

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2013

		YEAR TO DATE 2013	YEAR TO DATE 2012	VARIANCE
ASSETS				
CURRENT ASSETS				
CASH				
1015	Heritage Bank - Checking Account	\$82,355.97	\$0.00	\$82,355.97
1020	BB&T - Cash	558,371.99	374,982.50	183,389.49
1021	Monarch Bank - Money Market	175,911.59	175,141.42	770.17
1022	Fulton Money Market	112,580.50	212,369.69	(99,789.19)
1023	TowneBank CD 1.3% 01/26/14 28 Months	100,750.71	0.00	100,750.71
1024	TowneBank CD 1.3% 01/27/14 28 Months	15,444.36	0.00	15,444.36
1025	SunTrust - Money Market	212,330.94	112,084.11	100,246.83
1106	Old Point Money Market	150,181.95	3.74	150,178.21
	TOTAL CASH	1,407,928.01	874,581.46	533,346.55
RESERVES				
1128	SunTrust Money Market	0.00	25.92	(25.92)
1129	TowneBank-Technology 28 Months 1.30% 01/27/2014	0.00	15,000.00	(15,000.00)
1130	TowneBank 16 Months 0.95% 01/26/2013	0.00	97,855.43	(97,855.43)
1131	TowneBank 28 Months 1.30% 01/26/2014	0.00	97,855.42	(97,855.42)
1132	Monarch CD 1% 01/30/2013	0.00	55,649.84	(55,649.84)
1133	Monarch CD 1% 02/13/2013	0.00	19,835.25	(19,835.25)
1150	Wells Fargo Advisors 5087-4079	244,893.63	250,709.63	(5,816.00)
1151	Wells Fargo Advisors 4951-9775	226,460.87	65,795.47	160,665.40
1152	Wells Fargo Advisors	181,497.94	0.00	181,497.94
	TOTAL RESERVES	652,852.44	602,726.96	50,125.48
OTHER CURRENT ASSETS				
1210	Accounts Receivable	487,953.36	497,387.91	(9,434.55)
1940	Prepaid Expenses	31,322.33	55,905.63	(24,583.30)
1942	Prepaid Convention	15,062.11	3,093.24	11,968.87
	TOTAL CURRENT ASSETS	2,595,118.25	2,033,695.20	561,423.05
FIXED ASSETS				
1540	Computer & Equipment	7,259.57	5,081.88	2,177.69
1590	Accumulated Depreciation	(2,511.38)	(1,495.00)	(1,016.38)
	TOTAL FIXED ASSETS	4,748.19	3,586.88	1,161.31
	TOTAL ASSETS	2,599,866.44	2,037,282.08	562,584.36

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2013

		YEAR TO DATE 2013	YEAR TO DATE 2012	VARIANCE
LIABILITIES				
CURRENT LIABILITIES				
PAYABLES				
2210	Accounts Payable	\$927.50	\$420.94	\$506.56
2289	OMG Inter Company	2,298.76	2,261.76	37.00
	TOTAL PAYABLES	3,226.26	2,682.70	543.56
OTHER CURRENT LIABILITIES				
2232	San Joaquin County Chapter	988.75	0.00	988.75
2235	NW Regional Conference	5,000.00	4,484.99	515.01
2236	SW Regional Conference	5,000.00	3,499.38	1,500.62
2237	SC Regional Conference	2,419.00	3,000.04	(581.04)
2238	SE Regional Conference	5,000.11	3,786.60	1,213.51
2239	Northern Nevada Chapter	1,389.41	1,389.41	0.00
	TOTAL OTHER CURRENT LIABILITIES	19,797.27	16,160.42	3,636.85
DEFERRED REVENUES				
2300	Web New Members Dues	1,225.00	245.00	980.00
2308	2012 Dues	0.00	877.87	(877.87)
2309	2013 Dues	272.49	988,833.86	(988,561.37)
2310	2014 Dues	1,061,933.46	0.00	1,061,933.46
2342	Events - Others	110,640.00	44,300.00	66,340.00
2344	Education	3,135.00	180.00	2,955.00
2348	Gift Certificates	(225.00)	0.00	(225.00)
2350	Convention	3,167.50	1,467.50	1,700.00
2362	Advertising	20,639.00	2,305.50	18,333.50
2363	Official NARPM Partner Sponsorship	40,000.00	20,000.00	20,000.00
	TOTAL DEFERRED REVENUES	1,240,787.45	1,058,209.73	182,577.72
	TOTAL CURRENT LIABILITIES	1,263,810.98	1,077,052.85	186,758.13
EQUITY				
2950	Retained Earnings	947,272.57	570,956.22	376,316.35
2953	Other Comprehensive Income	(2,055.85)	0.00	(2,055.85)
(3000 TO 5725)	Current Income	390,838.74	389,273.01	1,565.73
	TOTAL EQUITY	1,336,055.46	960,229.23	375,826.23
	TOTAL LIABILITIES AND EQUITY	2,599,866.44	2,037,282.08	562,584.36

