

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2012

		YEAR TO DATE
ASSETS		
CURRENT ASSETS		
CASH		
1020	BB&T - Cash	\$374,982.50
1021	Monarch Bank - Money Market	175,141.42
1022	Fulton Money Market	212,369.69
1025	SunTrust - Money Market	<u>112,084.11</u>
	TOTAL CASH	874,577.72
RESERVES		
1106	Old Point Money Market	3.74
1128	SunTrust Money Market	25.92
1129	TowneBank-Technology 28 Months 1.30% 01/27/2014	15,000.00
1130	TowneBank 16 Months 0.95% 01/26/2013	97,855.43
1131	TowneBank 28 Months 1.30% 01/26/2014	97,855.42
1132	Monarch CD 1% 01/30/2013	55,649.84
1133	Monarch CD 1% 02/13/2013	<u>19,835.25</u>
	TOTAL RESERVES	286,225.60
INVESTMENTS		
1150	Wells Fargo Advisors 5087-4079	250,709.63
1151	Wells Fargo Advisors 4951-9775	<u>65,795.47</u>
	TOTAL INVESTMENTS	316,505.10
ACCOUNTS RECEIVABLE		
1210	Accounts Receivable	<u>497,387.91</u>
	TOTAL ACCOUNTS RECEIVABLE	497,387.91
	TOTAL CURRENT ASSETS	1,974,696.33
FIXED ASSETS		
1540	Computer & Equipment	5,081.88
1590	Accumulated Depreciation	<u>(1,495.00)</u>
	TOTAL FIXED ASSETS	3,586.88
OTHER ASSETS		
1940	Prepaid Expenses	55,905.63
1942	Prepaid Convention 2012	<u>3,093.24</u>
	TOTAL OTHER ASSETS	58,998.87
	TOTAL ASSETS	<u>2,037,282.08</u>

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2012

YEAR TO DATE

LIABILITIES

CURRENT LIABILITIES

PAYABLES

2210	Accounts Payable	\$420.94
2289	OMG Inter Company	<u>2,261.76</u>
	TOTAL PAYABLES	2,682.70

OTHER CURRENT LIABILITIES

2235	NW Regional Conference	4,484.99
2236	SW Regional Conference	3,499.38
2237	SC Regional Conference	3,000.04
2238	SE Regional Conference	3,786.60
2239	Northern Nevada Chapter	<u>1,389.41</u>
	TOTAL OTHER CURRENT LIABILITIES	16,160.42

DEFERRED REVENUES

2300	Web New Members Dues	245.00
2308	2012 Dues	877.87
2309	2013 Dues	988,833.86
2342	Events - Others	44,300.00
2344	Education	180.00
2350	Convention	1,467.50
2362	Advertising	2,305.50
2363	Official NARPM Partner Sponsorship	<u>20,000.00</u>
	TOTAL DEFERRED REVENUES	1,058,209.73
	TOTAL CURRENT LIABILITIES	1,077,052.85

EQUITY

2950	Equity	570,956.22
(3000 TO 5725)	Current Income	<u>389,273.01</u>
	TOTAL EQUITY	960,229.23
	TOTAL LIABILITIES AND EQUITY	<u>2,037,282.08</u>

