

Emerald Coast Association of REALTORS, Inc.  
**Profit & Loss Budget Performance**  
 January through August 2016

Ordinary Income/Expense	Jan - Aug 16	Annual Budget	Budget Remainder	% of TTL Budget
<b>Income</b>				
41000 · Dues Revenue				
41005 · Affiliates				
41010 · Affiliate Primary	21,917	44,732		
41015 · Affiliate Additional Reps	3,250	10,001		
Total 41005 · Affiliates	25,167	54,733	29,566	45.98%
41020 · Application Fees	102,900	87,221		
41030 · Non- Members Assessment	266	1,856		
41040 · Partial year member dues	85,316	48,146		
41050 · Realtor Members	665,116	696,027		
41060 · Secondary Members	20,101	24,748		
Total 41000 · Dues Revenue	898,865	912,731	13,866	98.48%
42000 · MLS				
42010 · MLS Monthly Income	736,400	1,064,295		
42011 · Admin Assistant Income	4,550	9,378		
42020 · Supra income				
42021 · Supra Admin Income	25,268	58,604		
42022 · Supra Boxes	16,132	14,065		
42023 · Supra FOBS	165	26,958		
Total 42020 · Supra income	41,565	99,627	58,062	41.72%
43040 · Other Information Systems				
43043 · Reciprocal Listings	4,869	4,688		
43046 · Listing Violations	6,400	1,406		
43049 · VOW License	2,036	1,078		
Total 43040 · Other Information Systems	13,305	7,172		
Total 42000 · MLS	795,821	1,180,472	384,651	67.42%
43000 · Non-Dues Income				
43029 · Installation	945	2,023		
43050 · Committee & Chapter Income				
43053 · Professional Standards	1,900	253		
43057 · Leadership Development	6,592	1,768		
Total 43050 · Committee & Chapter Income	8,492	2,021	-4,824	372.85%
43020 · Meeting & Programs	5,740	2,529		
43030 · Awards	0	758		
43054 · Professional Development	30,639	15,174		
Total 43000 · Non-Dues Income	45,816	22,505	-23,311	203.58%
47000 · Other Income	3,668			
<b>Total Income</b>	1,744,170	2,115,708		
<b>Cost of Goods Sold</b>				

	<u>Jan - Aug 16</u>	<u>Annual Budget</u>	<u>Budget Remainder</u>	<u>% of TTL Budget</u>
47001 · Dues Renewal Discount	47,625	78,499		
Total COGS	<u>47,625</u>	<u>78,499</u>	<u>30,874</u>	<u>60.67%</u>
Gross Profit	1,696,545	2,037,209	340,664	83.28%
Expense				
73100 · Satellite Office-Destin	47,519	66,000		
52070 · Professional Development				
52071 · Course Expense	48,504	55,833		
52073 · Refreshments	1,266	4,167		
52074 · Instructor Reimbursements	4,631	2,500		
52070 · Professional Development - Other	227			
Total 52070 · Professional Development	<u>54,629</u>	<u>62,500</u>	<u>7,871</u>	<u>87.41%</u>
52000 · Committee & Chapter Expense				
52011 · MLS Tours	2,336	2,080		
52010 · District 9 support	2,724	2,496		
52050 · Committee Request & Meetings				
52035 · Election Committee	715			
52133 · Chapter Meetings Expense	3,245			
52034 · RPAC Committee	75			
52032 · MLS Committee	75			
52031 · BOD Committee	3,241			
52131 · Young Professionals Network	0			
52040 · Public Policy	460			
52050 · Committee Request & Meetings - Other	5,164	38,475		
Total 52050 · Committee Request & Meetings	<u>12,975</u>	<u>38,475</u>	<u>25,500</u>	<u>33.72%</u>
52060 · Membership Orientation	1,890	4,160		
52072 · Leadership Development	3,243	15,430		
52080 · Professional Stds/Grievance	366	3,120		
52120 · Strategic/Gov Training	1,737	6,239		
Total 52000 · Committee & Chapter Expense	<u>25,271</u>	<u>72,000</u>	<u>46,729</u>	<u>35.10%</u>
53000 · Interest Expense	6			
55000 · Operational				
55010 · Accounting				
55011 · Audit	5,000	8,500		
55012 · Tax Preparation	0	1,800		
55010 · Accounting - Other	1,658			
Total 55010 · Accounting	<u>6,658</u>	<u>10,300</u>	<u>3,643</u>	<u>64.64%</u>
55020 · Admin Fee Expense				
55022 · Bank Fees	1,296			
55023 · Error and Omissions Insurance	6,750			
Total 55020 · Admin Fee Expense	<u>8,046</u>			
55030 · Attorney	9,842	10,000		

