

**Tucson Association of Realtors
Budget Reference**

January - December 2023

Basis of Assumptions		Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	2023
		Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
Income														
4000 Dues Income														
4010 Realtor Dues	Dues Tab	98,241	99,046	99,851	100,656	101,461	102,266	103,071	103,876	104,681	105,486	106,291	107,096	1,232,018
4020 Affiliate Dues	Dues Tab	1,178	1,188	1,197	1,207	1,216	1,226	1,236	1,245	1,255	1,264	1,274	1,283	14,769
Total 4000 Dues Income	Dues Tab	99,419	100,233	101,048	101,862	102,677	103,492	104,306	105,121	105,935	106,750	107,565	108,379	1,246,787
4100 Application/Late Fee Income														
4110 Application Fees	Dues Tab	14,700	14,700	14,700	14,700	14,700	14,700	14,700	14,700	14,700	14,700	14,700	14,700	176,400
4120 Dues Late Fees	Dues Tab	31,100	16,450	2,550	975	1,400	100	100	100	275				53,050
Total 4100 Application/Late Fee Income		45,800	31,150	17,250	15,675	16,100	14,800	14,800	14,800	14,975	14,700	14,700	14,700	229,450
4200 Co-op/Management Income														
4210 MLS Co-Op Agreement	Allocations Tab	86,849	89,105	88,900	88,984	88,918	89,816	89,558	89,918	89,114	88,886	88,636	102,899	1,081,581
4220 Management Fees	PCREC Only	300	300	300	300	300	300	300	300	300	300	300	300	3,600
4230 Foundation Management Fee Agreement	Payroll Amount	2,886	2,886	2,886	2,886	2,886	2,886	2,886	2,886	2,886	2,886	2,886	3,482	35,227
Total 4200 Co-op/Management Income		90,035	92,291	92,086	92,170	92,103	93,002	92,744	93,103	92,300	92,072	91,822	106,680	1,120,408
4300 Education income														
4310 GRI Class Fees	Education Tab	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
4320 General Education Fees	Education Tab	650	650	650	650	650	650	650	650	650	650	650	650	7,800
4330 Class No Show Fees	No Longer Active?													
4340 Prelicense	New		15,000					15,000			15,000			45,000
4350 Post License	New									15,000				15,000
4360 Continuing Education	New	3,500			3,500			3,500				3,500		14,000
Total 4300 Education income		5,150	16,650	1,650	5,150	1,650	1,650	20,150	1,650	1,650	31,650	5,150	1,650	93,800
4400 Building Income														
4410 Testing Center Fees	2022 YTD Average	3,551	3,551	3,551	3,551	3,551	3,551	3,551	3,551	3,551	3,551	3,551	3,551	42,612
4420 Facility Rental Fees	44 Month Average	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Total 4400 Building Income		5,551	5,551	5,551	5,551	5,551	5,551	5,551	5,551	5,551	5,551	5,551	5,551	66,612
4800 YPN Committee														
4802 YPN Events	Not Budgeted													
Total 4800 YPN Committee														
4900 Other Income														
4910 Sponsorships	Association Input - 2022 Budget	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	39,000
4920 NAR Grant	Association Input - 2022 Budget												25,000	25,000
4930 Affiliate Leadership Academy	Not Budgeted			600						600				1,200
4940 Other Grants														
4950 TAR Housing Fair	Not Budgeted													
4960 EXPO Income										35,000				35,000
4990 Misc Income	Not Budgeted													
Total 4900 Other Income		3,250	3,250	3,850	3,250	3,250	3,250	3,250	3,250	38,850	3,250	3,250	28,250	100,200
Total Income		249,205	249,125	221,435	223,659	221,331	221,744	240,801	223,475	259,261	253,973	228,037	265,211	2,857,257
Gross Profit		249,205	249,125	221,435	223,659	221,331	221,744	240,801	223,475	259,261	253,973	228,037	265,211	2,857,257
Expenses														
6000 Employee Expenses														
6010 Salaries	Payroll Tab	107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	132,775	1,318,294
6010-01 Salaries - Severance	No Longer Active?													
Total 6010 Salaries		107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	107,775	132,775	1,318,294
6020 Payroll Taxes	8%	8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	10,833	107,562
6020-01 Payroll Taxes - Severance	No Longer Active?													
Total 6020 Payroll Taxes		8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	8,793	10,833	107,562
6030 Employee Health Insurance	10% + 2022 YTD Average	8,507	8,507	8,507	8,507	8,507	8,507	8,507	8,507	8,507	8,507	8,507	8,507	102,089
6040 401(K) Employer Contributions	3%	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,233	3,983	39,549
6050 Payroll Processing Fees	10% + 2022 YTD Average	2,334	2,334	2,334	2,334	2,334	2,334	2,334	2,334	2,334	2,334	2,334	2,334	28,010
6060 Staff Professional Development	Association Input - 2022 Budget	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
6070 Staff Membership & Dues	Association Input - 2022 Budget	500	500	500	500	500	500	500	500	500	500	500	500	6,000
6080 Employee Appreciation	Increased	417	417	417	417	417	417	417	417	417	417	417	417	5,000
6090 Employment Search HR	No Longer Active?													
6095 Temporary Help HR	Move as subaccount of payroll 44 Month Av	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	13,000
Total 6000 Employee Expenses		134,643	134,643	134,643	134,643	134,643	134,643	134,643	134,643	134,643	134,643	134,643	162,433	1,643,504
6100 Building Expenses														
6110 Building Property Taxes	Adjust during FC meeting	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
6120 Utilities	Trend+ 10%	3,068	2,987	2,577	2,746	2,612	4,411	3,895	4,616	3,005	2,548	2,047	2,840	37,352

