

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2015

		<u>YEAR TO DATE</u>	<u>YEAR TO DATE</u>	<u>VARIANCE</u>
		<u>2015</u>	<u>2014</u>	
ASSETS				
CURRENT ASSETS				
CASH				
1015	Heritage Bank - Checking Account	\$120,978.31	\$222,888.00	(\$101,909.69)
1021	Monarch Bank - Money Market	201,143.03	200,553.27	589.76
1027	BB&T Money Market	214,297.49	213,274.25	1,023.24
1032	Merrill Lynch- Investments	<u>1,285,250.00</u>	<u>890,240.69</u>	<u>395,009.31</u>
	TOTAL CASH	1,821,668.83	1,526,956.21	294,712.62
RESERVES				
1150	Wells Fargo Advisors 5087-4079	331,607.70	260,647.31	70,960.39
1151	Wells Fargo Advisors 4951-9775	317,682.40	260,654.43	57,027.97
1152	Wells Fargo Advisors 1197-6071	185,112.88	198,661.63	(13,548.75)
1153	VANGUARD- Investments	<u>219,054.46</u>	<u>218,569.48</u>	<u>484.98</u>
	TOTAL RESERVES	1,053,457.44	938,532.85	114,924.59
NARPM- PAC				
1160	NARPM - PAC TowneBank	131,554.24	64,337.47	67,216.77
1016	NARPM Corporate Contributions-Heritage	<u>5,850.00</u>	<u>0.00</u>	<u>5,850.00</u>
	Total NARPM PAC	137,404.24	64,337.47	73,066.77
OTHER CURRENT ASSETS				
1210	Accounts Receivable	735,320.77	572,875.69	162,445.08
1250	Accounts Receivable- Other	250.00	0.00	250.00
1940	Prepaid Expenses	45,589.98	31,895.38	13,694.60
1942	Prepaid Convention	<u>2,102.31</u>	<u>13,514.12</u>	<u>(11,411.81)</u>
	OTHER CURRENT ASSETS	783,263.06	618,285.19	164,977.87
	TOTAL CURRENT ASSETS	3,795,793.57	3,148,111.72	647,681.85
FIXED ASSETS				
1540	Computer & Equipment	7,259.57	7,259.57	0.00
1590	Accumulated Depreciation	<u>(4,939.67)</u>	<u>(3,609.83)</u>	<u>(1,329.84)</u>
	TOTAL FIXED ASSETS	2,319.90	3,649.74	(1,329.84)
	TOTAL ASSETS	<u>3,798,113.47</u>	<u>3,151,761.46</u>	<u>646,352.01</u>

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2015

		<u>YEAR TO DATE</u> <u>2015</u>	<u>YEAR TO DATE</u> <u>2014</u>	<u>VARIANCE</u>
CURRENT LIABILITIES				
PAYABLES				
2210	Accounts Payable	\$4,686.40	\$1,260.65	\$3,425.75
2289	OMG Inter Company	1,334.24	0.00	1,334.24
2290	Members Overpayments	0.00	977.90	(977.90)
	TOTAL PAYABLES	6,020.64	2,238.55	3,782.09
OTHER CURRENT LIABILITIES				
2235	NW Regional Conference	0.00	5,000.00	(5,000.00)
2236	SW Regional Conference	0.00	5,000.00	(5,000.00)
2237	Central Regional Conference	0.00	5,000.00	(5,000.00)
2238	Eastern Regional Conference	0.00	5,000.11	(5,000.11)
2241	NARPM Greater Lakeland CIF	265.39	0.00	265.39
2244	Leadership Training Session	1,050.00	0.00	1,050.00
2250	PAC - 2016 Personal Contributions	29,234.75	64,362.32	(35,127.57)
2260	PAC - 2016 Corporate Donations	5,250.00	250.15	4,999.85
	TOTAL OTHER CURRENT LIABILITIES	35,800.14	84,612.58	(48,812.44)
DEFERRED REVENUES				
2300	Web New Members Dues	1,470.00	0.00	1,470.00
2310	2014 Dues	0.00	1,007.74	(1,007.74)
2311	2015 Dues	3,377.07	1,193,503.39	(1,190,126.32)
2312	2016 Dues	1,270,374.48	0.00	1,270,374.48
2342	Events - Others	74,355.00	99,790.00	(25,435.00)
2344	Education	5,050.00	2,968.00	2,082.00
2348	Gift Certificates	150.00	0.00	150.00
2350	Convention	845.00	20,725.00	(19,880.00)
2352	Leadership	0.00	198.00	(198.00)
2362	Advertising	33,971.48	24,442.00	9,529.48
2363	Official NARPM Partner Sponsorship	90,000.00	20,000.00	70,000.00
	TOTAL DEFERRED REVENUES	1,479,593.03	1,362,634.13	116,958.90
	TOTAL CURRENT LIABILITIES	1,521,413.81	1,449,485.26	71,928.55
EQUITY				
2950	Retained Earnings	1,631,093.80	1,336,407.01	294,686.79
2953	Other Comprehensive Income	85,605.00	70,680.41	14,924.59
(3000 TO 3799) +(3805) +(3826 TO 5725)	Current Income	457,681.37	295,188.78	162,492.59
3800 +(3825) +(5800 TO 5850)	PAC Income Current Year 2015	37,707.02	0.00	37,707.02
2800	PAC Contribution Prior Year 2014	64,612.47	0.00	64,612.47
	TOTAL EQUITY	2,276,699.66	1,702,276.20	574,423.46
	TOTAL LIABILITIES AND EQUITY	3,798,113.47	3,151,761.46	646,352.01

