

# Greater Binghamton Association of REALTORS

## 2016 Budget

Budget Lines	2015 FY Budget	2016 FY Budget	% B(W) vs. 2015 Budget	Rationale
<b>Revenues</b>				
301 - MLS Fees	\$225,018	\$225,380	0.2%	Per Worksheet
302 - Realtor Dues	\$129,016	\$127,716	-1.0%	Per Worksheet
303 - MLS fee/Admin	\$2,250	\$1,625	-27.8%	Per Worksheet
304 - Dues - Affiliate	\$14,650	\$12,500	-14.7%	Per Worksheet
305 - Realtor Entrance	\$15,000	\$13,200	-12.0%	6 year average
306 - Advertising	\$2,400	\$0	-100.0%	No current web advertising
309 - RES Income & Education	\$14,800	\$8,750	-40.9%	Realistic - school resolved and more agent enroll
310 - Trade Show	\$20,000	\$20,000	0.0%	Same as Last Year
319 - Supra Income	\$19,000	\$26,080	37.3%	Revenue projection adjusted for currency
320 - Interest Inc.	\$2,300	\$1,477	-35.8%	Assumption mort paid off using 15% of cash
322 - Misc. Receipts	\$4,400	\$4,400	0.0%	Reciprocal listings
<b>Total Revenue</b>	<b>\$448,834</b>	<b>\$441,128</b>	<b>-1.7%</b>	
<b>Expenses</b>				
234 - Education Reserve	\$0	\$ -	#DIV/0!	No Need. Res Balance =\$9000
402 - Office Salaries	\$145,370	\$148,762	2.3%	See Worksheets
403 - Office Pension	\$4,331	\$2,483	-42.7%	See Worksheets
407 - FICA	\$11,121	\$11,390	2.4%	Salaries x .0765
409 - Fed. Unempl.	\$150	\$168	12.0%	.8% on first 7K per employee (3)
410 - NYS Unempl.	\$1,100	\$668	-39.2%	2.0825%on first 10.7K per employee (3)
411 - Health/Life Ins.	\$12,000	\$6,544	-45.5%	Employee & Life
415 - Payroll Service	\$2,000	\$2,000	0.0%	3 Employees This Year
550 - Cable/Phone	\$3,500	\$3,857	10.2%	Run Rate + Increase 5%
552 - Utilities	\$9,000	\$7,496	-16.7%	Run Rate + Increase 7.25%; Thermostats reprog
553 - Insurance-General	\$3,300	\$3,263	-1.1%	Run Rate + Increase 5%
554 - Offices Suppl./Exp.	\$3,200	\$3,200	0.0%	Same as Last Year
555 - Postage/Delivery	\$1,000	\$1,500	50.0%	Approximated w/o inventory
556 - Memberships	\$500	\$629	25.8%	Broome & Tioga Chamber