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		Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
6130 Janitorial Service	10% + 2022 YTD Average	2,908	2,908	2,908	2,908	2,908	2,908	2,908	2,908	2,908	2,908	2,908	2,908	34,901
6140 Building Repairs/Maint	Association Input - 2022 Budget	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	35,000
6150 Security System(2)	New Rate	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Total 6100 Building Expenses		11,693	11,612	11,202	11,371	11,237	13,036	12,520	13,241	11,630	11,173	10,673	11,465	140,853
6200 Technology Expenses														
6210 RAMCO License Fees	10% + 2022 YTD Average	3,918	3,918	3,918	3,918	3,918	3,918	3,918	3,918	3,918	3,918	3,918	3,918	47,018
6212 Tangila License Fees	No Longer Active?													
6220 Computer Licenses & Hosting	10% + 2022 YTD Average	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
6230 Telephone Services	10% + 2022 YTD Average	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	2,060	24,724
6240 Copier Service Fees	New Rate	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
6250 Computer Supplies	44 Month Average	729	729	729	729	729	729	729	729	729	729	729	729	8,745
Total 6200 Technology Expenses		11,707	11,707	11,707	11,707	11,707	11,707	11,707	11,707	11,707	11,707	11,707	11,707	140,487
6300 Education Expenses														
6310 GRI Education	Education Tab	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
6320 New Member Education	Education Tab	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
6330 Instructor/Monitor Fees	Education Tab	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
6340 Code of Ethics Classes	Education Tab	400	400	400	400	400	400	400	400	400	400	400	400	4,800
6350 Leadership Development Classes	Education Tab	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
6360 Instructor/Monitor Fees-Code of Ethics	Education Tab	300	300	300	300	300	300	300	300	300	300	300	300	3,600
6370 Course Fees	Education Tab	258	258	258	258	258	258	258	258	258	258	258	258	3,096
6371 PreLicense	Education Tab		6,000					6,000			6,000			18,000
6372 Post License	Education Tab										8,000			8,000
6373 Continuing Education	Education Tab	1,250			1,250			1,250				1,250		5,000
6390 Other Education Expenses	Education Tab	1,500		1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Total 6300 Education Expenses		8,958	13,708	7,708	8,958	7,708	7,708	14,958	7,708	7,708	21,708	8,958	7,708	123,496
6400 Event/Program Expenses														
6410 Expo	Association Input - 2022 Budget									40,000				40,000
6420 Installation/Awards	Association Input - 2022 Budget	15,000												15,000
6421 Installation Banquet	Association Input - 2022 Budget			5,000						5,000				10,000
6430 Rodeo Family Day	Association Input - 2022 Budget		10,000											10,000
6440 RAPAC Fundraisers	Association Input - 2022 Budget	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
6450 National Speaker	Association Input - 2022 Budget			10,000				5,000			10,000			25,000
6460 Housing Op Housing Fair	Association Input - 2022 Budget				12,000									12,000
6470 TAR Sponsorships	Association Input - 2022 Budget	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
6475 Mega Community Event					14,000									14,000
6480 Member Mixers	Association Input - 2022 Budget	500	500	500	500	500	500	500	500	500	500	500	500	6,000
6495 Soccer Shootout	Association Input - 2022 Budget				14,000									14,000
Total 6400 Event/Program Expenses		18,000	13,000	18,000	43,000	3,000	3,000	8,000	3,000	48,000	13,000	3,000	3,000	176,000
6500 BOD/Travel Expenses														
6510 Travel TAR Staff	Association Input - 2022 Budget		3,000	5,000	7,500	10,000			5,000	5,000	3,000	10,000	1,500	50,000
6511 Meals & Entertainment	Association Input - 2022 Budget	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400
6512 Mileage Reimbursement	Association Input - 2022 Budget	261	261	261	261	261	261	261	261	261	261	261	261	3,132
6513 Meals & Entertainment Major	Association Input - 2022 Budget	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
6520 Travel Board	Association Input - 2022 Budget			2,500	1,500	15,000			2,500			15,000		36,500
6540 Professional Dev Board	Association Input - 2022 Budget		2,500									2,500		5,000
6541 Professional Dev TAR	Association Input - 2022 Budget					5,000						2,500		7,500
6550 NAR Director/Committee (1)	Association Input - 2022 Budget								1,000	1,000	1,000	1,000	1,000	5,000
6560 AAR Director Stipend	Association Input - 2022 Budget	292	292	292	292	292	292	292	292	292	292	292	292	3,500
6570 Life Member Fees		2,960												2,960
6590 Misc. Board Expenses	Association Input - 2022 Budget	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Total 6500 BOD/Travel Expenses		5,963	8,503	10,503	12,003	33,003	3,003	3,003	11,503	9,003	7,003	34,003	5,503	142,992
6600 Committees														
6610 Community Outreach	Association Input - 2022 Budget	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000
6611 Community Outreach Committee	Association Input - 2022 Budget													
6620 Home and Property Advocates	Association Input - 2022 Budget	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
6630 YPN Committee	Association Input - 2022 Budget	450	450	450	450	450	450	450	450	450	450	450	450	5,400
6631 YPN Events	Association Input - 2022 Budget	83	83	83	83	83	83	83	83	83	83	83	83	996
6640 Economic Forecast Expenses	Association Input - 2022 Budget			3,000										3,000
6650 Property Mgmt Committee	Association Input - 2022 Budget	167	167	167	167	167	167	167	167	167	167	167	167	2,000
6660 Home Tour Committee	Association Input - 2022 Budget	83	83	83	83	83	83	83	83	83	83	83	87	1,000