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
 OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
Dues Revenue							
3000	Regular Renewal	\$1,531.25	\$0.00	\$855,126.49	\$805,400.86	\$49,725.63	\$805,400.86
3002	Regular New	19,427.50	0.00	235,636.63	198,548.00	37,088.63	198,548.00
3005	Support Renewal	0.00	0.00	25,883.26	22,076.65	3,806.61	22,076.65
3007	Support New	1,250.00	0.00	21,800.00	10,750.00	11,050.00	10,750.00
3009	Junior Renewal Dues	0.00	0.00	724.87	1,218.75	(493.88)	1,218.75
3010	Affiliate Renewal	0.00	0.00	33,724.02	29,592.50	4,131.52	29,592.50
3011	Junior Membership Dues	0.00	0.00	200.00	700.00	(500.00)	700.00
3012	Affiliate New	1,470.00	0.00	17,075.00	15,925.00	1,150.00	15,925.00
3013	Student / Academic Dues	0.00	0.00	170.00	258.23	(88.23)	258.23
3014	International Renewal	0.00	0.00	1,915.00	2,503.25	(588.25)	2,503.25
3016	International New	0.00	0.00	245.00	245.00	0.00	245.00
	Total Dues Revenue	23,678.75	0.00	1,192,500.27	1,087,218.24	105,282.03	1,087,218.24
Other Revenue							
3125	Interest Income	3,392.02	175.00	5,590.27	2,100.00	3,490.27	2,100.00
3127	Gain/Loss Investments	0.00	10.00	0.00	1,000.00	(1,000.00)	1,000.00
3140	Miscellaneous	25.00	0.00	1,307.31	0.00	1,307.31	0.00
3145	Royalties	1,696.05	0.00	117,023.79	36,000.00	81,023.79	36,000.00
3146	Annual Partnership Sponsorship	0.00	0.00	30,000.00	30,000.00	0.00	30,000.00
3147	Grievance Income	200.00	0.00	500.00	0.00	500.00	0.00
	Other Revenue	5,313.07	185.00	154,421.37	69,100.00	85,321.37	69,100.00
	OPERATING REVENUE	28,991.82	185.00	1,346,921.64	1,156,318.24	190,603.40	1,156,318.24

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
 OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
EXPENSES							
Committee Support							
5135	Board Meetings	\$0.00	\$0.00	\$8,518.93	\$10,720.00	(\$2,201.07)	\$10,720.00
5136	Other Board Expense	554.68	0.00	19,563.73	18,180.00	1,383.73	18,180.00
5138	Finance Committee	0.00	0.00	132.41	200.00	(67.59)	200.00
5140	Professional Standards Committee	0.00	0.00	0.00	100.00	(100.00)	100.00
5141	Nominating Committee	0.00	0.00	245.19	500.00	(254.81)	500.00
5146	Ad Hoc	0.00	0.00	0.00	250.00	(250.00)	250.00
	Total Committee Support	554.68	0.00	28,460.26	29,950.00	(1,489.74)	29,950.00
Leadership							
5400	President	1,027.68	0.00	14,689.27	15,900.00	(1,210.73)	15,900.00
5410	President Elect	1,027.68	1,000.00	11,394.57	11,800.00	(405.43)	11,800.00
5413	ASAE Leadership	0.00	0.00	7,142.90	7,000.00	142.90	7,000.00
5415	Leadership Strategic Training	0.00	0.00	51,840.91	36,000.00	15,840.91	36,000.00
5416	Atlantic Region VP	0.00	1,050.00	12,408.85	12,050.00	358.85	12,050.00
5417	SE Region VP	491.57	1,100.00	10,050.03	13,450.00	(3,399.97)	13,450.00
5418	SC Region VP	0.00	950.00	6,202.86	11,950.00	(5,747.14)	11,950.00
5419	NW Region VP	0.00	350.00	6,017.16	11,350.00	(5,332.84)	11,350.00
5420	SW Region	226.84	1,000.00	11,182.99	12,350.00	(1,167.01)	12,350.00
5421	Pacific Region	0.00	1,100.00	7,005.09	13,350.00	(6,344.91)	13,350.00
5422	Treasurer	0.00	600.00	7,674.77	8,300.00	(625.23)	8,300.00
5423	Past President	0.00	630.00	5,949.17	7,450.00	(1,500.83)	7,450.00
5424	ED Travel	1,147.07	300.00	8,069.93	9,650.00	(1,580.07)	9,650.00
5425	Leadership Transition	0.00	100.00	2,403.18	3,000.00	(596.82)	3,000.00
	Total Leadership	3,920.84	8,180.00	162,031.68	173,600.00	(11,568.32)	173,600.00

