

SOUTHEAST ARIZONA ASSOCIATION OF REALTORS, INC.
 2016 PROPOSED BUDGET WITH NO DUES INCREASE

UPDATED:

11/9/2015

Ordinary Income/Expense	Jan - Sep 15	Budget	% of Budget	Proposed
				Budget Projected 180 members at \$400 ea
Income				
4000 · SAAR Realtor Member Dues	79,912.63	80,000.00	99.89%	72,000.00
4010 · Affiliate Dues	7,884.63	8,750.00	90.11%	8,750.00
4100 · New Office Fee	0.00	300.00	0.0%	200.00
4110 · New Member Fee	1,600.00	2,000.00	80.0%	1,500.00
4120 · New Affiliate Fee	210.00	175.00	120.0%	175.00
4200 · SAMLs Rent	45,000.00	60,000.00	75.0%	66,000.00
4210 · SAMLs Shared Occupancy	9,375.03	12,500.00	75.0%	12,500.00
4220 · SAMLs AE Reimbursement	3,318.04	4,424.04	75.0%	20,200.00
4230 · Douglas AE Services	1,500.00	1,500.00	100.0%	2,000.00
4300 · Lease Income	14,107.50	10,200.00	138.31%	-
4310 · Daily Room Rental Fees	2,806.80	7,050.00	39.81%	3,500.00
4400 · Class Fees	7,114.72	10,000.00	71.15%	7,000.00
4405 · Class Sponsorships	700.00			
4410 · On-line School Revenue	10.00			
4500 · Realtor Store Sales	5,715.95	6,000.00	95.27%	6,000.00
4510 · Supra Coop Fee Revenue	649.43			
4600 · Unbudgeted Income	2,221.78			
4800 · Credit Card Fees Collected	593.21			500.00
	21.85			
4999 · Misc. Income	138.88			
Total Income	182,880.45	202,899.04	90.13%	200,325.00

Expense				
5015 · Worker's Compensation	255.00			255.00
5020 · AE Medical & Dental	4,500.00	6,000.00	75.0%	6,000.00
5030 · AE Expenses	841.90	1,800.00	46.77%	1,250.00
5040 · Legal	0.00	1,000.00	0.0%	2,500.00
5045 · Accountant	930.00	2,500.00	37.2%	2,500.00
5050 · Copier	1,806.85	2,400.00	75.29%	2,508.00
5051 · Computers & Software	1,360.93	1,740.00	78.21%	1,000.00
5052 · Telephone	1,231.13	1,464.76	84.05%	1,500.00
5053 · Internet	1,053.00	1,344.00	78.35%	1,344.00
5054 · Website	250.00	300.00	83.33%	300.00
5100 · Office Supplies	994.26	1,500.00	66.28%	1,000.00
5110 · Kitchen Supplies	659.26	1,000.00	65.93%	750.00
5120 · Postage	207.24	300.00	69.08%	300.00
5200 · Bank Service Charges	409.64	100.00	409.64%	350.00
5210 · Credit Card Fees	0.00	1,500.00	0.0%	-
5400 · Dues, Fees & Subscriptions	507.00	760.00	66.71%	-
6000 · Wells Fargo Building Loan	61,891.74	82,522.32	75.0%	82,522.32
6010 · Property Taxes	7,017.98	14,035.96	50.0%	12,086.58
6020 · Building Insurance	0.00	3,900.00	0.0%	2,800.00
6030 · SAMLs Loan	9,000.00	12,000.00	75.0%	12,000.00
6110 · Water & Sewer	1,882.22	2,382.00	79.02%	2,382.00
6120 · Electricity	4,926.97	7,200.00	68.43%	7,000.00
6130 · ADT Security	0.00	645.00	0.0%	645.00
6140 · Janitorial	1,490.00	2,100.00	70.95%	2,100.00
6150 · Repairs & Maint.	2,931.47	3,200.00	91.61%	4,000.00
6160 · Landscaping	950.00	1,200.00	79.17%	1,200.00
6170 · Trash	1,300.22	1,500.00	86.68%	1,500.00
6200 · Room Rental Expenses	1,518.09	1,080.00	140.56%	1,000.00
66000 · Payroll Expenses	33,722.61	38,000.00	88.74%	38,480.00
7000 · Realtor Store Inventory	3,560.27	2,000.00	178.01%	5,000.00
7005 · Lockboxes (Supra)	21.19			50.00
7010 · CE & Education Expense	6,242.96	3,475.00	179.65%	6,000.00
7020 · Conventions & Meetings	1,617.33	3,000.00	53.91%	-
7030 · Public Affairs	428.75	950.00	45.13%	-
7900 · Misc. Expense	454.32			
Total Expense	153,962.33	202,899.04	75.88%	200,322.90

Net Ordinary Income 28,918.12 0.00 100.0% 2.10

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