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		Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
6670 Affiliate Forum	New	125	125	125	125	125	125	125	125	125	125	125	125	1,500
6680 Forms Sub-Committee	Association Input - 2022 Budget	83	83	83	83	83	83	83	83	83	83	83	87	1,000
6690 Marketing Session Committee(1)	Association Input - 2022 Budget	42	42	42	42	42	42	42	42	42	42	42	38	500
Total 6600 Committees		8,283	8,283	11,283	8,283	8,283	8,283	8,283	8,283	8,283	8,283	8,283	8,283	102,396
6700 Bank/Professional Services														
6710 Bookkeeping Services	Requesting First Increase Since 2019	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	79,800
6720 Credit Card Processing Fees	Trend	9,681	3,043	1,330	1,080	901	672	848	799	795	729	3,500	18,518	41,895
6730 Legal Fees	44 Month Average	3,302	3,302	3,302	3,302	3,302	3,302	3,302	3,302	3,302	3,302	3,302	3,302	39,620
6740 CPA Services	10% + 2022 Actual						15,000							15,000
6750 Bank Fees	44 Month Average	820	820	820	820	820	820	820	820	820	820	820	820	9,842
Total 6700 Bank/Professional Services		20,453	13,815	12,102	11,852	11,673	26,443	11,620	11,571	11,567	11,501	14,272	29,290	186,158
6800 Marketing and PR Expenses														
6810 Marketing and Advertising	Association Input - 2022 Budget	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,163	50,000
6820 Dues/Membership TAR	Increased	384	384	384	384	384	384	384	384	384	384	384	384	4,610
6830 Event Marketing	Association Input - 2022 Budget		5,000											5,000
6840 Charitable Contributions	Association Input - 2022 Budget	200	200	200	200	200	200	200	200	200	200	200	200	2,400
6880 Web Site Redesign	Association Input - 2022 Budget	300	300	300	300	300	300	300	300	300	300	300	300	3,600
6890 RAPAC Contributions	Association Input - 2022 Budget										10,000			10,000
Total 6800 Marketing and PR Expenses		5,051	10,051	5,051	5,051	5,051	5,051	5,051	5,051	5,051	15,051	5,051	5,047	75,610
6900 Office/General Administrative Expenses														
6910 Office Supplies	44 Month Average	1,683	1,683	1,683	1,683	1,683	1,683	1,683	1,683	1,683	1,683	1,683	1,683	20,200
6920 Insurance/Bond Premiums	10% + Trend	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	1,929	23,143
6930 Printing & Stationery	Judy Input	417	417	417	417	417	417	417	417	417	417	417	417	5,000
6940 Postage	44 Month Average	500	500	500	500	500	500	500	500	500	500	500	500	6,000
6950 Licenses & Permits	Judy Input	167	167	167	167	167	167	167	167	167	167	167	167	2,000
6990 Misc Expense	44 Month Average	530	530	530	530	530	530	530	530	530	530	530	530	6,357
Total 6900 Office/General Administrative Expenses		5,225	5,225	5,225	5,225	5,225	5,225	5,225	5,225	5,225	5,225	5,225	5,225	62,699
Total Expenses		229,976	230,547	227,424	252,093	231,530	218,100	215,010	211,931	252,817	239,294	235,814	249,660	2,794,195
Net Operating Income		19,228	18,578	(5,989)	(28,434)	(10,198)	3,644	25,791	11,544	6,444	14,679	(7,777)	15,551	63,062
Other Income														
7100 Unrealized Gain/(Loss) on Inv.	Not Budgeted													
7200 Dividend Income	Not Budgeted													
7300 Interest Income	Not Budgeted													
7400 Investment Expenses	Not Budgeted													
7500 MLS Dividend														
Total Other Income														
Other Expenses														
8100 Depreciation	Trend	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	89,780
Total Other Expenses		7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	89,780
Net Other Income		(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(7,482)	(89,780)
Net Income		11,747	11,097	(13,470)	(35,916)	(17,680)	(3,837)	18,309	4,062	(1,038)	7,197	(15,259)	8,069	(26,719)