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
 OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
Dues Revenue							
3000	Regular Renewal	\$2,110.00	\$0.00	\$610,091.79	\$541,993.20	\$68,098.59	\$541,993.20
3002	Regular New	9,432.50	0.00	230,645.77	148,352.40	82,293.37	148,352.40
3005	Support Renewal	0.00	0.00	16,691.32	14,180.09	2,511.23	14,180.09
3007	Support New	750.00	0.00	10,100.00	7,125.00	2,975.00	7,125.00
3009	Junior Renewal Dues	0.00	0.00	749.80	1,436.39	(686.59)	1,436.39
3010	Affiliate Renewal	0.00	0.00	25,734.44	22,164.25	3,570.19	22,164.25
3011	Junior Membership Dues	200.00	0.00	2,300.00	600.00	1,700.00	600.00
3012	Affiliate New	980.00	500.00	14,210.00	13,230.00	980.00	13,230.00
3013	Student / Academic Dues	0.00	0.00	170.00	0.00	170.00	0.00
3014	International Renewal	0.00	0.00	1,072.92	1,030.00	42.92	1,030.00
3016	International New	0.00	0.00	245.00	245.00	0.00	245.00
	Total Dues Revenue	13,472.50	500.00	912,011.04	750,356.33	161,654.71	750,356.33
Other Revenue							
3125	Interest Income	262.29	675.00	4,417.50	8,000.00	(3,582.50)	8,000.00
3127	Gain/Loss Investments	709.90	0.00	709.90	0.00	709.90	0.00
3140	Miscellaneous	0.00	0.00	63.75	0.00	63.75	0.00
3145	Royalties	1,044.98	0.00	29,264.21	4,000.00	25,264.21	4,000.00
3146	Annual Partnership Sponsorship	0.00	0.00	40,000.00	40,000.00	0.00	40,000.00
3147	Grievance Income	0.00	0.00	200.00	0.00	200.00	0.00
	Other Revenue	2,017.17	675.00	74,655.36	52,000.00	22,655.36	52,000.00
	OPERATING REVENUE	15,489.67	1,175.00	986,666.40	802,356.33	184,310.07	802,356.33

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
OPERATIONS & ADMINISTRATION
For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
EXPENSES							
Committee Support							
5135	Board Meetings	\$66.85	\$0.00	\$4,495.51	\$7,220.00	(\$2,724.49)	\$7,220.00
5136	Other Board Expense	(6.00)	0.00	8,157.33	7,500.00	657.33	7,500.00
5138	Finance Committee	29.49	17.00	110.74	200.00	(89.26)	200.00
5140	Professional Standards Committee	0.00	8.70	0.00	100.00	(100.00)	100.00
5141	Nominating Committee	0.00	25.00	166.48	300.00	(133.52)	300.00
5146	Ad Hoc	0.00	16.00	67.52	200.00	(132.48)	200.00
	Total Committee Support	90.34	66.70	12,997.58	15,520.00	(2,522.42)	15,520.00
Leadership							
5400	President	0.00	0.00	7,314.14	11,000.00	(3,685.86)	11,000.00
5410	President Elect	162.00	0.00	6,832.95	8,000.00	(1,167.05)	8,000.00
5413	ASAE Leadership	0.00	0.00	6,784.68	7,000.00	(215.32)	7,000.00
5415	Leadership Training	0.00	0.00	23,299.61	24,000.00	(700.39)	24,000.00
5416	NE/NC Region VP	10.49	0.00	9,187.92	7,000.00	2,187.92	7,000.00
5417	SE Region VP	1,111.88	0.00	5,919.75	7,100.00	(1,180.25)	7,100.00
5418	SC Region VP	571.22	0.00	5,647.75	6,000.00	(352.25)	6,000.00
5419	NW Region VP	121.28	0.00	4,138.26	6,600.00	(2,461.74)	6,600.00
5420	SW Region	0.00	0.00	6,781.79	6,600.00	181.79	6,600.00
5421	Pacific Region	73.43	550.00	11,073.43	11,000.00	73.43	11,000.00
5422	Treasurer	0.00	0.00	3,487.97	5,750.00	(2,262.03)	5,750.00
5423	Past President	0.00	0.00	2,549.88	4,000.00	(1,450.12)	4,000.00
5424	ED Travel	0.00	0.00	4,534.29	5,600.00	(1,065.71)	5,600.00
5425	Leadership Transition	0.00	600.00	942.72	2,400.00	(1,457.28)	2,400.00
	Total Leadership	2,050.30	1,150.00	98,495.14	112,050.00	(13,554.86)	112,050.00