	<u>Jan - Aug 16</u>	<u>Annual Budget</u>	<u>Budget Remainder</u>	<u>% of TTL Budget</u>
55040 · Communications				
55041 · Cellular Services	4,230	6,250		
55042 · Telephone	6,432	7,250		
Total 55040 · Communications	<u>10,661</u>	<u>13,500</u>	<u>2,839</u>	<u>78.97%</u>
55050 · Copy Services				
55052 · Maintenance/Toner	6,186			
55050 · Copy Services - Other	1,712			
Total 55050 · Copy Services	<u>7,897</u>			
55060 · Credit Card Merchant Fees	28,753	25,000	-3,753	115.01%
55212 · ECAR Advertising	48,053	40,000	-8,053	120.13%
55312 · ECAR Social Media Photo/Graphic	147			
55090 · Facilities				
55080 · Equipment	12,259			
55093 · Building Liability Insur 020916	16,981			
55094 · Grounds Service	6,984	12,000		
55095 · Building Maintenance				
55101 · Kathy Sublet Building	1,925			
55102 · Main Building				
55102A · Housekeeping	12,218	16,200		
55102 · Main Building - Other	5,492			
Total 55102 · Main Building	<u>17,709</u>	<u>16,200</u>	<u>-1,509</u>	<u>109.32%</u>
55103 · Park Circle	982			
Total 55095 · Building Maintenance	<u>20,615</u>	<u>16,200</u>	<u>-4,415</u>	<u>127.26%</u>
55096 · Misc. Repairs	798			
55097 · Storage	636			
55098 · Taxes - Real estate	0	16,000		
55099 · Taxes - Tangible property	0	3,000		
55100 · Utilities				
55203 · Park Circle Unit B	4,062	4,000		
55202 · Main Building	13,010	23,250		
55201 · Kathy Building	1,820	4,000		
55100 · Utilities - Other	0			
Total 55100 · Utilities	<u>18,891</u>	<u>31,250</u>	<u>2,180</u>	<u>45.49%</u>
Total 55090 · Facilities	<u>77,164</u>	<u>78,450</u>	<u>1,286</u>	<u>98.36%</u>
55200 · Information Systems				
55214 · Hardware	1,631	11,591		
55215 · Internet Service Provider	2,695	1,187		
55216 · Internet T1 line	1,355	8,820		
55218 · MLS Service Expense	146,909	227,972		
55219 · Network Consulting	6,045	13,570		
55220 · Repairs	0	3,958		
55221 · Software Purchases/Licensing	9,297	16,962		
55224 · Training Facility	361			
55225 · Software Mthly Maintenance Fees	34,793	64,565		
55226 · Audio/Visual Equipment	500	6,785		

	Jan - Aug 16	Annual Budget	Budget Remainder	% of TTL Budget
55227 · Courthouse Retrieval System	46,808	84,811		
55228 · Key FOBS	2,498	26,009		
55229 · Supra Keybox System	15,840	13,570		
<b>Total 55200 · Information Systems</b>	<b>268,731</b>	<b>479,800</b>	<b>211,069</b>	<b>56.01%</b>
55300 · Meetings & Programs				
52029 · Installation	182	22,638		
52030 · Award Event	1,192	9,532		
52113 · Local Business Meetings	9,340	1,787		
52110 · Affiliate Appreciation	0	4,170		
52111 · Membership Meetings	9,449	15,489		
52112 · Staff Meetings	874	2,384		
55300 · Meetings & Programs - Other	431			
<b>Total 55300 · Meetings &amp; Programs</b>	<b>21,468</b>	<b>56,000</b>	<b>34,532</b>	<b>38.34%</b>
55500 · Office Supplies	17,939	17,000		
55600 · Other Organization Dues	9,705	9,000		
62000 · Personnel				
62010 · Bonus	2,000	20,000		
62030 · Payroll Expense	2,246	6,000		
62040 · Insurance 050113	58,854	103,530		
62060 · Pager Duty	5,690	7,800		
62070 · Payroll Taxes	32,255	57,087		
62090 · Salary				
62020 · Contract Labor	58,055	30,000		
62091 · PTO Expense	0	18,000		
62090 · Salary - Other	399,596	660,007		
<b>Total 62090 · Salary</b>	<b>457,651</b>	<b>708,007</b>	<b>250,356</b>	<b>64.64%</b>
62100 · Simple IRA Match	7,878	19,050		
62110 · Workers Comp Insurance 040114	1,981	2,800		
<b>Total 62000 · Personnel</b>	<b>568,555</b>	<b>924,274</b>	<b>355,719</b>	<b>61.51%</b>
64000 · Postage	1,291			
65000 · Postage Meter Rent	2,242			
69000 · Publications Subscriptions	347			
70000 · Realtor Store Purchases	4,897			
72000 · Realtor Assn Influence Support	6,259	7,500		
73000 · Sunbiz Filing	61			
75000 · Travel				
75100 · Florida Realtor-Mtgs & Conf				
75011 · FR Committee Allowance	7,418			
75012 · Chief Elected Officers Symp.	0	2,191		
75013 · Convention	9,795	42,587		
75014 · Legislative Day	3,366	12,691		
75015 · Midwinter	9,488	33,492		
75016 · Pres-Elect Training	0	601		
75017 · FR Leadership Academy	0	1,223		
75100 · Florida Realtor-Mtgs & Conf - Other	588			
<b>Total 75100 · Florida Realtor-Mtgs &amp; Conf</b>	<b>30,655</b>	<b>92,785</b>	<b>62,130</b>	<b>33.04%</b>
75200 · NAR-Mtgs & Conf				

