

Approved by:
 Finance Committee: 6/12/2023
 Executive Committee: 7/12/2023
 Board of Directors:

**New Hampshire Association of REALTORS®
 2024 Budget**

		2023	2024	Finance Com	Executive Com	BOD
	Administration Income	Approved	Proposed	Proposed	Proposed	Approved
	REALTOR® Members	6,900	6,750	6,750	6,750	
	Annual Dues	\$ 230	\$ 230	\$ 235	\$ 235	
4010	REALTOR® Dues	\$ 1,583,550	\$ 1,552,500	\$ 1,586,250	\$ 1,586,250	
	Affiliate Members	25	25	25	25	
	Annual Affiate Dues	\$ 120	\$ 120	\$ 120	\$ 120	
4015	Affiliate Dues	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	
4020	Interest Earned	\$ 40,000	\$ 60,000	\$ 40,000	\$ 40,000	
4028	Multi-Board Management	\$ 60,340	\$ 71,980	\$ 71,980	\$ 71,980	
4045	RPAC Admn. Income	\$ 10,330	\$ 10,609	\$ 10,609	\$ 10,609	
4048	Partnership Program	\$ 5,000	\$ 7,500	\$ 7,500	\$ 7,500	
4050	Other Income	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	
	Total Administration Income	\$ 1,703,220	\$ 1,706,589	\$ 1,720,339	\$ 1,720,339	
	Administration Expenses					
	Admn. General					
6020	Accounting	\$ 14,280	\$ 14,566	\$ 14,566	\$ 14,566	
6030	Bank Charges	\$ 503	\$ 503	\$ 503	\$ 503	
6032	Charitable/Scholarship Contributions	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	
6038	Disaster Relief Foundation Contribution	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	
6040	Equipment Maintenance	\$ 13,038	\$ 13,429	\$ 13,429	\$ 13,429	
6050	CEO Contingency	\$ 3,492	\$ 3,597	\$ 3,597	\$ 3,597	
6060	Flowers & Memorials	\$ 767	\$ 790	\$ 790	\$ 790	
6070	Kitchen Supplies	\$ 2,601	\$ 2,601	\$ 2,601	\$ 2,601	
6080	Legal Expense - General Counsel	\$ 31,746	\$ 32,635	\$ 32,635	\$ 32,635	
6085	Liability Insurance	\$ 3,526	\$ 3,526	\$ 3,526	\$ 3,526	
6090	M/C & Visa Expense	\$ 33,000	\$ 33,990	\$ 33,990	\$ 33,990	
6100	Meetings	\$ 11,149	\$ 12,041	\$ 12,041	\$ 12,041	
6103	Member Relations Contingency	\$ 403	\$ 414	\$ 414	\$ 414	
6105	Membership Information System	\$ 14,733	\$ 14,733	\$ 14,733	\$ 14,733	
6111	Multi-Board Management	\$ 58,582	\$ 71,980	\$ 71,980	\$ 71,980	
6112	NAR Core Standards	\$ 20,000	\$ 11,500	\$ 12,500	\$ 12,500	
6114	NAR Region I	\$ 15,400	\$ 8,350	\$ 8,350	\$ 8,350	
6115	NH BET Tax	\$ 3,944	\$ 4,725	\$ 4,725	\$ 4,725	
6130	Office Equipment	\$ 6,429	\$ 6,695	\$ 6,695	\$ 6,695	
6140	Office Supplies	\$ 12,868	\$ 13,511	\$ 13,511	\$ 13,511	
6150	Photography	\$ 314	\$ 323	\$ 323	\$ 323	
6155	Political Advocacy	\$ 9,000	\$ 9,500	\$ 9,500	\$ 9,500	
6160	Postage	\$ 1,500	\$ 1,650	\$ 1,650	\$ 1,650	
6170	President's Contingency	\$ 2,320	\$ 2,389	\$ 2,389	\$ 2,389	
6180	Printing	\$ 500	\$ 1,000	\$ 1,000	\$ 1,000	
6186	RPAC Admn. Expense	\$ 10,330	\$ 10,690	\$ 10,690	\$ 10,690	
6190	Subscriptions	\$ 8,196	\$ 9,056	\$ 9,056	\$ 9,056	
6200	Task Forces & Strategic Planning	\$ 1,030	\$ 1,050	\$ 1,050	\$ 1,050	
6205	Technology	\$ 6,314	\$ 6,630	\$ 6,630	\$ 6,630	
6210	Telephone	\$ 11,660	\$ 13,720	\$ 13,720	\$ 13,720	
6211	Website Services	\$ 2,575	\$ 2,652	\$ 2,652	\$ 2,652	
	Total Exp. Admn. General	\$ 320,200	\$ 328,246	\$ 329,246	\$ 329,246	\$ -

