

	2015 Proposed Budget	2014 Actual Budget	+/- Prev Budget
Line Item			
Income			
1 Advertising & Sponsors	\$7,200	\$6,500	\$700
2 Dues Income: Affiliate	\$14,485	\$12,025	\$2,460
3 Dues Income: BCBR	\$100,740	\$96,673	\$4,067
4 Dues Income: MAR	\$69,460	\$64,175	\$5,285
5 Dues Income: NAR	\$71,300	\$65,875	\$5,425
6 Dues Income: Reinstatement/Late	\$2,000	\$1,500	\$500
7 Education Income	\$13,020	\$15,320	-\$2,300
8 Interest Income	\$7,279	\$2,000	\$5,279
9 Other Income	\$1,000	\$1,800	-\$800
10 Realtor Community Service Income	\$0	\$0	\$0
11 Total Income	\$286,484	\$265,868	\$20,616
Less: Cost of Goods Sold			
12 Dues Paid: MAR	\$69,460	\$64,175	\$5,285
13 Dues Paid: NAR	\$71,300	\$65,875	\$5,425
14 Dues Paid: Reinstatement	\$0	\$100	-\$100
Gross Profit	\$145,724	\$135,718	\$10,006
Expenses			
15 Advertising / Market	\$800	\$0	\$800
16 Awards	\$800	\$550	\$250
17 Conference & Training	\$9,650	\$8,550	\$1,100
18 Credit Card Expenses	\$3,150	\$3,500	-\$350
19 Depreciation Expenses	\$1,500	\$1,500	\$0
20 Dues & Subscriptions	\$557	\$737	-\$180
21 Education Expenses	\$16,575	\$14,433	\$2,142
22 Equipment Maintenance	\$100	\$100	\$0
23 Insurance	\$850	\$750	\$100
24 Licenses and Permits	\$50	\$50	\$0
25 MAR Charitable Donation	\$100	\$100	\$0
26 Meeting Expenses	\$2,680	\$2,000	\$680
27 Membership Data Base	\$2,250	\$1,440	\$810
28 Memorials	\$300	\$300	\$0
29 Office Supplies	\$3,500	\$3,500	\$0
30 Payroll Expense	\$79,969	\$78,179	\$1,790
31 Postage & Delivery	\$300	\$600	-\$300
32 Printing & Reproduction	\$500	\$500	\$0
33 Professional Fees	\$5,750	\$3,000	\$2,750
34 Property Maintenance	\$1,200	\$1,200	\$0
35 Realtor Community Service	\$200	\$200	\$0
36 Rent	\$11,697	\$11,709	-\$12
37 Taxes	\$200	\$200	\$0
38 Telephone & Internet	\$1,600	\$1,600	\$0
39 Web Page	\$800	\$800	\$0
Total Expenses	\$145,078	\$135,498	\$9,580
Net Profit / Loss for Approval	\$646	\$220	\$426

The proposed budget is based on the following:

We are projecting four (4) platinum sponsors, at @ premium of \$1300 each and ten (10) advertising affiliates, @ a premium of \$200 each.

The finance committee recommends no increase in local dues for 2015, keeping the BCBR at one of the lowest rates in Massachusetts. We are conservatively budgeting for 460 members. Currently we are at 474 members. (3% decrease)

The investment committee has formulated a new investment strategy, which is anticipated to yield, conservatively, a 4% return. This increased yield is reflected in the interest income line.

Advertising and marketing has been added into the budget to allow for photographing of events /activities /people for use in marketing and on social media.

There is an anticipated decrease in credit card fees as a result of a change to the processing of dues payments through our membership database. NAR and MAR will assume the costs on their portion of the proceeds. In order for all staff to be utilizing the database at the same time, we have increased our contract with RAMCO (provider) for three (3) users; reflected in the membership database line.

We have seen an increase in member attendance at CE, and less non member attendance. The budget reflects a decrease in income while assuming an increase in expenses for cost of living increases.

The NAR core standards mandates that a review must be performed each year to maintain the Association's charter. The 'Professional Fees' line item reflects an increase in costs associated with the review.

