



COMPARATIVE BALANCE SHEET
For the Period Ending Saturday, December 31, 2016

National Association of Residential Property Managers

		YEAR TO DATE 2016	YEAR TO DATE 2015	VARIANCE
ASSETS				
CURRENT ASSETS				
CASH				
1015	Southern Bank - Checking Account	\$91,684.30	\$120,978.31	(\$29,294.01)
1016	Southern Bank - NARPM Corporate Donations	13,621.72	5,850.00	7,771.72
1021	TowneBank - Money Market	0.00	201,143.03	(201,143.03)
1027	BB&T - Money Market	214,855.97	214,297.49	558.48
1032	Merrill Lynch - Investments	0.00	1,285,250.00	(1,285,250.00)
1033	UBS CD's - FDIC Insured	2,030,849.35	0.00	2,030,849.35
	TOTAL CASH	2,351,011.34	1,827,518.83	523,492.51
RESERVES				
1150	Wells Fargo Advisors 5087-4079	0.00	331,607.70	(331,607.70)
1151	Wells Fargo Advisors 4951-9775	0.00	317,682.40	(317,682.40)
1152	Wells Fargo Advisors 1197-6071	0.00	185,112.88	(185,112.88)
1153	VANGUARD Mutual Fund	229,095.05	219,054.46	10,040.59
1154	Davenport Acct #7450-3295	967,524.90	0.00	967,524.90
	TOTAL RESERVES	1,196,619.95	1,053,457.44	143,162.51
NARPM - PAC				
1160	NARPM PAC - TowneBank	169,336.31	131,554.24	37,782.07
	Total NARPM PAC	169,336.31	131,554.24	37,782.07
OTHER CURRENT ASSETS				
1210	Accounts Receivable	713,264.70	735,320.77	(22,056.07)
1250	Accounts Receivable- Other	275.00	250.00	25.00
1940	Prepaid Expenses	76,866.82	45,589.98	31,276.84
1942	Prepaid Convention	22,867.67	2,102.31	20,765.36
	OTHER CURRENT ASSETS	813,274.19	783,263.06	30,011.13
	TOTAL CURRENT ASSETS	4,530,241.79	3,795,793.57	734,448.22
FIXED ASSETS				
1540	Computer & Equipment	7,507.72	7,259.57	248.15
1590	Accumulated Depreciation	(5,755.61)	(4,939.67)	(815.94)
	TOTAL FIXED ASSETS	1,752.11	2,319.90	(567.79)
	TOTAL ASSETS	4,531,993.90	3,798,113.47	733,880.43



COMPARATIVE BALANCE SHEET
For the Period Ending Saturday, December 31, 2016

National Association of Residential Property Managers

		YEAR TO DATE 2016	YEAR TO DATE 2015	VARIANCE
LIABILITIES AND EQUITY				
PAYABLES				
2210	Accounts Payable	12,702.72	4,686.40	8,016.32
2289	OMG Inter Company	1,962.97	1,334.24	628.73
	TOTAL PAYABLES	14,665.69	6,020.64	8,645.05
OTHER LIABILITIES				
2241	NARPM Greater Lakeland CIF	0.00	265.39	(265.39)
2244	Leadership Traing Session	0.00	1,050.00	(1,050.00)
2250	PAC - Personal Contributions	0.00	29,234.75	(29,234.75)
2260	PAC - Corporate Donations	0.00	5,250.00	(5,250.00)
	TOTAL OTHER LIABILITIES	0.00	35,800.14	(35,800.14)
DEFERRED REVENUES				
2300	Web New Members Dues	3,770.00	1,470.00	2,300.00
2311	2015 Dues	0.00	3,377.07	(3,377.07)
2312	2016 Dues	9,478.19	1,270,374.48	(1,260,896.29)
2313	2017 Dues	1,340,267.10	0.00	1,340,267.10
2342	Events - Others	203,535.00	74,355.00	129,180.00
2344	Education	7,245.00	5,050.00	2,195.00
2348	Gift Certificates	200.00	150.00	50.00
2350	Convention	2,820.00	845.00	1,975.00
2362	Advertising	44,955.00	33,971.48	10,983.52
2363	Official NARPM Partner Sponsorship	0.00	90,000.00	(90,000.00)
	TOTAL DEFERRED REVENUES	1,612,270.29	1,479,593.03	132,677.26
	TOTAL LIABILITIES	1,626,935.98	1,521,413.81	105,522.17
EQUITY				
2950	Retained Earnings	2,159,519.64	1,631,093.80	528,425.84
2953	Other Comprehensive Income	58,724.61	85,605.00	(26,880.39)
3000:3799+3...	Current Income	517,202.36	457,681.37	59,520.99
3800:3800+3...	PAC Income Current Year	67,316.82	37,707.02	29,609.80
2800	PAC Contribution Prior Years 2014-2015	102,294.49	64,612.47	37,682.02
	TOTAL EQUITY	2,905,057.92	2,276,699.66	628,358.26
	TOTAL LIABILITIES AND EQUITY	4,531,993.90	3,798,113.47	733,880.43



