

Approved by:  
 Finance Committee: 06.17.2019  
 Executive Committee: 07.17.2019  
 Board of Directors: 08.21.2019

**New Hampshire Association of REALTORS®  
 2020 Budget**

<b>Administration Income</b>			<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b>4010 REALTOR® Dues</b>				
6,500 @ \$230.00	\$ 1,491,750.00	Dues @ 2%; Members @ August 2018	Members increased to 6500	
<b>Total Dues</b>	<b>\$ 1,491,750.00</b>			
<b>4015 Affiliate Dues</b>				
51 @ \$120.00	\$ 6,138.36	Dues @ 2%; Members @ August 2018		
<b>Total Affiliate Dues</b>	<b>\$ 6,138.36</b>			
<b>4020 Interest/Dividends</b>				
Morgan Stanley Investment Income	\$ 68,649.00	2018 Actual		
<b>Total Interest/Dividends</b>	<b>\$ 68,649.00</b>			
<b>4028 Multi-Board Management</b>				
Sunapee Region Board of REALTORS®	\$ 22,616.00	3% increase		
North Country Board of REALTORS®	\$ 11,308.00	50% of standard fee		
Upper Valley Board of REALTORS®	\$ 22,616.00	3% increase		
<b>Total Multi-Board Management</b>	<b>\$ 56,540.00</b>			
<b>4045 RPAC Admn. Income</b>				
RPAC Administration	\$ 10,029.00	3% increase		
<b>Total RPAC Admn. Income</b>	<b>\$ 10,029.00</b>			
<b>4048 Partnership Program</b>				
Partnership Income	\$ 15,000.00	2018 Actual		
<b>Total Partnership Program</b>	<b>\$ 15,000.00</b>			
<b>4050 Other Income</b>				
IA Dues, Past Due Dues	\$ 1,000.00			
<b>Total Other Program</b>	<b>\$ 1,000.00</b>			

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<b>Administration Expenses</b>			<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b>6020 Accounting</b>				
2019 Audit/Review, Tax Returns, Bookkeeping	\$ 14,000.00			
<b>Total Accounting</b>	<b>\$ 14,000.00</b>			
<b>6030 Bank Charges</b>				
Morgan Stanley, MCSB Operating Accounts	\$ 468.00	2% estimated CPI-U		
<b>Total Bank Charges</b>	<b>\$ 468.00</b>			
<b>6032 Charitable Contributions</b>				
Total annual contributions	\$ 5,000.00			
<b>Total Charitable Contributions</b>	<b>\$ 5,000.00</b>			
<b>6038 Disaster Relief Foundation Contribution</b>				
Annual contribution	\$ 5,000.00			
<b>Total Disaster Relief Foundation Contribution</b>	<b>\$ 5,000.00</b>			
<b>6040 Equipment Maintenance</b>				
Computer Maintenance Fees	\$ 12,167.00			
<b>Total Equipment Maint. Expenses</b>	<b>\$ 12,167.00</b>			
<b>6050 EVP Contingency</b>				
Business lunches & staff recognition	\$ 3,259.00	2% estimated CPI-U		
<b>Total EVP Contingency</b>	<b>\$ 3,259.00</b>			
<b>6060 Flowers &amp; Memorials</b>				
Flowers and/or memorial contributions	\$ 716.00	2% estimated CPI-U		
<b>Total Flowers &amp; Memorials</b>	<b>\$ 716.00</b>			