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
General Administration							
5210	Postage	\$92.96	\$213.00	\$581.33	\$2,600.00	(\$2,018.67)	\$2,600.00
5220	Supplies	(73.67)	95.00	1,369.93	1,250.00	119.93	1,250.00
5225	Printing/Photo Copies	444.43	513.00	4,682.57	6,200.00	(1,517.43)	6,200.00
5230	Insurance	199.16	250.00	2,304.72	3,000.00	(695.28)	3,000.00
5240	Management Fee	47,477.77	47,477.77	569,733.24	569,733.24	0.00	569,733.24
5245	Taxes, Fees, & License	253.88	291.74	4,788.01	3,500.00	1,288.01	3,500.00
5255	Bank Fees	0.00	95.00	88.45	1,250.00	(1,161.55)	1,250.00
5263	Credit Card Expense	4,218.01	1,500.00	43,954.55	45,000.00	(1,045.45)	45,000.00
5265	Telephone	186.05	233.37	2,886.52	2,800.00	86.52	2,800.00
5270	Miscellaneous	0.00	41.63	(25.00)	500.00	(525.00)	500.00
5280	Travel	0.00	12.50	448.20	150.00	298.20	150.00
5286	Gift Certificates Redeemed	2,000.00	0.00	2,000.00	2,000.00	0.00	2,000.00
5306	Go To Webinar Renewal	0.00	65.00	0.00	1,000.00	(1,000.00)	1,000.00
5307	Web Site	100.00	550.00	7,444.17	7,700.00	(255.83)	7,700.00
5309	Chapter Websites	33,250.00	0.00	45,915.88	25,000.00	20,915.88	25,000.00
5310	Reserve Funds	0.00	40,000.00	240.00	40,000.00	(39,760.00)	40,000.00
	Total General Administration	88,148.59	91,338.01	686,412.57	711,683.24	(25,270.67)	711,683.24
Professional Services							
5500	Accounting	0.00	0.00	5,650.00	6,000.00	(350.00)	6,000.00
5505	Legal	2,000.00	2,500.00	30,013.93	35,500.00	(5,486.07)	35,500.00
	Total Professional Services	2,000.00	2,500.00	35,663.93	41,500.00	(5,836.07)	41,500.00
	OPERATING EXPENSES	94,624.11	102,018.01	912,568.44	956,733.24	(44,164.80)	956,733.24
	OPERATING PROFIT/LOSS	(65,632.29)	(101,833.01)	434,353.20	199,585.00	234,768.20	199,585.00

