

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

		2019	2020	Finance Com	Executive Com	BOD
	<b>Administration Income</b>	<b>Approved</b>	<b>Proposed</b>	<b>Proposed</b>	<b>Proposed</b>	<b>Approved</b>
	REALTOR® Members	6,000	6,330	6,500	6,500	6,500
	Annual Dues	\$ 225	\$ 230	\$ 230	\$ 230	\$ 230
4010	REALTOR® Dues	\$ 1,350,000	\$ 1,452,735	\$ 1,491,750	\$ 1,491,750	\$ 1,491,750
	Affiliate Members	51	51	51	51	51
	Annual Affiate Dues	\$ 118	\$ 120	\$ 120	\$ 120	\$ 120
4015	Affiliate Dues	\$ 5,996	\$ 6,138	\$ 6,138	\$ 6,138	\$ 6,138
4020	Interest Earned	\$ 47,354	\$ 68,649	\$ 68,649	\$ 68,649	\$ 68,649
4028	Multi-Board Management	\$ 54,893	\$ 56,540	\$ 56,540	\$ 56,540	\$ 56,540
4045	RPAC Admn. Income	\$ 9,737	\$ 10,029	\$ 10,029	\$ 10,029	\$ 10,029
4048	Partnership Program	\$ 5,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000
4050	Other Income	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
	<b>Total Administration Income</b>	<b>\$ 1,473,980</b>	<b>\$ 1,610,091</b>	<b>\$ 1,649,106</b>	<b>\$ 1,649,106</b>	<b>\$ 1,649,106</b>
	<b>Administration Expenses</b>					
	<b>Admn. General</b>					
6020	Accounting	\$ 14,000	\$ 14,000	\$ 14,000	\$ 14,000	\$ 14,000
6030	Bank Charges	\$ 459	\$ 468	\$ 468	\$ 468	\$ 468
6032	Charitable Contributions	\$ -	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
6038	Disaster Relief Foundation Contribution	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
6040	Equipment Maintenance	\$ 14,862	\$ 12,167	\$ 12,167	\$ 12,167	\$ 12,167
6050	EVP Contingency	\$ 3,195	\$ 3,259	\$ 3,259	\$ 3,259	\$ 3,259
6060	Flowers & Memorials	\$ 702	\$ 716	\$ 716	\$ 716	\$ 716
6070	Kitchen Supplies	\$ 1,786	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500
6080	Legal Expense - General Counsel	\$ 26,275	\$ 27,200	\$ 27,200	\$ 27,200	\$ 27,200
6085	Liability Insurance	\$ 3,378	\$ 3,378	\$ 3,378	\$ 3,378	\$ 3,378
6090	M/C & Visa Expense	\$ 22,000	\$ 26,390	\$ 26,390	\$ 26,390	\$ 26,390
6100	Meetings	\$ 10,200	\$ 10,404	\$ 10,404	\$ 10,404	\$ 10,404
6103	Member Relations Contingency	\$ 376	\$ 384	\$ 384	\$ 384	\$ 384
6105	Membership Information System	\$ 13,800	\$ 14,131	\$ 14,131	\$ 14,131	\$ 14,131
6111	Multi-Board Management	\$ 54,893	\$ 56,540	\$ 56,540	\$ 56,540	\$ 56,540
6112	NAR Core Standards	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
6114	NAR Region I	\$ 8,000	\$ 8,500	\$ 8,500	\$ 8,500	\$ 8,500
6115	NH BET Tax	\$ 5,527	\$ 5,841	\$ 5,841	\$ 5,841	\$ 5,841
6130	Office Equipment	\$ 9,581	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
6140	Office Supplies	\$ 11,772	\$ 12,007	\$ 12,007	\$ 12,007	\$ 12,007
6150	Photography	\$ 287	\$ 293	\$ 293	\$ 293	\$ 293
6155	Political Advocacy	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500
6160	Postage	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
6170	President's Contingency	\$ 2,081	\$ 2,123	\$ 2,123	\$ 2,123	\$ 2,123
6180	Printing	\$ 1,838	\$ 500	\$ 500	\$ 500	\$ 500
6186	RPAC Admn. Expense	\$ 9,737	\$ 10,029	\$ 10,029	\$ 10,029	\$ 10,029
6190	Subscriptions	\$ 7,500	\$ 7,650	\$ 7,650	\$ 7,650	\$ 7,650
6200	Task Forces & Working Groups	\$ 590	\$ 602	\$ 602	\$ 602	\$ 602
6205	Technology	\$ 6,007	\$ 6,131	\$ 6,131	\$ 6,131	\$ 6,131
6210	Telephone	\$ 8,063	\$ 10,930	\$ 10,930	\$ 10,930	\$ 10,930
6211	Website Services	\$ 6,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
	<b>Total Exp. Admn. General</b>	<b>\$ 272,909</b>	<b>\$ 279,143</b>	<b>\$ 279,143</b>	<b>\$ 279,143</b>	<b>\$ 279,143</b>