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			Finance Committee Actions	Executive Committee Actions
<b>6070 Kitchen Supplies</b>				
Coffee, Water Cooler, Plates, Cups, Sugar, Detergent,	\$ 2,500.00	2018 actual		
<b>Total Kitchen Supplies</b>	<b>\$ 2,500.00</b>			
<b>6080 Legal Expense - General Counsel</b>				
Legal Retainer	\$ 25,200.00			
Miscellaneous	\$ 2,000.00			
<b>Total Legal Expense</b>	<b>\$ 27,200.00</b>			
<b>6085 Liability Insurance</b>				
NAR E & O Coverage	\$ 2,766.00			
Fidelity Bond	\$ 612.00			
<b>Total Insurance - Liability</b>	<b>\$ 3,378.00</b>			
<b>6090 M/C &amp; Visa Expense</b>				
M/C & Visa Charges	\$ 26,390.00	2018 Actual		
<b>Total M/C &amp; Visa Charges</b>	<b>\$ 26,390.00</b>			
<b>6100 Meetings</b>				
BOD, Executive, Off-site	\$ 10,404.00	2% estimated CPI-U		
<b>Total Meetings</b>	<b>\$ 10,404.00</b>			
<b>6103 Member Relations Contingency</b>				
Business lunches with Committee Chairs & Staff	\$ 384.00	2% estimated CPI-U		
<b>Total Member Relations Contingency</b>	<b>\$ 384.00</b>			
<b>6105 Membership Information System</b>				
Annual Fee	\$ 14,131.00	Actual		
<b>Total Membership Information System</b>	<b>\$ 14,131.00</b>			

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<b>6111 Multi-Board Management Expenses</b>			<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
Multi-Board Management Expenses	\$ 56,540.00			
<b>Total Multi-Board Management Expenses</b>	<b>\$ 56,540.00</b>			
<b>6112 NAR Core Standards Compliance</b>				
Increased Advocacy Requirements, Consumer Outreach, Membership Audit, L200 & L300	\$ 20,000.00			
<b>Total Core Standards Compliance</b>	<b>\$ 20,000.00</b>			
<b>6114 NAR</b>				
NAR Region 1 Expenses	\$ 2,000.00			
Region 1 Political Strategy Fund	\$ 6,500.00			
<b>Total NAR Region 1</b>	<b>\$ 8,500.00</b>			
<b>6115 NH BET Tax</b>				
NH BET Tax	\$ 5,841.00	.75% salaries		
<b>Total NH BET Tax</b>	<b>\$ 5,841.00</b>			
<b>6130 Office Equipment</b>				
Pitney Bowes (\$300/qtr)	\$ 1,200.00	Actual		
Konika Copier (\$400/mo)	\$ 4,800.00			
<b>Total Office Equipment</b>	<b>\$ 6,000.00</b>			
<b>6140 Office Supplies</b>				
General Office Supplies	\$ 12,007.00	2% estimated CPI-U		
<b>Total Office Supplies</b>	<b>\$ 12,007.00</b>			
<b>6150 Photography</b>				
President's Portrait	\$ 293.00	2% estimated CPI-U		
<b>Total Photography</b>	<b>\$ 293.00</b>			

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			Finance Committee Actions	Executive Committee Actions
<b>6155 Political Advocacy</b>				
Annual Major Investor PAF Contribution	\$ 1,000.00			
Political Fundraising	\$ 2,500.00	PAC & PAF fundraising		
<b>Total Political Advocacy</b>	<b>\$ 3,500.00</b>			
<b>6160 Postage</b>				
First Class Postage	\$ 1,500.00			
<b>Total Postage</b>	<b>\$ 1,500.00</b>			
<b>6170 President's Contingency</b>				
For discretionary use by NHAR President	\$ 2,123.00	2% estimated CPI-U		
<b>Total President's Contingency</b>	<b>\$ 2,123.00</b>			
<b>6180 Printing</b>				
Miscellaneous Printing	\$ 500.00	2018 Actaul		
<b>Total Printing</b>	<b>\$ 500.00</b>			
<b>6186 RPAC Admn. Expenses</b>				
RPAC Administrative Expenses	\$ 10,029.00			
<b>Total RPAC Admn. Expenses</b>	<b>\$ 10,029.00</b>			
<b>6190 Subscriptions &amp; Publications</b>				
Online and Print Publications	\$ 1,065.00	2% estimated CPI-U		
Statistical Reports	\$ 6,585.00			
<b>Total Subscriptions &amp; Publications</b>	<b>\$ 7,650.00</b>			
<b>6200 Task Forces &amp; Working Groups</b>				
Task Force & Working Group Administrative Expenses	\$ 602.00	2% estimated CPI-U		
<b>Total Task Forces &amp; Working Groups</b>	<b>\$ 602.00</b>			
<b>6205 Technology</b>				
Internet Access & Wireless Service	\$ 4,781.00	2% estimated CPI-U		
Office 365 Annualized User Fees	\$ 1,350.00			
<b>Total Technology</b>	<b>\$ 6,131.00</b>			

