

| | 2019 Actual | 2020 Approved | 2021 Approved | Actuals As Of September 1, 2021 | % YTD of 2021 | 2022 Proposed | Comments |
|-------------------------------------|------------------------|------------------------|--------------------------|--|----------------------|--------------------------|---|
| INCOME | | | | | | | |
| Member Dues Income | \$ 259,632.03 | \$ 228,228.00 | \$ 235,710.00 | \$ 257,111.90 | 109% | \$ 240,323.00 | See Dues Income Breakdown |
| Education | \$ 940.22 | \$ 1,000.00 | \$ 3,000.00 | \$ 139.71 | 5% | \$ 3,000.00 | (Non member class fees), CE Shop |
| Interest Income | \$ 695.10 | \$ - | \$ 400.00 | \$ 235.05 | 59% | \$ 400.00 | DelOne Savings - Based on 2020 figures |
| Program Income | \$ 4,142.76 | \$ - | \$ 15,000.00 | \$ 4,750.00 | 32% | \$ 15,000.00 | **Oyster Dinner, Holiday Party, Summer Picnic, Event Sponsors |
| Sentri Lock Dues | | | | | 0% | \$ 5,000.00 | Sentri Lockbox only members due |
| Non-dues Revenue | \$ 9,506.85 | \$ - | \$ 3,340.00 | \$ 10,983.64 | 329% | \$ 3,340.00 | Grants, Non-program sponsorships, Bright shares (Previously called Misc) |
| Total Income | \$ 274,916.96 | \$ 229,228.00 | \$ 257,450.00 | \$ 273,220.30 | 106% | \$ 267,063.00 | |
| NON-OPERATING EXPENSES | | | | | | | |
| Advocacy | \$ 582.60 | \$ 600.00 | \$ 2,500.00 | | 100% | \$ 500.00 | Planning to apply for NAR Transforming Neighborhood Grants for Dover Vacant Building Ordinance |
| Awards Expense | \$ 224.86 | \$ 1,000.00 | \$ 1,300.00 | \$ 147.42 | 11% | \$ 500.00 | ROTY/GN, BOD Awards |
| Committee Budgets | | | | \$ 3,292.90 | | | |
| Affiliate Committee | N/A | \$ 3,000.00 | \$ 2,000.00 | | 100% | N/A | Budget for Committee Activities |
| Social Committee | N/A | \$ 3,000.00 | \$ 2,000.00 | | 100% | N/A | Budget for Committee Activities |
| Community Engagement & Support | \$ - | \$ 1,000.00 | \$ 2,000.00 | | 100% | N/A | Previously Donations |
| Education Expense | \$ 4,304.73 | \$ 4,000.00 | \$ 3,000.00 | \$ 44.39 | 1% | \$ 3,000.00 | Professional Standards Trainings, Course Renewals |
| Marketing & Publicity | \$ 674.66 | \$ 600.00 | \$ 1,000.00 | \$ 488.50 | 49% | \$ 1,000.00 | stock photography, graphic design services, etc. |
| Program Expense | | | | | 0% | | |
| Installation | \$ 1,300.00 | \$ 2,000.00 | \$ 2,000.00 | | 100% | \$ 2,000.00 | **Hall, meal, awards, centerpieces, program, sponsor boards, etc. |
| Oyster Dinner | | N/A | \$ 5,000.00 | | 100% | \$ 5,000.00 | **Venue, meal, entertainment |
| Summer Picnic | \$ 2,420.50 | N/A | \$ 1,000.00 | | 100% | \$ 2,500.00 | Free to members; Affiliate committee paid for and hosted |
| RPAC Events | | N/A | \$ 1,600.00 | | 100% | \$ 1,600.00 | **MI Event, Participation events, DC Bus Trip |
| Holiday Party | \$ 2,908.69 | N/A | \$ 6,500.00 | | 100% | \$ 3,000.00 | **Venue, Entertainment, meal |
| Broker Meetings | \$ - | N/A | \$ 1,200.00 | | 100% | \$ 1,200.00 | Two Broker Meetings a Year |
| General Membership Meeting | | N/A | \$ 1,000.00 | | 100% | \$ 1,000.00 | Annual Meeting in September |
| Other Events | \$ 364.32 | N/A | N/A | | N/A | N/A | Misc Events |
| SentriLock Expense | \$ 48,375.46 | \$ 80,352.00 | \$ 76,775.00 | \$ 62,515.19 | 81% | \$ 60,000.00 | Based on 30 secondary members, 415 primary members, 22 affiliate cards with buffer |
| Subtotal - Non-operating Exp | \$ 61,155.82 | \$ 95,552.00 | \$ 108,875.00 | \$ 66,488.40 | 61% | \$ 81,300.00 | |
| OPERATING EXPENSES | | | | | | | |
| Accounting-tax prep | | N/A | \$ 1,500.00 | \$ 449.86 | 30% | \$ 1,500.00 | Faw Casson annual taxes |
