

2022 Board of REALTORS Budget	2022 Proposed	2021 Approved	Change from LY
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Advertising & Sponsorships	\$8,500	\$8,800	-\$300
Community Scholarship Transfer	\$750	\$750	\$0
Dues: Affiliates, REALTORS	\$149,011	\$143,295	\$5,716
Education and Events Income	\$7,000	\$6,300	\$700
Investment Income	\$2,359	\$4,198	-\$1,839
Other Income	\$107	\$0	\$107
<b>Total Income</b>	<b>\$167,727</b>	<b>\$163,343</b>	<b>\$4,384</b>
<b>Expense</b>			
Awards & Raffles	\$2,000	\$800	\$1,200
Charitable Donations	\$100	\$100	\$0
Community Outreach Expense	\$5,200	\$0	\$5,200
Conference and Training	\$19,400	\$20,400	-\$1,000
Credit Card Expense: 2.42%	\$3,600	\$3,000	\$600
Depreciation / Office Equipt	\$800	\$500	\$300
Dues and Subscriptions	\$700	\$700	\$0
Education and Events Expense	\$9,850	\$6,170	\$3,680
Equipment Maintenance	\$500	\$500	\$0
Insurance	\$1,000	\$1,000	\$0
Investment Advisory Fee	\$1,800	\$1,800	\$0
Licenses and Permits	\$85	\$468	-\$383
Meeting Expense	\$3,541	\$3,405	\$136
Membership Database	\$3,819	\$3,819	\$0
Memorials	\$300	\$300	\$0
Miscellaneous	\$170	\$0	\$170
Office Supplies & Software	\$3,000	\$3,000	\$0
Payroll Expenses	\$94,716	\$90,978	\$3,738
Postage and Delivery	\$250	\$250	\$0
Professional Fees	\$4,000	\$3,950	\$50
Property Maintenance	\$1,500	\$1,300	\$200
Rent	\$12,000	\$11,990	\$10
Scholarship Award	\$750	\$750	\$0
Taxes	\$200	\$350	-\$150
Telephone & Fiber	\$2,500	\$2,900	-\$400
Web page	\$1,000	\$1,000	\$0
<b>Total Expense</b>	<b>\$172,781</b>	<b>\$159,430</b>	<b>\$13,351</b>
<b>Net Income / Loss</b>	<b>-\$5,054</b>	<b>\$3,913</b>	<b>-\$8,967</b>

## BUDGET HIGHLIGHTS

Great News!  
Membership fees are not increasing in 2022. They will remain level at \$229 for local services, \$161 for MA and \$185 for National.

There has been a conservative budget decrease in membership from existing 570 to 530 in 2022.

This budget assumes hybrid versions (both live and online) options for education classes, a new on-demand education system, and in-person attendance at conferences and training. This also covers the creation of new video training.

There is a plan to include additional membership raffles in meetings in 2022.

An independent contractor has been engaged to assist with community outreach marketing and materials that you can use, as well!

Credit card usage has increased with the new membership system and the ability to pay dues and invoices on line.

The office will remain located in the TD Bank building with no anticipated increase in rental costs.