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
Dues Revenue							
3000	Regular Renewal	\$737.92	\$0.00	\$710,931.40	\$607,975.00	\$102,956.40	\$607,975.00
3002	Regular New	23,467.50	16,480.00	219,724.25	197,760.00	21,964.25	197,760.00
3005	Support Renewal	70.83	0.00	18,672.89	17,680.00	992.89	17,680.00
3007	Support New	625.00	0.00	13,750.00	8,875.00	4,875.00	8,875.00
3009	Junior Renewal Dues	0.00	0.00	1,366.44	1,606.50	(240.06)	1,606.50
3010	Affiliate Renewal	245.00	0.00	25,354.95	25,679.25	(324.30)	25,679.25
3011	Junior Membership Dues	0.00	1,500.00	500.00	1,800.00	(1,300.00)	1,800.00
3012	Affiliate New	980.00	985.00	19,255.00	12,985.00	6,270.00	12,985.00
3013	Student / Academic Dues	0.00	0.00	340.00	0.00	340.00	0.00
3014	International Renewal	0.00	0.00	1,946.64	1,102.50	844.14	1,102.50
3016	International New	0.00	0.00	0.00	245.00	(245.00)	245.00
	Total Dues Revenue	26,126.25	18,965.00	1,011,841.57	875,708.25	136,133.32	875,708.25
Other Revenue							
3125	Interest Income	533.26	333.37	7,208.59	4,000.00	3,208.59	4,000.00
3140	Miscellaneous	0.00	8.37	25.00	100.00	(75.00)	100.00
3145	Royalties	1,476.71	1,000.00	50,965.08	12,000.00	38,965.08	12,000.00
3146	Annual Partnership Sponsorship	0.00	0.00	30,000.00	30,000.00	0.00	30,000.00
3147	Grievance Income	0.00	0.00	100.00	0.00	100.00	0.00
	Other Revenue	2,009.97	1,341.74	88,298.67	46,100.00	42,198.67	46,100.00
	OPERATING REVENUE	28,136.22	20,306.74	1,100,140.24	921,808.25	178,331.99	921,808.25