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
OPERATIONS & ADMINISTRATION
For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
General Administration							
5210	Postage	\$95.54	\$185.00	\$1,156.03	\$2,000.00	(\$843.97)	\$2,000.00
5220	Supplies	0.00	87.00	448.76	1,000.00	(551.24)	1,000.00
5225	Printing/Photo Copies	632.68	625.00	6,374.65	7,500.00	(1,125.35)	7,500.00
5230	Insurance	216.80	250.00	2,572.56	3,000.00	(427.44)	3,000.00
5240	Management Fee	40,518.59	40,518.60	486,223.08	486,223.00	0.08	486,223.00
5245	Taxes, Fees, & License	270.94	300.00	2,719.05	3,500.00	(780.95)	3,500.00
5255	Bank Fees	133.00	167.86	1,273.56	2,037.86	(764.30)	2,037.86
5263	Credit Card Expense	2,767.29	2,908.80	39,659.00	35,358.80	4,300.20	35,358.80
5265	Telephone	164.08	693.91	1,980.20	3,113.91	(1,133.71)	3,113.91
5270	Miscellaneous	0.00	250.00	228.35	3,000.00	(2,771.65)	3,000.00
5280	Travel	16.66	41.74	202.07	500.00	(297.93)	500.00
5286	Gift Certificates Redeemed	583.75	300.00	1,799.17	2,500.00	(700.83)	2,500.00
5306	Go To Webinar Renewal	0.00	83.37	948.00	1,000.00	(52.00)	1,000.00
5307	Web Site	171.88	1,110.00	3,640.24	13,320.00	(9,679.76)	13,320.00
5309	Chapter Websites	0.00	0.00	10,482.51	10,000.00	482.51	10,000.00
5310	Reserve Funds	0.00	50,000.00	0.00	50,000.00	(50,000.00)	50,000.00
	Total General Administration	45,571.21	97,521.28	559,707.23	624,053.57	(64,346.34)	624,053.57
Professional Services							
5500	Accounting	0.00	2,700.00	8,100.00	11,000.00	(2,900.00)	11,000.00
5505	Legal	0.00	6,700.00	4,567.25	11,000.00	(6,432.75)	11,000.00
	Total Professional Services	0.00	9,400.00	12,667.25	22,000.00	(9,332.75)	22,000.00
	OPERATING EXPENSES	47,711.85	108,137.98	683,867.20	773,623.57	(89,756.37)	773,623.57
	OPERATING PROFIT/LO	(32,222.18)	(106,962.98)	302,799.20	28,732.76	274,066.44	28,732.76

National Association of Residential Property Man.
MEMBER SERVICES
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5000	Membership Services	\$90.07	\$712.00	\$3,017.14	\$8,500.00	(\$5,482.86)	\$8,500.00
5005	Awards & Recognition	1,625.00	620.00	11,397.77	7,000.00	4,397.77	7,000.00
5140	Professional Standards Sub Cor	0.00	6.00	0.00	50.00	(50.00)	50.00
5209	Postage	746.32	625.00	8,803.57	7,500.00	1,303.57	7,500.00
5211	Affiliate Shipping	439.67	440.00	2,548.82	5,500.00	(2,951.18)	5,500.00
5276	Ethics Class Expenses	729.00	550.00	4,023.00	6,750.00	(2,727.00)	6,750.00
5295	New Chapter Expenses	0.00	100.00	662.95	1,200.00	(537.05)	1,200.00
5296	Chapter Grants	0.00	500.00	2,500.00	6,000.00	(3,500.00)	6,000.00
5297	Trade Show Grants	0.00	350.00	1,500.00	4,000.00	(2,500.00)	4,000.00
5366	Trade Shows	155.94	435.00	2,015.34	5,000.00	(2,984.66)	5,000.00
5367	Trade Show Booth Purchase	0.00	83.37	662.97	1,000.00	(337.03)	1,000.00
	TOTAL EXPENSES	3,786.00	4,421.37	37,131.56	52,500.00	(15,368.44)	52,500.00
	OPERATING PROFIT/LO	(3,786.00)	(4,421.37)	(37,131.56)	(52,500.00)	15,368.44	(52,500.00)

