

Real Estate Certification Program (RECP)
Statements of Activities - Budget vs Actual (Summary)
For one and four months ended April 30, 2023 and year ending December 31, 2023
(with comparative totals for four months ended April 30, 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 04/30/2022</u>
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	78,534	46,533	231,786	174,432	425,801	82,855
4106 - Tuition Income-Non-members	51,514	62,500	175,154	250,000	750,000	227,125
4110 - Contract Service Fees-Broker	1,063	4,668	17,999	18,672	56,015	31,631
4120 - Contract Service Fees-Local	1,005	417	8,833	1,668	5,000	4,245
4130 - Product Sales	163	42	1,202	168	500	146
Total 4100 - RECP Income	<u>132,279</u>	<u>114,160</u>	<u>434,974</u>	<u>444,940</u>	<u>1,237,316</u>	<u>346,002</u>
4300 - Royalties & Rent	10	0	10	0	0	40
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	<u>132,289</u>	<u>114,160</u>	<u>435,016</u>	<u>444,940</u>	<u>1,237,316</u>	<u>346,203</u>
Expense						
5000 - Personnel Costs	43,635	46,247	161,629	184,984	570,694	178,279
5300 - Travel & Entertainment	213	960	588	3,840	11,500	637
5600 - Professional Fees	0	0	1,512	1,500	1,500	1,363
5700 - Technology & Equipment	282	4,332	19,209	17,328	52,000	17,463
5900 - Office Costs	5,821	7,316	26,814	30,588	86,550	27,892
6100 - Facility Costs	4,786	5,623	19,142	22,495	67,463	18,920
7100 - Programmatic Costs	19,290	20,298	86,371	82,189	258,300	77,732
Total Expense	<u>74,027</u>	<u>84,776</u>	<u>315,265</u>	<u>342,924</u>	<u>1,048,007</u>	<u>322,286</u>
Net Income (Loss)	<u>58,263</u>	<u>29,384</u>	<u>119,751</u>	<u>102,016</u>	<u>189,309</u>	<u>23,917</u>

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

For one and four months ended April 30, 2023 and year ending December 31, 2023
(with comparative totals for four months ended April 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 04/30/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	78,534	46,533	231,786	174,432	425,801	82,855
4106 - Tuition Income-Non-members	51,514	62,500	175,154	250,000	750,000	227,125
4110 - Contract Service Fees-Broker	1,063	4,668	17,999	18,672	56,015	31,631
4120 - Contract Service Fees-Local	1,005	417	8,833	1,668	5,000	4,245
4130 - Product Sales	163	42	1,202	168	500	146
Total 4100 - RECP Income	132,279	114,160	434,974	444,940	1,237,316	346,002
4300 - Royalties & Rent	10	0	10	0	0	40
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	132,289	114,160	435,016	444,940	1,237,316	346,203
Expense						
5000 - Personnel Costs						
5010 - Compensation	26,734	28,875	105,687	115,500	362,250	111,473
5035 - Instructor Compensation	8,975	7,548	25,006	30,190	90,550	32,918
5100 - Benefits & Taxes						
5110 - Health & Vision Insurance	3,057	4,250	12,918	17,000	51,000	14,620
5115 - Wellness Benefit	0	200	0	800	2,400	425
5120 - Dental Insurance	224	250	892	1,000	3,000	892
5125 - Disability & Life Insurance	248	266	996	1,064	3,200	827
5130 - Retirement Benefits	1,493	1,584	5,614	6,336	19,000	5,931
5160 - Payroll Taxes	2,874	3,103	10,447	12,412	37,244	10,999
5170 - Professional Development	30	125	69	500	1,500	0
5180 - Dues & Subscriptions	0	46	0	182	550	194
Total 5100 - Benefits & Taxes	7,926	9,824	30,936	39,294	117,894	33,888
Total 5000 - Personnel Costs	43,635	46,247	161,629	184,984	570,694	178,279
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	0	250	0	1,000	3,000	0
5320 - Staff Lodging	0	250	0	1,000	3,000	0
5330 - Staff Mileage	72	142	178	568	1,700	75
5340 - Staff Meals	141	150	284	600	1,800	371
5350 - Staff Hospitality	0	84	126	336	1,000	191
5360 - Conference Registration Fees	0	84	0	336	1,000	0
Total 5310 - Staff Travel Costs	213	960	588	3,840	11,500	637
Total 5300 Travel & Entertainment	213	960	588	3,840	11,500	637