| Bookkeeping | \$ 3,191.50 | N/A | \$ 4,500.00 | \$ 8,804.21 | 196% | \$ 5,700.00 | Faw Casson is doing monthly online accounting and updating our quickbooks |
| Credit Card Fees/Bank Charges | \$ 7,633.05 | \$ 3,800.00 | \$ 3,800.00 | \$ 2,110.04 | 56% | \$ 5,000.00 | Previously called Merchant Service Fees |
| Dues/Subscriptions | | \$ 350.00 | \$ 350.00 | \$ 269.00 | 77% | \$ 350.00 | Chamber & Other Professional Memberships |
| Repairs-equip & bldg. | \$ 1,200.00 | \$ 6,500.00 | \$ 4,000.00 | \$ 4,266.83 | 107% | \$ 4,000.00 | Lumped Office Equipment and Building Expenses (Previously, equipment included copier |
| | | | | | | | |
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| Insurance | \$ 2,194.00 | N/A | \$ 2,000.00 | \$ 2,386.00 | 119% | \$ 2,000.00 | Business ins/building (never in budget previously) |
| Legal | \$ 858.60 | \$ 9,000.00 | \$ 9,000.00 | | 100% | \$ 3,000.00 | Meetings, legal advice, review of contracts, etc. |
| Maint Agmts/Leases/Security | N/A | N/A | \$ 2,500.00 | \$ 449.34 | 18% | \$ 2,500.00 | Copier lease & maintenance |
| Office Supplies | \$ 3,209.89 | \$ 2,000.00 | \$ 2,000.00 | \$ 1,868.24 | 93% | \$ 2,000.00 | Paper, bus, cards, postage, etc. |
| Taxes-Franchise | \$ 50.00 | N/A | \$ 50.00 | | 100% | \$ 50.00 | Based on 2019 |
| Utilities | \$ 3,744.04 | \$ 1,200.00 | \$ 3,300.00 | \$ 2,531.66 | 77% | \$ 3,300.00 | Internet/Phone |
| IT | | \$ 4,263.00 | \$ 4,135.00 | \$ 5,659.56 | 137% | \$ 4,135.00 | Previously called software: Includes Services Software & Upgrades (Adobe, MailChimp, RAMCO, etc.) |
| Website | N/A | N/A | \$ 348.00 | | 100% | \$ 348.00 | Website Hosting |
| Rent | \$ 18,540.00 | \$ 18,540.00 | \$ 19,104.00 | \$ 12,736.00 | 67% | \$ 19,104.00 | Rent @ \$1,592 monthly (increase from last year) |
| Subtotal - Operating Exp | \$ 40,621.08 | \$ 45,653.00 | \$ 56,587.00 | \$ 41,530.74 | 73% | \$ 56,587.00 | |
| PAYROLL EXPENSES | | | | | | | |
| Gross Payroll | \$ 56,242.99 | \$ 70,000.00 | \$ 55,000.00 | \$ 31,906.54 | 58% | \$ 85,000.00 | Staff salaries/holiday bonuses |
| Payroll Service | N/A | N/A | \$ 948.00 | | 100% | \$ 948.00 | Quickbooks Payroll & \$79/month (\$39 payroll \$40 quickbooks software) |
| Payroll taxes/Workers Comp | \$ 7,464.77 | N/A | \$ 13,600.00 | \$ 2,098.25 | 15% | \$ 21,250.00 | Based on 2020 actuals (Previously lumped into general payroll expense)*based on 20% |
| Subtotal - Payroll Exp | 63,708 | 70,000 | \$ 69,548 | \$ 34,005 | 49% | \$ 107,198.00 | |
| | | | | | | | |
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| TRAVEL EXPENSES | \$ 12,639.26 | | | | | | |
| AE Institute/State AE Meetings | \$ - | N/A | \$ 2,000.00 | | 100% | \$ 2,000.00 | For CEO Travel to AE Institute |
| KCAR Staff Local Travel | \$ - | N/A | \$ 600.00 | \$ 148.48 | 25% | \$ 600.00 | Staff in-state travel |
| NAR Annual Conference & Expo | \$ (1,051.60) | N/A | \$ 6,000.00 | | 100% | \$ 6,000.00 | Based on 2019 travel |
| NAR Leadership Summit | \$ 6,184.51 | N/A | \$ 1,600.00 | | 100% | \$ 1,600.00 | Includes flights and daily expenses (Hotel covered by NAR) |
| NAR Midyear Meeting (DC) | \$ 5,624.75 | N/A | \$ 6,000.00 | | 100% | \$ 6,000.00 | Includes hotel and general expenses |
| ROTY | \$ 212.24 | | | | 0% | \$ 1,000.00 | ROTY Room AT convention |
| Subtotal - Travel | | \$ 14,000.00 | \$ 16,200.00 | \$ 148.48 | 1% | \$ 17,200.00 | |
| Total Income | \$ 274,916.96 | \$ 229,228.00 | \$ 257,450.00 | \$ 273,220.30 | 106% | \$ 267,063.00 | |
| Total Expense | \$ 165,484.66 | \$ 225,205.00 | \$ 251,210.00 | \$ 142,172.41 | 57% | \$ 262,285.00 | |
| Total Net Ordinary Income | \$ 109,432.30 | \$ 4,023.00 | \$ 6,240.00 | \$ 131,047.89 | 2100% | \$ 4,778.00 | |