

CASH RECEIPTS	2012 BUDGET	%
DUES AND APPLICATION FEES		
Initial Fee - Designated Realtor Primary G/L #4001	4,500.00	1.14%
Initial Fee - Designated Realtor Secondary G/L #4005	0.00	0.00%
Initial Fee - Realtor Primary G/L #4002	26,250.00	6.63%
Initial Fee - Realtor Secondary G/L #4006	300.00	0.08%
Initial Fee - Affiliate G/L #4003	650.00	0.16%
Transfer Fee - Realtor Primary G/L #4010	1,000.00	0.25%
Transfer Fee - Realtor Secondary G/L #4012	0.00	0.00%
Transfer Fee - Affiliate G/L #4011	100.00	0.03%
Local Dues REALTOR Primary G/L #4015	308,400.00	77.93%
Local Dues DR-Primary G/L #4016	34,650.00	8.76%
Local Dues DR-Secondary G/L #4017	330.00	0.08%
Local Dues REALTOR Secondary G/L #4028	330.00	0.08%
Local Dues Affiliate G/L #4020	18,000.00	4.55%
Local Dues Institute Affiliate G/L #4025	1,250.00	0.32%
Local Dues Student G/L #4026	0.00	0.00%
Local Dues Retired G/L #4027	0.00	0.00%
Local Dues Public Service G/L #4029	0.00	0.00%
Local Dues Honorary G/L #4030	0.00	0.00%
Local Dues Members Emeritus G/L #4031	0.00	0.00%
Total Dues & Application Fees	395,760.00	100.00%
MEMBER SERVICES		
Lock Box Unit Sales G/L #4054	36,000.00	54.79%
Labels G/L #4058	0.00	0.00%
Roster Sales G/L #4080	100.00	0.15%
Roster Advertising G/L #4081	3,500.00	5.33%
Focus Advertising G/L #4082	24,000.00	36.53%
Inagural Dinner Fees G/L #9000 INA	2,000.00	3.04%
Forms Revenue G/L #7000FOR	100.00	0.15%
Total Member Services	65,700.00	100.00%
CASH RECEIPTS	2012 BUDGET	%
EDUCATION		
Continuing Education Revenue G/L 9500CON	1,000.00	100.00%
Orientation Income G/L 9500 ORI	0.00	0.00%
Total Education	1,000.00	100.00%
ANCILLIARY BUSINESSES		
Print Shop 6000-PRINT~6010-PRINT	385,000.00	70.76%
REALTOR Store 8000-REALST~8070-REALST	7,500.00	1.38%
Facility 6200-BLDG~6203-BLDG	151,600.00	27.86%
Total Ancillary Businesses	544,100.00	100.00%
INTEREST & MISCELLANEOUS INCOME		
Interest Income G/L #4161	15,000.00	54.55%
Interest Income Lockbox G/L #4162	0.00	0.00%
Mgmt. Fee Institutes, Councils G/L #4175	1,000.00	3.64%
Returned Check Charges G/L #4185	300.00	1.09%
Sales Tax Collection Fee G/L #4190	500.00	1.82%
Miscellaneous Income G/L #4200	8,000.00	29.09%
Supra Administrative Income G/L #4201	2,500.00	9.09%
Photocopy Sales G/L #4202	200.00	0.73%
Gain on Sale of Assets G/L #4205	0.00	0.00%
Total Interest & Miscellaneous Income	27,500.00	100.00%
TOTAL CASH RECEIPTS	1,034,060.00	

CASH DISBURSEMENTS	2012 BUDGET	%
ADMINISTRATION		
Administrative Salaries G/L #5000	144,000.00	81.22%
Allocated Salaries G/L #5005	(8,400.00)	-4.74%
Temporary Help/Employment Agency G/L #5010	2,000.00	1.13%
Payroll Taxes G/L 5015	12,000.00	6.77%
Staff Benefits G/L #5020	22,200.00	12.52%
Staff Auto Allowance G/L #5025	500.00	0.28%
Staff Development & Education G/L #5045	5,000.00	2.82%
Total Administration	177,300.00	100.00%
PROMOTION/ADVERTISING		
Leadership Promotion Expense G/L 5050	0.00	0.00%
Leadership Support G/L #5051	5,000.00	100.00%
Membership Promotion Expense G/L #5055	0.00	0.00%
Less: Allocated Promotion Expense G/L #5056	0.00	0.00%
Advertising & Promotional G/L 5095	0.00	0.00%
Total Promotional/Advertising	5,000.00	100.00%
OFFICE EXPENSE		
Delivery G/L #5150	1,500.00	2.73%
Supplies G/L #5155	8,000.00	14.55%
Less: Allocated Supplies G/L #5156	(500.00)	-0.91%
Dues & Subscriptions G/L #5160	3,000.00	5.45%
Bonds & Insurance G/L #5165	9,000.00	16.36%
Telephone G/L #5170	3,500.00	6.36%
Equipment Leases & Maintenance G/L #5175	2,500.00	4.55%
Computer Maintenance G/L #5183	12,000.00	21.82%
Copy Machine Maintenance G/L #5185	12,000.00	21.82%
Less Allocated Copies G/L #5186	(10,000.00)	-18.18%
Postage G/L #5300	2,000.00	3.64%
Miscellaneous Expense G/L #5550	12,000.00	21.82%
Cash Over & Short G/L #5555	0.00	0.00%
Total Office Expense	55,000.00	100.00%