National Association of Residential Property Man.
MEMBER SERVICES
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5000	Membership Services	\$0.00	\$100.00	\$240.96	\$2,700.00	(\$2,459.04)	\$2,700.00
5005	Awards & Recognition	0.00	250.00	3,511.49	3,000.00	511.49	3,000.00
5140	Professional Standards Sub Cor	0.00	0.00	23.27	100.00	(76.73)	100.00
5209	Postage	240.48	666.63	4,375.26	8,000.00	(3,624.74)	8,000.00
5211	Printing	687.60	958.37	12,301.69	11,500.00	801.69	11,500.00
5276	Ethics Class Expenses	729.00	625.00	5,721.56	7,500.00	(1,778.44)	7,500.00
5286	Gift Certificates Redeemed	(1,230.00)	0.00	1,465.00	600.00	865.00	600.00
5295	New Chapter Expenses	0.00	750.00	1,564.00	8,000.00	(6,436.00)	8,000.00
5296	Chapter Grants	0.00	1,250.00	9,464.82	15,000.00	(5,535.18)	15,000.00
5297	Trade Show Grants	31.25	625.00	1,942.51	7,500.00	(5,557.49)	7,500.00
5352	Member Incentive	0.00	0.00	0.00	15,000.00	(15,000.00)	15,000.00
5362	Chapter Incentives	0.00	0.00	30,398.93	30,000.00	398.93	30,000.00
5366	Trade Shows	64.75	875.00	10,500.00	10,500.00	0.00	10,500.00
5367	Trade Show Booth Purchase	0.00	400.00	579.14	5,000.00	(4,420.86)	5,000.00
	TOTAL EXPENSES	523.08	6,500.00	82,088.63	124,400.00	(42,311.37)	124,400.00
	OPERATING PROFIT/LO	(523.08)	(6,500.00)	(82,088.63)	(124,400.00)	42,311.37	(124,400.00)

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MAN.
ANNUAL CONVENTION
For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT REVENUES	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET	
3146	Official NARPM Partner	\$0.00	\$0.00	\$30,000.00	\$30,000.00	\$0.00	\$30,000.00	
3400	Advertising	0.00	0.00	212.50	0.00	212.50	0.00	
3700	Registrations	25.00	0.00	338,857.50	296,250.00	42,607.50	296,250.00	
3705	Leadership Ticketed Event	0.00	0.00	18,896.00	14,850.00	4,046.00	14,850.00	
3706	Golf Tournament	0.00	0.00	9,570.00	15,000.00	(5,430.00)	15,000.00	
3710	Sponsorships	0.00	0.00	56,300.00	44,000.00	12,300.00	44,000.00	
3717	Gala Onsite	0.00	0.00	14,885.00	9,000.00	5,885.00	9,000.00	
3718	Meal Tickets	0.00	0.00	930.00	2,000.00	(1,070.00)	2,000.00	
3719	President's Tour	0.00	0.00	22,765.90	23,750.00	(984.10)	23,750.00	
3721	Promotional Material	0.00	0.00	5,345.00	1,000.00	4,345.00	1,000.00	
3723	Single Day Tickets	0.00	0.00	12,930.00	4,000.00	8,930.00	4,000.00	
3760	Exhibit Booths	0.00	0.00	63,150.00	60,050.00	3,100.00	60,050.00	
3765	Convention Audio	0.00	0.00	14,235.00	0.00	14,235.00	0.00	
	TOTAL REVENUES	25.00	0.00	588,076.90	499,900.00	88,176.90	499,900.00	
	EXPENSES							
5147	Convention Committee	0.00	0.00	158.77	250.00	(91.23)	250.00	
5210	Postage	0.00	0.00	5,251.20	2,000.00	3,251.20	2,000.00	
5211	Printing	0.00	0.00	0.00	5,500.00	(5,500.00)	5,500.00	
5220	Supplies	0.00	0.00	283.69	1,000.00	(716.31)	1,000.00	
5221	Registration Bag (Includes Binder, Badge)	0.00	0.00	8,849.40	6,500.00	2,349.40	6,500.00	
5225	Printing	0.00	0.00	2,396.30	10,000.00	(7,603.70)	10,000.00	
5230	Insurance	0.00	0.00	1,042.48	800.00	242.48	800.00	
5270	Miscellaneous	0.00	0.00	171.51	500.00	(328.49)	500.00	
5280	Travel	0.00	0.00	6,978.03	9,500.00	(2,521.97)	9,500.00	
5286	Gift Certificates Redeemed	0.00	0.00	0.00	5,135.00	(5,135.00)	5,135.00	
5300	Audio/Visual Rental	0.00	0.00	22,896.04	35,000.00	(12,103.96)	35,000.00	
5305	Convention Video Taping Exp	300.00	0.00	7,060.00	0.00	7,060.00	0.00	
5316	Temporary Service	305.75	0.00	611.50	500.00	111.50	500.00	
5320	Entertainment	0.00	0.00	1,061.84	4,000.00	(2,938.16)	4,000.00	
5321	Decorations	0.00	0.00	1,173.52	1,500.00	(326.48)	1,500.00	
5323	Signage	0.00	0.00	0.00	750.00	(750.00)	750.00	
5328	Exhibit Expenses	0.00	0.00	13,516.25	8,000.00	5,516.25	8,000.00	
5329	Photographer	0.00	0.00	2,150.00	4,000.00	(1,850.00)	4,000.00	
5330	Gala Onsite	0.00	0.00	30,865.30	22,000.00	8,865.30	22,000.00	
5335	Food and Beverage	0.00	0.00	280,783.74	220,000.00	60,783.74	220,000.00	
5342	50/50 Raffle Costs	0.00	0.00	0.00	200.00	(200.00)	200.00	
5350	Promotion/Advertising	0.00	0.00	10,537.71	1,500.00	9,037.71	1,500.00	
5351	Golf Tournament	(1,271.89)	0.00	9,530.00	15,000.00	(5,470.00)	15,000.00	
5370	Facility/Business Center	0.00	0.00	103.99	200.00	(96.01)	200.00	
5372	Site Inspection	0.00	0.00	0.00	3,000.00	(3,000.00)	3,000.00	
5380	Speaker/Instructors Fee	0.00	0.00	24,000.00	25,000.00	(1,000.00)	25,000.00	
5381	Speaker/Instructor Expenses	0.00	0.00	515.20	2,000.00	(1,484.80)	2,000.00	
5384	Leadership Development Course	0.00	0.00	17,876.20	16,000.00	1,876.20	16,000.00	
5395	President's Tour	(529.47)	0.00	41,332.65	40,000.00	1,332.65	40,000.00	
5510	Advertising Sales Commission	0.00	0.00	450.75	0.00	450.75	0.00	
	TOTAL EXPENSES	(1,195.61)	0.00	489,596.07	439,835.00	49,761.07	439,835.00	
	OPERATING PROFIT/LOSS	1,220.61	0.00	98,480.83	60,065.00	38,415.83	60,065.00	

