

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

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 05/31/2022
<b>Income</b>						
4100 - RECP Income						
4105 - Tuition Income-Members	91,742	46,533	323,528	220,965	425,801	113,835
4106 - Tuition Income-Non-members	31,408	62,500	206,562	312,500	750,000	284,646
4110 - Contract Service Fees-Broker	8,023	4,668	26,022	23,340	56,015	33,956
4120 - Contract Service Fees-Local	2,785	417	11,618	2,085	5,000	4,950
4130 - Product Sales	243	42	1,446	210	500	241
Total 4100 - RECP Income	<u>134,201</u>	<u>114,160</u>	<u>569,175</u>	<u>559,100</u>	<u>1,237,316</u>	<u>437,628</u>
4300 - Royalties & Rent	0	0	10	0	0	60
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	<u>134,201</u>	<u>114,160</u>	<u>569,217</u>	<u>559,100</u>	<u>1,237,316</u>	<u>437,849</u>
<b>Expense</b>						
5000 - Personnel Costs	42,242	46,245	203,842	231,229	570,694	222,262
5300 - Travel & Entertainment	54	958	641	4,798	11,500	961
5600 - Professional Fees	0	0	1,512	1,500	1,500	1,362
5700 - Technology & Equipment	2,304	4,334	21,513	21,662	52,000	21,088
5900 - Office Costs	7,293	8,088	34,107	38,676	86,550	36,934
6100 - Facility Costs	4,785	5,621	23,928	28,116	67,463	23,650
7100 - Programmatic Costs	19,387	20,292	105,787	102,481	258,300	93,607
Total Expense	<u>76,065</u>	<u>85,538</u>	<u>391,330</u>	<u>428,462</u>	<u>1,048,007</u>	<u>399,863</u>
<b>Net Income (Loss)</b>	<u><b>58,136</b></u>	<u><b>28,622</b></u>	<u><b>177,887</b></u>	<u><b>130,638</b></u>	<u><b>189,309</b></u>	<u><b>37,986</b></u>

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

For one and five months ended May 31, 2023 and year ending December 31, 2023  
(with comparative totals for five months ended May 31, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 05/31/2022
<b>Income</b>						
4100 - RECP Income						
4105 - Tuition Income-Members	91,742	46,533	323,528	220,965	425,801	113,835
4106 - Tuition Income-Non-members	31,408	62,500	206,562	312,500	750,000	284,646
4110 - Contract Service Fees-Broker	8,023	4,668	26,022	23,340	56,015	33,956
4120 - Contract Service Fees-Local	2,785	417	11,618	2,085	5,000	4,950
4130 - Product Sales	243	42	1,446	210	500	241
Total 4100 - RECP Income	134,201	114,160	569,175	559,100	1,237,316	437,628
4300 - Royalties & Rent	0	0	10	0	0	60
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	134,201	114,160	569,217	559,100	1,237,316	437,849
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	27,722	28,875	133,409	144,375	362,250	139,269
5035 - Instructor Compensation	7,087	7,545	32,094	37,735	90,550	40,848
5100 - Benefits & Taxes						
5110 - Health & Vision Insurance	2,828	4,250	15,745	21,250	51,000	18,277
5115 - Wellness Benefit	0	200	0	1,000	2,400	467
5120 - Dental Insurance	223	250	1,115	1,250	3,000	1,115
5125 - Disability & Life Insurance	249	267	1,245	1,331	3,200	1,033
5130 - Retirement Benefits	1,423	1,583	7,037	7,919	19,000	7,414
5160 - Payroll Taxes	2,717	3,104	13,164	15,516	37,244	13,645
5170 - Professional Development	(7)	125	33	625	1,500	0
5180 - Dues & Subscriptions	0	46	0	228	550	194
Total 5100 - Benefits & Taxes	7,433	9,825	38,339	49,119	117,894	42,145
Total 5000 - Personnel Costs	42,242	46,245	203,842	231,229	570,694	222,262
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	25	250	25	1,250	3,000	0
5320 - Staff Lodging	0	250	0	1,250	3,000	0
5330 - Staff Mileage	0	142	177	710	1,700	75
5340 - Staff Meals	0	150	284	750	1,800	501
5350 - Staff Hospitality	29	83	155	419	1,000	385
5360 - Conference Registration Fees	0	83	0	419	1,000	0
Total 5310 - Staff Travel Costs	54	958	641	4,798	11,500	961
Total 5300 Travel & Entertainment	54	958	641	4,798	11,500	961