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557 · Real Estate Taxes	\$20,500	\$20,948	2.2%	3% Increase
558 · Bldg. Repair/Maint.	\$13,500	\$11,000	-18.5%	Security, Snow/Lawn care, Cleaning, water
559 · Equip. Repair/Maint.	\$500	\$500	0.0%	Copier usage @\$0.0077 per page
560 · Equipment Rentals/Leases	\$2,615	\$2,615	0.0%	Pitney Bowes Contract \$653.70 qtrly
561 · MLS Vendor	\$47,332	\$47,401	0.1%	(MLS Subs + NLA's) x \$113.40
562 · MLS Programming/Misc.	\$500	\$220	-56.0%	MLS Copyright \$220/yr
563 · Technology Maint/Support	\$12,537	\$13,096	4.5%	See Tech & Software Worksheet
564 · TAX DATA - Landmax	\$8,213	\$3,310	-59.7%	Per Contract - Jan - May 2016 only
565 · Supra Lock Box	\$7,500	\$10,692	42.6%	Purchase 100 (6 year average)
566 · Legal Expense	\$19,000	\$19,000	0.0%	19K contract
567 · Accounting Expense	\$6,750	\$6,600	-2.2%	Taxes 3100 + Review 3500
568 · Staff Training	\$500	\$500	0.0%	Same as Last Year
569 · E. O. Public Relations	\$300	\$0	-100.0%	Discret/Legislative funded
570 · E. O. Discretionary Fund	\$1,000	\$500	-50.0%	Halved from Last Year
571 · Public Relations	\$500	\$1,000	100.0%	Goodwill, Career fair? Build school/agents
572 · Advertising Public Awareness	\$500	\$500	0.0%	Same as Last Year
573 · NYSAR Education Foundation	\$500	\$500	0.0%	Same as Last Year
574 · NYSAR Housing Foundation	\$500	\$500	0.0%	Same as Last Year
575 · Advocacy Groups	\$1,500	\$1,500	0.0%	Same as Last Year
576 · President's Discretionary Fund	\$500	\$300	-40.0%	2015 History
577 · Credit Card Exp.	\$7,500	\$9,000	20.0%	2015 underbudgeted
578 · Misc. Expense	\$500	\$500	0.0%	Same as Last Year
580 · RES & Education Expense	\$4,560	\$6,500	42.5%	Realistic until school resolved and more agent enroll
583 · Events & Functions	\$4,000	\$4,000	0.0%	Aggregate of last yr budg and current spend
584 · EO Legislative	\$500	\$400	-20.0%	Aggregate of last yr budg and current spend
649 · PAC	\$4,000	\$4,000	0.0%	Aggregate of last yr budg and current spend
650 · Community Service (Net)	\$1,500	\$1,500	0.0%	Same as Last Year
651 · Affiliate Council (Net)	\$150	\$150	0.0%	Aggregate of last yr budg and current spend
652 · Legislative	\$3,500	\$3,000	-14.3%	Aggregate of last yr budg and current spend
653 · PSC & Mediation	\$3,625	\$1,875	-48.3%	7 need PSC @\$125, Mediation \$1,000 budget
654 · Awards	\$1,400	\$1,000	-28.6%	Aggregate of last yr budg and current spend
655 · Trade Show Exp	\$18,000	\$16,000	-11.1%	EO to contract hotel exhibition/food rate

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656 · Lunches (Net)	\$500	\$200	-60.0%	Aggregate of last yr budg and current spend
657 · Volunteers Vouchers	\$1,500	\$1,500	0.0%	Aggregate of last yr budg and current spend
704 - Communications and PR	\$1,000	\$1,000	0.0%	Aggregate of last yr budg and current spend
750 · E.O. Travel	\$7,761	\$11,241	44.8%	See Travel Worksheets
751 · President's Travel	\$4,261	\$7,534	76.8%	See Travel Worksheets
752 · Pres-Elect Travel	\$4,712	\$4,722	0.2%	See Travel Worksheets
753 · Legis.Chair's Travel Expense	\$4,529	\$5,123	13.1%	See Travel Worksheets
754 · Educ.Chair's Travel Expense	\$921	\$929	0.8%	See Travel Worksheets
755 · MLS Chair Travel	\$921	\$929	0.8%	See Travel Worksheets
756 · P.S.C. Chair's Travel	\$461	\$929	101.7%	See Travel Worksheets
757 - CPR Chair's Travel	\$921	\$929	0.8%	See Travel Worksheets
760 · Legal Travel Expense	\$1,000	\$2,508	150.8%	See Travel Worksheets
526 - Depreciation Expense	\$15,000	\$15,000	0.0%	Per auditors
6600 - Interest Expense	\$0	\$0	-100.0%	Mort. Interest reduced bal, IF pay off \$0
761 - NAR/NYSAR Travel	\$996	\$6,005	502.9%	See Travel Worksheets
<b>Total Expenses</b>	<b>\$439,067</b>	<b>\$439,116</b>	<b>0.0%</b>	
<b>Net Income/(Loss)</b>	<b>\$9,767</b>	<b>\$2,012</b>		