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			Finance Committee Actions	Executive Committee Actions
<b>6210 Telephone</b>				
Vonage	\$ 5,400.00	Actual		
Comcast	\$ 3,300.00	Actual		
Mobile Phone Allowance	\$ 1,930.00	2% estimated CPI-U		
Conference Calls	\$ 300.00	Actual		
<b>Total Telephone</b>	<b>\$ 10,930.00</b>			
<b>6211 Web Site Services</b>				
Annual Web Services (Hosting & Updates)	\$ 2,000.00	Actual		
<b>Total Web Site Services</b>	<b>\$ 2,000.00</b>			
<b>6225 Facility Lease</b>				
Annual Lease	\$ 71,379.00			
<b>Total Annual Lease</b>	<b>\$ 71,379.00</b>			
<b>6226 Common Area Maintenance, Insurance, Taxes</b>				
Annual CAM, Insurance & Taxes	\$ 34,749.00	3%		
<b>Total Common Area Maintenance, Insurance, Taxes</b>	<b>\$ 34,749.00</b>			
<b>6227 Conference Room Rental</b>				
BOD & Committee Meetings	\$ 375.00			
<b>Total Conference Room Rental</b>	<b>\$ 375.00</b>			
<b>6230 Insurance</b>				
Business Owners Policy	\$ 1,538.00			
Umbrella	\$ 437.00			
<b>Total Building Insurance</b>	<b>\$ 1,975.00</b>			
<b>6240 Janitorial</b>				
Office Cleaning	\$ 6,824.00	2% estimated CPI-U		
<b>Total Janitorial</b>	<b>\$ 6,824.00</b>			
<b>6290 Utilities</b>				
Annual Utilities	\$ 7,400.00	2% estimated CPI-U		
<b>Total Utilities</b>	<b>\$ 7,400.00</b>			

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<b>Admin - Staff</b>		<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b>6362 Administrative</b>			
Payroll Services, 401k Administration, Workers Comp	\$ 10,401.00	2% estimated CPI-U	
<b>Total Staff Administration</b>	<b>\$ 10,401.00</b>		
<b>6364 Compensation and Benefits</b>			
Salaries, Benefits, Payroll Taxes	\$ 778,739.00		
<b>Less MultiBoard Management</b>	<b>\$ (56,540.00)</b>		
<b>Less RPAC Administration</b>	<b>\$ (10,029.00)</b>		
<b>Total Compensation and Benefits</b>	<b>\$ 712,170.00</b>		
<b>Total Admin - Staff</b>	<b>\$ 722,571.00</b>		
<b>6440 Travel - EVP</b>			
<b>AE Institute</b>			
Hotel, Transportation, Meals, Registration	\$ 2,529.00	2% estimated CPI-U	
<b>Total AE Institute</b>	<b>\$ 2,529.00</b>		
<b>REALTOR® Party Convention &amp; Trade Expo</b>			
Hotel, Transportation, Meals	\$ 2,972.00		
<b>Total REALTOR® Party Convention &amp; Trade Expo</b>	<b>\$ 2,972.00</b>		
<b>National State AE Meeting</b>			
Hotel, Transportation, Meals, Registration	\$ 1,634.00		
<b>Total National State AE Meeting</b>	<b>\$ 1,634.00</b>		
<b>NAR Leadership Summit - Chicago, IL</b>			
Transportation, Meals	\$ 742.00		
<b>Total NAR Leadership Summit</b>	<b>\$ 742.00</b>		
<b>REALTORS® Conference &amp; Expo</b>			
Hotel, Transportation, Meals, Registration	\$ 4,228.00		
<b>Total REALTORS® Conference &amp; Expo</b>	<b>\$ 4,228.00</b>		
<b>State EO Retreat</b>			
Hotel, Transportation, Meals, Registration	\$ 1,099.00		
	<b>\$ 1,099.00</b>		
<b>Total Travel - EVP</b>	<b>\$ 13,204.00</b>		

