

**Tucson Association of Realtors
2021 Budget
January - December 2021**

	Assumptions			Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	2021	2020
	# as of 07/29/20	# as of 12/31/20	Rate Renewal %	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
Income																	
3100011 Realtor Dues	5689	5964	230 80%	91,448.00	92,502.17	93,460.50	94,418.83	95,377.17	96,335.50	97,293.83	98,252.17	99,210.50	100,168.83	101,127.17	102,085.50	1,161,680.17	1,351,375.00
3130011 Affiliate Dues	52	77	230 80%	1,520.67	1,616.50	1,712.33	1,808.17	1,904.00	1,999.83	2,095.67	2,191.50	2,287.33	2,383.17	2,479.00	2,574.83	24,573.00	15,639.00
3200011 Application Fees	12	12	425 80%	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	17,750.00	213,000.00	273,000.00
Realtor Applications per month	50		350														
Secondary Applications per month	5		50														
3205011 Dues Late Fees			2020 budget		45,000.00											45,000.00	67,700.00
3220015 Misc Income			2020 budget														
3222012 MLS Co-Op Agreement			2020 budget	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	78,000.00	936,000.00	1,000,000.00
3245012 Management Fees			updates?	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	1,950.00	23,400.00	28,800.00
3413013 General Education Fees			2020 budget	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	7,800.00	10,100.00
3440013 GRI Class Fees			2020 budget	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00	14,230.00
3440014 Class No Show Fees avg \$20 per=30 ppl			2020 budget	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	7,500.00	7,500.00
3560014 Rodeo Event Fees-category to be removed			2020 budget														5,000.00
3800014 Facility Rental Fees*			2020 budget	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	14,400.00	26,376.00
3850014 Testing Center Fees			2020 budget	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	5,017.00	60,204.00	60,204.00
3900014 Sponsorships			2020 budget	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	2,108.00	25,296.00	25,296.00
Total Income				201,268.67	247,418.67	203,472.83	204,527.00	205,581.17	206,635.33	207,689.50	208,743.67	209,797.83	210,852.00	211,906.17	212,960.33	2,530,853.17	2,885,220.00
Gross Profit				201,268.67	247,418.67	203,472.83	204,527.00	205,581.17	206,635.33	207,689.50	208,743.67	209,797.83	210,852.00	211,906.17	212,960.33	2,530,853.17	2,885,220.00
Expenses																	
6. Employee Expenses																	
4000 Salaries				92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	92,098.36	1,105,180.27	1,315,692.00
4002021 Payroll Taxes			8.17871%	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	7,532.46	90,389.53	113,364.00
4003021 Employee Health Insurance			Average first 6 months	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	7,221.30	86,655.60	116,712.00
4005021 Temporary Help HR																	
4007021 401(K) Employer Contributions			2.886598%	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	2,658.51	31,902.11	32,748.00
4008 Staff Professional Development			2020 budget	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	24,000.00	12,000.00
4009 Staff Membership & Dues			2020 budget	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	6,000.00	6,000.00
4010 Employee Appreciation			2020 budget	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,000.00	3,000.00
4015021 Payroll Processing Fees			Average first 6 months	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	2,335.91	28,030.92	40,944.00
Total 6. Employee Expenses				114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	114,596.54	1,375,158.43	1,640,460.00
6. Marketing and PR Expenses																	
4009021 Dues/Membership TAR			2020 budget	536.00	536.00	536.00	536.00	536.00	536.00	536.00	536.00	536.00	536.00	536.00	536.00	6,432.00	6,432.00
4649035 Charitable Contributions			2020 budget	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00	2,400.00
4656032 Marketing and Advertising			2020 budget	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	24,996.00	24,996.00
4658032 Web Site Maintenance			Association Input	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	3,600.00	5,000.00	
4659031 Event Marketing	Change Name of account		?		5,000.00										5,000.00	5,000.00	
Total 6. Marketing and PR Expenses				3,119.00	8,119.00	3,119.00	3,119.00	3,119.00	3,119.00	3,119.00	3,119.00	3,119.00	3,119.00	3,119.00	3,119.00	42,428.00	43,828.00
7. Operating Expenses																	
4040023 Insurance/Bond Premiums			trend	1,078.22	1,078.22	1,078.21	1,078.20	1,078.20	1,078.20	1,078.20	1,078.20	1,078.20	1,078.20	1,078.20	1,078.20	12,938.45	12,384.00
Building Expenses																	
4035023 Utilities			Average first 6 months	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	1,974.61	23,695.32	32,181.00
4036023 Security System(2)			Average first 6 months	284.17	284.17	284.17	284.17	284.17	284.17	284.17	284.17	284.17	284.17	284.17	284.17	3,410.04	3,120.00
4038023 Janitorial Service			2020 budget	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	21,600.00	32,652.00
4039023 Building Repairs/Maint			Average first 6 months	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	1,204.32	14,451.84	22,812.00
4083023 Building Property Taxes			Average first 6 months	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	2,614.74	31,376.88	30,036.00
4191034 Mortgage & LOC Interest Expense			Average first 6 months														37,944.00
Total Building Expenses				7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	7,877.84	94,534.08	158,745.00
Technology Expenses																	
4034022 Copier Service Fees			2020 budget	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	7,200.00	19,260.00
4037023 Telephone Services			Average first 6 months	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	1,471.54	17,658.48	19,356.00
4830033 Computer Supplies(1)			Average first 6 months	594.34	594.34	594.34	594.34	594.34	594.34	594.34	594.34	594.34	594.34	594.34	594.34	7,132.08	7,284.00
4832033 Computer Licenses & Hosting			Average first 6 months	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	1,690.26	20,283.12	19,884.00
4840033 RAMCO License Fees			trend	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	3,287.00	39,444.00	37,608.00
Total Technology Expenses				7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	7,643.14	91,717.68	103,392.00
Total 7. Operating Expenses				16,599.20	16,599.20	16,599.19	16,599.18	16,599.18	16,599.18	16,599.18	16,599.18	16,599.18	16,599.18	16,599.18	16,599.18	199,190.21	274,521.00
8. BOD Expenses			</														

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	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
Assumptions														
3960050 Dividend Income														
Total Other Income	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	24,000.00	24,000.00
Other Expenses														
4190034 Depreciation														
Trend	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	94,451.40	94,452.00
Total Other Expenses	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	7,870.95	94,451.40	94,452.00
Net Other Income	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(5,870.95)	(70,451.40)	(70,452.00)
Net Income	11,622.44	43,972.84	(14,961.54)	13,357.64	(588.20)	33,200.97	27,255.14	(8,648.70)	17,406.47	(27,039.36)	(485.20)	35,068.97	130,161.49	160,945.00