

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

For one and six months ended June 30, 2023 and budget for year ending December 31, 2023
(with comparative totals for six months ended June 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 06/30/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	154,944	50,433	478,472	271,398	425,801	164,567
4106 - Tuition Income-Non-members	31,692	62,500	238,254	375,000	750,000	327,443
4110 - Contract Service Fees-Broker	8,346	4,668	34,368	28,008	56,015	37,131
4120 - Contract Service Fees-Local	1,410	417	13,028	2,502	5,000	5,975
4130 - Product Sales	195	42	1,641	252	500	241
Total 4100 - RECP Income	<u>196,587</u>	<u>118,060</u>	<u>765,762</u>	<u>677,160</u>	<u>1,237,316</u>	<u>535,357</u>
4300 - Royalties & Rent	20	0	30	0	0	60
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	<u>196,607</u>	<u>118,060</u>	<u>765,824</u>	<u>677,160</u>	<u>1,237,316</u>	<u>535,578</u>
Expense						
5000 - Personnel Costs	46,728	46,245	250,569	277,474	570,694	267,538
5300 - Travel & Entertainment	517	958	1,158	5,756	11,500	1,810
5600 - Professional Fees	0	0	1,513	1,500	1,500	1,363
5700 - Technology & Equipment	3,106	4,334	25,619	25,996	52,000	23,671
5900 - Office Costs	7,926	8,094	42,033	46,769	86,550	43,993
6100 - Facility Costs	4,786	5,621	28,713	33,737	67,463	28,380
7100 - Programmatic Costs	21,524	21,792	126,312	124,274	258,300	108,750
Total Expense	<u>84,587</u>	<u>87,044</u>	<u>475,917</u>	<u>515,506</u>	<u>1,048,007</u>	<u>475,505</u>
Net Income (Loss)	<u>112,020</u>	<u>31,016</u>	<u>289,908</u>	<u>161,654</u>	<u>189,309</u>	<u>60,073</u>

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

For one and six months ended June 30, 2023 and budget for year ending December 31, 2023
(with comparative totals for six months ended June 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 06/30/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	154,944	50,433	478,472	271,398	425,801	164,567
4106 - Tuition Income-Non-members	31,692	62,500	238,254	375,000	750,000	327,443
4110 - Contract Service Fees-Broker	8,346	4,668	34,368	28,008	56,015	37,131
4120 - Contract Service Fees-Local	1,410	417	13,028	2,502	5,000	5,975
4130 - Product Sales	195	42	1,641	252	500	241
Total 4100 - RECP Income	196,587	118,060	765,762	677,160	1,237,316	535,357
4300 - Royalties & Rent	20	0	30	0	0	60
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	196,607	118,060	765,824	677,160	1,237,316	535,578
Expense						
5000 - Personnel Costs						
5010 - Compensation	30,598	28,875	164,007	173,250	362,250	168,409
5035 - Instructor Compensation	8,273	7,545	40,366	45,280	90,550	48,260
5100 - Benefits & Taxes						
5110 - Health & Vision Insurance	2,827	4,250	18,574	25,500	51,000	22,084
5115 - Wellness Benefit	0	200	0	1,200	2,400	509
5120 - Dental Insurance	223	250	1,338	1,500	3,000	1,338
5125 - Disability & Life Insurance	249	267	1,493	1,598	3,200	1,240
5130 - Retirement Benefits	1,600	1,583	8,637	9,502	19,000	8,865
5160 - Payroll Taxes	2,958	3,104	16,122	18,620	37,244	16,639
5170 - Professional Development	0	125	32	750	1,500	0
5180 - Dues & Subscriptions	0	46	0	274	550	194
Total 5100 - Benefits & Taxes	7,857	9,825	46,196	58,944	117,894	50,869
Total 5000 - Personnel Costs	46,728	46,245	250,569	277,474	570,694	267,538
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	1	250	26	1,500	3,000	0
5320 - Staff Lodging	0	250	0	1,500	3,000	0
5330 - Staff Mileage	0	142	178	852	1,700	118
5340 - Staff Meals	516	150	799	900	1,800	851
5350 - Staff Hospitality	0	83	155	502	1,000	841
5360 - Conference Registration Fees	0	83	0	502	1,000	0
Total 5310 - Staff Travel Costs	517	958	1,158	5,756	11,500	1,810
Total 5300 Travel & Entertainment	517	958	1,158	5,756	11,500	1,810