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 2020 Budget

			Finance Committee Actions	Executive Committee Actions
<b>6445 Travel - Federal Political Coordinators (FPCs)</b>				
REALTOR® Party Convention & Trade Expo	\$ 1,250.00			
<b>Total Travel - Federal Political Coordinators</b>	<b>\$ 1,250.00</b>			
<b>6460 Travel - First Vice President</b>				
Hotel, Transportation, Meals, Registration	\$ 3,500.00			
	<b>\$ 3,500.00</b>			
<b>6460 Travel - General Counsel</b>				
NAR Legal Seminar	\$ 2,394.00	2% estimated CPI-U		
<b>Total Travel - General Counsel</b>	<b>\$ 2,394.00</b>			
<b>6462 Travel - Local Board Meetings</b>				
Representation at Local Board Meetings	\$ 1,792.00	2% estimated CPI-U		
<b>Total Travel - Local Board Meetings</b>	<b>\$ 1,792.00</b>			
<b>6465 Travel - Member Hospitality</b>				
<b>Expenses:</b>				
Member Events at NAR Meetings	\$ 5,000.00			
<b>Total Travel - Member Hospitality</b>	<b>\$ 5,000.00</b>			
<b>6470 Travel - NAR Directors</b>				
<b>REALTOR® Party Convention &amp; Trade Expo</b>				
Hotel, Transportation, Meals, Registration	\$ 2,653.02	2% estimated CPI-U		
<b>REALTORS® Conference &amp; Expo</b>				
Hotel, Transportation, Meals, Registration	\$ 4,227.90			
<b>Total Travel - NAR Directors</b>	<b>\$ 6,880.92</b>			
<b>6495 Travel - REALTOR® Party Member Involvement Committee</b>				
Hotel, Transportation, Meals	\$ 1,689.00	2% estimated CPI-U		
<b>Total Travel - NAR Political Involvement Committee</b>	<b>\$ 1,689.00</b>			
<b>6500 Travel - NERC</b>				
<b>NERC Conference</b>				
Hotel, Transportation, Meals, Registration	\$ 3,044.00	2% estimated CPI-U		
<b>Total Travel - NERC Conference</b>	<b>\$ 3,044.00</b>			



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<b>6510 Travel - President</b>			<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b><u>REALTOR® Party Convention &amp; Trade Expo</u></b>				
Hotel, Transportation, Meals, Registration	\$ 12,653.00	2% estimated CPI-U	Increased by \$10,000	
<b>Total REALTOR® Convention &amp; Trade Expo</b>	<b>\$ 12,653.00</b>			
<b><u>REALTORS® Conference &amp; Expo</u></b>				
Hotel, Transportation, Meals, Registration	\$ 4,228.00			
<b>Total REALTORS® Conference &amp; Expo</b>	<b>\$ 4,228.00</b>			
<b>Total Travel - President</b>	<b>\$ 16,881.00</b>			
<b>6520 Travel - President-Elect</b>				
<b><u>REALTOR® Party Convention &amp; Trade Expo</u></b>				
Hotel, Transportation, Meals, Registration	\$ 2,653.00	2% estimated CPI-U		
<b>Total REALTOR® Party Convention &amp; Trade Expo</b>	<b>\$ 2,653.00</b>			
<b><u>NAR Leadership Summit - Chicago, IL</u></b>				
Transportation, Meals	\$ 518.00			
Local Board Leadership Hospitality	\$ 1,500.00			
<b>Total NAR Leadership Summit</b>	<b>\$ 2,018.00</b>			
<b><u>REALTORS® Conference &amp; Expo</u></b>				
Hotel, Transportation, Meals, Registration	\$ 4,313.00			
<b>Total REALTORS® Conference &amp; Expo</b>	<b>\$ 4,313.00</b>			
<b>Total Travel - President-Elect</b>	<b>\$ 8,984.00</b>			
<b>6525 Travel - Public Policy Chair</b>				
<b><u>REALTOR® Party Convention &amp; Trade Expo</u></b>				
Hotel, Transportation, Meals	\$ 3,000.00		Increased by \$500	
<b>Total Travel - Public Policy Chair</b>	<b>\$ 3,000.00</b>			