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
EXPENSES							
Committee Support							
5135	Board Meetings	\$0.00	\$3,000.00	\$5,651.91	\$8,824.00	(\$3,172.09)	\$8,824.00
5136	Other Board Expense	15.71	3,000.00	6,135.97	8,845.00	(2,709.03)	8,845.00
5138	Finance Committee	32.52	0.00	314.69	200.00	114.69	200.00
5141	Nominating Committee	0.00	140.00	201.45	300.00	(98.55)	300.00
5146	Ad Hoc	0.00	200.00	5.72	200.00	(194.28)	200.00
	Total Committee Support	48.23	6,340.00	12,309.74	18,369.00	(6,059.26)	18,369.00
Leadership							
5400	President	0.00	0.00	11,663.42	11,500.00	163.42	11,500.00
5410	President Elect	0.00	0.00	8,039.99	8,000.00	39.99	8,000.00
5413	ASAE Leadership	0.00	2,400.00	5,643.21	7,000.00	(1,356.79)	7,000.00
5415	Leadership Training	0.00	0.00	24,863.97	26,000.00	(1,136.03)	26,000.00
5416	NE/NC Region VP	21.14	0.00	7,194.14	6,750.00	444.14	6,750.00
5417	SE Region VP	469.31	0.00	10,702.59	9,250.00	1,452.59	9,250.00
5418	SC Region VP	25.91	1,350.00	5,125.42	6,650.00	(1,524.58)	6,650.00
5419	NW Region VP	23.66	1,600.00	5,533.45	7,650.00	(2,116.55)	7,650.00
5420	SW Region	423.94	3,000.00	5,176.68	8,750.00	(3,573.32)	8,750.00
5421	Pacific Region	980.04	1,600.00	11,415.36	11,850.00	(434.64)	11,850.00
5422	Treasurer	0.00	2,070.00	3,465.05	5,750.00	(2,284.95)	5,750.00
5423	Past President	0.00	1,800.00	2,882.98	5,000.00	(2,117.02)	5,000.00
5424	ED Travel	948.66	1,750.00	4,897.67	6,000.00	(1,102.33)	6,000.00
5425	Leadership Transition	0.00	300.00	2,025.07	2,400.00	(374.93)	2,400.00
	Total Leadership	2,892.66	15,870.00	108,629.00	122,550.00	(13,921.00)	122,550.00

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
General Administration							
5210	Postage	\$39.83	\$208.37	\$2,563.29	\$2,500.00	\$63.29	\$2,500.00
5220	Supplies	0.00	37.50	1,077.11	450.00	627.11	450.00
5225	Printing/Photo Copies	1,023.93	666.74	7,830.32	8,000.00	(169.68)	8,000.00
5230	Insurance	185.16	250.00	2,393.52	3,000.00	(606.48)	3,000.00
5240	Management Fee	45,281.48	41,531.48	528,377.75	498,377.86	29,999.89	498,377.86
5245	Taxes, Fees, & License	259.26	291.74	2,873.63	3,500.00	(626.37)	3,500.00
5255	Bank Fees	124.10	166.74	1,421.65	2,000.00	(578.35)	2,000.00
5263	Credit Card Expense	5,057.04	3,230.39	46,612.27	38,764.58	7,847.69	38,764.58
5265	Telephone	207.21	216.74	2,523.47	2,600.00	(76.53)	2,600.00
5270	Miscellaneous	0.00	83.37	0.00	1,000.00	(1,000.00)	1,000.00
5280	Travel	7.91	41.74	168.64	500.00	(331.36)	500.00
5286	Gift Certificates Redeemed	693.75	208.37	1,293.75	2,500.00	(1,206.25)	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	850.00	1,225.00	5,024.59	14,700.00	(9,675.41)	14,700.00
5309	Chapter Websites	0.00	1,000.00	552.00	12,000.00	(11,448.00)	12,000.00
5310	Reserve Funds	0.00	50,000.00	3,000.00	50,000.00	(47,000.00)	50,000.00
	Total General Administration	53,729.67	99,241.55	606,659.99	640,892.44	(34,232.45)	640,892.44
Professional Services							
5500	Accounting	2,345.00	0.00	12,205.00	9,500.00	2,705.00	9,500.00
5505	Legal	510.00	11,000.00	510.00	11,000.00	(10,490.00)	11,000.00
	Total Professional Services	2,855.00	11,000.00	12,715.00	20,500.00	(7,785.00)	20,500.00
	OPERATING EXPENSES	59,525.56	132,451.55	740,313.73	802,311.44	(61,997.71)	802,311.44
	OPERATING PROFIT/LOSS	(31,389.34)	(112,144.81)	359,826.51	119,496.81	240,329.70	119,496.81