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		2023	2024	Finance Com	Executive Com	BOD
	Admn. Facilities	Approved	Proposed	Proposed	Proposed	Approved
6225	Annual Lease	\$ 76,009	\$ 78,289	\$ 78,289	\$ 78,289	
6226	CAM, Insurance & Taxes	\$ 37,585	\$ 39,088	\$ 39,088	\$ 39,088	
6227	Conference Room Rental	\$ 500	\$ 1,000	\$ 1,000	\$ 1,000	
6230	Insurance	\$ 2,116	\$ 2,178	\$ 2,178	\$ 2,178	
6240	Janitorial Service	\$ 7,312	\$ 7,312	\$ 7,312	\$ 7,312	
6290	Utilities - Electric	\$ 8,084	\$ 8,488	\$ 8,488	\$ 8,488	
	Total Exp. Admn. Facilities	\$ 131,606	\$ 136,355	\$ 136,355	\$ 136,355	\$ -
	Admn. Staff					
6362	Administrative	\$ 11,367	\$ 11,708	\$ 11,708	\$ 11,708	
6364	Compensation and Benefits	\$ 582,919	\$ 615,346	\$ 615,346	\$ 615,346	
	GAD contingency	\$ 65,000				
	Total Exp. Admn. Staff	\$ 659,286	\$ 627,054	\$ 627,054	\$ 627,054	\$ -
	Admn. Travel					
6440	Travel - EVP	\$ 14,129	\$ 15,062	\$ 15,062	\$ 15,062	
6445	Travel - Federal Political Coordinators	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	
6447	Travel - First Vice President	\$ 5,410	\$ 5,626	\$ 5,626	\$ 5,626	
6460	Travel - General Counsel	\$ 2,845	\$ 2,959	\$ 2,959	\$ 2,959	
6462	Travel - Local Board Meetings/Broker Meetings	\$ 1,900	\$ 5,096	\$ 5,096	\$ 5,096	
6465	Travel - Member Hospitality	\$ 5,200	\$ 5,408	\$ 5,408	\$ 5,408	
6470	Travel - NAR Directors	\$ 7,535	\$ 7,720	\$ 7,720	\$ 7,720	
6495	Travel - NAR Political Involvement Committee	\$ 1,826	\$ 1,899	\$ 1,899	\$ 1,899	
6500	Travel - NERC Program	\$ 3,229	\$ 3,229	\$ 3,229	\$ 3,229	
6510	Travel - President	\$ 18,152	\$ 18,878	\$ 18,878	\$ 18,878	
6520	Travel - President-Elect	\$ 9,698	\$ 10,025	\$ 10,025	\$ 10,025	
6525	Travel - Public Policy Chair	\$ 3,182	\$ 3,182	\$ 3,182	\$ 3,182	
6530	Travel - Staff Mgmt. Travel	\$ 18,156	\$ 18,156	\$ 18,156	\$ 18,156	
6540	Travel - Treasurer	\$ 5,410	\$ 5,626	\$ 5,626	\$ 5,626	
	Total Exp. Admn. Travel	\$ 102,672	\$ 108,867	\$ 108,867	\$ 108,867	\$ -
	Total Admn. Income	\$ 1,703,220	\$ 1,706,589	\$ 1,720,339	\$ 1,720,339	\$ -
	Total Admn. Expenses	\$ (1,213,764)	\$ (1,200,522)	\$ (1,201,522)	\$ (1,201,522)	\$ -
		\$ 489,456	\$ 506,067	\$ 518,817	\$ 518,817	\$ -