*** UNAUDITED FOR INTERNAL USE ONLY ***

National Association of Residential Property Man.
REGIONAL CONFERENCES
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3701	Eastern Regional Conference Reve	\$0.00	\$0.00	\$46,455.00	\$32,000.00	\$14,455.00	\$32,000.00
3702	Central Regional Conference Reve	0.00	0.00	41,695.00	31,500.00	10,195.00	31,500.00
3703	SW Regional Conference Revenues	0.00	0.00	41,555.00	35,500.00	6,055.00	35,500.00
3704	NW Regional Conference Revenues	0.00	0.00	37,730.00	42,000.00	(4,270.00)	42,000.00
	TOTAL REVENUES	0.00	0.00	167,435.00	141,000.00	26,435.00	141,000.00
EXPENSES							
5280	Travel	0.00	0.00	271.00	3,500.00	(3,229.00)	3,500.00
5353	Eastern Regional Conferences Exp	10.57	0.00	46,454.95	30,720.00	15,734.95	30,720.00
5354	Central Regional Conferences Exp	714.32	0.00	42,409.28	30,240.00	12,169.28	30,240.00
5355	SW Regional Conferences Expense	850.90	0.00	41,554.98	34,080.00	7,474.98	34,080.00
5356	NW Regional Conferences Expens	58.30	0.00	37,729.94	40,320.00	(2,590.06)	40,320.00
	TOTAL EXPENSES	1,634.09	0.00	168,420.15	138,860.00	29,560.15	138,860.00
	OPERATING PROFIT/LO	(1,634.09)	0.00	(985.15)	2,140.00	(3,125.15)	2,140.00

National Association of Residential Property Man.
MARKETING
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3202	List Sales	\$0.00	\$250.00	\$1,450.65	\$3,000.00	(\$1,549.35)	\$3,000.00
3204	Consumer Brochures	0.00	40.00	761.00	500.00	261.00	500.00
3206	Specialty Advertising Items	0.00	50.00	943.00	600.00	343.00	600.00
3222	Codes/Standards Kits	0.00	0.00	240.00	100.00	140.00	100.00
3224	NARPM Replacement Pins	0.00	0.00	25.00	0.00	25.00	0.00
3228	Shipping	0.00	0.00	207.67	100.00	107.67	100.00
	TOTAL REVENUES	0.00	340.00	3,627.32	4,300.00	(672.68)	4,300.00
EXPENSES							
5214	Consumer Postage	0.00	0.00	285.59	0.00	285.59	0.00
5226	Consumer Printing	0.00	0.00	17.08	2,000.00	(1,982.92)	2,000.00
5243	Membership Cards	9.46	200.00	559.59	2,500.00	(1,940.41)	2,500.00
5365	Specialty Advertising Items	0.00	50.00	688.94	600.00	88.94	600.00
	TOTAL EXPENSES	9.46	250.00	1,551.20	5,100.00	(3,548.80)	5,100.00
	OPERATING PROFIT/LO	(9.46)	90.00	2,076.12	(800.00)	2,876.12	(800.00)