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

For one and four months ended April 30, 2023 and year ending December 31, 2023
(with comparative totals for four months ended April 30, 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 04/30/2022</u>
5600 - Professional Fees						
5620 - Audit & Tax Services	0	0	1,512	1,500	1,500	1,363
Total 5600 - Professional Fees	<u>0</u>	<u>0</u>	<u>1,512</u>	<u>1,500</u>	<u>1,500</u>	<u>1,363</u>
5700 - Technology & Equipment						
5710 - Technology Consulting Service	(1,600)	1,416	10,214	5,664	17,000	6,123
5730 - Small Equip/Furniture Purchases	0	84	0	336	1,000	182
5740 - Equipment > \$2500	0	250	0	1,000	3,000	1,119
5750 - Equipment Lease Payments	0	416	898	1,664	5,000	2,508
5760 - Software & Licensing Fees	1,882	2,000	8,097	8,000	24,000	7,531
5780 - Interest Expense	0	166	0	664	2,000	0
Total 5700 - Technology & Equipment	<u>282</u>	<u>4,332</u>	<u>19,209</u>	<u>17,328</u>	<u>52,000</u>	<u>17,463</u>
5900 - Office Costs						
5920 - Postage	0	0	0	0	0	3
5925 - Postage & Shipping Expense	(639)	91	189	364	1,100	49
5926 - Sales Tax	(11)	17	(75)	68	200	43
5930 - Office Supplies	92	250	328	1,000	3,000	838
5940 - Printing	0	21	86	82	250	0
5960 - Licenses and Fees	0	84	0	336	1,000	0
5970 - Bank & Credit Card Fees	2,379	2,853	10,286	12,738	33,000	10,959
5995 - Management Fee (paid by RECP)	4,000	4,000	16,000	16,000	48,000	16,000
Total 5900 - Office Costs	<u>5,821</u>	<u>7,316</u>	<u>26,814</u>	<u>30,588</u>	<u>86,550</u>	<u>27,892</u>
6100 - Facility Costs						
6110 - Office Rent & Parking	4,786	4,830	19,142	19,323	57,963	16,488
6510 - Amortization	0	584	0	2,336	7,000	2,072
6520 - Depreciation Expense	0	209	0	836	2,500	360
Total 6100 - Facility Costs	<u>4,786</u>	<u>5,623</u>	<u>19,142</u>	<u>22,495</u>	<u>67,463</u>	<u>18,920</u>
7100 - Programmatic Costs						
7110 - Facility Rental	1,986	2,252	9,593	9,008	27,000	7,473
7120 - Catering	1,784	0	1,784	0	3,800	0
7130 - Honorarium/Speaker Fees	0	0	0	0	7,000	0
7140 - Speaker Travel	0	243	0	972	4,400	905
7160 - Event Sponsorships	0	0	614	1,000	2,500	1,050
7165 - Contract Fees	0	0	1,000	0	0	465
7170 - Curriculum	10,267	11,898	51,282	47,591	142,750	41,630
7175 - Licensing-Big Broker	0	0	0	0	0	1,682
7210 - Website Development / Hosting	395	959	1,085	3,836	11,500	2,956

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(with comparative totals for four months ended April 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 04/30/2022
7230 - Distance Learning Portal	3,474	3,696	13,896	14,782	44,350	13,896
7260 - Advertising/Marketing	1,128	1,250	6,861	5,000	15,000	7,675
7310 - Other Program Costs	256	0	256	0	0	0
Total 7100 - Programmatic Costs	19,290	20,298	86,371	82,189	258,300	77,732
Total Expense	74,027	84,776	315,265	342,924	1,048,007	322,286
Net Income (Loss)	58,263	29,384	119,751	102,016	189,309	23,917