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		2023	2024	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	
4507	Education Symposium	\$ 22,000	\$ 17,500	\$ 17,500	\$ 17,500	
4530	Fall Conference/ROTY	\$ -	\$ 7,500	\$ 7,500	\$ 7,500	
4600	Installation	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	
4604	Leadership Symposium	\$ 6,000	\$ 7,000	\$ 7,000	\$ 7,000	
4614	NAR Designation Courses	\$ 29,880	\$ 23,880	\$ 23,880	\$ 23,880	
4620	Prof. Std. Med. Training - NHAR	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	
4630	Prof. Standards Workshop	\$ 21,600	\$ 24,000	\$ 24,000	\$ 24,000	
	Total Program Income	\$ 97,730	\$ 98,130	\$ 98,130	\$ 98,130	\$ -
	Program Expenses					
6610	Affiliate Forum/Honor Society	\$ 100	\$ 100	\$ 100	\$ 100	
6615	Attorney REALTOR® Wkshop-Risk Reduction	\$ 12,150	\$ 14,150	\$ 14,150	\$ 14,150	
6618	Communications Committee	\$ 144,000	\$ 146,825	\$ 146,825	\$ 146,825	
6624	EO Forum	\$ 7,000	\$ 7,000	\$ 7,000	\$ 7,000	
6625	Education Symposium	\$ 32,000	\$ 38,500	\$ 38,500	\$ 38,500	
6640	Fall Convention/ROTY	\$ 2,000	\$ 20,000	\$ 20,000	\$ 20,000	
6742	Forms	\$ 112,527	\$ 115,901	\$ 115,901	\$ 115,901	
6749	Good Neighbor Award Program	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	
6760	Honor Society	\$ 1,400	\$ 450	\$ 450	\$ 450	
6765	Installation	\$ 10,000	\$ 12,000	\$ 12,000	\$ 12,000	
6780	Leadership Event/LEAD	\$ 6,500	\$ 7,000	\$ 7,000	\$ 7,000	
6782	Leadership Development Program	\$ 25,000	\$ -	\$ -	\$ -	
6785	Leadership Symposium	\$ 23,000	\$ 23,000	\$ 23,000	\$ 23,000	
6788	Legal Committee	\$ 2,600	\$ 1,080	\$ 1,080	\$ 1,080	
6790	Legal Services/Legal Committee	\$ 32,000	\$ 33,600	\$ 33,600	\$ 33,600	
6815	Housing Sponsorship/Consumer Awareness	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	
6817	NH REALTORS® YPN Sponsorship	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	
6818	NAR Designation Courses	\$ 25,000	\$ 9,400	\$ 9,400	\$ 9,400	
6827	Prof. Development Committee	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	
6833	Monthly Education Courses		\$ 8,000	\$ 8,000	\$ 8,000	
6840	Prof. Std. Med. Training - NHAR	\$ 10,950	\$ 11,650	\$ 11,650	\$ 11,650	
6845	Prof. Std. Med. Training - NAR	\$ 3,000	\$ 3,500	\$ 3,500	\$ 3,500	
6850	Prof. Standards Workshop	\$ 22,500	\$ 24,500	\$ 24,500	\$ 24,500	
6860	Public Policy Committee	\$ 85,100	\$ 85,100	\$ 85,100	\$ 85,100	
6870	Public Policy Retreat	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	
6880	REALTOR® of the Year Travel	\$ 4,500	\$ 4,500	\$ 4,500	\$ 4,500	
6882	Broker meetings	\$ 1,500	\$ 10,000	\$ 10,000	\$ 10,000	
	Total Program Expenses	\$ 590,627	\$ 604,056	\$ 604,056	\$ 604,056	\$ -
	Total Program Income	\$ 97,730	\$ 98,130	\$ 98,130	\$ 98,130	\$ -
	Total Program Expenses	\$ (590,627)	\$ (604,056)	\$ (604,056)	\$ (604,056)	\$ -
		\$ (492,897)	\$ (505,926)	\$ (505,926)	\$ (505,926)	\$ -

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	Approved	Proposed	Proposed	Proposed	Approved
TOTAL ADMINISTRATION INCOME	\$ 1,703,220	\$ 1,706,589	\$ 1,720,339	\$ 1,720,339	\$ -
TOTAL PROGRAM INCOME	\$ 97,730	\$ 98,130	\$ 98,130	\$ 98,130	\$ -
	\$ 1,800,950	\$ 1,804,719	\$ 1,818,469	\$ 1,818,469	\$ -
TOTAL ADMN. EXPENSES	\$ (1,213,764)	\$ (1,200,522)	\$ (1,201,522)	\$ (1,201,522)	\$ -
TOTAL PROGRAM EXPENSES	\$ (590,627)	\$ (604,056)	\$ (604,056)	\$ (604,056)	\$ -
	\$ (1,804,391)	\$ (1,804,578)	\$ (1,805,578)	\$ (1,805,578)	\$ -
INCOME/EXPENSES	\$ (3,441)	\$ 141	\$ 12,891	\$ 12,891	\$ -
ALOCATION OF RESERVE FUNDS					\$ -
PROFIT/LOSS		0			\$ -