National Association of Residential Property Man.
 ANNUAL CONVENTION
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3700	Registrations	\$0.00	\$0.00	\$192,719.55	\$197,500.00	(\$4,780.45)	\$197,500.00
3705	Leadership Ticketed Event	0.00	0.00	15,280.00	15,625.00	(345.00)	15,625.00
3706	Golf Tournament	0.00	0.00	8,116.41	15,000.00	(6,883.59)	15,000.00
3710	Sponsorships	0.00	0.00	43,000.00	33,000.00	10,000.00	33,000.00
3717	Gala Onsite	0.00	0.00	14,570.00	15,000.00	(430.00)	15,000.00
3718	Meal Tickets	0.00	0.00	2,175.00	2,200.00	(25.00)	2,200.00
3719	President's Tour	0.00	0.00	18,870.00	19,000.00	(130.00)	19,000.00
3721	Promotional Material	0.00	0.00	2,731.25	500.00	2,231.25	500.00
3723	Single Day Tickets	0.00	0.00	19,640.00	6,000.00	13,640.00	6,000.00
3760	Exhibit Booths	0.00	0.00	43,425.00	38,250.00	5,175.00	38,250.00
3777	Rebate & Credits	0.00	0.00	10,152.69	0.00	10,152.69	0.00
	TOTAL REVENUES	0.00	0.00	370,679.90	342,075.00	28,604.90	342,075.00
EXPENSES							
5147	Convention Committee	0.00	0.00	116.02	350.00	(233.98)	350.00
5210	Postage	61.21	0.00	179.74	1,000.00	(820.26)	1,000.00
5211	Affiliate Shipping	0.00	0.00	3,464.94	3,500.00	(35.06)	3,500.00
5220	Supplies	0.00	0.00	430.51	350.00	80.51	350.00
5221	Registration Bag (Includes Binder,	0.00	0.00	5,405.20	4,000.00	1,405.20	4,000.00
5225	Printing	156.64	0.00	9,106.33	7,000.00	2,106.33	7,000.00
5230	Insurance	0.00	0.00	773.17	600.00	173.17	600.00
5270	Miscellaneous	0.00	0.00	0.00	500.00	(500.00)	500.00
5280	Travel	0.00	0.00	5,033.33	2,500.00	2,533.33	2,500.00
5286	Gift Certificates Redeemed	0.00	0.00	0.00	1,000.00	(1,000.00)	1,000.00
5300	Audio/Visual Rental	0.00	0.00	11,791.79	11,000.00	791.79	11,000.00
5316	Temporary Service	0.00	0.00	665.81	600.00	65.81	600.00
5320	Entertainment	0.00	0.00	2,011.00	5,000.00	(2,989.00)	5,000.00
5321	Decorations	0.00	0.00	861.00	1,500.00	(639.00)	1,500.00
5323	Signage	0.00	0.00	681.06	2,000.00	(1,318.94)	2,000.00
5328	Exhibit Expenses	0.00	0.00	6,662.25	6,500.00	162.25	6,500.00
5329	Photographer	0.00	0.00	1,500.00	1,500.00	0.00	1,500.00
5330	Gala Onsite	0.00	0.00	12,796.64	15,000.00	(2,203.36)	15,000.00
5335	Food and Beverage	0.00	0.00	130,451.06	130,000.00	451.06	130,000.00
5341	Registration Giveaway	0.00	0.00	467.53	395.00	72.53	395.00
5350	Promotion/Advertising	0.00	0.00	0.00	1,000.00	(1,000.00)	1,000.00
5351	Golf Tournament	0.00	0.00	8,116.41	15,000.00	(6,883.59)	15,000.00
5370	Facility/Business Center	0.00	0.00	0.00	250.00	(250.00)	250.00
5372	Site Inspection	0.00	0.00	2,948.32	1,500.00	1,448.32	1,500.00
5380	Speaker/Instructors Fee	0.00	0.00	28,250.00	22,000.00	6,250.00	22,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	235.40	3,000.00	(2,764.60)	3,000.00
5384	Leadership Development Course	0.00	0.00	15,433.31	16,000.00	(566.69)	16,000.00
5395	President's Tour	0.00	0.00	20,216.00	19,000.00	1,216.00	19,000.00
	TOTAL EXPENSES	217.85	0.00	267,596.82	272,045.00	(4,448.18)	272,045.00
	OPERATING PROFIT/LO	(217.85)	0.00	103,083.08	70,030.00	33,053.08	70,030.00

