

INCOME - 2021 Budget					Annual			Budget 2022 DRAFT				9/27/21								
					Actual as of		Future	Forecast												
					9/30/2021	Oct -Dec 2021		Total												
TOTAL INCOME					794,979.00	790,744.40	87,088.00	877,832.40	TOTAL INCOME					939,903.00						
TOTAL EXPENSES					719,327.85	548,314.74	185,417.14	733,731.88	TOTAL EXPENSES					832,205.97						
Net Operating Income					75,651.15	242,429.66	-98,329.14	144,100.52	Net Operating Income					107,697.03						
Capital Expense					20,664.00				Capital Expense					21,900.00						
INCOME -													INCOME-							
ASSOCIATION SPONSORED FUNCTIONS					Cost	Attendees	X's	ASSOCIATION SPONSORED FUNCTIONS					Cost	Attendees	X's					
Luncheons (Denton ticket Sales)					4,800.00	15	80	4	\$2,985.00	1,050.00	4,035.00	Luncheons (Denton ticket Sales)					4,800.00	15	80	4
Luncheons (Wise ticket Sales)					2,700.00	15	45	4	\$1,530.00	600.00	2,130.00	Luncheons (Wise ticket Sales)					2,700.00	15	45	4
Annual Installation Banquet					7,500.00	50	90	1	\$14,585.00	1,000.00	15,585.00	Annual Installation Banquet					5,000.00	50	100	1
Total ASSOCIATION SPONSORED FUNCTIONS					15,000.00		1.89%		\$19,100.00	2,650.00	21,750.00	Total ASSOCIATION SPONSORED FUNCTIONS					12,500.00		1.30%	
COMMITTEE FUNCTIONS													COMMITTEE FUNCTIONS							
REALTOR® Day at City Hall (Ticket Sales)					-				\$0.00	0.00	0.00	GA-REALTOR® Day at the City					800.00		50	
REALTOR Day at State Capitol					\$0.00	0	60		\$0.00	0.00	0.00	GA-REALTOR® Day at the Capitol								
TREPAC Event Promotion (event reimbursements)					23,000.00				\$16,771.00	0.00	16,771.00	TREPAC Event Promotion (event reimbursements)					25,000.00			
Member Relations					1,000.00				\$51,146.39	1,000.00	52,146.39	Member Relations					52,500.00			
Education Income					15,000.00				\$16,257.30	8,000.00	24,257.30	Education Income					20,000.00			
Total COMMITTEE INCOME					39,000.00		4.90%		\$84,174.69	9,000.00	93,174.69	Total COMMITTEE INCOME					98,300.00		10.50%	
DUES					cost	attendees	X's	DUES					cost	attendees	X's					
Membership Dues					166,474.00	154	1050	1	\$186,472.35	963.00	187,435.35	Membership Dues					186,648.00	154	1248	1
Affiliate Dues Only					7,500.00	100	83	1	\$7,325.65	100.00	7,425.65	Affiliate Dues Only					7,800.00	100	78	1
Affiliate Business Council					27,309.00		29	1	\$23,271.00	0.00	23,271.00	Affiliate Business Council					27,309.00		25	1
MLS Fees					415,296.00	103	994	4	\$374,116.72	50,000.00	424,116.72	MLS Fees					483,276.00	103	1173	4
Application MLS Fees					1,250.00	50	12	1	\$400.00	50.00	450.00	Application MLS Fees					750.00	50	15	1
Application Fees					12,000.00	50	195	1	\$10,650.00	2,000.00	12,650.00	Application Fees					13,000.00	50	260	1
New Realtor Firms					5,200.00	400	13	1	\$4,150.00	800.00	4,950.00	New Realtor Firms					5,200.00	400	13	1
Realtor Reinstatement Fee					1,500.00	100	10	1	\$2,225.00	0.00	2,225.00	Realtor Reinstatement Fee					1,500.00	100	15	1
Orientation					4,800.00	25	12	12	\$4,510.55	1,125.00	5,635.55	Orientation					5,400.00	25	18	12
