

Approved by:
 Finance Committee: June 14, 2020
 Executive Committee:
 Board of Directors:

**New Hampshire Association of REALTORS®
 2022 Budget**

		2021	2022	Finance Com	Executive Com	BOD
	Administration Income	Approved	Proposed	Proposed	Proposed	Approved
	REALTOR® Members	6,500	6,700	6,700	6,700	6,700
	Annual Dues	\$ 230	\$ 230	\$ 230	\$ 230	\$ 230
4010	REALTOR® Dues	\$ 1,491,750	\$ 1,537,650	\$ 1,537,650	\$ 1,537,650	\$ 1,537,650
	Affiliate Members	51	30	30	30	30
	Annual Affiate Dues	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120
4015	Affiliate Dues	\$ 5,508	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600
4020	Interest Earned	\$ 59,260	\$ 59,260	\$ 59,260	\$ 59,260	\$ 59,260
4028	Multi-Board Management	\$ 56,878	\$ 56,878	\$ 56,878	\$ 56,878	\$ 56,878
4045	RPAC Admn. Income	\$ 10,029	\$ 10,029	\$ 10,029	\$ 10,029	\$ 10,029
4048	Partnership Program	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
4050	Other Income	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
	Total Administration Income	\$ 1,629,425	\$ 1,673,417	\$ 1,673,417	\$ 1,673,417	\$ 1,673,417
	Administration Expenses					
	Admn. General					
6020	Accounting	\$ 14,000	\$ 14,280	\$ 14,280	\$ 14,280	\$ 14,280
6030	Bank Charges	\$ 478	\$ 488	\$ 488	\$ 488	\$ 488
6032	Charitable/Scholarship Contributions	\$ 5,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
6038	Disaster Relief Foundation Contribution	\$ 5,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
6040	Equipment Maintenance	\$ 12,410	\$ 12,658	\$ 12,658	\$ 12,658	\$ 12,658
6050	EVP Contingency	\$ 3,324	\$ 3,390	\$ 3,390	\$ 3,390	\$ 3,390
6060	Flowers & Memorials	\$ 730	\$ 745	\$ 745	\$ 745	\$ 745
6070	Kitchen Supplies	\$ 2,550	\$ 2,601	\$ 2,601	\$ 2,601	\$ 2,601
6080	Legal Expense - General Counsel	\$ 27,744	\$ 28,258	\$ 28,258	\$ 28,258	\$ 28,258
6085	Liability Insurance	\$ 3,445	\$ 3,513	\$ 3,513	\$ 3,513	\$ 3,513
6090	M/C & Visa Expense	\$ 25,692	\$ 27,917	\$ 27,917	\$ 27,917	\$ 27,917
6100	Meetings	\$ 10,612	\$ 10,824	\$ 10,824	\$ 10,824	\$ 10,824
6103	Member Relations Contingency	\$ 391	\$ 391	\$ 391	\$ 391	\$ 391
6105	Membership Information System	\$ 14,131	\$ 14,304	\$ 14,304	\$ 14,304	\$ 14,304
6111	Multi-Board Management	\$ 56,878	\$ 56,878	\$ 56,878	\$ 56,878	\$ 56,878
6112	NAR Core Standards	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
6114	NAR Region I	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000
6115	NH BET Tax	\$ 5,841	\$ 3,829	\$ 3,829	\$ 3,829	\$ 3,829
6130	Office Equipment	\$ 6,120	\$ 6,242	\$ 6,242	\$ 6,242	\$ 6,242
6140	Office Supplies	\$ 12,248	\$ 12,493	\$ 12,493	\$ 12,493	\$ 12,493
6150	Photography	\$ 299	\$ 305	\$ 305	\$ 305	\$ 305
6155	Political Advocacy	\$ 3,500	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
6160	Postage	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
6170	President's Contingency	\$ 2,208	\$ 2,252	\$ 2,252	\$ 2,252	\$ 2,252
6180	Printing	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500
6186	RPAC Admn. Expense	\$ 10,029	\$ 10,029	\$ 10,029	\$ 10,029	\$ 10,029
6190	Subscriptions	\$ 7,803	\$ 7,958	\$ 7,958	\$ 7,958	\$ 7,958
6200	Task Forces & Strategic Planning	\$ 614	\$ 20,400	\$ 20,400	\$ 20,400	\$ 20,400
6205	Technology	\$ 6,131	\$ 6,131	\$ 6,131	\$ 6,131	\$ 6,131
6210	Telephone	\$ 10,930	\$ 11,149	\$ 11,149	\$ 11,149	\$ 11,149
6211	Website Services	\$ 2,000	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500
	Total Exp. Admn. General	\$ 287,108	\$ 322,535	\$ 322,535	\$ 322,535	\$ 322,535

