

Real Estate Certification Program (RECP)
Statements of Activities - Budget vs Actual (Summary)
For two months ended February 28, 2023 and year ending December 31, 2023
(with comparative totals for two months ended February 28, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 02/28/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	51,941	46,533	91,776	81,366	425,801	40,122
4106 - Tuition Income-Non-members	39,077	62,500	85,625	125,000	750,000	123,701
4110 - Contract Service Fees-Broker	7,967	4,668	10,992	9,336	56,015	10,070
4120 - Contract Service Fees-Local	4,854	417	5,834	834	5,000	1,605
4130 - Product Sales	260	42	715	84	500	146
Total 4100 - RECP Income	<u>104,099</u>	<u>114,160</u>	<u>194,942</u>	<u>216,620</u>	<u>1,237,316</u>	<u>175,644</u>
4300 - Royalties & Rent	0	0	0	0	0	10
4900 - Other Operating Income	0	0	0	0	0	65
Total Income	<u>104,099</u>	<u>114,160</u>	<u>194,942</u>	<u>216,620</u>	<u>1,237,316</u>	<u>175,719</u>
Expense						
5000 - Personnel Costs	40,713	46,245	78,136	92,490	570,694	83,307
5300 - Travel & Entertainment	52	960	335	1,920	11,500	332
5600 - Professional Fees	1,075	1,400	1,338	1,500	1,500	1,100
5700 - Technology & Equipment	8,676	4,332	13,638	8,664	52,000	6,559
5900 - Office Costs	7,224	7,147	13,374	15,596	86,550	14,353
6100 - Facility Costs	4,122	5,624	8,244	11,248	67,463	9,460
7100 - Programmatic Costs	30,119	21,297	49,589	41,593	258,300	40,037
Total Expense	<u>91,981</u>	<u>87,005</u>	<u>164,654</u>	<u>173,011</u>	<u>1,048,007</u>	<u>155,148</u>
Net Income (Loss)	<u>12,118</u>	<u>27,155</u>	<u>30,288</u>	<u>43,609</u>	<u>189,309</u>	<u>20,571</u>

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

For two months ended February 28, 2023 and year ending December 31, 2023
(with comparative totals for two months ended February 28, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 02/28/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	51,941	46,533	91,776	81,366	425,801	40,122
4106 - Tuition Income-Non-members	39,077	62,500	85,625	125,000	750,000	123,701
4110 - Contract Service Fees-Broker	7,967	4,668	10,992	9,336	56,015	10,070
4120 - Contract Service Fees-Local	4,854	417	5,834	834	5,000	1,605
4130 - Product Sales	260	42	715	84	500	146
Total 4100 - RECP Income	104,099	114,160	194,942	216,620	1,237,316	175,644
4300 - Royalties & Rent	0	0	0	0	0	10
4900 - Other Operating Income	0	0	0	0	0	65
Total Income	104,099	114,160	194,942	216,620	1,237,316	175,719
Expense						
5000 - Personnel Costs						
5010 - Compensation	26,287	28,875	52,390	57,750	362,250	54,833
5035 - Instructor Compensation	6,615	7,547	10,340	15,094	90,550	12,520
5100 - Benefits & Taxes						
5110 - Health & Vision Insurance	3,286	4,250	6,572	8,500	51,000	6,648
5115 - Wellness Benefit	0	200	0	400	2,400	84
5120 - Dental Insurance	223	250	446	500	3,000	446
5125 - Disability & Life Insurance	249	266	498	532	3,200	413
5130 - Retirement Benefits	1,424	1,584	2,719	3,168	19,000	2,941
5160 - Payroll Taxes	2,629	3,103	5,132	6,206	37,244	5,422
5170 - Professional Development	0	125	39	250	1,500	0
5180 - Dues & Subscriptions	0	45	0	90	550	0
Total 5100 - Benefits & Taxes	7,811	9,823	15,406	19,646	117,894	15,954
Total 5000 - Personnel Costs	40,713	46,245	78,136	92,490	570,694	83,307
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	0	250	0	500	3,000	0
5320 - Staff Lodging	0	250	0	500	3,000	0
5330 - Staff Mileage	52	142	105	284	1,700	0
5340 - Staff Meals	0	150	104	300	1,800	332
5350 - Staff Hospitality	0	84	126	168	1,000	0
5360 - Conference Registration Fees	0	84	0	168	1,000	0
Total 5310 - Staff Travel Costs	52	960	335	1,920	11,500	332
Total 5300 Travel & Entertainment	52	960	335	1,920	11,500	332