MLS Late Fee					7,600.00				\$8,515.00	2,250.00	10,765.00	MLS Late Fee					9,000.00	15	150	4
MLS Reinstatement Fee					4,000.00				\$4,495.00	1,400.00	5,895.00	MLS Reinstatement Fee					4,800.00	20	60	4
Total DUES					652,929.00		82.13%		\$626,131.27	58,688.00	684,819.27	Total DUES					744,683.00		79.20%	
OTHER INCOME													OTHER INCOME							
Supra Lease Fees income					59,250.00				\$43,189.59	14,000.00	57,189.59	Supra Lease Fees income					61,620.00			

Realtor Store Sales	25,000.00		\$15,628.24	2,000.00	17,628.24	Realtor Store Sales	20,000.00	
Misc. Income	-		\$559.98	0.00	559.98	Misc. Income	-	
Rental Income			\$210.00	0.00	210.00	Rental Income	-	
Interest Income - FSB	2,000.00		\$1,173.35	300.00	1,473.35	Interest Income - FSB	1,500.00	
Interest Income-DATCU	1,000.00		\$107.26	300.00	407.26	Interest Income-DATCU	500.00	
Interest Inc-Independent Bank	800.00		\$470.02	150.00	620.02	Interest Inc-Independent Financial	800.00	
Total OTHER INCOME	88,050.00	11.08%	\$61,338.44	16,750.00	78,088.44	Total OTHER INCOME	84,420.00	9.00%
TOTAL INCOME	794,979.00	100.00%	\$790,744.40	87,088.00	877,832.40	TOTAL INCOME	939,903.00	
EXPENSES								
ASSOCIATION BUILDING								
Repairs & Maint.	15,000.00		\$834.50	500.00	1,334.50	Repairs & Maint.	15,000.00	
Janitorial Services & Supplies	2,400.00		\$590.07	500.00	1,500.00	Janitorial Services & Supplies	2,000.00	
Office Building Insurance	5,205.00		\$3,649.50	866.50	4,850.00	Office Building Insurance	6,048.00	
Yard Maintenance	3,500.00		\$7,861.40	2,500.00	10,361.40	Yard Maintenance	8,000.00	
Alarm System	300.00		\$267.42	78.00	345.42	Alarm System	400.00	
Exterminating	1,000.00		\$389.68	200.00	589.68	Exterminating	1,000.00	
Total ASSOCIATION BUILDING	27,405.00		\$13,592.57	4,644.50	18,237.07	Total ASSOCIATION BUILDING	32,448.00	
	3.82%						3.90%	
ASSOCIATION FUNCTIONS								
Recruiting Expenses	200.00		\$0.00	100.00	100.00	Recruiting Expenses	200.00	
Planning Meetings	500.00		\$30.98	450.00	480.98	Planning Meetings	500.00	
Brokers Meetings	200.00		\$0.00	100.00	100.00	Brokers Meetings	200.00	
Board of Directors Expenses	100.00		\$149.13	0.00	149.13	Board of Directors Expenses	150.00	
Networking Luncheon Wise County	3,600.00		\$2,806.89	1,500.00	4,306.89	Networking Luncheon Wise County	3,800.00	
Networking Luncheon Denton	10,000.00		\$8,365.10	3,100.00	11,465.10	Networking Luncheon Denton	11,500.00	
GDWCAR Installation Banquet (offset by ABC/Tickets sal	13,000.00		\$11,386.03	1,000.00	12,386.03	GDWCAR Installation Banquet (offset by ABC/Tickets sales)	13,000.00	
Affiliate Appreciation Event	1,000.00			1,000.00	1,000.00	Affiliate Appreciation Event	1,000.00	
Party with a Purpose (PWAP)	2,500.00		\$58,244.21	0.00	58,244.21	Party with a Purpose (PWAP)	52,500.00	
Other Installation Banquets	600.00		\$220.42	100.00	320.42	Other Installation Banquets	600.00	
Orientation	1,200.00		\$669.45	50.00	719.45	Orientation	1,200.00	
Total ASSOCIATION FUNCTIONS	32,900.00		\$81,872.21	7,400.00	89,272.21	Total ASSOCIATION FUNCTIONS	84,650.00	