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<b>6530 Travel - Staff Management</b>			<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b><u>REALTOR® Party Convention &amp; Trade Expo</u></b>				
Hotel, Transportation, Meals, Registration	\$ 6,203.00	2% estimated CPI-U		
<b>REALTOR® Party Convention &amp; Trade Expo</b>	<b>\$ 6,203.00</b>			
<b><u>REALTORS® Conference &amp; Expo</u></b>				
Hotel, Transportation, Meals, Registration	\$ 10,230.00			
<b>Total REALTORS® Conference &amp; Expo</b>	<b>\$ 10,230.00</b>			
<b>Total Travel - Staff Management</b>	<b>\$ 16,433.00</b>			
<b>6540 Travel - Treasurer</b>				
Hotel, Transportation, Meals, Registration	\$ 5,000.00	2% estimated CPI-U	Increased by \$1,094	
<b>Total Travel - Treasurer</b>	<b>\$ 5,000.00</b>			

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<b>Program Income and Expenses</b>		<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b>6610 Affiliate Honor Society - Expenses Only</b>			
Affiliate Pins (New members)	\$ -		
Honor Society Pins	\$ -		
Honor Society Plaque	\$ (100.00)		
<b>Total Expenses</b>	<b>\$ (100.00)</b>		
<b>Attorney REALTOR® Workshop - Risk Reduction</b>			
<b>4506 Income</b>			
Registrations			
250 @ \$35	\$ 8,750.00		
<b>Total Income</b>	<b>\$ 8,750.00</b>		
<b>6615 Expenses</b>			
Speaker Fee and Expenses	\$ (700.00)		
Site Expenses	\$ (7,700.00)		
Room Charge (\$1,000)			
Continental Bkf and Breaks (263 @ \$19 = \$5,000)			
Audio Visual (\$400) Risers (\$100) Parking (\$1,200)			
Overnight Rooms/Travel/Misc	\$ (500.00)		
Promotion Costs - Credit app; Printing & Copying	\$ (450.00)		
<b>Total Expenses</b>	<b>\$ (9,350.00)</b>		
<b>PROFIT/LOSS</b>	<b>\$ (600.00)</b>		
<b>6618 Communications Committee - Expenses Only</b>			
Media Campaign	\$ (90,000.00)		
NAR Profile of Home Buyers & Sellers NH Oversample	\$ (6,500.00)		
Marketing & Hosted Events	\$ (2,000.00)		
Inman	\$ (15,500.00)		
Magazine mailing	\$ (19,800.00)		
Postcard Print and Mailing	\$ (4,000.00)		
<b>Total Expenses</b>	<b>\$ (137,800.00)</b>		

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<b>6624 EO Forum/Retreat - Expenses Only</b>		<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
6 Hour NHAR AE Professional Development	\$ (3,000.00)		
NH AE Retreat	\$ (2,500.00)		
<b>Total Expenses</b>	<b>\$ (5,500.00)</b>		
<b>Education Symposium</b>			
<b>4507 Income</b>			
Registrations	\$ 7,500.00		
Exhibitors	\$ 5,000.00		
Sponsors	\$ 9,500.00		
<b>Total Income</b>	<b>\$ 22,000.00</b>		
<b>6625 Expenses</b>			
Food/beverage	\$ (9,300.00)		
Space rental	\$ (2,000.00)		
Speakers	\$ (10,000.00)		
Exhibitors	\$ (2,000.00)		
AV	\$ (1,500.00)		
Staff travel	\$ (500.00)		
<b>Total Expenses</b>	<b>\$ (25,300.00)</b>		
<b>PROFIT/LOSS</b>	<b>\$ (3,300.00)</b>		