National Association of Residential Property Man.
MEMBER SERVICES
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5000	Membership Services	\$128.50	\$333.37	\$1,198.81	\$4,000.00	(\$2,801.19)	\$4,000.00
5005	Awards & Recognition	0.00	1,000.00	6,136.37	12,000.00	(5,863.63)	12,000.00
5140	Professional Standards Sub Cor	0.00	0.00	0.00	50.00	(50.00)	50.00
5209	Postage	513.95	833.37	10,285.55	10,000.00	285.55	10,000.00
5211	Printing	126.90	416.74	9,140.23	5,000.00	4,140.23	5,000.00
5276	Ethics Class Expenses	0.00	843.75	4,072.05	10,125.00	(6,052.95)	10,125.00
5295	New Chapter Expenses	0.00	541.74	2,050.00	6,500.00	(4,450.00)	6,500.00
5296	Chapter Grants	0.00	1,500.00	3,660.08	7,500.00	(3,839.92)	7,500.00
5297	Trade Show Grants	0.00	500.00	2,400.00	3,500.00	(1,100.00)	3,500.00
5352	Member Incentive	0.00	0.00	21,780.00	15,000.00	6,780.00	15,000.00
5366	Trade Shows	1,404.05	4,700.00	8,595.67	10,000.00	(1,404.33)	10,000.00
5367	Trade Show Booth Purchase	0.00	0.00	2,000.00	2,000.00	0.00	2,000.00
	TOTAL EXPENSES	2,173.40	10,668.97	71,318.76	85,675.00	(14,356.24)	85,675.00
	OPERATING PROFIT/LO	<u>(2,173.40)</u>	<u>(10,668.97)</u>	<u>(71,318.76)</u>	<u>(85,675.00)</u>	<u>14,356.24</u>	<u>(85,675.00)</u>

National Association of Residential Property Man.
ANNUAL CONVENTION
For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3146	Official NARPM Partner	\$0.00	\$0.00	\$10,000.00	\$10,000.00	\$0.00	\$10,000.00
3700	Registrations	0.00	0.00	260,938.00	197,500.00	63,438.00	197,500.00
3705	Leadership Ticketed Event	200.00	0.00	20,573.00	15,625.00	4,948.00	15,625.00
3706	Golf Tournament	150.00	0.00	20,620.00	15,000.00	5,620.00	15,000.00
3710	Sponsorships	0.00	0.00	58,550.00	48,000.00	10,550.00	48,000.00
3717	Gala Onsite	0.00	0.00	15,855.00	15,000.00	855.00	15,000.00
3718	Meal Tickets	0.00	0.00	2,415.00	2,500.00	(85.00)	2,500.00
3719	President's Tour	0.00	0.00	29,700.00	19,000.00	10,700.00	19,000.00
3721	Promotional Material	0.00	0.00	4,637.50	500.00	4,137.50	500.00
3723	Single Day Tickets	0.00	0.00	8,520.00	8,000.00	520.00	8,000.00
3760	Exhibit Booths	0.00	0.00	48,750.00	38,250.00	10,500.00	38,250.00
	TOTAL REVENUES	350.00	0.00	480,558.50	369,375.00	111,183.50	369,375.00
EXPENSES							
5147	Convention Committee	0.00	0.00	220.40	200.00	20.40	200.00
5210	Postage	0.00	0.00	540.34	1,000.00	(459.66)	1,000.00
5211	Printing	0.00	0.00	5,806.17	4,500.00	1,306.17	4,500.00
5220	Supplies	0.00	0.00	1,486.92	500.00	986.92	500.00
5221	Registration Bag (Includes Binder,	0.00	0.00	7,500.04	5,500.00	2,000.04	5,500.00
5225	Printing	0.00	0.00	7,495.54	9,000.00	(1,504.46)	9,000.00
5230	Insurance	0.00	0.00	763.53	800.00	(36.47)	800.00
5270	Miscellaneous	0.00	0.00	568.43	250.00	318.43	250.00
5280	Travel	0.00	0.00	10,966.21	5,500.00	5,466.21	5,500.00
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	35,026.34	12,000.00	23,026.34	12,000.00
5316	Temporary Service	0.00	0.00	915.00	700.00	215.00	700.00
5320	Entertainment	0.00	0.00	4,062.00	4,000.00	62.00	4,000.00
5321	Decorations	0.00	0.00	1,319.65	1,500.00	(180.35)	1,500.00
5323	Signage	0.00	0.00	293.03	1,500.00	(1,206.97)	1,500.00
5328	Exhibit Expenses	0.00	0.00	8,158.06	6,700.00	1,458.06	6,700.00
5329	Photographer	0.00	0.00	0.00	1,500.00	(1,500.00)	1,500.00
5330	Gala Onsite	0.00	0.00	32,704.56	15,000.00	17,704.56	15,000.00
5335	Food and Beverage	0.00	0.00	138,275.30	160,000.00	(21,724.70)	160,000.00
5340	Gifts	0.00	0.00	50.00	0.00	50.00	0.00
5341	Registration Giveaway	0.00	0.00	0.00	500.00	(500.00)	500.00
5342	50/50 Raffle Costs	0.00	0.00	0.00	250.00	(250.00)	250.00
5350	Promotion/Advertising	0.00	0.00	1,420.37	1,000.00	420.37	1,000.00
5351	Golf Tournament	0.00	0.00	22,170.00	15,000.00	7,170.00	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	218.56	3,000.00	(2,781.44)	3,000.00
5380	Speaker/Instructors Fee	0.00	0.00	23,500.00	28,500.00	(5,000.00)	28,500.00
5381	Speaker/Instructor Expenses	0.00	0.00	1,456.75	1,500.00	(43.25)	1,500.00
5384	Leadership Development Course	0.00	0.00	19,832.84	16,000.00	3,832.84	16,000.00
5395	President's Tour	(1,620.00)	0.00	37,361.81	19,000.00	18,361.81	19,000.00
	TOTAL EXPENSES	(1,620.00)	0.00	362,111.85	316,150.00	45,961.85	316,150.00
	OPERATING PROFIT/LO	1,970.00	0.00	118,446.65	53,225.00	65,221.65	53,225.00

