

**Tucson Association of REALTORS®**  
**Proposed Budget 2018**

**REVENUES**

REALTOR Dues	1,207,500
Affiliates Dues Income	16,445
Application Fees Income	191,500
Dues Late Fees Income	25,000
MLS Rent Income	161,000
MLS Service & Maint Income	54,745
MLS Cooperative Agreement Inc	860,541
EXPO Booth Income	50,000
Testing Center Income	40,000
Facility Rental Income	30,000
Management Income	27,000
Installation & Awards Income	15,000
Education Attendee Income	13,000
Internet Education Income	1,500
Affiliate Sponsor Income	5,000
Interest Income	2,500
Misc Income	500

**Total Revenues**

**2,701,230**

**EXPENSES**

Salaries	1,349,242
Payroll Tax Expense	136,931
Insurance Program Expense	129,635
401(K) ER Contributions	40,333
Professional Development	10,000
Membership & Dues Exp	10,000
Employment Search	2,500
Facility/Security Outsourcing	5,000
Mileage Reimbursement	1,500

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Meals & Entertainment	12,000
Travel	87,154
AAR Director Stipend	6,000
NAR Director/Committee Stipend	98,430
BOD Expense (Past President Luncheons)	3,250
Postage/Shipping Expense	12,500
Printing & Stationery	500
Office Supplies	22,500
Computer Supplies	18,000
Software Hosting Expense	30,000
Copier Expense	15,000
Utilities	31,000
Security System	5,000
Telephone	25,000
Janitorial Service	28,500
Building Repair & Maintenance	38,000
Insurance & Bond Exp	12,000
Credit Card Service Charge	27,000
Outside Professional Services	30,000
Legal Expense	20,000
Depreciation	90,000
Risk Committee - Forms Development	2,000
Election Expense	1,200
Strategic Plan Review	5,000
Property Mgmt Comm Expense	1,000
Marketing Session/Home Tour Comm Exp	500
Leadership Training	3,000
Education Related Expenses	60,000
Pima Community College Expenses	10,000
Expo - Facility Rental	12,000
Expo - Show Decorator	15,000

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Expo - Parking	8,000
Expo - General operations	15,000
Installation - Event Awards Expense	4,000
Installation Banquet Expense	20,000
Green Forum Expense	1,000
Member Mixer Expense	3,500
YPN Mixer Expense	2,500
ISC Sponsorships	2,000
Member Outreach Committee Expense	2,500
Member Meeting Expense	2,000
Life Member Expense	11,000
PSF/RAPAC Support	5,000
Housing Opportunities	6,000
High School Home Ownership - Essay Contest	3,000
Sun Corridor Expense	25,000
U of A Scholarship Program Expense	25,000
TAR Member Election Fund (AAR/NAR)	10,000
General Advertising Expense	15,000
Coalition Partner Sponsorships	15,000
Charitable Contribution Expense	2,500
Building Property Tax Expense	31,000
Sales Tax Expense	3,000
Mortgage Interest Expense	48,000
STARR Program Expense	2,000
Legislative Reserve Expense	2,500
Interest Expense	7,000
Income Tax Expense	5,000
Miscellaneous Expense	1,000

**Total Expenses** **2,684,176**

**Inc/(Dec) in Net Assets** **17,054**