CASH DISBURSEMENTS	2012 BUDGET	%
PROFESSIONAL FEES		
Outside Accounting G/L #5250	25,000.00	79.37%
Legal Services G/L #5255	2,500.00	7.94%
Consultant Fees G/L #5258	500.00	1.59%
Supra Administration Expense G/L #5257	3,500.00	11.11%
Total Professional Fees	31,500.00	100.00%
NAR/NRA TRAVEL EXPENSE		
NAR Director's Expense G/L #5345	3,550.00	14.59%
President's Expense G/L #5350	7,100.00	29.17%
President Elect Expense G/L #5355	7,650.00	31.43%
CEO Expense G/L #5360	3,640.00	14.95%
Governmental Affairs Expense	2,400.00	9.86%
Staff Expense G/L #5365	0.00	0.00%
Total Travel & Executive Expense	24,340.00	100.00%
COMMITTEES, COUNCILS, TASK FORCES, FORUMS		
Affiliate Council G/L # 5182 & All AFF	9,000.00	20.93%
Board of Directors G/L # All BOD	3,500.00	8.14%
ByLaws Task Force G/L #All BYL	0.00	0.00%
Economic Devel. Forum G/L #All ECO	0.00	0.00%
Education Forum G/L #All EDU	7,500.00	17.44%
Equal Opportunity Task Force G/L All EQO	5,000.00	11.63%
Executive Committee G/L #All EXE	500.00	1.16%
Forms Task Force G/L #7050~7095FOR	0.00	0.00%
Governmental Affairs Committee G/L #All GOV	2,500.00	5.81%
Issues Mobilization Task Force G/L #ALL IMF	0.00	0.00%
Social Events Forum G/L #All MEM	10,000.00	23.26%
Nominating Task Force G/L #All NOM	0.00	0.00%
Public Relations Task Force G/L #All PUB	0.00	0.00%
RPAC Fundraising Task Force G/L #ALL RPA	2,500.00	5.81%
Safety Committee G/L #ALL SAF	0.00	0.00%
Young Professionals Committee G/L #ALL YPN	2,500.00	5.81%
Total Committee, Council, Task Force & Forum	43,000.00	100.00%

CASH DISBURSEMENTS	2012 BUDGET	%
MEMBER SERVICES		
Lockbox Hardware Expense G/L 5515	36,000.00	27.38%
Charge Card Expense G/L #5540	34,000.00	25.86%
Focus Expense G/L #5200	40,000.00	30.42%
Roster G/L #5210	0.00	0.00%
Web Development	12,000.00	9.13%
Forms Expense G/L #5560	1,000.00	0.76%
Chairman Thank-You Dinner G/L #9070CHA	500.00	0.38%
Inaugural G/L #9050~9140INA	8,000.00	6.08%
Total Member Services	131,500.00	100.00%
EDUCATION		
Continuing Education G/L #9550~9595CON	1,000.00	16.67%
Orientation Education G/L #9550~9595ORI	5,000.00	83.33%
Total Education	6,000.00	100.00%
ANCILLARY BUSINESSES		
Print Shop 6015-PRINT~6056-PRINT	411,300.00	73.79%
REALTOR Store 8500-REALST~8527-REALST	5,400.00	0.97%
Facility 6220-BLDG~6238-BLDG	140,700.00	25.24%
Total Ancillary Businesses	557,400.00	100.00%
TAXES		
Personal Property Tax G/L #5700	2,000.00	95.24%
Miscellaneous Tax G/L #5710	100.00	4.76%
Total Taxes	2,100.00	100.00%
TOTAL CASH DISBURSEMENTS	1,033,140.00	
RECEIPTS OVER(UNDER) DISBURSEMENTS	920.00	
CASH DISBURSEMENTS	2012 BUDGET	%
Depreciation - OABR G/L 5900 OABR	8,000.00	20.78%
Depreciation - Building G/L 5900 BLDG	30,000.00	77.92%
Depreciation - Print Shop G/L #5900 PRINT	500.00	1.30%
Total Depreciation	38,500.00	100.00%
NET INCOME (LOSS)	(37,580.00)	