National Association of Residential Property Man.
REGIONAL CONFERENCES
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3701	SE Regional Conference Revenues	\$0.00	\$0.00	\$40,189.00	\$35,500.00	\$4,689.00	\$35,500.00
3702	SC Regional Conference Revenues	0.00	0.00	31,976.00	31,500.00	476.00	31,500.00
3703	SW Regional Conference Revenues	0.00	0.00	35,900.00	38,000.00	(2,100.00)	38,000.00
3704	NW Regional Conference Revenues	0.00	0.00	41,590.00	42,000.00	(410.00)	42,000.00
	TOTAL REVENUES	0.00	0.00	149,655.00	147,000.00	2,655.00	147,000.00
EXPENSES							
5353	SE Regional Conferences Expenses	0.00	0.00	40,188.33	35,500.00	4,688.33	35,500.00
5354	SC Regional Conferences Expenses	0.00	0.00	31,975.90	31,500.00	475.90	31,500.00
5355	SW Regional Conferences Expense	0.00	0.00	35,891.89	38,000.00	(2,108.11)	38,000.00
5356	NW Regional Conferences Expens	0.00	0.00	41,598.69	42,000.00	(401.31)	42,000.00
	TOTAL EXPENSES	0.00	0.00	149,654.81	147,000.00	2,654.81	147,000.00
	OPERATING PROFIT/LO	0.00	0.00	0.19	0.00	0.19	0.00

National Association of Residential Property Man.
MARKETING
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3202	List Sales	\$0.00	\$300.00	\$2,838.70	\$2,500.00	\$338.70	\$2,500.00
3204	Consumer Brochures	40.00	0.00	902.50	1,000.00	(97.50)	1,000.00
3206	Specialty Advertising Items	0.00	150.00	560.25	750.00	(189.75)	750.00
3222	Codes/Standards Kits	0.00	0.00	70.00	150.00	(80.00)	150.00
3224	NARPM Replacement Pins	0.00	300.00	80.00	300.00	(220.00)	300.00
3228	Shipping	10.99	175.00	168.20	175.00	(6.80)	175.00
	TOTAL REVENUES	50.99	925.00	4,619.65	4,875.00	(255.35)	4,875.00
EXPENSES							
5214	Consumer Postage	0.00	8.37	0.00	100.00	(100.00)	100.00
5226	Consumer Printing	4.20	125.00	767.42	1,500.00	(732.58)	1,500.00
5243	Membership Cards	4.32	100.00	763.15	1,200.00	(436.85)	1,200.00
5270	Miscellaneous	0.00	4.24	0.00	50.00	(50.00)	50.00
5286	Gift Certificates Redeemed	0.00	200.00	0.00	200.00	(200.00)	200.00
5365	Specialty Advertising Items	0.00	125.00	395.84	1,500.00	(1,104.16)	1,500.00
	TOTAL EXPENSES	8.52	562.61	1,926.41	4,550.00	(2,623.59)	4,550.00
	OPERATING PROFIT/LO	42.47	362.39	2,693.24	325.00	2,368.24	325.00