National Association of Residential Property Man.
PROFESSIONAL DEVELOPMENT COURSE
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3300	Course Fees	\$25.00	\$0.00	\$112,735.50	\$115,000.00	(\$2,264.50)	\$115,000.00
3302	Ethics Class	2,395.00	0.00	35,115.00	7,500.00	27,615.00	7,500.00
3306	Teacher Application Fees	0.00	0.00	150.00	450.00	(300.00)	450.00
3310	On-Line Course Fees	18,971.10	0.00	52,319.39	25,000.00	27,319.39	25,000.00
3401	Newsletter Advertising	<u>0.00</u>	<u>0.00</u>	<u>1,440.00</u>	<u>1,000.00</u>	<u>440.00</u>	<u>1,000.00</u>
	TOTAL REVENUES	21,391.10	0.00	201,759.89	148,950.00	52,809.89	148,950.00
EXPENSES							
5145	On-line Education	0.00	0.00	0.00	6,000.00	(6,000.00)	6,000.00
5150	Prof Dev Committee	0.00	0.00	421.00	200.00	221.00	200.00
5210	Postage	0.00	0.00	88.52	900.00	(811.48)	900.00
5225	Printing	26.88	0.00	1,194.26	3,000.00	(1,805.74)	3,000.00
5270	Miscellaneous	0.00	0.00	0.00	100.00	(100.00)	100.00
5273	Course Expenses	13.39	1,000.00	20,151.03	20,000.00	151.03	20,000.00
5276	Ethics Class Expenses	273.47	0.00	7,661.08	4,000.00	3,661.08	4,000.00
5286	Gift Certificates Redeemed	0.00	0.00	998.00	2,500.00	(1,502.00)	2,500.00
5312	Course Develop/Marketing	0.00	0.00	2,584.00	1,500.00	1,084.00	1,500.00
5315	Course Re-Write	0.00	6,200.00	34,877.85	74,500.00	(39,622.15)	74,500.00
5380	Speaker/Instructors Fee	600.00	0.00	30,699.12	30,000.00	699.12	30,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	16,850.47	17,500.00	(649.53)	17,500.00
5382	Speakers Bureau/Special Purchases	0.00	0.00	438.67	0.00	438.67	0.00
5383	Instructor Training	0.00	0.00	21,221.34	30,000.00	(8,778.66)	30,000.00
5390	Cosponsorship Expense	873.11	0.00	14,644.70	12,000.00	2,644.70	12,000.00
5391	Scantron Evaluation	0.00	0.00	90.00	1,000.00	(910.00)	1,000.00
5399	Online CoSponsor Fee	<u>0.00</u>	<u>7,500.00</u>	<u>0.00</u>	<u>7,500.00</u>	<u>(7,500.00)</u>	<u>7,500.00</u>
	TOTAL EXPENSES	1,786.85	14,700.00	151,920.04	210,700.00	(58,779.96)	210,700.00
	OPERATING PROFIT/LO	<u>19,604.25</u>	<u>(14,700.00)</u>	<u>49,839.85</u>	<u>(61,750.00)</u>	<u>111,589.85</u>	<u>(61,750.00)</u>

National Association of Residential Property Man.
PROFESSIONAL DEVELOPMENT DESIGNATIONS
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3311	CSS Certification	\$0.00	\$142.50	\$617.00	\$1,710.00	(\$1,093.00)	\$1,710.00
3312	RMP Certification Fees	1,275.00	1,125.00	14,625.00	13,500.00	1,125.00	13,500.00
3314	MPM Certification Fees	800.00	400.00	10,050.00	5,000.00	5,050.00	5,000.00
3316	CRMC Certification Fee	750.00	110.00	6,900.00	1,400.00	5,500.00	1,400.00
3317	CRMC Renewal Fee	0.00	637.50	0.00	7,650.00	(7,650.00)	7,650.00
3319	CMC Certification Fee	0.00	0.00	760.00	0.00	760.00	0.00
3320	CRMB Certification Fee	95.00	0.00	855.00	0.00	855.00	0.00
	TOTAL REVENUES	2,920.00	2,415.00	33,807.00	29,260.00	4,547.00	29,260.00
EXPENSES							
5005	Awards & Recognition	362.61	250.00	2,716.69	3,000.00	(283.31)	3,000.00
5210	Postage	40.87	83.37	778.66	1,000.00	(221.34)	1,000.00
5225	Printing	0.00	20.00	387.52	250.00	137.52	250.00
5286	Gift Certificates Redeemed	400.00	150.00	1,520.00	2,000.00	(480.00)	2,000.00
5318	Designation Marketing	0.00	150.00	445.20	2,000.00	(1,554.80)	2,000.00
	TOTAL EXPENSES	803.48	653.37	5,848.07	8,250.00	(2,401.93)	8,250.00
	OPERATING PROFIT/LO	<u>2,116.52</u>	<u>1,761.63</u>	<u>27,958.93</u>	<u>21,010.00</u>	<u>6,948.93</u>	<u>21,010.00</u>

