

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

For one and seven months ended July 31, 2023 and budget for year ending December 31, 2023  
(with comparative totals for seven months ended July 31, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 07/31/2022
<b>Income</b>						
4100 - RECP Income						
4105 - Tuition Income-Members	16,182	25,707	494,654	297,105	425,801	173,766
4106 - Tuition Income-Non-members	42,264	62,500	280,518	437,500	750,000	368,799
4110 - Contract Service Fees-Broker	2,525	4,668	36,893	32,676	56,015	38,555
4120 - Contract Service Fees-Local	1,750	417	14,778	2,919	5,000	6,745
4130 - Product Sales	195	42	1,836	294	500	341
Total 4100 - RECP Income	<u>62,916</u>	<u>93,334</u>	<u>828,678</u>	<u>770,494</u>	<u>1,237,316</u>	<u>588,206</u>
4300 - Royalties & Rent	0	0	30	0	0	80
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	<u>62,916</u>	<u>93,334</u>	<u>828,740</u>	<u>770,494</u>	<u>1,237,316</u>	<u>588,447</u>
<b>Expense</b>						
5000 - Personnel Costs	40,838	46,245	291,407	323,719	570,694	309,447
5300 - Travel & Entertainment	78	958	1,236	6,714	11,500	1,956
5600 - Professional Fees	0	0	1,512	1,500	1,500	1,363
5700 - Technology & Equipment	11,834	4,334	37,454	30,330	52,000	26,045
5900 - Office Costs	6,633	6,605	48,666	53,374	86,550	50,450
6100 - Facility Costs	4,786	5,621	33,499	39,358	67,463	33,110
7100 - Programmatic Costs	14,765	20,290	141,076	144,564	258,300	127,694
Total Expense	<u>78,933</u>	<u>84,053</u>	<u>554,850</u>	<u>599,559</u>	<u>1,048,007</u>	<u>550,065</u>
<b>Net Income (Loss)</b>	<u><b>(16,017)</b></u>	<u><b>9,281</b></u>	<u><b>273,890</b></u>	<u><b>170,935</b></u>	<u><b>189,309</b></u>	<u><b>38,382</b></u>

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

For one and seven months ended July 31, 2023 and budget for year ending December 31, 2023  
(with comparative totals for seven months ended July 31, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 07/31/2022
<b>Income</b>						
4100 - RECP Income						
4105 - Tuition Income-Members	16,182	25,707	494,654	297,105	425,801	173,766
4106 - Tuition Income-Non-members	42,264	62,500	280,518	437,500	750,000	368,799
4110 - Contract Service Fees-Broker	2,525	4,668	36,893	32,676	56,015	38,555
4120 - Contract Service Fees-Local	1,750	417	14,778	2,919	5,000	6,745
4130 - Product Sales	195	42	1,836	294	500	341
Total 4100 - RECP Income	62,916	93,334	828,678	770,494	1,237,316	588,206
4300 - Royalties & Rent	0	0	30	0	0	80
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	62,916	93,334	828,740	770,494	1,237,316	588,447
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	28,836	28,875	192,843	202,125	362,250	195,684
5035 - Instructor Compensation	4,620	7,545	44,987	52,825	90,550	54,268
5100 - Benefits & Taxes						
5110 - Health & Vision Insurance	2,828	4,250	21,400	29,750	51,000	25,891
5115 - Wellness Benefit	0	200	0	1,400	2,400	1,075
5120 - Dental Insurance	223	250	1,561	1,750	3,000	1,561
5125 - Disability & Life Insurance	249	267	1,743	1,865	3,200	1,446
5130 - Retirement Benefits	1,535	1,583	10,172	11,085	19,000	10,291
5160 - Payroll Taxes	2,507	3,104	18,629	21,724	37,244	19,037
5170 - Professional Development	0	125	32	875	1,500	0
5180 - Dues & Subscriptions	40	46	40	320	550	194
Total 5100 - Benefits & Taxes	7,382	9,825	53,577	68,769	117,894	59,495
Total 5000 - Personnel Costs	40,838	46,245	291,407	323,719	570,694	309,447
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	78	250	104	1,750	3,000	0
5320 - Staff Lodging	0	250	0	1,750	3,000	0
5330 - Staff Mileage	0	142	178	994	1,700	119
5340 - Staff Meals	0	150	799	1,050	1,800	851
5350 - Staff Hospitality	0	83	155	585	1,000	986
5360 - Conference Registration Fees	0	83	0	585	1,000	0
Total 5310 - Staff Travel Costs	78	958	1,236	6,714	11,500	1,956
Total 5300 Travel & Entertainment	78	958	1,236	6,714	11,500	1,956