	4.48%						10.10%	
COMMITTEE EXPENSE								
Member Relations - Mixers	1,200.00		\$1,047.41	0.00	1,047.41	Member Relations - Mixers	1,200.00	
Education Expense	14,000.00		\$11,795.24	8,500.00	20,295.24	Education Expense	17,000.00	
Government Affairs	2,000.00		\$445.47	0.00	445.47	GA REALTOR® Day at the City	800.00	
Government Affairs	-		\$0.00	0.00	0.00	GA - REALTOR® Day at the Capitol	-	

TREPAC Auction (paid by Reminbursements)	13,000.00				\$11,795.24	110.00	11,905.24	TREPAC Auction (Some paid by Reminbursements)	13,000.00			
TREPAC Golf Tournament (paid from ABC)	6,500.00				\$5,753.79	0.00	5,753.79	TREPAC Golf Tournament (paid from ABC)	6,500.00			
TREPAC - Brew Events	1,600.00				\$1,092.06	0.00	1,092.06	TREPAC - Brew Events	1,600.00			
TREPAC Misc. Auctions	600.00				\$335.64	324.74	660.38	TREPAC Misc. Auctions	600.00			
Total COMMITTEE EXPENSE	38,900.00				\$32,264.85	8,934.74	41,199.59	Total COMMITTEE EXPENSE	40,700.00			
	5.43%								4.90%			
MLS EXPENSE		cost	attendees	X's				MLS EXPENSE		cost	attendees	X's
MLS Fees paid to NTREIS Monthly	229,824.00	19	994	12	\$176,624.00	63,022.00	239,646.00	MLS Fees paid to NTREIS Monthly	267,444.00	*19	1173	12
	229,824.00				\$176,624.00	63,022.00	239,646.00		267,444.00			
	32.06%								32.10%			
TRAVEL								TRAVEL				
TAR Mid Winter	3,000.00				\$0.00	0.00	0.00	Texas Realtors Winter Meeting	3,000.00			
NAR AEI/AE	1,600.00				\$0.00	0.00	0.00	NAR Association Executive Institute	1,600.00			
TAR Convention	3,600.00				\$0.00	0.00	0.00	Texas Realtors Conference	3,600.00			
TAR Regional Meeting	150.00				\$0.00	0.00	0.00	TxR Regional Meeting 360 Real Insights	150.00			
TAR AE Meeting	1,200.00				\$0.00	0.00	0.00	TxR AE Meeting	1,200.00			
Exec Committee Team Building	850.00				\$0.00	850.00	850.00	GDWCAR EC Team Building	850.00			
NAR Leadership Summit	1,900.00				\$616.72	0.00	616.72	NAR Leadership Summit	1,900.00			
NAR Realtor Party (Mid Year DC)	\$5,600.00				\$0.00	0.00	0.00	NAR Realtor Party (Mid Year DC)	\$5,600.00			
TAR BOLC-Trepac	2,500.00				\$0.00	0.00	0.00	TAR BOLC-Trepac	2,500.00			
TAR Spokesperson Training	500.00				\$0.00	0.00	0.00	TAR Spokesperson Training	500.00			
NAR Convention	4,500.00				\$1,200.00	3,300.00	4,500.00	NAR Convention	4,500.00			
Total TRAVEL	25,400.00				\$1,816.72	4,150.00	5,966.72	Total TRAVEL	25,400.00			
	3.54%								3.10%			
OFFICE OVERHEAD								OFFICE OVERHEAD				
Accounting Fees-Monthly	4,000.00				\$3,750.00	700.00	4,450.00	Accounting Fees-Monthly	4,000.00			
Accounting Fees-Audit 2018	3,500.00				\$3,070.00	0.00	3,070.00	Accounting Fees-(Audit 6300)	3,500.00	Review only		
Accounting Fees-Tax	900.00				\$750.00	300.00	1,050.00	Accounting Fees-Tax	1,000.00			
Sunshine Fund	500.00				\$0.00	0.00	0.00	Sunshine Fund/Refreshments	1,000.00			
Salaries	226,718.85				\$152,381.31	73,000.00	225,381.31	Salaries	235,719.97			
Health Insurance	15,000.00				\$9,553.74	2,400.00	11,953.74	Health Insurance	18,000.00			
