

Approved 2026 BUDGET

				2026 ASSOC	Split ASSOC	2026 MLS	Split MLS	2026 Combined
<i>Note: Based on 1.84% drop for Association and 1.7% for MLS</i>								
<i>Basis of Assumptions</i>								
Association Income								
Board Income								
4000 Dues								
4010 Local Association Dues	<i>Dues Tab</i>			116,011	100%			116,011
4020 Affiliate Local Dues	<i>Dues Tab</i>			17,224	100%			17,224
Total 4000 Dues				133,235				133,235
4100 Board Fee Income								
4027 Annual Dues Late Fee	<i>Dues Tab</i>			4,250	100%			4,250
4110 New Member App Fee	<i>Dues Tab</i>			7,200	100%			7,200
4111 Office Change Fee				1,600				
Total 4100 Board Fee Income				13,050				13,050
4200 Event/Education Income								
4040 Education - Income	<i>Assoc Input</i>			11,000	100%			11,000
4061 Capitol Hill Event	<i>Assoc Input</i>			0	100%			0
4062 TRLP Income	<i>Assoc Input</i>			975	100%			975
4063 Election Social / Annual Mtg	<i>Assoc Input</i>			0				0
4065 Membership Mixer	<i>Assoc Input</i>			0	100%			0
4070 Membership Luncheon	<i>Assoc Input</i>			3,300	100%			3,300
4071 TREPAC Events - Sponsors	<i>Assoc Input</i>			1,500	100%			1,500
4072 TREPAC Events - TR Reimbursements	<i>Assoc Input</i>			5,600	100%			5,600
4073 Installation - Income				3,000	100%			3,000
Total 4200 Event/Education Income				25,375				25,375
4900 Other Board Income								
4050 Interest Income	<i>2025 YTD Avg</i>			25,392	100%			25,392

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		2026 ASSOC	<i>Split ASSOC</i>	2026 MLS	<i>Split MLS</i>	2026 Combined
4055 Grant Income	<i>Assoc Input</i>	3,200	100%			3,200
4075 Forewarn Ads	<i>2025 YTD Avg</i>	1,200	100%			1,200
Total 4900 Other Board Income		29,792				29,792
Total Board Income		201,452				201,452
Total Income		201,452				201,452
Gross Profit		201,452				201,452

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		2026 ASSOC	Split ASSOC	2026 MLS	Split MLS	2026 Combined
MLS Income						
MLS Income						
5000 MLS Dues Income						
5030 FEES - MLS Agent	MLS Tab			356,901	100%	356,901
5035 FEES - MLS Designated Realtor	MLS Tab			203,229	100%	203,229
5040 FEES - MLS Assistant	MLS Tab			6,608	100%	6,608
Total 5000 MLS Dues Income				566,737		566,737
5100 MLS Fee Income						
5050 MLS Agent Application Fees	MLS Tab			39,067	100%	39,067
5060 MLS Designated Realtor App Fee	MLS Tab			27,067	100%	27,067
5070 Dues - MLS Fines	MLS Tab			2,300	100%	2,300
5075 MLS Late & Reconnect Fees	MLS Tab			8,000	100%	8,000
Total 5100 MLS Fee Income				76,434		76,434
5300 Sales Income						
5080 MLS Lock Boxes Sold	21 Month Avg			4,510	100%	4,510
5940 Member Store Income	21 Month Avg			1,441	100%	1,441
Total 5300 Sales Income				5,951		5,951
5400 IDX Vendor FEES	2025 YTD Avg			52,752	100%	52,752
Total MLS Income				701,874		701,874
Total Income				701,874		701,874