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<b>Fall Conference</b>			<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b>4530 Income</b>				
Registrations	\$ 20,000.00			
REALTOR of the Year	\$ 3,000.00			
Exhibitors	\$ 9,000.00			
Sponsors	\$ 12,000.00			
Advertisers	\$ 1,500.00			
<b>Total Income</b>	<b>\$ 45,500.00</b>			
<b>6640 Expenses</b>				
REALTOR of the Year	\$ (7,500.00)			
Breakfast/Lunch	\$ (18,550.00)			
Facility (Rental, AV, Exhibitors)	\$ (11,000.00)			
Printing/copying	\$ (3,000.00)			
Social events	\$ (500.00)			
Speakers	\$ (100,000.00)			
Staff travel	\$ -			
Supplies	\$ (500.00)			
Day 1 Exhibitor social	\$ (10,000.00)			
Presidents reception	\$ (2,000.00)			
<b>Total Expenses</b>	<b>\$ (153,050.00)</b>			
<b>PROFIT/LOSS</b>	<b>\$ (107,550.00)</b>			
<b>6742 Forms - Expenses Only</b>				
dotloop	\$ -			
zipLogix Optional Products	\$ (26,000.00)			
<b>Total Expenses</b>	<b>\$ (26,000.00)</b>			
<b>6749 Good Neighbor Award Program - Expenses Only</b>				
Contributions to Community/Charitable Organizations	\$ (5,000.00)			
Crystal Award Expenses	\$ (500.00)			
<b>Total Expenses</b>	<b>\$ (5,500.00)</b>			

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<b>6760 Honor Society - Expenses Only</b>		<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
Pins (30 @ \$15 each)	\$ (450.00)		
Plaques & Misc.	\$ (950.00)		
<b>Total Expenses</b>	<b>\$ (1,400.00)</b>		
<b>Installation</b>			
<b>4600 Income</b>			
Registrations	\$ 8,000.00		
<b>Total Income</b>	<b>\$ 8,000.00</b>		
<b>6765 Expenses</b>			
Facility	\$ (8,000.00)		
<b>Total Expenses</b>	<b>\$ (8,000.00)</b>		
<b>PROFIT/LOSS</b>	<b>\$ -</b>		
<b>6780 Leadership Conference - Expenses Only</b>			
Food	\$ (1,500.00)		
Leadership manuals	\$ (200.00)		
Handouts, Leadership items	\$ (550.00)		
Rental of facilities for conference	\$ (3,000.00)		
Staff Expenses	\$ (100.00)		
Miscellaneous	\$ (150.00)		
<b>Total Expenses</b>	<b>\$ (5,500.00)</b>		
<b>6782 Leadership Development Program - Expenses Only</b>			
Preparation meetings for 2021 program.	\$ (5,000.00)		
<b>Total Expenses</b>	<b>\$ (5,000.00)</b>		

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<b>Leadership Symposium</b>		<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b>4604 Income</b>			
Registrations	\$ 6,000.00		
<b>Total Income</b>	<b>\$ 6,000.00</b>		
<b>6785 Expenses</b>			
Speaker Fee	\$ (4,000.00)		
Site Expenses	\$ (17,000.00)		
Staff Travel/Misc. Expense	\$ (1,000.00)		
Materials & Promo Costs	\$ (1,000.00)		
<b>Total Expenses</b>	<b>\$ (23,000.00)</b>		
<b>PROFIT/LOSS</b>	<b>\$ (17,000.00)</b>		
<b>6788 Legal Committee - Expenses Only</b>			
Manuals (40 @ \$18) & Code (2000 @ \$40/100)	\$ (1,520.00)		
Hearing Expenses (Postage/Tapes/Misc.)	\$ (200.00)		
Committee Administrative Expenses	\$ (880.00)		
<b>Total Expenses</b>	<b>\$ (2,600.00)</b>		
<b>6790 Legal Services/Legal Committee - Expenses Only</b>			
Annual retainer	\$ (32,000.00)		
<b>Total Expenses</b>	<b>\$ (32,000.00)</b>		
<b>NAR Designation Courses</b>			
<b>4614 Income</b>			
3 Courses, 60 Attendees each; 2 @ \$249; 1 @ \$149	\$ 38,820.00		
<b>Total Income</b>	<b>\$ 38,820.00</b>		
<b>6818 Expenses</b>			
Instructors	\$ (17,500.00)		
Venue & Food	\$ (4,000.00)		
NAR Royalties	\$ (8,000.00)		
<b>Total Expenses</b>	<b>\$ (29,500.00)</b>		
<b>PROFIT/LOSS</b>	<b>\$ 9,320.00</b>		