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

		2019	2020	Finance Com	Executive Com	BOD
	<i>Admn. Facilities</i>	Approved	Proposed	Proposed	Proposed	Approved
6225	Annual Lease	\$ 69,284	\$ 71,379	\$ 71,379	\$ 71,379	\$ 71,379
6226	CAM, Insurance & Taxes	\$ 33,400	\$ 34,749	\$ 34,749	\$ 34,749	\$ 34,749
6227	Conference Room Rental	\$ 3,225	\$ 375	\$ 375	\$ 375	\$ 375
6230	Insurance	\$ 1,936	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975
6240	Janitorial Service	\$ 6,690	\$ 6,824	\$ 6,824	\$ 6,824	\$ 6,824
6290	Utilities - Electric	\$ 7,113	\$ 7,400	\$ 7,400	\$ 7,400	\$ 7,400
	<b>Total Exp. Admn. Facilities</b>	<b>\$ 121,648</b>	<b>\$ 122,702</b>	<b>\$ 122,702</b>	<b>\$ 122,702</b>	<b>\$ 122,702</b>
	<i>Admn. Staff</i>					
6362	Administrative	\$ 10,197	\$ 10,401	\$ 10,401	\$ 10,401	\$ 10,401
6364	Compensation and Benefits	\$ 672,339	\$ 712,170	\$ 712,170	\$ 712,170	\$ 712,170
	<b>Total Exp. Admn. Staff</b>	<b>\$ 682,536</b>	<b>\$ 722,571</b>	<b>\$ 722,571</b>	<b>\$ 722,571</b>	<b>\$ 722,571</b>
	<i>Admn. Travel</i>					
6440	Travel - EVP	\$ 12,944	\$ 13,204	\$ 13,204	\$ 13,204	\$ 13,204
6445	Travel - Federal Political Coordinators	\$ 1,250	\$ 1,250	\$ 1,250	\$ 1,250	\$ 1,250
6447	Travel - First Vice President	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500
6460	Travel - General Counsel	\$ 2,112	\$ 2,394	\$ 2,394	\$ 2,394	\$ 2,394
6462	Travel - Local Board Meetings	\$ 1,757	\$ 1,792	\$ 1,792	\$ 1,792	\$ 1,792
6465	Travel - Member Hospitality	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
6470	Travel - NAR Directors	\$ 6,746	\$ 6,881	\$ 6,881	\$ 6,881	\$ 6,881
6495	Travel - NAR Political Involvement Committee	\$ 1,656	\$ 1,689	\$ 1,689	\$ 1,689	\$ 1,689
6500	Travel - NERC Program	\$ 2,984	\$ 3,044	\$ 3,044	\$ 3,044	\$ 3,044
6510	Travel - President	\$ 6,746	\$ 6,881	\$ 16,881	\$ 16,881	\$ 16,881
6520	Travel - President-Elect	\$ 8,837	\$ 8,984	\$ 8,984	\$ 8,984	\$ 8,984
6525	Travel - Public Policy Chair	\$ 2,500	\$ 2,500	\$ 3,000	\$ 3,000	\$ 3,000
6530	Travel - Staff Mgmt. Travel	\$ 15,380	\$ 16,433	\$ 16,433	\$ 16,433	\$ 16,433
6540	Travel - Treasurer	\$ 3,829	\$ 3,906	\$ 5,000	\$ 5,000	\$ 5,000
	<b>Total Exp. Admn. Travel</b>	<b>\$ 75,241</b>	<b>\$ 77,458</b>	<b>\$ 89,052</b>	<b>\$ 89,052</b>	<b>\$ 89,052</b>
	<b>Total Admn. Income</b>	<b>\$ 1,473,980</b>	<b>\$ 1,610,091</b>	<b>\$ 1,649,106</b>	<b>\$ 1,649,106</b>	<b>\$ 1,649,106</b>
	<b>Total Admn. Expenses</b>	<b>\$ (1,152,334)</b>	<b>\$ (1,201,874)</b>	<b>\$ (1,213,468)</b>	<b>\$ (1,213,468)</b>	<b>\$ (1,213,468)</b>
		<b>\$ 321,646</b>	<b>\$ 408,217</b>	<b>\$ 435,638</b>	<b>\$ 435,638</b>	<b>\$ 435,638</b>

