



Revenues	Units	\$/Unit	2014 Proposed	Assumptions / Comments
Retained Earnings			8,000.00	\$60,000 cash - \$40,000 exp - \$6000 tax - \$7000 unknown = \$8000
Dues				
REALTORS	646	\$ 172	111,112.00	
Designated REALTORS	53	\$ 225	11,925.00	
Affiliates	37	\$ 300	11,100.00	
Part Year REALTORS	100	\$ 86	8,600.00	Calculated at 1/2 the annual charge.
Non-Dues				
Applications	65	\$ 50	3,250.00	
Late Fees	8	\$ 50	400.00	
Sponsors			6,500.00	
Facility Rental			2,500.00	
Stores			500.00	
Events			-	
Top Achievers			5,000.00	2015 \$5000+
Golf Tournament			8,000.00	2015 \$15000+
Cherokee Talent			1,000.00	Estimate
Meetings / Socials			1,000.00	Purpose is to create awareness for Social Oppty
Education			500.00	
Interest			1,000.00	OPPTY TO DO BETTER REALTOR FCU
Non-Cash Expenses				
Bad-Debt	35	\$ (172)	(6,020.00)	Est. 5% non-renewal in Membership
			174,367.00	
Expenses				
Building				
Mortgage	12	\$ 4,021.75	48,261.00	Includes \$10089 in additional Principal Reduction
CAM Fees	12	\$ 908	10,896.00	
Maintenance			2,000.00	
Cleaning	12	\$ 250	3,000.00	
Hazard Insurance			1,250.00	
Property Taxes			5,100.00	
Exterminators			200.00	
Donations				
GAR Scholarship			650.00	Required \$1 per member
Habitat for Humanity			1,400.00	Goal of \$2 per member
RPAC (not included here, separate accounts)			-	
Finance / Accounting				
Checks			100.00	
Corporate Renewal			50.00	
Service Charges			400.00	
Credit Card Fees			2,500.00	
Accounting Fees			3,250.00	\$2250 plus \$1000 for Letter from Accountant.
Marketing			4,800.00	\$400/per month (Print, Exhibit, Promotions, etc.) **MAJOR FOCUS ITEM 2015**
Member Benefits				
Education			3,700.00	4 FREE High Level CE Courses per year + Great Speaker/Spec Event
Tech Helpline			-	Discontinued by GAR
Information Services			-	
Web Hosting			720.00	
E-Newsletter			100.00	
Other IT Expense			250.00	
Office				
Hardware			1,000.00	
Software			500.00	
Office Supplies			1,250.00	
Postage			200.00	
Copier Lease			1,350.00	
Copier Supplies			250.00	
Copier Service Contract		Inc		
Phone/Data			2,100.00	
Electric			5,400.00	
Security			250.00	
Staff				
AE Salary			38,500.00	
Part Time Help			12,500.00	20 Hours per week, as needed.
Payroll Taxes			4,450.00	
Benefit Allowance			1,750.00	
Payroll Service			350.00	
Travel				
Conventions				
Spring	6	\$ 680	4,080.00	5 Directors, 1 Staff, (Tickets and \$300 Work Stipend, \$200 Travel Stipend)
Fall	7	\$ 680	4,760.00	5 Directors, 1 Staff, ROY (Tickets and \$300 Work Stipend, \$200 Travel Stipend)
NAR Mid-Year			1,500.00	\$1250 Stipend for VP-Government or BOD's Designee, \$250 for Cherokee RPAC T
NAR Annual			1,250.00	Stipend for President or BOD's Designee
Staff Education			2,000.00	NAR AE Institute - GAR Regional AE ** New Expense Travel and Registration**
Staff Mileage / Travel			1,000.00	1000 * \$.55/mi + Hotel and Travel for Conferences
NAR Leadership Summit			750.00	Stipend: NAR Leadership Summit for Pres. Elect
BOD Mileage			550.00	1000 * \$.55/mi for GAR LDC, GAR Regionals, etc. (not for conventions)
			174,367.00	

Projected Net Gain -