

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

For one & eleven months ended November 30, 2023 & year ending December 31, 2023
(with comparative totals for eleven months ended November 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 11/30/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	12,709	25,707	548,213	399,933	425,801	232,604
4106 - Tuition Income-Non-members	22,872	62,500	422,290	687,500	750,000	531,240
4110 - Contract Service Fees-Broker	950	4,668	53,025	51,348	56,015	57,510
4120 - Contract Service Fees-Local	1,485	417	22,580	4,587	5,000	11,547
4130 - Product Sales	65	42	2,258	462	500	926
Total 4100 - RECP Income	<u>38,081</u>	<u>93,334</u>	<u>1,048,366</u>	<u>1,143,830</u>	<u>1,237,316</u>	<u>833,827</u>
4300 - Royalties & Rent	20	0	60	0	0	100
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	<u>38,101</u>	<u>93,334</u>	<u>1,048,458</u>	<u>1,143,830</u>	<u>1,237,316</u>	<u>834,088</u>
Expense						
5000 - Personnel Costs	39,672	46,245	461,645	508,699	570,694	477,467
5300 - Travel & Entertainment	137	957	3,845	10,543	11,500	4,066
5600 - Professional Fees	0	0	1,513	1,500	1,500	1,375
5700 - Technology & Equipment	2,254	4,334	52,343	47,666	52,000	44,463
5900 - Office Costs	4,993	6,356	71,378	80,239	86,550	75,613
6100 - Facility Costs	4,635	5,621	52,673	61,842	67,463	52,030
7100 - Programmatic Costs	15,829	20,284	225,589	238,016	258,300	205,038
Total Expense	<u>67,520</u>	<u>83,797</u>	<u>868,986</u>	<u>948,505</u>	<u>1,048,007</u>	<u>860,052</u>
Net Income (Loss)	<u>(29,419)</u>	<u>9,537</u>	<u>179,472</u>	<u>195,325</u>	<u>189,309</u>	<u>(25,964)</u>

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

For one & eleven months ended November 30, 2023 & year ending December 31, 2023
(with comparative totals for eleven months ended November 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 11/30/2022
Income						
4100 - RECP Income						
4105 - Tuition Income-Members	12,709	25,707	548,213	399,933	425,801	232,604
4106 - Tuition Income-Non-members	22,872	62,500	422,290	687,500	750,000	531,240
4110 - Contract Service Fees-Broker	950	4,668	53,025	51,348	56,015	57,510
4120 - Contract Service Fees-Local	1,485	417	22,580	4,587	5,000	11,547
4130 - Product Sales	65	42	2,258	462	500	926
Total 4100 - RECP Income	38,081	93,334	1,048,366	1,143,830	1,237,316	833,827
4300 - Royalties & Rent	20	0	60	0	0	100
4900 - Other Operating Income	0	0	32	0	0	161
Total Income	38,101	93,334	1,048,458	1,143,830	1,237,316	834,088
Expense						
5000 - Personnel Costs						
5010 - Compensation	27,018	28,875	302,304	317,625	362,250	298,892
5035 - Instructor Compensation	5,447	7,545	76,572	83,005	90,550	86,772
5100 - Benefits & Taxes						
5110 - Health & Vision Insurance	2,986	4,250	32,870	46,750	51,000	41,119
5115 - Wellness Benefit	106	200	106	2,200	2,400	1,241
5120 - Dental Insurance	223	250	2,453	2,750	3,000	2,453
5125 - Disability & Life Insurance	296	267	3,247	2,933	3,200	2,273
5130 - Retirement Benefits	1,295	1,583	15,817	17,417	19,000	16,034
5160 - Payroll Taxes	2,301	3,104	28,204	34,140	37,244	28,489
5170 - Professional Development	0	125	32	1,375	1,500	0
5180 - Dues & Subscriptions	0	46	40	504	550	194
Total 5100 - Benefits & Taxes	7,207	9,825	82,769	108,069	117,894	91,803
Total 5000 - Personnel Costs	39,672	46,245	461,645	508,699	570,694	477,467
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	26	250	130	2,750	3,000	52
5320 - Staff Lodging	0	250	378	2,750	3,000	178
5330 - Staff Mileage	0	141	405	1,559	1,700	324
5340 - Staff Meals	44	150	1,643	1,650	1,800	1,479
5350 - Staff Hospitality	66	83	473	917	1,000	2,033
5360 - Conference Registration Fees	0	83	0	917	1,000	0
Total 5310 - Staff Travel Costs	137	957	3,029	10,543	11,500	4,066
5410 - Leadership Travel						