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		2026 ASSOC	Split ASSOC	2026 MLS	Split MLS	2026 Combined
Expenses						
6000 Personnel						
6095 Employee Salaries	Payroll Tab	128,995	40%	193,492	60%	322,487
6145 Employee Benefits	10% + 2025 YTD Avg	15,576	40%	22,766	60%	38,342
6175 Contract Labor	45 Month Avg	833	40%	1,200	60%	2,033
6179 Staff Bonuses	Payroll Tab	4,280	40%	6,420	60%	10,700
6182 Payroll Taxes - Medicare	1.50%	1,999	40%	2,984	60%	4,983
6183 Payroll Taxes - Soc Sec	6%	7,996	40%	11,995	60%	19,991
6184 Payroll Taxes-Federal Unemp		123	40%	194	60%	317
6185 Payroll Taxes - State Unempl		95	40%	156	60%	251
6420 Payroll Services	5% + 2025 YTD Avg	1,113	40%	1,670	60%	2,783
Total 6000 Personnel		161,011		240,877		401,888
6100 Travel/Meeting Expenses						
6040 Directors Expense Conf/Seminar	Assoc Input	20,512	80%	5,128	20%	25,640
6050 Strategic Planning	Assoc Input	750	50%	750	50%	1,500
6051 Leadership Training		1,000	50%	1,000	50%	2,000
6060 TREPAC - Election Social/Annual Meeting	Assoc Input	1,500	100%			1,500
6165 Staff -Mileage Reimbursement	Assoc Input	199	40%	301	60%	500
6201 AE Travel and Training	Assoc Input	9,207	50%	9,207	50%	18,414
6205 Staff Training Travel and Training	Assoc Input	314	40%	941	60%	1,255
Total 6100 Travel/Meeting Expenses		33,482		17,327		50,809
6200 Event/Education Expenses						
6020 EDU - Education Course Expense	Assoc Input	10,500	100%			10,500
6030 TRLP	Assoc Input	5,000	100%			5,000
6070 Installation Dinner	Assoc Input	4,500	50%	4,500	50%	9,000
6071 Affiliate EXPO	Assoc Input	2,000	100%			2,000
6072 TREPAC Fundraising	Assoc Input	6,000	100%			6,000
6073 TREPAC -Apprec Event/Gifts	Assoc Input	1,200	100%			1,200
6074 GA Capital Hill Visit	Assoc Input	0				0

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TBD Quarterly Panel Discussion	<i>Assoc Input</i>	0		0		0
6080 TREPAC - Major Investor Party	<i>Assoc Input</i>	6,000	100%			6,000
6090 Misc Meals / Mixers	<i>Assoc Input</i>	2,000	100%	500		2,500
6225 Membership Mixers	<i>Assoc Input</i>	0	100%			0
6230 Membership Luncheons	<i>Assoc Input</i>	3,000	100%			3,000
Total 6200 Event/Education Expenses		40,200		5,000		45,200

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6300 Bank/Professional Services						
6250 Bank/Credit Card Fees	<i>Trend</i>	5,055	25%	15,362	75%	20,417
6320 IT Services	<i>5% + 2025 YTD Avg</i>	2,444	40%	2,444	60%	4,889
6330 Prof Fees - Acct	<i>5% + 2025 Budget</i>	2,678	50%	2,678	50%	5,355
6335 Prof Fees - Bruin bookkeeping	<i>Trend</i>	25,500	50%	25,500	50%	51,000
6340 Prof Fees - Audit	<i>5% + 2025 Budget</i>	2,625	50%	2,625	50%	5,250
6350 Prof Fees - Legal	<i>45 Month Avg</i>	500	10%	4,500	90%	5,000
Total 6300 Bank/Professional Services		38,802		53,109		91,911
6400 Building/Office Expenses						
6260 Office Supplies / Misc	<i>45 Month Avg</i>	2,470	40%	4,095	60%	6,500
6301 Janitorial	<i>5% + 2025 YTD Avg</i>	1,497	40%	2,246	60%	3,743
6310 Lawn	<i>5% + 2025 YTD Avg</i>	4,693	40%	4,778	60%	9,471
6360 Building R & M	<i>5% + 2025 YTD Avg</i>	2,800	40%	4,200	60%	7,000
6390 Water/Trash/Sewer	<i>5% + Trend</i>	1,601	40%	2,400	60%	4,001
6401 Electricity	<i>5% + Trend</i>	2,002	40%	3,003	60%	5,005
6410 Internet / Phone	<i>5% + 2025 YTD Avg</i>	3,066	40%	4,598	60%	7,664
Total 6400 Building/Office Expenses		18,129		25,321		43,450
6500 Equipment/Technology Expenses						
6265 Office Technical Services	<i>5% + 2025 YTD Avg</i>	729	40%	1,093	60%	1,822
6290 Copier Lease	<i>5% + 2025 YTD Avg</i>	1,457	40%	2,186	60%	3,643
6329 Tangilla / Monthly	<i>5% + 2025 YTD Avg</i>	18,000	40%	27,000	60%	45,000
6370 Equipment R & M	<i>45 Month Avg</i>	59	40%	300	60%	359
6501 Website Maintenance	<i>5% + 2025 YTD Avg</i>	353	40%	529	60%	881
Total 6500 Equipment/Technology Expenses		20,598		31,108		51,705
6600 Advertising/PR Expenses						
6005 Advertising	<i>Assoc Input</i>	1,250	50%	1,250	50%	2,500
6006 PR - Food Pantry	<i>Assoc Input</i>	2,500	50%	2,500	50%	5,000
6007 Outreach / Charitable Donation	<i>Assoc Input</i>	2,000	50%	2,000	50%	4,000
6008 Flood Relief Donation- BoD Donations	<i>Assoc Input</i>	2,500	100%		0%	2,500