National Association of Residential Property Man.
PROFESSIONAL DEVELOPMENT COURSE
For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3300	Course Fees	\$0.00	\$8,800.00	\$88,723.00	\$105,000.00	(\$16,277.00)	\$105,000.00
3302	Ethics Class	0.00	0.00	7,290.00	5,000.00	2,290.00	5,000.00
3306	Teacher Application Fees	0.00	0.00	150.00	50.00	100.00	50.00
3310	On-Line Course Fees	866.80	2,500.00	22,362.10	30,000.00	(7,637.90)	30,000.00
3401	Newsletter Advertising	<u>0.00</u>	<u>1,000.00</u>	<u>0.00</u>	<u>1,000.00</u>	<u>(1,000.00)</u>	<u>1,000.00</u>
	TOTAL REVENUES	866.80	12,300.00	118,525.10	141,050.00	(22,524.90)	141,050.00
EXPENSES							
5145	On-line Education	0.00	500.00	3,175.00	5,000.00	(1,825.00)	5,000.00
5150	Prof Dev Committee	10.36	21.00	112.71	250.00	(137.29)	250.00
5210	Postage	0.92	50.00	536.62	500.00	36.62	500.00
5225	Printing	57.70	78.00	2,160.00	800.00	1,360.00	800.00
5270	Miscellaneous	0.00	10.00	0.00	100.00	(100.00)	100.00
5273	Course Expenses	399.11	0.00	21,562.28	18,000.00	3,562.28	18,000.00
5276	Ethics Class Expenses	0.00	0.00	2,967.54	3,000.00	(32.46)	3,000.00
5286	Gift Certificates Redeemed	0.00	400.00	994.00	2,500.00	(1,506.00)	2,500.00
5312	Course Develop/Marketing	0.00	1,500.00	0.00	1,500.00	(1,500.00)	1,500.00
5315	Course Re-Write	0.00	20,000.00	0.00	20,000.00	(20,000.00)	20,000.00
5380	Speaker/Instructors Fee	0.00	0.00	24,227.74	25,000.00	(772.26)	25,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	17,166.03	12,000.00	5,166.03	12,000.00
5382	Speakers Bureau/Special Purchases	0.00	2,500.00	0.00	2,500.00	(2,500.00)	2,500.00
5383	Instructor Training	0.00	8,000.00	6,696.28	15,000.00	(8,303.72)	15,000.00
5390	Cosponsorship Expense	2,514.64	1,000.00	5,078.03	12,000.00	(6,921.97)	12,000.00
5399	Online CoSponsor Fee	<u>6,246.46</u>	<u>750.00</u>	<u>6,246.46</u>	<u>7,500.00</u>	<u>(1,253.54)</u>	<u>7,500.00</u>
	TOTAL EXPENSES	9,229.19	34,809.00	90,922.69	125,650.00	(34,727.31)	125,650.00
	OPERATING PROFIT/LO	<u>(8,362.39)</u>	<u>(22,509.00)</u>	<u>27,602.41</u>	<u>15,400.00</u>	<u>12,202.41</u>	<u>15,400.00</u>

