



2015 Budget Overview

As in past years, the Greater Binghamton Association of REALTORS® 2015 Budget is drafted by GBAR staff based on Membership, market and cost trends, identification of cost reduction opportunities and input from GBAR Committee Chairs. Once complete, the draft budget is reviewed and refined thoroughly by the GBAR Finance Committee over a period of 3 weeks. Once finalized, the Budget is submitted to the GBAR Board of Directors, who approved the 2015 Budget at their meeting on August 19, 2014 for submission to the Membership for approval by ballot. **These ballots will be mailed to all voting GBAR Members on September 12, and are due back to the Association Offices by October 7.**

We are providing this **2015 Budget Overview** to our Members, so that they can make informed judgments as they cast their votes. In addition, a Budget Forum will be held immediately following the September 10 Luncheon at DeGennaro's in Endicott. At that time, GBAR Treasurer Diane White, Executive Officer Barry Arnold and Finance/MLS Coordinator Martha Tubaugh will be available to answer Member questions regarding the Budget. We expect the Forum to begin at around 1:30 pm.

2015 Budget Synopsis

We are expecting 2015 average Association Membership to increase versus the prior year, based on recent increases in New Membership and fewer Membership drops than we've seen previously. We expect MLS Subscribership to remain at 2014 levels. **In sum, we are budgeting GBAR Revenues to rise by 0.7% in 2015.** At the same time, as the result of our on-going efforts to control and in fact reduce Association operating costs, several key Expense lines will be lower in 2015 than we budgeted for in 2014. **As a result, we have been able to absorb normal expense increases and investments in key elements of our Association, and still achieve a balanced budget.**

2015 Budget Detail – Revenues

Based on current trends, we expect to gain an additional 7 Association Members versus our 2014 Budget. These gains, plus an upswing in Affiliate Membership and Dues, offset expected reductions in Real Estate School and Interest Revenue, to yield **a net Revenue growth of 0.7%, or about \$3,000.**

2015 Budget Detail – Expenses

Beyond these revenue gains, **nearly \$9,000** in overall Expense will be achieved through significant reductions in a variety of Expense lines. The combined revenue gains and expense savings cited above have allowed us to invest in important elements of our Association, including the cost of meeting NAR's new Core Standards for local Associations (e.g., annual financial audits/reviews. In addition, we are reserving nearly \$12,000 to provide for future infrastructure maintenance and improvement requirements.

2015 Budget - The Bottom Line

In summary, emerging Revenue growth and continued focus on Expense reduction have allowed us to invest in the value our Association brings to our Members, while maintaining financial strength and stability for the future.