Approved by:
 Finance Committee: June 14, 2020
 Executive Committee:
 Board of Directors:

**New Hampshire Association of REALTORS®
 2022 Budget**

		2021	2022	Finance Com	Executive Com	BOD
	Admn. Facilities	Approved	Proposed	Proposed	Proposed	Approved
6225	Annual Lease	\$ 73,511	\$ 73,795	\$ 73,795	\$ 73,795	\$ 73,795
6226	CAM, Insurance & Taxes	\$ 35,792	\$ 36,139	\$ 36,139	\$ 36,139	\$ 36,139
6227	Conference Room Rental	\$ 375	\$ 500	\$ 500	\$ 500	\$ 500
6230	Insurance	\$ 2,014	\$ 2,054	\$ 2,054	\$ 2,054	\$ 2,054
6240	Janitorial Service	\$ 6,960	\$ 7,099	\$ 7,099	\$ 7,099	\$ 7,099
6290	Utilities - Electric	\$ 7,548	\$ 7,699	\$ 7,699	\$ 7,699	\$ 7,699
	Total Exp. Admn. Facilities	\$ 126,200	\$ 127,286	\$ 127,286	\$ 127,286	\$ 127,286
	Admn. Staff					
6362	Administrative	\$ 10,609	\$ 11,036	\$ 11,036	\$ 11,036	\$ 11,036
6364	Compensation and Benefits	\$ 711,832	\$ 553,597	\$ 553,597	\$ 553,597	\$ 553,597
	<i>GAD contingency</i>			\$ 75,000	\$ 75,000	\$ 75,000
	Total Exp. Admn. Staff	\$ 722,441	\$ 564,633	\$ 639,633	\$ 639,633	\$ 639,633
	Admn. Travel					
6440	Travel - EVP	\$ 13,467	\$ 13,712	\$ 13,712	\$ 13,712	\$ 13,712
6445	Travel - Federal Political Coordinators	\$ 1,250	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400
6447	Travel - First Vice President	\$ 5,000	\$ 5,101	\$ 5,202	\$ 5,202	\$ 5,202
6460	Travel - General Counsel	\$ 2,682	\$ 2,736	\$ 2,736	\$ 2,736	\$ 2,736
6462	Travel - Local Board Meetings	\$ 1,792	\$ 1,828	\$ 1,828	\$ 1,828	\$ 1,828
6465	Travel - Member Hospitality	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
6470	Travel - NAR Directors	\$ 7,018	\$ 7,158	\$ 7,158	\$ 7,158	\$ 7,158
6495	Travel - NAR Political Involvement Committee	\$ 1,723	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756
6500	Travel - NERC Program	\$ 3,105	\$ 3,105	\$ 3,105	\$ 3,105	\$ 3,105
6510	Travel - President	\$ 17,018	\$ 17,454	\$ 17,454	\$ 17,454	\$ 17,454
6520	Travel - President-Elect	\$ 9,134	\$ 9,356	\$ 9,356	\$ 9,356	\$ 9,356
6525	Travel - Public Policy Chair	\$ 3,000	\$ 3,060	\$ 3,060	\$ 3,060	\$ 3,060
6530	Travel - Staff Mgmt. Travel	\$ 17,580	\$ 17,580	\$ 17,580	\$ 17,580	\$ 17,580
6540	Travel - Treasurer	\$ 5,100	\$ 5,202	\$ 5,202	\$ 5,202	\$ 5,202
	Total Exp. Admn. Travel	\$ 92,869	\$ 94,448	\$ 94,549	\$ 94,549	\$ 94,549
	Total Admn. Income	\$ 1,629,425	\$ 1,673,417	\$ 1,673,417	\$ 1,673,417	\$ 1,673,417
	Total Admn. Expenses	\$ (1,228,618)	\$ (1,108,902)	\$ (1,184,003)	\$ (1,184,003)	\$ (1,184,003)
		\$ 400,807	\$ 564,515	\$ 489,414	\$ 489,414	\$ 489,414

