

Real Estate Certification Program (RECP)
Statements of Activities - Budget vs Actual (Summary)
For one month ended January 31, 2023 and year ending December 31, 2023
(with comparative totals for one month ended January 31, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	39,835	34,833	39,835	34,833	425,801	22,043
4106 - Tuition Income-Non-members	46,548	62,500	46,548	62,500	750,000	77,758
4110 - Contract Service Fees-Broker	3,025	4,668	3,025	4,668	56,015	1,797
4120 - Contract Service Fees-Local	980	417	980	417	5,000	575
4130 - Product Sales	455	42	455	42	500	146
Total 4100 - RECP Income	<u>90,843</u>	<u>102,460</u>	<u>90,843</u>	<u>102,460</u>	<u>1,237,316</u>	<u>102,319</u>
Total Income	90,843	102,460	90,843	102,460	1,237,316	102,319
Expense						
5000 - Personnel Costs	37,423	46,245	37,423	46,245	570,694	41,633
5300 - Travel & Entertainment	283	960	283	960	11,500	96
5600 - Professional Fees	263	100	263	100	1,500	0
5700 - Technology & Equipment	4,962	4,332	4,962	4,332	52,000	2,827
5900 - Office Costs	6,150	8,449	6,150	8,449	86,550	7,193
6100 - Facility Costs	4,122	5,624	4,122	5,624	67,463	4,730
7100 - Programmatic Costs	19,470	20,296	19,470	20,296	258,300	21,721
Total Expense	<u>72,673</u>	<u>86,006</u>	<u>72,673</u>	<u>86,006</u>	<u>1,048,007</u>	<u>78,200</u>
Net Income (Loss)	<u>18,170</u>	<u>16,454</u>	<u>18,170</u>	<u>16,454</u>	<u>189,309</u>	<u>24,119</u>

**Real Estate Certification Program (RECP)
Statements of Activities - Budget vs Actual (Detail)**

For one month ended January 31, 2023 and year ending December 31, 2023
(with comparative totals for one month ended January 31, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	39,835	34,833	39,835	34,833	425,801	22,043
4106 - Tuition Income-Non-members	46,548	62,500	46,548	62,500	750,000	77,758
4110 - Contract Service Fees-Broker	3,025	4,668	3,025	4,668	56,015	1,797
4120 - Contract Service Fees-Local	980	417	980	417	5,000	575
4130 - Product Sales	455	42	455	42	500	146
Total 4100 - RECP Income	<u>90,843</u>	<u>102,460</u>	<u>90,843</u>	<u>102,460</u>	<u>1,237,316</u>	<u>102,319</u>
Total Income	90,843	102,460	90,843	102,460	1,237,316	102,319
Expense						
5000 - Personnel Costs						
5010 - Compensation	26,103	28,875	26,103	28,875	362,250	27,825
5035 - Instructor Compensation	3,725	7,547	3,725	7,547	90,550	5,797
5100 - Benefits & Taxes						
5110 - Health & Vision Insurance	3,286	4,250	3,286	4,250	51,000	3,324
5115 - Wellness Benefit	0	200	0	200	2,400	42
5120 - Dental Insurance	223	250	223	250	3,000	223
5125 - Disability & Life Insurance	249	266	249	266	3,200	207
5130 - Retirement Benefits	1,295	1,584	1,295	1,584	19,000	1,460
5160 - Payroll Taxes	2,503	3,103	2,503	3,103	37,244	2,755
5170 - Professional Development	39	125	39	125	1,500	0
5180 - Dues & Subscriptions	0	45	0	45	550	0
Total 5100 - Benefits & Taxes	<u>7,595</u>	<u>9,823</u>	<u>7,595</u>	<u>9,823</u>	<u>117,894</u>	<u>8,011</u>
Total 5000 - Personnel Costs	<u>37,423</u>	<u>46,245</u>	<u>37,423</u>	<u>46,245</u>	<u>570,694</u>	<u>41,633</u>
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	0	250	0	250	3,000	0
5320 - Staff Lodging	0	250	0	250	3,000	0
5330 - Staff Mileage	53	142	53	142	1,700	0
5340 - Staff Meals	104	150	104	150	1,800	96
5350 - Staff Hospitality	126	84	126	84	1,000	0
5360 - Conference Registration Fees	0	84	0	84	1,000	0
Total 5310 - Staff Travel Costs	<u>283</u>	<u>960</u>	<u>283</u>	<u>960</u>	<u>11,500</u>	<u>96</u>
Total 5300 Travel & Entertainment	283	960	283	960	11,500	96
5600 - Professional Fees						
5620 - Audit & Tax Services	263	100	263	100	1,500	0