National Association of Residential Property Man.
PROFESSIONAL DEVELOPMENT DESIGNATIONS
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3311	CSS Certification	\$0.00	\$0.00	\$665.00	\$475.00	\$190.00	\$475.00
3312	RMP Certification Fees	600.00	875.00	13,275.00	10,500.00	2,775.00	10,500.00
3314	MPM Certification Fees	500.00	250.00	4,500.00	3,750.00	750.00	3,750.00
3316	CRMC Certification Fee	0.00	0.00	2,900.00	1,750.00	1,150.00	1,750.00
3317	CRMC Renewal Fee	0.00	0.00	0.00	5,700.00	(5,700.00)	5,700.00
	TOTAL REVENUES	1,100.00	1,125.00	21,340.00	22,175.00	(835.00)	22,175.00
EXPENSES							
5005	Awards & Recognition	0.00	0.00	2,700.44	2,750.00	(49.56)	2,750.00
5210	Postage	38.77	0.00	900.72	500.00	400.72	500.00
5225	Printing	0.00	0.00	0.06	250.00	(249.94)	250.00
5286	Gift Certificates Redeemed	275.00	0.00	1,590.00	250.00	1,340.00	250.00
5318	Designation Marketing	0.00	0.00	0.00	1,000.00	(1,000.00)	1,000.00
	TOTAL EXPENSES	313.77	0.00	5,191.22	4,750.00	441.22	4,750.00
	OPERATING PROFIT/LO	786.23	1,125.00	16,148.78	17,425.00	(1,276.22)	17,425.00

National Association of Residential Property Man.
RESIDENTIAL RESOURCE
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3401	Newsletter Advertising	<u>\$2,255.50</u>	<u>\$2,500.00</u>	<u>\$20,176.50</u>	<u>\$30,000.00</u>	<u>(\$9,823.50)</u>	<u>\$30,000.00</u>
	TOTAL REVENUES	2,255.50	2,500.00	20,176.50	30,000.00	(9,823.50)	30,000.00
EXPENSES							
5212	Newsletter Postage	1,916.29	1,800.00	18,300.53	20,000.00	(1,699.47)	20,000.00
5213	Directory Postage	0.00	5.00	0.00	50.00	(50.00)	50.00
5225	Printing	5.81	0.00	12.18	0.00	12.18	0.00
5345	Newsletter Production/Printing	3,811.50	3,800.00	39,859.23	42,000.00	(2,140.77)	42,000.00
5510	Sale Commission	<u>137.50</u>	<u>681.00</u>	<u>4,316.63</u>	<u>7,500.00</u>	<u>(3,183.37)</u>	<u>7,500.00</u>
	TOTAL EXPENSES	5,871.10	6,286.00	62,488.57	69,550.00	(7,061.43)	69,550.00
	OPERATING PROFIT/LO	<u>(3,615.60)</u>	<u>(3,786.00)</u>	<u>(42,312.07)</u>	<u>(39,550.00)</u>	<u>(2,762.07)</u>	<u>(39,550.00)</u>

National Association of Residential Property Man.
 COMMUNICATIONS PROJECTS
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3402	On-Line Directory Advertising	\$0.00	\$83.37	\$0.00	\$1,000.00	(\$1,000.00)	\$1,000.00
3451	Email Blast Sponsorship	<u>300.00</u>	<u>583.37</u>	<u>980.00</u>	<u>7,000.00</u>	<u>(6,020.00)</u>	<u>7,000.00</u>
	TOTAL REVENUES	300.00	666.74	980.00	8,000.00	(7,020.00)	8,000.00
EXPENSES							
5152	Publication Committee	14.04	16.74	136.85	200.00	(63.15)	200.00
5225	Printing	0.00	12.50	84.58	150.00	(65.42)	150.00
5296	Chapter Grants	0.00	416.74	1,500.00	5,000.00	(3,500.00)	5,000.00
5350	Promotion/Advertising	0.00	83.37	0.00	1,000.00	(1,000.00)	1,000.00
5371	Marketing Projects	0.00	666.67	6,146.75	10,000.00	(3,853.25)	10,000.00
5480	Technology Fund	0.00	48,500.00	12,326.50	50,000.00	(37,673.50)	50,000.00
5510	Sale Commission	<u>125.00</u>	<u>0.00</u>	<u>655.00</u>	<u>2,000.00</u>	<u>(1,345.00)</u>	<u>2,000.00</u>
	TOTAL EXPENSES	139.04	49,696.02	20,849.68	68,350.00	(47,500.32)	68,350.00
	OPERATING PROFIT/LO	<u>160.96</u>	<u>(49,029.28)</u>	<u>(19,869.68)</u>	<u>(60,350.00)</u>	<u>40,480.32</u>	<u>(60,350.00)</u>