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

For one & eleven months ended November 30, 2023 & year ending December 31, 2023
(with comparative totals for eleven months ended November 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 11/30/2022
5420 - Board / Volunteer Lodging	0	0	326	0	0	0
5430 - Board / Volunteer Mileage	0	0	364	0	0	0
5440 - Board / Volunteer Meals	0	0	126	0	0	0
Total 5410 - Leadership Travel	0	0	816	0	0	0
Total 5300 Travel & Entertainment	137	957	3,845	10,543	11,500	4,066
5600 - Professional Fees						
5620 - Audit & Tax Services	0	0	1,513	1,500	1,500	1,375
Total 5600 - Professional Fees	0	0	1,513	1,500	1,500	1,375
5700 - Technology & Equipment						
5710 - Technology Consulting Service	0	1,417	23,478	15,583	17,000	15,405
5730 - Small Equip/Furniture Purchases	0	83	0	917	1,000	533
5740 - Equipment > \$2500	0	250	0	2,750	3,000	1,118
5750 - Equipment Lease Payments	0	417	2,158	4,583	5,000	6,517
5760 - Software & Licensing Fees	2,254	2,000	26,708	22,000	24,000	20,890
5780 - Interest Expense	0	167	0	1,833	2,000	0
Total 5700 - Technology & Equipment	2,254	4,334	52,343	47,666	52,000	44,463
5900 - Office Costs						
5925 - Postage & Shipping Expense	(164)	91	997	1,001	1,100	2,760
5926 - Sales Tax	(5)	16	(142)	184	200	1
5930 - Office Supplies	(1)	250	1,262	2,750	3,000	2,047
5940 - Printing	0	21	176	229	250	0
5960 - Licenses and Fees	0	83	0	917	1,000	0
5970 - Bank & Credit Card Fees	1,163	1,895	25,085	31,158	33,000	26,805
5995 - Management Fee (paid by RECP)	4,000	4,000	44,000	44,000	48,000	44,000
Total 5900 - Office Costs	4,993	6,356	71,378	80,239	86,550	75,613
6100 - Facility Costs						
6110 - Office Rent & Parking	4,635	4,830	52,673	53,133	57,963	45,342
6510 - Amortization	0	583	0	6,417	7,000	5,698
6520 - Depreciation Expense	0	208	0	2,292	2,500	990
Total 6100 - Facility Costs	4,635	5,621	52,673	61,842	67,463	52,030
7100 - Programmatic Costs						
7110 - Facility Rental	2,076	2,246	26,014	24,754	27,000	22,171
7120 - Catering	0	0	6,393	3,800	3,800	2,103
7130 - Honorarium/Speaker Fees	0	0	14,600	7,000	7,000	0
7140 - Speaker Travel	0	241	2,121	4,159	4,400	5,663
7160 - Event Sponsorships	0	0	864	2,500	2,500	1,050

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

For one & eleven months ended November 30, 2023 & year ending December 31, 2023
(with comparative totals for eleven months ended November 30, 2022)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 11/30/2022
7165 - Contract Fees	0	0	3,500	0	0	8,149
7170 - Curriculum	13,091	11,893	130,839	130,857	142,750	106,399
7175 - Licensing-Big Broker	0	0	0	0	0	2,888
7210 - Website Development / Hosting	240	958	2,705	10,542	11,500	3,586
7230 - Distance Learning Portal	0	3,696	27,792	40,654	44,350	38,214
7260 - Advertising/Marketing	422	1,250	10,752	13,750	15,000	12,750
7310 - Other Program Costs	0	0	10	0	0	2,065
Total 7100 - Programmatic Costs	<u>15,829</u>	<u>20,284</u>	<u>225,589</u>	<u>238,016</u>	<u>258,300</u>	<u>205,038</u>
Total Expense	<u>67,520</u>	<u>83,797</u>	<u>868,986</u>	<u>948,505</u>	<u>1,048,007</u>	<u>860,052</u>
Net Income (Loss)	<u>(29,419)</u>	<u>9,537</u>	<u>179,472</u>	<u>195,325</u>	<u>189,309</u>	<u>(25,964)</u>