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

		2019	2020	Finance Com	Executive Com	BOD
	<b>Program Income</b>	<b>Approved</b>	<b>Proposed</b>	<b>Proposed</b>	<b>Proposed</b>	<b>Approved</b>
4506	Attorney REALTOR® Wkshop-Risk Reduction	\$ 9,250	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750
4507	Education Symposium	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000
4530	Fall Conference	\$ 48,750	\$ 45,500	\$ 45,500	\$ 45,500	\$ 45,500
4600	Installation	\$ -	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000
4604	Leadership Symposium	\$ 8,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
4614	NAR Designation Courses	\$ 34,850	\$ 38,820	\$ 38,820	\$ 38,820	\$ 38,820
4620	Prof. Std. Med. Training - NHAR	\$ 480	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
4630	Prof. Standards Workshop	\$ 21,000	\$ 21,600	\$ 21,600	\$ 21,600	\$ 21,600
4636	Sustainability Symposium	\$ 17,400	\$ -	\$ -	\$ -	\$ -
	<b>Total Program Income</b>	<b>\$ 161,730</b>	<b>\$ 152,170</b>	<b>\$ 152,170</b>	<b>\$ 152,170</b>	<b>\$ 152,170</b>
	<b>Program Expenses</b>					
6610	Affiliate Forum/Honor Society	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
6615	Attorney REALTOR® Wkshop-Risk Reduction	\$ 9,350	\$ 9,350	\$ 9,350	\$ 9,350	\$ 9,350
6618	Communications Committee	\$ 112,700	\$ 137,800	\$ 137,800	\$ 137,800	\$ 137,800
6624	EO Forum	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500
6625	Education Symposium	\$ 25,300	\$ 25,300	\$ 25,300	\$ 25,300	\$ 25,300
6640	Fall Convention	\$ 45,825	\$ 153,050	\$ 153,050	\$ 153,050	\$ 153,050
6742	Forms	\$ 60,000	\$ 26,000	\$ 26,000	\$ 26,000	\$ 26,000
6749	Good Neighbor Award Program	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500
6760	Honor Society	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400
6765	Installation	\$ -	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000
6780	Leadership Conference	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500
6782	Leadership Development Program	\$ 24,900	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
6785	Leadership Symposium	\$ 23,000	\$ 23,000	\$ 23,000	\$ 23,000	\$ 23,000
6788	Legal Committee	\$ 2,600	\$ 2,600	\$ 2,600	\$ 2,600	\$ 2,600
6790	Legal Services/Legal Committee	\$ 32,000	\$ 32,000	\$ 32,000	\$ 32,000	\$ 32,000
6815	New Hampshire Housing Finance Authority	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
6817	NH REALTORS® YPN Sponsorship	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
6818	NAR Designation Courses	\$ 35,500	\$ 29,500	\$ 29,500	\$ 29,500	\$ 29,500
6827	Prof. Development Committee	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
6830	Prof. Standards Certification Prog.	\$ 2,000	\$ -	\$ -	\$ -	\$ -
6840	Prof. Std. Med. Training - NHAR	\$ 1,520	\$ 5,510	\$ 5,510	\$ 5,510	\$ 5,510
6845	Prof. Std. Med. Training - NAR	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
6850	Prof. Standards Workshop	\$ 17,644	\$ 38,601	\$ 38,601	\$ 38,601	\$ 38,601
6860	Public Policy Committee	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000	\$ 58,000
6870	Public Policy Retreat	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
6880	REALTOR® of the Year	\$ 2,800	\$ 4,450	\$ 4,450	\$ 4,450	\$ 4,450
6881	Sustainability Symposium	\$ 17,000	\$ -	\$ -	\$ -	\$ -
6882	Sustainability Working Group	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
	<b>Total Program Expenses</b>	<b>\$ 496,939</b>	<b>\$ 584,961</b>	<b>\$ 584,961</b>	<b>\$ 584,961</b>	<b>\$ 584,961</b>
	<b>Total Program Income</b>	<b>\$ 161,730</b>	<b>\$ 152,170</b>	<b>\$ 152,170</b>	<b>\$ 152,170</b>	<b>\$ 152,170</b>
	<b>Total Program Expenses</b>	<b>\$ (496,939)</b>	<b>\$ (584,961)</b>	<b>\$ (584,961)</b>	<b>\$ (584,961)</b>	<b>\$ (584,961)</b>
		<b>\$ (335,209)</b>	<b>\$ (432,791)</b>	<b>\$ (432,791)</b>	<b>\$ (432,791)</b>	<b>\$ (432,791)</b>

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

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 2020 Budget**

	<b>2019</b>	<b>2020</b>	<b>Finance Com</b>	<b>Executive Com</b>	<b>BOD</b>
	<b>Approved</b>	<b>Proposed</b>	<b>Proposed</b>	<b>Proposed</b>	<b>Approved</b>
<b>TOTAL ADMINISTRATION INCOME</b>	\$ 1,473,980	\$ 1,610,091	\$ 1,649,106	\$ 1,649,106	\$ 1,649,106
<b>TOTAL PROGRAM INCOME</b>	\$ 161,730	\$ 152,170	\$ 152,170	\$ 152,170	\$ 152,170
	\$ 1,635,710	\$ 1,762,261	\$ 1,801,276	\$ 1,801,276	\$ 1,801,276
<b>TOTAL ADMN. EXPENSES</b>	\$ (1,152,334)	\$ (1,201,874)	\$ (1,213,468)	\$ (1,213,468)	\$ (1,213,468)
<b>TOTAL PROGRAM EXPENSES</b>	\$ (496,939)	\$ (584,961)	\$ (584,961)	\$ (584,961)	\$ (584,961)
	\$ (1,649,273)	\$ (1,786,835)	\$ (1,798,429)	\$ (1,798,429)	\$ (1,798,429)
<b>PROFIT/LOSS</b>	\$ (13,563)	\$ (24,574)	\$ 2,847	\$ 2,847	\$ 2,847