Payroll Taxes	17,000.00				\$12,792.27	2,500.00	15,292.27	Payroll Taxes	17,000.00			
Automobile Expense	1,000.00				\$198.77	100.00	298.77	Automobile Expense	1,000.00			
Workmen's Compensation	400.00				\$236.82	62.00	298.82	Workmen's Compensation	400.00			
IRA Contribution-EO	2,750.00				\$1,936.20	550.00	2,486.20	IRA Contribution-EO	2,750.00			
Computer Repair/Purchase	4,000.00				\$0.00	0.00	0.00	Computer Repair/Purchase	4,000.00			
Office Supplies	2,500.00				\$2,554.28	150.00	2,704.28	Office Supplies	3,000.00			
Refreshments	500.00				\$0.00	100.00	100.00	Refreshments - SEE SUNSHINE FUND	-			
Publications & Printing	800.00				\$0.00	0.00	0.00	Publications & Printing	800.00			
Leased Equip & Rental/Maint.	5,500.00				\$2,885.40	600.00	3,485.40	Leased Equip & Rental/Maint.	3,500.00			
IT Computer Consulting	2,000.00				\$2,347.74	150.00	2,497.74	IT Computer Consulting	6,600.00			
Software Fees (AMS, GoDaddy,QB, Jot Forms, etc.)	11,500.00				\$9,137.08	2,700.00	11,837.08	Software Fees (AMS, GoDaddy,QB, Jot Forms, etc.)	13,000.00			

Postage	600.00	\$540.36	200.00	740.36	Postage	600.00
Staff Development	1,000.00	\$1,888.12	150.00	2,038.12	Staff Development	1,000.00
Advertising	250.00	\$579.58	0.00	579.58	Advertising	600.00
Communication (Telephone/Internet)	3,700.00	\$4,214.74	981.00	5,195.74	Communication (Telephone/Internet)	3,264.00
Utilities - Elect & Water	6,500.00	\$3,993.50	2,500.00	6,493.50	Utilities - Elect & Water	6,500.00
Gas - Atmos	1,000.00	\$915.71	204.00	1,119.71	Gas - Atmos	1,000.00
Insurance Bond	100.00	\$141.65	0.00	141.65	Insurance Bond	150.00
Bank Charges- Fee for MLS/Dues CC use	16,000.00	\$10,683.58	5,000.00	15,683.58	Bank Charges- Fee for MLS/Dues CC use	16,000.00
Dues & Subscriptions	600.00	\$449.64	125.00	574.64	Dues & Subscriptions	600.00
	<u>328,318.85</u>	<u>\$225,000.49</u>	<u>92,472.00</u>	<u>317,472.49</u>		<u>344,983.97</u>
	45.52%					41.50%
OTHER EXPENSES				OTHER EXPENSES		
REALTOR Store Supplies	25,000.00	\$10,541.00	2,500.00	13,041.00	REALTOR Store Supplies	25,000.00
Interest Expense	8,780.00	\$4,902.90	1,693.90	6,596.80	Interest Expense	8,780.00
Corporate Ally Program	1,000.00	\$1,000.00	0.00	1,000.00	Corporate Ally Program	1,000.00
Referral Program	1,800.00	\$700.00	600.00	1,300.00	Referral Program	1,800.00
Total OTHER EXPENSES	<u>36,580.00</u>	<u>\$17,143.90</u>	<u>4,793.90</u>	<u>21,937.80</u>	Total OTHER EXPENSES	<u>36,580.00</u>
	5.10%					4.40%
TOTAL EXPENSES	<u>\$719,327.85</u>	<u>\$548,314.74</u>	<u>185,417.14</u>	<u>733,731.88</u>	TOTAL EXPENSES	<u>832,205.97</u>
Net Operating Income	<u>75,651.15</u>	<u>\$242,429.66</u>	<u>-98,329.14</u>	<u>144,100.52</u>	Net Operating Income	<u>107,697.03</u>
				TOTAL INCOME		
				939,903.00		
DEPRECIATION - Office & Building	26,000.00	\$16,990.32	8,495.16	25,485.48	DEPRECIATION - Office & Building	24,000.00
Total DEPRECIATION	26,000.00	\$16,990.32	8,495.16	25,485.48	Total DEPRECIATION	24,000.00
Net Income (Loss)	<u>\$ 49,651.15</u>	<u>\$225,439.34</u>	<u>-106,824.30</u>	<u>118,615.04</u>	Profit/Loss	<u>\$ 83,697.03</u>