	<u>Jan - Aug 16</u>	<u>Annual Budget</u>	<u>Budget Remainder</u>	<u>% of TTL Budget</u>
75211 · Convention	38	10,321		
75212 · Leadership Summit	506	2,176		
75213 · Mid-year Governance Meeting	11,596	15,153		
Total 75200 · NAR-Mtgs & Conf	<u>12,140</u>	<u>27,650</u>	<u>15,510</u>	<u>43.91%</u>
75300 · Staff Development				
62050 · Mileage	4,461	5,000		
75320 · ASAE Communications Conference	1,285	2,892		
75319 · ASAE IT Conference	0	2,892		
74000 · Training - Staff	1,617	6,000		
75318 · ASAE Finance Conference	0	2,892		
75310 · ASAE Annual Meeting & Expo	199	2,690		
75311 · Pro Development	0	2,136		
75312 · FR AE Workshop	939	4,776		
75313 · Council of MLS meeting	0	3,150		
75314 · NAR Assoc. Exec. Institute	4,927	6,894		
75315 · Travel as Needed	961	3,528		
75317 · NAR GAD Training	0	3,150		
Total 75300 · Staff Development	<u>14,390</u>	<u>46,000</u>	<u>31,610</u>	<u>31.28%</u>
Total 75000 · Travel	<u>57,184</u>	<u>166,435</u>	<u>109,251</u>	<u>34.36%</u>
Total 55000 · Operational	<u>1,155,900</u>	<u>1,837,259</u>	<u>681,359</u>	<u>62.91%</u>
Total Expense	<u>1,283,325</u>	<u>2,037,759</u>	<u>754,434</u>	<u>62.98%</u>
Net Ordinary Income	413,220	-550	413,770	
Other Income/Expense				
Other Income				
43146 · Ads Sold-Print Newsletter	450			
43010 · Admin Fees Revenue	3,430	38,327		
43147 · Advertising Co-Op	0	0		
43148 · Park Circle Rent				
43148A · Lease Unit 2-A	10,400	15,600		
43148B · Storage Space 2-B	350	600		
43148C · Lease Unit 2-B	3,600	4,800		
Total 43148 · Park Circle Rent	<u>14,350</u>	<u>21,000</u>	<u>6,650</u>	<u>68.33%</u>
43052 · Realtor Store	4,395			
44000 · Interest Income				
43100 · CD Interest	2,010			
43200 · Bank Interest	4,810	1,241		
43300 · Investment Interest	0	2,482		
Total 44000 · Interest Income	<u>6,820</u>	<u>3,723</u>	<u>-3,097</u>	<u>183.18%</u>
Total Other Income	<u>29,445</u>	<u>63,050</u>	<u>33,605</u>	<u>46.70%</u>
Net Other Income	<u>29,445</u>	<u>63,050</u>	<u>33,605</u>	<u>46.70%</u>
Net Income	<u>442,665</u>	<u>62,500</u>	<u>380,165</u>	<u>708.26%</u>