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6009 PR - First Responder	<i>Assoc Input</i>	900	50%	900	50%	1,800
6010 Gifts/Awards	<i>Assoc Input</i>	1,000	50%	1,000	50%	2,000
7020 EDU - Scholarship Donations	<i>Assoc Input</i>	10,000	100%		0%	10,000
Total 6600 Advertising/PR Expenses		20,150		7,650		27,800

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6700 Government Affairs						
6076 GA - Public Aware. Advertis	Assoc Input	1,500	100%			1,500
6077 GA - Board Edu. Workshops-Forums	Assoc Input	500	100%			500
6078 GA - Mobilization Meeting	Assoc Input	400	100%			400
Total 6700 Government Affairs		2,400		0		2,400
6900 Other Board Expenses						
6210 Dues & Publications	5% + 2025 YTD Avg	1,373	50%	1,373	50%	2,746
6220 Insurance	10% + 2025 YTD Avg	3,467	50%	3,467	50%	6,934
6266 Copies / Shredding	2025 YTD Avg	270	50%	270	50%	540
6270 Postage & Freight	45 Month Avg	49	50%	39	50%	88
6271 Forewarn	Dues Tab	17,707	100%		0%	17,707
Total 6900 Other Board Expenses		22,866		5,149		28,015
7000 MLS Expenses						
7010 MEMBER STORE EXP	2025 YTD Avg	0		946	100%	946
7011 Lockboxes Purchased for Resale	2025 YTD Avg	0		2,683	100%	2,683
7025 MLS Expenses / Subscriptions	5% + 2025 YTD Avg			4,519	100%	4,519
7040 MLS Paragon Fee	MLS Tab			201,193	100%	201,193
7061 MLS Events / Seminars	2025 Actual			258	100%	258
7062 Contract Labor / MLS Related	Assoc Input			1,000	100%	1,000
7071 ShowingTime / Monthly	MLS Tab			0	100%	0
Total 7000 MLS Expenses		0		210,599		210,599
Total Expenses		357,637		596,140		953,776
Net Operating Income		(156,184)		105,734		(50,450)
Other Income						
3025 Unrealized (Gains) Loss on Inv	Not Budgeted	0	100%			0
4044 Dividend Income	2025 YTD Avg	11,616	100%			11,616
4047 Gain (Loss) on Disp of Investm	Not Budgeted	0	100%			0
4050 Interest Income	2025 YTD Avg			653	100%	653
Total Other Income		11,616		653		12,269

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		2026 ASSOC	Split ASSOC	2026 MLS	Split MLS	2026 Combined
Other Expenses						
6251 Investment Broker Fees	<i>Trend</i>	(4,780)	100%			(4,780)
Total Other Expenses		(4,780)				(4,780)
Net Income						
<i>Net Income</i>		(149,348)		106,388		(42,960)