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 Finance Committee: 06.17.2019  
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**New Hampshire Association of REALTORS®  
 2020 Budget**

<b>6815 New Hampshire Housing Seminars - Expenses Only</b>		<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
First Time Homebuyer Seminar	\$ (500.00)		
Statewide Housing Conference	\$ (500.00)		
<b>Total Expenses</b>	<b>\$ (1,000.00)</b>		
<b>6817 NH REALTORS® Young Professionals Network - Expenses Only</b>			
Sponsorship of event(s)	\$ (1,000.00)		
<b>Total Expenses</b>	<b>\$ (1,000.00)</b>		
<b>6827 Professional Development Committee - Expenses Only</b>			
Committee Administrative Expenses	\$ (1,000.00)		
Meetings	\$ (500.00)		
<b>Total Expenses</b>	<b>\$ (1,500.00)</b>		
<b>Prof. Standards Mediation Training/OMBUDS Training - NHAR</b>			
<b>4620 Income</b>			
Registrations (15 @ \$100)	\$ 1,500.00		
<b>Total Income</b>	<b>\$ 1,500.00</b>		
<b>6840 Expenses</b>			
Speaker Costs	\$ (5,000.00)		
Facility/Food Costs	\$ (360.00)		
Materials	\$ (50.00)		
Misc. Expenses/Staff Travel/Promo	\$ (100.00)		
<b>Total Expenses</b>	<b>\$ (5,510.00)</b>		
<b>PROFIT/LOSS</b>	<b>\$ (4,010.00)</b>		
<b>6845 Prof. Standards Mediation Training - NAR - Expenses Only</b>			
Hotel, Airfare & Meals (\$1,500 x 1)	\$ (1,500.00)		
Registration (\$500 x 1)	\$ (500.00)		
<b>Total Expenses</b>	<b>\$ (2,000.00)</b>		



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**New Hampshire Association of REALTORS®  
 2020 Budget**

<b>Prof. Standards Workshop</b>		<b>Finance Committee Actions</b>	<b>Executive Committee Actions</b>
<b>4630 Income</b>			
Registrations (350 @ \$60)	\$ 21,600.00		
<b>Total Income</b>	<b>\$ 21,600.00</b>		
<b>6850 Expenses</b>			
Speaker Fees & Expenses	\$ (5,400.00)		
Dinner Meeting	\$ (500.00)		
Facility Costs (room, meals, audio visual, overnights)	\$ (31,416.00)		
Staff Travel & Expenses	\$ (185.00)		
Promotion Costs	\$ (1,100.00)		
<b>Total Expenses</b>	<b>\$ (38,601.00)</b>		
<b>PROFIT/LOSS</b>	<b>\$ (17,001.00)</b>		
<b>6860 Public Policy Committee - Expenses Only</b>			
Contract Lobbyist	\$ (52,800.00)		
Hospitality Fund	\$ (1,650.00)		
Lobbyist Registrations	\$ (250.00)		
Legal	\$ (3,300.00)		
<b>Total Expenses</b>	<b>\$ (58,000.00)</b>		
<b>6870 Public Policy Retreat - Expenses Only</b>			
Retreat Costs	\$ (1,800.00)		
<b>Total Expenses</b>	<b>\$ (1,800.00)</b>		
<b>6880 REALTOR® of the YEAR - Expenses Only</b>			
NAR Convention Stipend (transportation/meals)	\$ (2,000.00)		
NAR Convention Hotel	\$ (1,600.00)		
NAR Convention Registration	\$ (450.00)		
REALTOR® OF THE YEAR Pins for Local Boards	\$ (300.00)		
Plaque	\$ (100.00)		
<b>Total Expenses</b>	<b>\$ (4,450.00)</b>		
<b>Sustainability Working Group - Expenses Only</b>			
Trade Show Booth (X2)	\$ (1,500.00)		
<b>Total Expenses</b>	<b>\$ (1,500.00)</b>		