
State Dues (net of Credit card fees)	3,713,320	3,721,080	3,741,806	3,752,306	7,760
Interest Income- General Funds	224,775	216,775	216,775	216,775	(8,000)
Affinity and Licenses Fee Income	60,300	55,000	65,000	70,000	(5,300)
AREA Leadership Tuition	17,980	19,980	19,980	19,980	2,000
PS Fees/Fines	5,000	10,000	10,000	10,000	5,000
Sponsorships	120,000	120,000	120,000	120,000	-
TOTAL INCOME	4,141,375	4,142,835	4,173,561	4,189,061	1,460
EXPENSES					
General Business					
Building Utilities & Maintenance	61,520	73,060	78,360	78,360	(11,540)
Taxes and Insurance	117,600	58,350	58,550	58,650	59,250
Professional Fees	55,000	60,000	61,000	61,000	(5,000)
Human Resources	1,961,780	2,012,355	2,062,756	2,126,481	(50,575)
Subtotal	2,195,900	2,203,765	2,260,666	2,324,491	(7,865)
Administrative-Leadership					
Officers' Travel	105,250	115,400	107,250	108,550	(10,150)
DVPs & Immed. Past Pres Travel	16,200	14,700	14,700	14,700	1,500
National Directors Travel	48,000	49,000	48,000	48,000	(1,000)
Executive Committee Meetings	73,350	79,500	79,500	79,500	(6,150)
Leadership Initiatives	35,000	59,500	52,000	52,000	(24,500)
Leadership Roadshow	30,000	30,000	30,000	30,000	-
Subtotal	307,800	348,100	331,450	332,750	(40,300)
Administrative-Staff					
General Office Expenses	20,750	21,300	21,400	21,500	(550)
Dues & Subscriptions	2,495	2,495	2,495	2,495	-
Committees and Task Forces	13,600	2,900	25,900	2,900	10,700
NAR Realtor Relief Foundation	20,000	20,000	20,000	20,000	-
Booth at MiPIM Conf	54,000	54,000	54,000	54,000	-
Mbrp Fee- TN Chamber of Commerce	3,500	3,500	3,500	3,500	-
Awards and Memorials	26,400	27,400	27,900	28,150	(1,000)
Staff Travel & Professional Devel.	84,650	87,200	82,125	84,000	(2,550)
Subtotal	225,395	218,795	237,320	216,545	6,600

3 YR Budget Summary - Proposed

	Final Budget 2026	Proposed Budget 2027	Forecast Budget 2028	Forecast Budget 2029	Variance 26 vs 27
Communications					
Dues & Subscriptions	3,100	3,200	3,200	3,200	(100)
Communications	14,300	13,450	13,850	13,850	850
Marketing & PR	85,000	85,000	85,000	85,000	-
Staff Travel & Professional Devel.	10,840	10,610	10,410	10,410	230
Subtotal	113,240	112,260	112,460	112,460	980
Professional Development & Conferences					
TNEX Conference (net of Reg Fees)	68,750	86,000	79,500	62,500	(17,250)
Fall Convention(net of Reg fees)	211,700	194,750	183,700	171,750	16,950
Tennessee REALTORS® AREA	34,300	26,050	26,550	27,050	8,250
Leadership & Advocacy Conference	81,750	74,250	66,250	65,250	7,500
TN Sights	33,400	30,650	30,400	29,650	2,750
AE Education Program	10,000	10,000	10,000	10,000	-
NAR Region 4 Programs	52,000	27,500	27,500	27,500	24,500
Staff Travel & Professional Devel.	13,000	11,975	12,025	12,075	1,025
Subtotal	504,900	461,175	435,925	405,775	43,725
Governmental Affairs					
Dues & Subscriptions	17,500	17,500	17,500	17,500	-
Governmental Affairs Programs & Exp	1,750	3,250	1,750	3,250	(1,500)
Tennessee REALTORS® Day on the Hill	26,000	26,200	26,250	26,250	(200)
Lobbying Fees and Expenses	117,325	117,125	117,125	117,125	200
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.	18,200	18,800	18,500	18,500	(600)
Subtotal	192,275	194,375	192,625	194,125	(2,100)
Professional Standards & Risk Management					
Code of Ethics & Enforcement	27,475	28,875	29,975	29,975	(1,400)
Legal Hotline	64,000	64,000	64,000	64,000	-
Forms Committees	1,200	700	700	600	500
Staff Travel & Professional Devel.	9,050	6,400	3,900	3,800	2,650
Subtotal	101,725	99,975	98,575	98,375	1,750

3 YR Budget Summary - Proposed	**Final Budget 2026**	**Proposed Budget 2027**	**Forecast Budget 2028**	**Forecast Budget 2029**	**Variance 26 vs 27**
Technology					
Technology Operations	494,640	496,390	499,040	499,040	(1,750)
Technology Production	2,000	1,500	1,500	1,500	500
Staff Travel & Professional Devel.	3,500	6,500	4,000	4,000	(3,000)
Subtotal	500,140	504,390	504,540	504,540	(4,250)
TOTAL EXPENSES	4,141,375	4,142,835	4,173,561	4,189,061	(1,460)
Difference Income & Expenses	-	-	-	-	-
Restricted Income					
Issues Mobilization Assessment	543,000	544,500	547,500	549,000	1,500
Interest Income- Issues Mobilization	54,000	41,000	41,000	41,000	(13,000)
TOTAL RESTRICTED INCOME	597,000	585,500	588,500	590,000	(11,500)

Capital Expenditure Budget - Equipment

Computer & Equipment Budget	Proposed **2027**	Forecast **2028**	Forecast **2029**
Computers	12,000	6,000	6,000
Video Equipment	1,000	1,000	1,000
Network Equipment	1,000	1,000	1,000
Total	14,000	8,000	8,000