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

For two months ended February 28, 2023 and year ending December 31, 2023
(with comparative totals for two months ended February 28, 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 02/28/2022</u>
5600 - Professional Fees						
5620 - Audit & Tax Services	1,075	1,400	1,338	1,500	1,500	1,100
Total 5600 - Professional Fees	<u>1,075</u>	<u>1,400</u>	<u>1,338</u>	<u>1,500</u>	<u>1,500</u>	<u>1,100</u>
5700 - Technology & Equipment						
5710 - Technology Consulting Service	6,084	1,416	8,814	2,832	17,000	1,092
5730 - Small Equip/Furniture Purchases	0	84	0	168	1,000	182
5740 - Equipment > \$2500	0	250	0	500	3,000	0
5750 - Equipment Lease Payments	341	416	512	832	5,000	1,520
5760 - Software & Licensing Fees	2,251	2,000	4,312	4,000	24,000	3,765
5780 - Interest Expense	0	166	0	332	2,000	0
Total 5700 - Technology & Equipment	<u>8,676</u>	<u>4,332</u>	<u>13,638</u>	<u>8,664</u>	<u>52,000</u>	<u>6,559</u>
5900 - Office Costs						
5920 - Postage	0	0	0	0	0	3
5925 - Postage & Shipping Expense	905	91	447	182	1,100	96
5926 - Sales Tax	(20)	17	(45)	34	200	0
5930 - Office Supplies	195	250	220	500	3,000	514
5940 - Printing	0	20	86	40	250	0
5960 - Licenses and Fees	0	84	0	168	1,000	0
5970 - Bank & Credit Card Fees	2,144	2,685	4,666	6,672	33,000	5,740
5995 - Management Fee (paid by RECP)	4,000	4,000	8,000	8,000	48,000	8,000
Total 5900 - Office Costs	<u>7,224</u>	<u>7,147</u>	<u>13,374</u>	<u>15,596</u>	<u>86,550</u>	<u>14,353</u>
6100 - Facility Costs						
6110 - Office Rent & Parking	4,122	4,831	8,244	9,662	57,963	8,244
6510 - Amortization	0	584	0	1,168	7,000	1,036
6520 - Depreciation Expense	0	209	0	418	2,500	180
Total 6100 - Facility Costs	<u>4,122</u>	<u>5,624</u>	<u>8,244</u>	<u>11,248</u>	<u>67,463</u>	<u>9,460</u>
7100 - Programmatic Costs						
7110 - Facility Rental	2,586	2,252	4,623	4,504	27,000	3,737
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	486	4,400	0
7160 - Event Sponsorships	50	1,000	614	1,000	2,500	1,050
7165 - Contract Fees	1,000	0	1,000	0	0	465
7170 - Curriculum	17,542	11,898	30,437	23,795	142,750	22,891
7175 - Licensing-Big Broker	0	0	0	0	0	949
7210 - Website Development / Hosting	230	959	460	1,918	11,500	2,776

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7230 - Distance Learning Portal	3,474	3,695	6,948	7,390	44,350	6,948
7260 - Advertising/Marketing	5,237	1,250	5,507	2,500	15,000	1,221
Total 7100 - Programmatic Costs	<u>30,119</u>	<u>21,297</u>	<u>49,589</u>	<u>41,593</u>	<u>258,300</u>	<u>40,037</u>
Total Expense	<u>91,981</u>	<u>87,005</u>	<u>164,654</u>	<u>173,011</u>	<u>1,048,007</u>	<u>155,148</u>
Net Income (Loss)	<u>12,118</u>	<u>27,155</u>	<u>30,288</u>	<u>43,609</u>	<u>189,309</u>	<u>20,571</u>