Approved by:
 Finance Committee: June 14, 2020
 Executive Committee:
 Board of Directors:

**New Hampshire Association of REALTORS®
 2022 Budget**

		2021	2022	Finance Com	Executive Com	BOD
	Program Income	Approved	Proposed	Proposed	Proposed	Approved
4506	Attorney REALTOR® Wkshop-Risk Reduction	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750
4507	Education Symposium	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000	\$ 22,000
4530	Fall Conference	\$ 45,500	\$ 45,500	\$ 45,500	\$ 45,500	\$ 45,500
4600	Installation	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000
4604	Leadership Symposium	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
4614	NAR Designation Courses	\$ 29,880	\$ 29,880	\$ 29,880	\$ 29,880	\$ 29,880
4620	Prof. Std. Med. Training - NHAR	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
4630	Prof. Standards Workshop	\$ 21,600	\$ 21,600	\$ 21,600	\$ 21,600	\$ 21,600
	Total Program Income	\$ 143,230	\$ 143,230	\$ 143,230	\$ 143,230	\$ 143,230
	Program Expenses					
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	\$ 148,000	\$ 144,000	\$ 144,000	\$ 144,000	\$ 144,000
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	\$ 153,050	\$ 153,050	\$ 153,050	\$ 153,050	\$ 153,050
6742	Forms	\$ 52,000	\$ 109,250	\$ 109,250	\$ 109,250	\$ 109,250
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	\$ 8,000
6780	Leadership Conference	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500
6782	Leadership Development Program	\$ 25,000	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500
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	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
6827	Prof. Development Committee	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
6840	Prof. Std. Med. Training - NHAR	\$ 5,510	\$ 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	\$ 38,601	\$ 38,601	\$ 38,601	\$ 38,601	\$ 38,601
6860	Public Policy Committee	\$ 58,000	\$ 92,900	\$ 92,900	\$ 92,900	\$ 92,900
6870	Public Policy Retreat	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
6880	REALTOR® of the Year	\$ 4,450	\$ 4,500	\$ 4,500	\$ 4,500	\$ 4,500
6882	Sustainability Working Group	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
	Total Program Expenses	\$ 636,661	\$ 705,361	\$ 705,361	\$ 705,361	\$ 705,361
	Total Program Income	\$ 143,230	\$ 143,230	\$ 143,230	\$ 143,230	\$ 143,230
	Total Program Expenses	\$ (636,661)	\$ (705,361)	\$ (705,361)	\$ (705,361)	\$ (705,361)
		\$ (493,431)	\$ (562,131)	\$ (562,131)	\$ (562,131)	\$ (562,131)

Approved by:
 Finance Committee: June 14, 2020
 Executive Committee:
 Board of Directors:

**New Hampshire Association of REALTORS®
 2022 Budget**

	2020	2021	Finance Com	Executive Com	BOD
	Approved	Proposed	Proposed	Proposed	Approved
TOTAL ADMINISTRATION INCOME	\$ 1,629,425	\$ 1,673,417	\$ 1,673,417	\$ 1,673,417	\$ 1,673,417
TOTAL PROGRAM INCOME	\$ 143,230	\$ 143,230	\$ 143,230	\$ 143,230	\$ 143,230
	\$ 1,772,655	\$ 1,816,647	\$ 1,816,647	\$ 1,816,647	\$ 1,816,647
TOTAL ADMN. EXPENSES	\$ (1,228,618)	\$ (1,108,902)	\$ (1,184,003)	\$ (1,184,003)	\$ (1,184,003)
TOTAL PROGRAM EXPENSES	\$ (636,661)	\$ (705,361)	\$ (705,361)	\$ (705,361)	\$ (705,361)
	\$ (1,865,279)	\$ (1,814,263)	\$ (1,889,364)	\$ (1,889,364)	\$ (1,889,364)
INCOME/EXPENSES	\$ (92,624)	\$ 2,384	\$ (72,717)	\$ (72,717)	\$ (72,717)
ALOCATION OF RESERVE FUNDS			\$ 72,717		\$ -
PROFIT/LOSS			0		\$ (1,256,720)