National Association of Residential Property Man.
 REGIONAL CONFERENCES
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3701	SE Regional Conference Revenues	\$0.00	\$0.00	\$35,235.00	\$30,000.00	\$5,235.00	\$30,000.00
3702	SC Regional Conference Revenues	0.00	0.00	31,450.00	20,000.00	11,450.00	20,000.00
3703	SW Regional Conference Revenues	0.00	0.00	38,125.00	25,000.00	13,125.00	25,000.00
3704	NW Regional Conference Revenues	0.00	0.00	41,895.00	35,000.00	6,895.00	35,000.00
	TOTAL REVENUES	0.00	0.00	146,705.00	110,000.00	36,705.00	110,000.00
EXPENSES							
5353	SE Regional Conferences Expenses	0.00	0.00	33,155.83	28,500.00	4,655.83	28,500.00
5354	SC Regional Conferences Expenses	0.00	0.00	29,790.68	18,500.00	11,290.68	18,500.00
5355	SW Regional Conferences Expenses	0.00	0.00	36,624.35	23,500.00	13,124.35	23,500.00
5356	NW Regional Conferences Expenses	0.00	0.00	41,380.04	33,500.00	7,880.04	33,500.00
	TOTAL EXPENSES	0.00	0.00	140,950.90	104,000.00	36,950.90	104,000.00
	OPERATING PROFIT/LO	0.00	0.00	5,754.10	6,000.00	(245.90)	6,000.00

National Association of Residential Property Man.
MARKETING
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3202	List Sales	(\$166.60)	\$185.00	\$2,352.50	\$2,000.00	\$352.50	\$2,000.00
3204	Consumer Brochures	105.00	125.00	1,003.50	1,500.00	(496.50)	1,500.00
3206	Specialty Advertising Items	0.00	45.00	866.50	650.00	216.50	650.00
3222	Codes/Standards Kits	0.00	10.00	40.00	120.00	(80.00)	120.00
3224	NARPM Replacement Pins	0.00	0.00	352.50	0.00	352.50	0.00
3226	Miscellaneous Sales	0.00	15.00	0.00	125.00	(125.00)	125.00
3228	Shipping	14.99	10.00	187.80	175.00	12.80	175.00
	TOTAL REVENUES	(46.61)	390.00	4,802.80	4,570.00	232.80	4,570.00
EXPENSES							
5214	Consumer Postage	0.00	8.37	78.62	100.00	(21.38)	100.00
5226	Consumer Printing	2.82	166.74	609.70	2,000.00	(1,390.30)	2,000.00
5243	Membership Cards	6.08	75.00	15.97	900.00	(884.03)	900.00
5270	Miscellaneous	0.00	6.00	0.00	50.00	(50.00)	50.00
5286	Gift Certificates Redeemed	0.00	100.00	0.00	100.00	(100.00)	100.00
5365	Specialty Advertising Items	0.00	45.87	702.15	550.00	152.15	550.00
	TOTAL EXPENSES	8.90	401.98	1,406.44	3,700.00	(2,293.56)	3,700.00
	OPERATING PROFIT/LO	(55.51)	(11.98)	3,396.36	870.00	2,526.36	870.00

National Association of Residential Property Man.
PROFESSIONAL DEVELOPMENT COURSE
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3300	RMP Course Fees	\$765.00	\$0.00	\$103,335.00	\$110,000.00	(\$6,665.00)	\$110,000.00
3302	Ethics Class	0.00	0.00	5,200.00	3,000.00	2,200.00	3,000.00
3306	Teacher Application Fees	50.00	0.00	50.00	50.00	0.00	50.00
3310	On-Line Course Fees	1,990.00	0.00	28,252.40	12,000.00	16,252.40	12,000.00
3401	Newsletter Advertising	0.00	0.00	0.00	3,000.00	(3,000.00)	3,000.00
	TOTAL REVENUES	2,805.00	0.00	136,837.40	128,050.00	8,787.40	128,050.00
EXPENSES							
5145	On-line Education	0.00	1,700.00	18,460.00	20,000.00	(1,540.00)	20,000.00
5150	Prof Dev Committee	18.23	0.00	99.14	500.00	(400.86)	500.00
5210	Postage	13.10	0.00	363.34	500.00	(136.66)	500.00
5225	Printing	2.26	0.00	643.22	1,000.00	(356.78)	1,000.00
5270	Miscellaneous	0.00	0.00	0.00	100.00	(100.00)	100.00
5273	RMP Course Expenses	343.49	0.00	16,749.29	20,000.00	(3,250.71)	20,000.00
5276	Ethics Class Expenses	0.00	0.00	3,168.30	1,000.00	2,168.30	1,000.00
5286	Gift Certificates Redeemed	0.00	0.00	2,140.00	1,500.00	640.00	1,500.00
5312	Course Develop/Marketing	0.00	0.00	0.00	1,500.00	(1,500.00)	1,500.00
5315	Course Re-Write	0.00	20,000.00	6,791.00	20,000.00	(13,209.00)	20,000.00
5380	Speaker/Instructors Fee	0.00	0.00	24,550.00	25,000.00	(450.00)	25,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	11,922.73	12,000.00	(77.27)	12,000.00
5382	Speakers Bureau/Special Purchases	0.00	0.00	0.00	2,500.00	(2,500.00)	2,500.00
5390	Cosponsorship Expense	0.00	900.00	3,710.14	12,000.00	(8,289.86)	12,000.00
5391	Scantron Evaluation	0.00	0.00	0.00	1,000.00	(1,000.00)	1,000.00
5399	Online CoSponsor Fee	0.00	250.00	0.00	3,000.00	(3,000.00)	3,000.00
	TOTAL EXPENSES	377.08	22,850.00	88,597.16	121,600.00	(33,002.84)	121,600.00
	OPERATING PROFIT/LO	2,427.92	(22,850.00)	48,240.24	6,450.00	41,790.24	6,450.00