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

For one and six months ended June 30, 2023 and budget for year ending December 31, 2023
(with comparative totals for six months ended June 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 06/30/2022</u>
5600 - Professional Fees						
5620 - Audit & Tax Services	0	0	1,513	1,500	1,500	1,363
Total 5600 - Professional Fees	<u>0</u>	<u>0</u>	<u>1,513</u>	<u>1,500</u>	<u>1,500</u>	<u>1,363</u>
5700 - Technology & Equipment						
5710 - Technology Consulting Service	0	1,417	10,296	8,498	17,000	7,371
5730 - Small Equip/Furniture Purchases	0	83	0	502	1,000	183
5740 - Equipment > \$2500	0	250	0	1,500	3,000	1,118
5750 - Equipment Lease Payments	0	417	1,239	2,498	5,000	3,638
5760 - Software & Licensing Fees	3,106	2,000	14,085	12,000	24,000	11,361
5780 - Interest Expense	0	167	0	998	2,000	0
Total 5700 - Technology & Equipment	<u>3,106</u>	<u>4,334</u>	<u>25,619</u>	<u>25,996</u>	<u>52,000</u>	<u>23,671</u>
5900 - Office Costs						
5925 - Postage & Shipping Expense	57	91	595	546	1,100	1,570
5926 - Sales Tax	(9)	17	(98)	102	200	43
5930 - Office Supplies	188	250	653	1,500	3,000	1,178
5940 - Printing	0	21	86	124	250	0
5960 - Licenses and Fees	0	83	0	502	1,000	0
5970 - Bank & Credit Card Fees	3,690	3,632	16,797	19,995	33,000	17,202
5995 - Management Fee (paid by RECP)	4,000	4,000	24,000	24,000	48,000	24,000
Total 5900 - Office Costs	<u>7,926</u>	<u>8,094</u>	<u>42,033</u>	<u>46,769</u>	<u>86,550</u>	<u>43,993</u>
6100 - Facility Costs						
6110 - Office Rent & Parking	4,786	4,830	28,713	28,983	57,963	24,732
6510 - Amortization	0	583	0	3,502	7,000	3,108
6520 - Depreciation Expense	0	208	0	1,252	2,500	540
Total 6100 - Facility Costs	<u>4,786</u>	<u>5,621</u>	<u>28,713</u>	<u>33,737</u>	<u>67,463</u>	<u>28,380</u>
7100 - Programmatic Costs						
7110 - Facility Rental	2,789	2,250	14,369	13,508	27,000	12,724
7120 - Catering	907	0	3,118	0	3,800	0
7130 - Honorarium/Speaker Fees	4,200	0	4,200	0	7,000	0
7140 - Speaker Travel	1,259	241	1,475	1,454	4,400	2,538
7160 - Event Sponsorships	0	1,500	614	2,500	2,500	1,050
7165 - Contract Fees	910	0	1,650	0	0	4,279
7170 - Curriculum	7,396	11,897	70,828	71,386	142,750	53,958
7175 - Licensing-Big Broker	0	0	0	0	0	2,008
7210 - Website Development / Hosting	230	958	1,545	5,752	11,500	3,136
7230 - Distance Learning Portal	3,474	3,696	20,844	22,174	44,350	20,844

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(with comparative totals for six months ended June 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 06/30/2022
7260 - Advertising/Marketing	359	1,250	7,668	7,500	15,000	8,213
Total 7100 - Programmatic Costs	21,524	21,792	126,312	124,274	258,300	108,750
Total Expense	84,587	87,044	475,917	515,506	1,048,007	475,505
Net Income (Loss)	112,020	31,016	289,908	161,654	189,309	60,073