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

For one and seven months ended July 31, 2023 and budget for year ending December 31, 2023  
(with comparative totals for seven months ended July 31, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 07/31/2022
<b>5600 - Professional Fees</b>						
5620 - Audit & Tax Services	0	0	1,512	1,500	1,500	1,363
<b>Total 5600 - Professional Fees</b>	<b>0</b>	<b>0</b>	<b>1,512</b>	<b>1,500</b>	<b>1,500</b>	<b>1,363</b>
<b>5700 - Technology &amp; Equipment</b>						
5710 - Technology Consulting Service	8,892	1,417	19,188	9,915	17,000	7,371
5730 - Small Equip/Furniture Purchases	0	83	0	585	1,000	183
5740 - Equipment > \$2500	0	250	0	1,750	3,000	1,118
5750 - Equipment Lease Payments	237	417	1,476	2,915	5,000	4,128
5760 - Software & Licensing Fees	2,705	2,000	16,790	14,000	24,000	13,245
5780 - Interest Expense	0	167	0	1,165	2,000	0
<b>Total 5700 - Technology &amp; Equipment</b>	<b>11,834</b>	<b>4,334</b>	<b>37,454</b>	<b>30,330</b>	<b>52,000</b>	<b>26,045</b>
<b>5900 - Office Costs</b>						
5925 - Postage & Shipping Expense	32	91	627	637	1,100	2,074
5926 - Sales Tax	(14)	17	(112)	119	200	38
5930 - Office Supplies	205	250	857	1,750	3,000	1,293
5932 - Kitchen Supplies	190	0	190	0	0	0
5940 - Printing	0	21	87	145	250	0
5960 - Licenses and Fees	0	83	0	585	1,000	0
5970 - Bank & Credit Card Fees	2,220	2,143	19,017	22,138	33,000	19,045
5995 - Management Fee (paid by RECP)	4,000	4,000	28,000	28,000	48,000	28,000
<b>Total 5900 - Office Costs</b>	<b>6,633</b>	<b>6,605</b>	<b>48,666</b>	<b>53,374</b>	<b>86,550</b>	<b>50,450</b>
<b>6100 - Facility Costs</b>						
6110 - Office Rent & Parking	4,786	4,830	33,499	33,813	57,963	28,854
6510 - Amortization	0	583	0	4,085	7,000	3,626
6520 - Depreciation Expense	0	208	0	1,460	2,500	630
<b>Total 6100 - Facility Costs</b>	<b>4,786</b>	<b>5,621</b>	<b>33,499</b>	<b>39,358</b>	<b>67,463</b>	<b>33,110</b>
<b>7100 - Programmatic Costs</b>						
7110 - Facility Rental	1,986	2,250	16,355	15,758	27,000	14,593
7120 - Catering	0	0	3,118	0	3,800	0
7130 - Honorarium/Speaker Fees	0	0	4,200	0	7,000	0
7140 - Speaker Travel	321	241	1,795	1,695	4,400	3,254
7160 - Event Sponsorships	0	0	615	2,500	2,500	1,050
7165 - Contract Fees	0	0	1,650	0	0	7,039
7170 - Curriculum	8,238	11,895	79,067	83,281	142,750	62,778
7175 - Licensing-Big Broker	0	0	0	0	0	2,888
7210 - Website Development / Hosting	230	958	1,775	6,710	11,500	3,226

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	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 07/31/2022
7230 - Distance Learning Portal	3,474	3,696	24,318	25,870	44,350	24,318
7260 - Advertising/Marketing	515	1,250	8,183	8,750	15,000	8,482
7310 - Other Program Costs	0	0	0	0	0	65
Total 7100 - Programmatic Costs	14,765	20,290	141,076	144,564	258,300	127,694
Total Expense	78,933	84,053	554,850	599,559	1,048,007	550,065
<b>Net Income (Loss)</b>	<b>(16,017)</b>	<b>9,281</b>	<b>273,890</b>	<b>170,935</b>	<b>189,309</b>	<b>38,382</b>