National Association of Residential Property Man.
RESIDENTIAL RESOURCE
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3401	Newsletter Advertising	<u>\$5,534.37</u>	<u>\$2,045.00</u>	<u>\$40,138.25</u>	<u>\$22,500.00</u>	<u>\$17,638.25</u>	<u>\$22,500.00</u>
	TOTAL REVENUES	5,534.37	2,045.00	40,138.25	22,500.00	17,638.25	22,500.00
EXPENSES							
5212	Newsletter Postage	2,058.68	1,909.10	23,279.40	21,000.00	2,279.40	21,000.00
5225	Printing	0.00	4.50	14.77	50.00	(35.23)	50.00
5345	Newsletter Production/Printing	4,169.57	3,818.20	43,997.27	42,000.00	1,997.27	42,000.00
5510	Advertising Sales Commission	<u>0.00</u>	<u>770.00</u>	<u>8,734.60</u>	<u>8,500.00</u>	<u>234.60</u>	<u>8,500.00</u>
	TOTAL EXPENSES	6,228.25	6,501.80	76,026.04	71,550.00	4,476.04	71,550.00
	OPERATING PROFIT/LO	<u>(693.88)</u>	<u>(4,456.80)</u>	<u>(35,887.79)</u>	<u>(49,050.00)</u>	<u>13,162.21</u>	<u>(49,050.00)</u>

National Association of Residential Property Man.
 COMMUNICATIONS PROJECTS
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3451	Email Blast Sponsorship	<u>\$0.00</u>	<u>\$1,400.00</u>	<u>\$12,610.00</u>	<u>\$17,000.00</u>	<u>(\$4,390.00)</u>	<u>\$17,000.00</u>
	TOTAL REVENUES	0.00	1,400.00	12,610.00	17,000.00	(4,390.00)	17,000.00
EXPENSES							
5152	Publication Committee	0.00	12.50	83.63	150.00	(66.37)	150.00
5210	Postage	0.00	0.00	70.07	0.00	70.07	0.00
5225	Printing	6.52	4.24	40.00	50.00	(10.00)	50.00
5296	Chapter Grants	0.00	500.00	0.00	6,000.00	(6,000.00)	6,000.00
5371	Marketing Projects	0.00	1,250.00	3,908.51	15,000.00	(11,091.49)	15,000.00
5480	Technology Fund	422.94	2,083.37	13,445.94	25,000.00	(11,554.06)	25,000.00
5510	Advertising Sales Commission	<u>0.00</u>	<u>250.00</u>	<u>2,908.00</u>	<u>3,000.00</u>	<u>(92.00)</u>	<u>3,000.00</u>
	TOTAL EXPENSES	429.46	4,100.11	20,456.15	49,200.00	(28,743.85)	49,200.00
	OPERATING PROFIT/LO	<u>(429.46)</u>	<u>(2,700.11)</u>	<u>(7,846.15)</u>	<u>(32,200.00)</u>	<u>24,353.85</u>	<u>(32,200.00)</u>

National Association of Residential Property Man.
BROKER / OWNER RETREAT
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3700	Registrations	\$0.00	\$0.00	\$206,282.50	\$189,000.00	\$17,282.50	\$189,000.00
3710	Sponsorships	<u>0.00</u>	<u>0.00</u>	<u>6,000.00</u>	<u>0.00</u>	<u>6,000.00</u>	<u>0.00</u>
	TOTAL REVENUES	0.00	0.00	212,282.50	189,000.00	23,282.50	189,000.00
EXPENSES							
5210	Postage	0.00	0.00	1,736.33	1,000.00	736.33	1,000.00
5220	Supplies	0.00	0.00	409.12	1,200.00	(790.88)	1,200.00
5225	Printing	0.00	0.00	1,230.26	1,500.00	(269.74)	1,500.00
5240	Management Fee	0.00	0.00	3,924.00	4,000.00	(76.00)	4,000.00
5270	Miscellaneous	0.00	0.00	1,692.78	500.00	1,192.78	500.00
5280	Travel	0.00	0.00	2,334.63	3,000.00	(665.37)	3,000.00
5300	Audio/Visual Rental	0.00	0.00	12,274.95	10,000.00	2,274.95	10,000.00
5335	Food and Beverage	0.00	0.00	180,831.84	145,000.00	35,831.84	145,000.00
5380	Speaker/Instructors Fee	<u>0.00</u>	<u>0.00</u>	<u>4,829.28</u>	<u>8,000.00</u>	<u>(3,170.72)</u>	<u>8,000.00</u>
	TOTAL EXPENSES	0.00	0.00	209,263.19	174,200.00	35,063.19	174,200.00
	OPERATING PROFIT/LO	<u>0.00</u>	<u>0.00</u>	<u>3,019.31</u>	<u>14,800.00</u>	<u>(11,780.69)</u>	<u>14,800.00</u>