National Association of Residential Property Man.
PROFESSIONAL DEVELOPMENT DESIGNATIONS
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3311	CSS Certification	\$0.00	\$0.00	\$95.00	\$950.00	(\$855.00)	\$950.00
3312	RMP Certification Fees	300.00	875.00	12,225.00	10,500.00	1,725.00	10,500.00
3314	MPM Certification Fees	500.00	300.00	4,250.00	3,750.00	500.00	3,750.00
3316	CRMC Certification Fee	1,200.00	175.00	10,000.00	1,750.00	8,250.00	1,750.00
	TOTAL REVENUES	2,000.00	1,350.00	26,570.00	16,950.00	9,620.00	16,950.00
EXPENSES							
5005	Awards & Recognition	0.00	185.00	2,488.26	2,000.00	488.26	2,000.00
5210	Postage	64.16	60.00	367.38	500.00	(132.62)	500.00
5225	Printing	0.00	30.00	149.60	250.00	(100.40)	250.00
5286	Gift Certificates Redeemed	183.75	0.00	443.75	250.00	193.75	250.00
5318	Designation Marketing	0.00	400.00	0.00	400.00	(400.00)	400.00
	TOTAL EXPENSES	247.91	675.00	3,448.99	3,400.00	48.99	3,400.00
	OPERATING PROFIT/LO	1,752.09	675.00	23,121.01	13,550.00	9,571.01	13,550.00

National Association of Residential Property Man.
RESIDENTIAL RESOURCE
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3401	Newsletter Advertising	<u>\$1,796.75</u>	<u>\$4,000.00</u>	<u>\$14,572.75</u>	<u>\$40,000.00</u>	<u>(\$25,427.25)</u>	<u>\$40,000.00</u>
	TOTAL REVENUES	1,796.75	4,000.00	14,572.75	40,000.00	(25,427.25)	40,000.00
EXPENSES							
5212	Newsletter Postage	1,936.73	1,650.00	19,258.02	17,750.00	1,508.02	17,750.00
5225	Printing	0.00	50.00	20.50	50.00	(29.50)	50.00
5345	Newsletter Production/Printing	3,910.01	3,800.00	38,215.55	42,000.00	(3,784.45)	42,000.00
5510	Sale Commission	<u>0.00</u>	<u>830.00</u>	<u>0.00</u>	<u>10,000.00</u>	<u>(10,000.00)</u>	<u>10,000.00</u>
	TOTAL EXPENSES	5,846.74	6,330.00	57,494.07	69,800.00	(12,305.93)	69,800.00
	OPERATING PROFIT/LO	<u>(4,049.99)</u>	<u>(2,330.00)</u>	<u>(42,921.32)</u>	<u>(29,800.00)</u>	<u>(13,121.32)</u>	<u>(29,800.00)</u>