National Association of Residential Property Man.
BROKER / OWNER RETREAT
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3700	Registrations	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$73,325.00</u>	<u>\$55,000.00</u>	<u>\$18,325.00</u>	<u>\$55,000.00</u>
	TOTAL REVENUES	0.00	0.00	73,325.00	55,000.00	18,325.00	55,000.00
EXPENSES							
5210	Postage	0.00	0.00	1,342.28	400.00	942.28	400.00
5220	Supplies	0.00	0.00	0.00	75.00	(75.00)	75.00
5225	Printing	0.00	0.00	446.64	500.00	(53.36)	500.00
5240	Management Fee	0.00	0.00	2,814.00	2,100.00	714.00	2,100.00
5270	Miscellaneous	0.00	0.00	430.12	500.00	(69.88)	500.00
5280	Travel	0.00	0.00	1,660.76	0.00	1,660.76	0.00
5300	Audio/Visual Rental	0.00	0.00	2,980.00	2,500.00	480.00	2,500.00
5335	Food and Beverage	0.00	0.00	52,250.96	32,000.00	20,250.96	32,000.00
5370	Facility/Business Center	0.00	0.00	0.00	4,000.00	(4,000.00)	4,000.00
5380	Speaker/Instructors Fee	<u>0.00</u>	<u>0.00</u>	<u>1,100.00</u>	<u>12,500.00</u>	<u>(11,400.00)</u>	<u>12,500.00</u>
	TOTAL EXPENSES	0.00	0.00	63,024.76	54,575.00	8,449.76	54,575.00
	OPERATING PROFIT/LO	<u>0.00</u>	<u>0.00</u>	<u>10,300.24</u>	<u>425.00</u>	<u>9,875.24</u>	<u>425.00</u>

National Association of Residential Property Man.
GOVERNMENTAL AFFAIRS
 For the Twelve Months Ending December 31, 2013

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5153	Governmental Affairs Meeting	\$6.91	\$116.74	\$5,039.92	\$3,900.00	\$1,139.92	\$3,900.00
5209	Postage	0.00	0.00	61.88	0.00	61.88	0.00
5225	Printing	0.21	100.00	95.26	1,200.00	(1,104.74)	1,200.00
5240	Management Fee	666.25	0.00	5,481.71	5,000.00	481.71	5,000.00
5270	Miscellaneous	0.00	41.74	0.00	500.00	(500.00)	500.00
5450	PAC Formation	0.00	10,000.00	0.00	10,000.00	(10,000.00)	10,000.00
	TOTAL EXPENSES	673.37	10,258.48	10,678.77	20,600.00	(9,921.23)	20,600.00
	OPERATING PROFIT/LO	<u>(673.37)</u>	<u>(10,258.48)</u>	<u>(10,678.77)</u>	<u>(20,600.00)</u>	<u>9,921.23</u>	<u>(20,600.00)</u>

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
SUMMARY OF ALL DEPARTMENTS
For the Twelve Months Ending December 31, 2013

	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES	<u>\$33,059.51</u>	<u>\$37,823.48</u>	<u>\$1,969,319.99</u>	<u>\$1,699,283.25</u>	<u>\$270,036.74</u>	<u>\$1,699,283.25</u>
EXPENSES	<u>76,313.95</u>	<u>244,732.63</u>	<u>1,578,481.25</u>	<u>1,699,161.44</u>	<u>(120,680.19)</u>	<u>1,699,161.44</u>
NET PROFIT/LOSS	<u><u>(43,254.44)</u></u>	<u><u>(206,909.15)</u></u>	<u><u>390,838.74</u></u>	<u><u>121.81</u></u>	<u><u>390,716.93</u></u>	<u><u>121.81</u></u>