**Real Estate Certification Program (RECP)
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For one month ended January 31, 2023 and year ending December 31, 2023
(with comparative totals for one month ended January 31, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2022
Total 5600 - Professional Fees	263	100	263	100	1,500	0
5700 - Technology & Equipment						
5710 - Technology Consulting Service	2,730	1,416	2,730	1,416	17,000	0
5730 - Small Equip/Furniture Purchases	0	84	0	84	1,000	0
5740 - Equipment > \$2500	0	250	0	250	3,000	0
5750 - Equipment Lease Payments	171	416	171	416	5,000	944
5760 - Software & Licensing Fees	2,061	2,000	2,061	2,000	24,000	1,883
5780 - Interest Expense	0	166	0	166	2,000	0
Total 5700 - Technology & Equipment	4,962	4,332	4,962	4,332	52,000	2,827
5900 - Office Costs						
5925 - Postage & Shipping Expense	(458)	91	(458)	91	1,100	(316)
5926 - Sales Tax	(25)	17	(25)	17	200	0
5930 - Office Supplies	25	250	25	250	3,000	79
5940 - Printing	87	20	87	20	250	0
5960 - Licenses and Fees	0	84	0	84	1,000	0
5970 - Bank & Credit Card Fees	2,521	3,987	2,521	3,987	33,000	3,430
5995 - Management Fee (paid by RECP)	4,000	4,000	4,000	4,000	48,000	4,000
Total 5900 - Office Costs	6,150	8,449	6,150	8,449	86,550	7,193
6100 - Facility Costs						
6110 - Office Rent & Parking	4,122	4,831	4,122	4,831	57,963	4,122
6510 - Amortization	0	584	0	584	7,000	518
6520 - Depreciation Expense	0	209	0	209	2,500	90
Total 6100 - Facility Costs	4,122	5,624	4,122	5,624	67,463	4,730
7100 - Programmatic Costs						
7110 - Facility Rental	2,037	2,252	2,037	2,252	27,000	1,869
7120 - Catering	0	0	0	0	3,800	0
7130 - Honorarium/Speaker Fees	0	0	0	0	7,000	0
7140 - Speaker Travel	0	243	0	243	4,400	0
7160 - Event Sponsorships	564	0	564	0	2,500	450
7170 - Curriculum	12,895	11,897	12,895	11,897	142,750	14,688
7175 - Licensing-Big Broker	0	0	0	0	0	949
7210 - Website Development / Hosting	230	959	230	959	11,500	90
7230 - Distance Learning Portal	3,474	3,695	3,474	3,695	44,350	3,474
7260 - Advertising/Marketing	270	1,250	270	1,250	15,000	201
Total 7100 - Programmatic Costs	19,470	20,296	19,470	20,296	258,300	21,721
Total Expense	72,673	86,006	72,673	86,006	1,048,007	78,200

**Real Estate Certification Program (RECP)
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(with comparative totals for one month ended January 31, 2022)

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	<u>Prior YTD 01/31/2022</u>
Net Income (Loss)	<u>18,170</u>	<u>16,454</u>	<u>18,170</u>	<u>16,454</u>	<u>189,309</u>	<u>24,119</u>