National Association of Residential Property Man.
 COMMUNICATIONS PROJECTS
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3402	On-Line Directory Advertising	\$0.00	\$200.00	\$0.00	\$2,000.00	(\$2,000.00)	\$2,000.00
3451	Email Blast Sponsorship	0.00	800.00	1,140.00	8,000.00	(6,860.00)	8,000.00
	TOTAL REVENUES	0.00	1,000.00	1,140.00	10,000.00	(8,860.00)	10,000.00
EXPENSES							
5152	Publication Committee	0.00	35.00	77.08	350.00	(272.92)	350.00
5225	Printing	0.00	250.00	4.10	2,500.00	(2,495.90)	2,500.00
5296	Chapter Grants	0.00	1,250.00	500.00	12,500.00	(12,000.00)	12,500.00
5350	Promotion/Advertising	0.00	20.00	0.00	200.00	(200.00)	200.00
5371	Marketing Projects	0.00	0.00	12,894.00	21,000.00	(8,106.00)	21,000.00
5510	Sale Commission	0.00	200.00	0.00	2,500.00	(2,500.00)	2,500.00
	TOTAL EXPENSES	0.00	1,755.00	13,475.18	39,050.00	(25,574.82)	39,050.00
	OPERATING PROFIT/LO	0.00	(755.00)	(12,335.18)	(29,050.00)	16,714.82	(29,050.00)

National Association of Residential Property Man.
 BROKER / OWNER RETREAT
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3700	Registrations	\$0.00	\$0.00	\$34,775.00	\$20,000.00	\$14,775.00	\$20,000.00
3710	Sponsorships	0.00	0.00	0.00	2,500.00	(2,500.00)	2,500.00
	TOTAL REVENUES	0.00	0.00	34,775.00	22,500.00	12,275.00	22,500.00
EXPENSES							
5210	Postage	0.00	0.00	377.17	0.00	377.17	0.00
5220	Supplies	0.00	0.00	57.33	3,000.00	(2,942.67)	3,000.00
5225	Printing	0.00	0.00	293.98	2,500.00	(2,206.02)	2,500.00
5270	Miscellaneous	0.00	0.00	409.85	750.00	(340.15)	750.00
5300	Audio/Visual Rental	0.00	0.00	1,800.00	0.00	1,800.00	0.00
5335	Food and Beverage	0.00	0.00	23,597.89	12,500.00	11,097.89	12,500.00
5370	Facility/Business Center	0.00	0.00	3,620.60	7,100.00	(3,479.40)	7,100.00
	TOTAL EXPENSES	0.00	0.00	30,156.82	25,850.00	4,306.82	25,850.00
	OPERATING PROFIT/LO	0.00	0.00	4,618.18	(3,350.00)	7,968.18	(3,350.00)

National Association of Residential Property Man.
 GOVERNMENTAL AFFAIRS
 For the Twelve Months Ending December 31, 2012

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5153	Governmental Affairs Meeting	\$0.00	\$0.00	\$1,389.26	\$1,300.00	\$89.26	\$1,300.00
5209	Postage	0.00	0.00	98.18	0.00	98.18	0.00
5225	Printing	0.12	0.00	9.04	200.00	(190.96)	200.00
5240	Management Fee	0.00	0.00	7,854.62	6,800.00	1,054.62	6,800.00
5307	Web Site	0.00	0.00	0.00	100.00	(100.00)	100.00
	TOTAL EXPENSES	0.12	0.00	9,351.10	8,400.00	951.10	8,400.00
	OPERATING PROFIT/LO	(0.12)	0.00	(9,351.10)	(8,400.00)	(951.10)	(8,400.00)

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
SUMMARY OF ALL DEPARTMENTS
For the Twelve Months Ending December 31, 2012

	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES	<u>\$22,044.81</u>	<u>\$7,915.00</u>	<u>\$1,722,749.25</u>	<u>\$1,476,501.33</u>	<u>\$246,247.92</u>	<u>\$1,476,501.33</u>
EXPENSES	<u>58,196.45</u>	<u>144,571.33</u>	<u>1,333,476.24</u>	<u>1,473,968.57</u>	<u>(140,492.33)</u>	<u>1,473,968.57</u>
NET PROFIT/LOSS	<u><u>(36,151.64)</u></u>	<u><u>(136,656.33)</u></u>	<u><u>389,273.01</u></u>	<u><u>2,532.76</u></u>	<u><u>386,740.25</u></u>	<u><u>2,532.76</u></u>