Greater Binghamton Association of REALTORS

2015 Budget

| Budget Lines | 2014 FY Budget | 2015 FY Budget | % B(W) vs. 2014 Budget | Rationale |
|------------------------------|----------------------|----------------------|---------------------------|-------------------------------|
| Revenues | | | | |
| 301 - MLS Fees | \$ 225,380.00 | \$ 225,017.70 | -0.2% | Per Worksheet |
| 302 - Realtor Dues | \$ 126,615.00 | \$ 129,016.05 | 1.9% | Per Worksheet |
| 303 - MLS fee/Admin | \$ 2,250.00 | \$ 2,250.00 | 0.0% | Per Worksheet |
| 304 - Dues - Affiliate | \$ 12,500.00 | \$ 14,650.00 | 17.2% | Per Worksheet |
| 305 - Realtor Entrance | \$ 12,000.00 | \$ 15,000.00 | 25.0% | Run Rate (Less 2900) |
| 306 - Advertising | \$ 2,400.00 | \$ 2,400.00 | 0.0% | Same as Last Year |
| 309 - RES Income & Education | \$ 19,563.00 | \$ 14,800.00 | -24.3% | Per Worksheet |
| 310 - Trade Show | \$ 20,000.00 | \$ 20,000.00 | 0.0% | Per Chair Submssion |
| 319 - Supra Income | \$ 19,000.00 | \$ 19,000.00 | 0.0% | Same as Last Year |
| 320 - Interest Inc. | \$ 3,000.00 | \$ 2,300.00 | -23.3% | Run Rate |
| 322 - Misc. Receipts | \$ 3,100.00 | \$ 4,400.00 | 41.9% | Run Rate |
| Total Revenue | \$ 445,808.00 | \$ 448,833.75 | 0.7% | |
| Expenses | | | | |
| 234 - Education Reserve | \$ 500.00 | \$ - | 100.0% | No Need. Res Balance =\$9000 |
| 299 - Building 1st Mortgage | \$ 16,975.00 | \$ 16,975.00 | 0.0% | Same as Last Year |
| 402 - Office Salaries | \$ 153,758.02 | \$ 145,369.76 | 5.5% | See Worksheets |
| 403 - Office Pension | \$ 10,362.16 | \$ 4,331.06 | 58.2% | See Worksheets |
| 407 - FICA | \$ 11,762.49 | \$ 11,120.79 | 5.5% | Salaries x .0765 |
| 409 - Fed. Unempl. | \$ 225.00 | \$ 150.00 | 33.3% | Per Martha |
| 410 - NYS Unempl. | \$ 1,800.00 | \$ 1,100.00 | 38.9% | Per Martha |
| 411 - Health/Life Ins. | \$ 15,199.74 | \$ 12,000.00 | 21.1% | Cap |
| 415 - Payroll Service | \$ 2,500.00 | \$ 2,000.00 | 20.0% | 3 Employees This Year |
| 550 - Cable/Phone | \$ 3,500.00 | \$ 3,500.00 | 0.0% | Run Rate |
| 552 - Utilities | \$ 11,000.00 | \$ 9,000.00 | 18.2% | Energy Savings |
| 553 - Insurance-General | \$ 4,000.00 | \$ 3,300.00 | 17.5% | Run Rate + Increase |
| 554 - Offices Suppl./Exp. | \$ 3,800.00 | \$ 3,200.00 | 15.8% | Run Rate |
| 555 - Postage/Delivery | \$ - | \$ 1,000.00 | | Need to add. Only \$385 left. |
| 556 - Memberships | \$ 500.00 | \$ 500.00 | 0.0% | Same as Last Year |