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

For one and five months ended May 31, 2023 and year ending December 31, 2023  
(with comparative totals for five months ended May 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 05/31/2022</u>
5600 - Professional Fees						
5620 - Audit & Tax Services	0	0	1,512	1,500	1,500	1,362
Total 5600 - Professional Fees	<u>0</u>	<u>0</u>	<u>1,512</u>	<u>1,500</u>	<u>1,500</u>	<u>1,362</u>
5700 - Technology & Equipment						
5710 - Technology Consulting Service	82	1,417	10,296	7,081	17,000	7,371
5730 - Small Equip/Furniture Purchases	0	83	0	419	1,000	183
5740 - Equipment > \$2500	0	250	0	1,250	3,000	1,118
5750 - Equipment Lease Payments	341	417	1,239	2,081	5,000	3,002
5760 - Software & Licensing Fees	1,882	2,000	9,978	10,000	24,000	9,414
5780 - Interest Expense	0	167	0	831	2,000	0
Total 5700 - Technology & Equipment	<u>2,304</u>	<u>4,334</u>	<u>21,513</u>	<u>21,662</u>	<u>52,000</u>	<u>21,088</u>
5900 - Office Costs						
5920 - Postage	0	0	0	0	0	3
5925 - Postage & Shipping Expense	348	92	538	456	1,100	1,708
5926 - Sales Tax	(13)	17	(89)	85	200	42
5930 - Office Supplies	137	250	465	1,250	3,000	1,103
5940 - Printing	0	21	86	103	250	0
5960 - Licenses and Fees	0	83	0	419	1,000	0
5970 - Bank & Credit Card Fees	2,821	3,625	13,107	16,363	33,000	14,078
5995 - Management Fee (paid by RECP)	4,000	4,000	20,000	20,000	48,000	20,000
Total 5900 - Office Costs	<u>7,293</u>	<u>8,088</u>	<u>34,107</u>	<u>38,676</u>	<u>86,550</u>	<u>36,934</u>
6100 - Facility Costs						
6110 - Office Rent & Parking	4,785	4,830	23,928	24,153	57,963	20,610
6510 - Amortization	0	583	0	2,919	7,000	2,590
6520 - Depreciation Expense	0	208	0	1,044	2,500	450
Total 6100 - Facility Costs	<u>4,785</u>	<u>5,621</u>	<u>23,928</u>	<u>28,116</u>	<u>67,463</u>	<u>23,650</u>
7100 - Programmatic Costs						
7110 - Facility Rental	1,987	2,249	11,579	11,257	27,000	9,941
7120 - Catering	397	0	2,212	0	3,800	0
7130 - Honorarium/Speaker Fees	0	0	0	0	7,000	0
7140 - Speaker Travel	217	241	216	1,213	4,400	905
7160 - Event Sponsorships	0	0	614	1,000	2,500	1,050
7165 - Contract Fees	740	0	1,740	0	0	3,279
7170 - Curriculum	11,894	11,898	63,432	59,489	142,750	48,065
7175 - Licensing-Big Broker	0	0	0	0	0	2,008
7210 - Website Development / Hosting	230	958	1,315	4,794	11,500	3,046

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	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 05/31/2022
7230 - Distance Learning Portal	3,474	3,696	17,370	18,478	44,350	17,370
7260 - Advertising/Marketing	448	1,250	7,309	6,250	15,000	7,943
Total 7100 - Programmatic Costs	19,387	20,292	105,787	102,481	258,300	93,607
Total Expense	76,065	85,538	391,330	428,462	1,048,007	399,863
<b>Net Income (Loss)</b>	<b>58,136</b>	<b>28,622</b>	<b>177,887</b>	<b>130,638</b>	<b>189,309</b>	<b>37,986</b>