National Association of Residential Property Man.
 GOVERNMENTAL AFFAIRS
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3805	PAC Contributions Corporate	<u>\$800.00</u>	<u>\$0.00</u>	<u>\$800.00</u>	<u>\$0.00</u>	<u>\$800.00</u>	<u>\$0.00</u>
	TOTAL REVENUES	800.00	0.00	800.00	0.00	800.00	0.00
EXPENSES							
5153	Governmental Affairs Meeting	0.00	416.63	1,793.25	5,000.00	(3,206.75)	5,000.00
5209	Postage	0.00	8.37	0.00	100.00	(100.00)	100.00
5225	Printing	2.94	100.00	180.47	1,200.00	(1,019.53)	1,200.00
5240	Management Fee	0.00	0.00	1,044.25	1,000.00	44.25	1,000.00
5296	Chapter Grants	0.00	416.63	1,870.05	5,000.00	(3,129.95)	5,000.00
5307	Web Site	0.00	437.50	5,620.00	5,250.00	370.00	5,250.00
5450	PAC Formation	300.00	0.00	14,021.23	0.00	14,021.23	0.00
5455	Legislative -Liaison Activities	<u>0.00</u>	<u>0.00</u>	<u>7,509.90</u>	<u>5,000.00</u>	<u>2,509.90</u>	<u>5,000.00</u>
	TOTAL EXPENSES	302.94	1,379.13	32,039.15	22,550.00	9,489.15	22,550.00
	OPERATING PROFIT/LO	<u>497.06</u>	<u>(1,379.13)</u>	<u>(31,239.15)</u>	<u>(22,550.00)</u>	<u>(8,689.15)</u>	<u>(22,550.00)</u>

National Association of Residential Property Man.
 NARPM - PAC CONTRIBUTIONS
 For the Twelve Months Ending December 31, 2015

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3800	PAC Contributions Personal	\$1,876.81	\$0.00	\$37,698.18	\$0.00	\$37,698.18	\$0.00
3805	PAC Contributions Corporate	(2,375.00)	0.00	0.00	0.00	0.00	0.00
3825	PAC Bank Interest	0.85	0.00	8.84	0.00	8.84	0.00
	TOTAL REVENUES	(497.34)	0.00	37,707.02	0.00	37,707.02	0.00
EXPENSES							
5840	PAC Management Fee	0.00	300.00	0.00	3,600.00	(3,600.00)	3,600.00
5850	PAC Expenses	0.00	250.00	0.00	3,250.00	(3,250.00)	3,250.00
	TOTAL EXPENSES	0.00	550.00	0.00	6,850.00	(6,850.00)	6,850.00
	OPERATING PROFIT/LO	<u>(497.34)</u>	<u>(550.00)</u>	<u>37,707.02</u>	<u>(6,850.00)</u>	<u>44,557.02</u>	<u>(6,850.00)</u>

SUMMARY
5/2/2016
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NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
Summary of All Units
For the Twelve Months Ending Thursday, December 31, 2015

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<u>ACCOUNT NUMBER</u>	<u>DESCRIPTION</u>	<u>CURRENT</u>	<u>CURRENT BUDGET</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>BUDGET VARIANCE</u>	<u>ANNUAL BUDGET</u>
	REVENUES	\$59,662.29	\$6,385.00	\$2,607,458.50	\$2,208,228.24	\$399,230.26	\$2,208,228.24
	EXPENSES	105,146.11	136,102.42	2,149,777.13	2,201,378.24	(51,601.11)	2,201,378.24
	NET PROFIT/LOSS	<u>(45,483.82)</u>	<u>(129,717.42)</u>	<u>457,681.37</u>	<u>6,850.00</u>	<u>450,831.37</u>	<u>6,850.00</u>

*** UNAUDITED FOR INTERNAL USE ONLY ***