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|--------------------------------------|-------------------|-------------------|---------------------------|-----------------------------------|
| 557 · Real Estate Taxes | \$ 19,418.24 | \$ 20,500.00 | -5.6% | 3% Increase |
| 558 · Bldg. Repair/Maint. | \$ 9,500.00 | \$ 13,500.00 | -42.1% | Bad Winter in 2014 |
| 559 · Equip. Repair/Maint. | \$ 830.00 | \$ 500.00 | 39.8% | Run rate Plus |
| 560 · Equipment Rentals/Leases | \$ 2,615.00 | \$ 2,615.00 | 0.0% | Pitney Bowes Contract |
| 561 · MLS Vendor | \$ 47,514.60 | \$ 47,331.57 | 0.4% | (MLS Subs + NLA's) x \$113.40 |
| 562 · MLS Programming/Misc. | \$ 1,000.00 | \$ 500.00 | 50.0% | Per Chair OK |
| 563 · Technology Maint/Support | \$ 7,000.00 | \$ 12,536.64 | -79.1% | All Software included. Worksheets |
| 564 · TAX DATA - Landmax | \$ 8,213.40 | \$ 8,213.40 | 0.0% | Per Contract - Cancel??? |
| 565 · Supra Lock Box | \$ - | \$ 7,500.00 | N/M | Purchase 50 |
| 566 · Legal Expense | \$ 19,000.00 | \$ 19,000.00 | 0.0% | Same as Last Year |
| 567 · Accounting Expense | \$ 2,750.00 | \$ 6,750.00 | -145.5% | Includes "Mini" Audit - \$4000 |
| 568 · Staff Training | \$ 500.00 | \$ 500.00 | 0.0% | Same as Last Year |
| 569 · E. O. Public Relations | \$ 300.00 | \$ 300.00 | 0.0% | Same as Last Year |
| 570 · E. O. Discretionary Fund | \$ 1,300.00 | \$ 1,000.00 | 23.1% | 2 Employees |
| 571 · Public Relations | \$ 1,100.00 | \$ 500.00 | 54.5% | No Submission - Suggested Amount |
| 572 · Advertising Public Awareness | \$ 1,000.00 | \$ 500.00 | 50.0% | No Submission - Suggested Amount |
| 573 · NYSAR Education Foundation | \$ 500.00 | \$ 500.00 | 0.0% | Same as Last Year |
| 574 · NYSAR Housing Foundation | \$ 500.00 | \$ 500.00 | 0.0% | Same as Last Year |
| 575 · Advocacy Groups | \$ 1,500.00 | \$ 1,500.00 | 0.0% | No Submission - Suggested Amount |
| 576 · President's Discretionary Fund | \$ - | \$ 500.00 | N/M | New Line |
| 577 · Credit Card Exp. | \$ 6,000.00 | \$ 7,500.00 | -25.0% | YTD Includes July Dues |
| 578 · Misc. Expense | \$ 867.45 | \$ 500.00 | 42.4% | Run Rate |
| 580 · RES & Education Expense | \$ 9,896.00 | \$ 4,560.00 | 53.9% | Per Worksheet |
| 583 · Events & Functions | \$ 3,000.00 | \$ 4,000.00 | -33.3% | No Submission - Suggested Amount |
| 584 · EO Legislative | \$ 500.00 | \$ 500.00 | 0.0% | No Submission - Suggested Amount |
| 649 · PAC | \$ 3,500.00 | \$ 4,000.00 | -14.3% | No Submission - Suggested Amount |
| 650 · Community Service (Net) | \$ 1,500.00 | \$ 1,500.00 | 0.0% | No Submission - Same as Last Year |
| 651 · Affiliate Council (Net) | \$ 150.00 | \$ 150.00 | 0.0% | Per Chair OK |
| 652 · Legislative | \$ 3,500.00 | \$ 3,500.00 | 0.0% | No Submission - Suggested Amount |
| 653 · PSC & Mediation | \$ 2,500.00 | \$ 3,625.00 | -45.0% | Per Chair OK |
| 654 · Awards | \$ 700.00 | \$ 1,400.00 | -100.0% | No Submission - Suggested Amount |
| 655 · Trade Show Exp | \$ 19,000.00 | \$ 18,000.00 | 5.3% | Per Chair OK |
| 656 · Lunches (Net) | \$ 500.00 | \$ 500.00 | 0.0% | No Submission - Suggested Amount |

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| 657 · Volunteers Vouchers | \$ 1,500.00 | \$ 1,500.00 | 0.0% | Run Rate |
| 704 - Communications and PR | \$ 1,000.00 | \$ 1,000.00 | 0.0% | No Submission - Suggested Amount |
| 750 · E.O. Travel | \$ 7,379.40 | \$ 7,760.80 | -5.2% | See Travel Worksheets |
| 751 · President's Travel | \$ 6,945.20 | \$ 4,260.80 | 38.7% | See Travel Worksheets |
| 752 · Pres-Elect Travel | \$ 4,715.30 | \$ 4,712.40 | 0.1% | See Travel Worksheets |
| 753 · Legis.Chair's Travel Expense | \$ 4,535.30 | \$ 4,529.40 | 0.1% | See Travel Worksheets |
| 754 · Educ.Chair's Travel Expense | \$ 923.50 | \$ 921.20 | 0.2% | See Travel Worksheets |
| 755 · MLS Chair Travel | \$ 923.50 | \$ 921.20 | 0.2% | See Travel Worksheets |
| 756 · P.S.C. Chair's Travel | \$ 923.50 | \$ 460.60 | 50.1% | See Travel Worksheets |
| 757 - CPR Chair's Travel | \$ 923.50 | \$ 921.20 | 0.2% | See Travel Worksheets |
| 760 · Legal Travel Expense | \$ 2,504.10 | \$ 1,000.00 | 60.1% | See Travel Worksheets |
| 761 - NAR/NYSAR Travel | \$ 1,497.60 | \$ 996.00 | 33.5% | See Travel Worksheets |
| Reserve Balances | \$ - | \$ 11,821.94 | N/M | |
| Total Expenses | \$ 445,808.00 | \$ 448,833.75 | -0.7% | |
| Net Income/(Loss) | \$ 0.00 | \$ 0.00 | | |

Travel Budgets \$ 31,270.90 \$ 26,483.60 \$ 4,787.30