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
Dues Revenue							
3000	Regular Renewal	\$263.33	\$0.00	\$902,656.29	\$851,498.10	\$51,158.19	\$851,498.10
3002	Regular New	17,462.50	0.00	215,187.50	197,375.00	17,812.50	197,375.00
3005	Support Renewal	91.67	0.00	31,081.19	19,086.46	11,994.73	19,086.46
3007	Support New	1,650.00	0.00	15,600.00	19,250.00	(3,650.00)	19,250.00
3010	Affiliate Renewal	152.08	0.00	32,917.40	32,044.98	872.42	32,044.98
3012	Affiliate New	1,225.00	0.00	21,510.00	15,680.00	5,830.00	15,680.00
3014	International Renewal	0.00	0.00	2,904.16	2,450.00	454.16	2,450.00
3016	International New	0.00	0.00	490.00	245.00	245.00	245.00
	Total Dues Revenue	20,844.58	0.00	1,222,346.54	1,137,629.54	84,717.00	1,137,629.54
Other Revenue							
3125	Interest Income	7,971.53	175.00	9,099.00	2,100.00	6,999.00	2,100.00
3140	Miscellaneous	0.00	0.00	217.60	0.00	217.60	0.00
3145	Royalties	1,571.72	0.00	194,371.85	65,000.00	129,371.85	65,000.00
3146	Annual Partnership Sponsorship	0.00	0.00	67,500.00	70,000.00	(2,500.00)	70,000.00
3147	Grievance Income	100.00	0.00	300.00	0.00	300.00	0.00
	Other Revenue	9,643.25	175.00	271,488.45	137,100.00	134,388.45	137,100.00
	OPERATING REVENUE	30,487.83	175.00	1,493,834.99	1,274,729.54	219,105.45	1,274,729.54

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
EXPENSES							
Committee Support							
5135	Board Meetings	36.81	4,206.00	10,278.64	13,856.00	(3,577.36)	13,856.00
5136	Other Board Expense	1,613.73	0.00	16,845.22	9,355.00	7,490.22	9,355.00
5138	Finance Committee	25.26	0.00	153.60	200.00	(46.40)	200.00
5140	Professional Standards Commi...	0.00	96.00	3.75	100.00	(96.25)	100.00
5141	Nominating Committee	0.00	0.00	219.57	500.00	(280.43)	500.00
	Total Committee Support	1,675.80	4,302.00	27,500.78	24,011.00	3,489.78	24,011.00
Leadership							
5400	President	0.00	1,000.00	10,110.70	12,380.00	(2,269.30)	12,380.00
5410	President Elect	0.00	0.00	9,790.19	9,980.00	(189.81)	9,980.00
5413	ASAE Leadership	334.68	0.00	6,757.56	7,300.00	(542.44)	7,300.00
5415	Leadership Strategic Training	0.00	0.00	24,211.92	34,000.00	(9,788.08)	34,000.00
5416	Atlantic Region VP	42.95	5,690.00	8,916.70	16,020.00	(7,103.30)	16,020.00
5417	SE Region VP	0.43	8,150.00	6,626.58	16,800.00	(10,173.42)	16,800.00
5418	Central Region VP	15.27	8,450.00	4,275.19	16,500.00	(12,224.81)	16,500.00
5419	NW Region VP	34.83	4,566.72	7,925.05	14,540.00	(6,614.95)	14,540.00
5420	SW Region	662.60	5,333.36	7,793.24	16,300.00	(8,506.76)	16,300.00
5421	Pacific Region	305.41	11,426.70	4,664.83	16,880.00	(12,215.17)	16,880.00
5422	Treasurer	0.00	0.00	6,358.54	6,400.00	(41.46)	6,400.00
5423	Past President	0.00	973.36	5,001.81	6,400.00	(1,398.19)	6,400.00
5424	ED Travel	418.63	433.40	4,423.95	6,200.00	(1,776.05)	6,200.00
5425	Leadership Transition	0.00	500.00	1,468.92	3,000.00	(1,531.08)	3,000.00
5426	RVP Ambassador Training	0.00	0.00	2,500.00	2,500.00	0.00	2,500.00
	Total Leadership	1,814.80	46,523.54	110,825.18	185,200.00	(74,374.82)	185,200.00

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
General Administration							
5210	Postage	186.59	125.00	999.18	1,500.00	(500.82)	1,500.00
5220	Supplies	264.94	104.24	823.83	1,250.00	(426.17)	1,250.00
5225	Printing/Photo Copies	219.16	0.00	7,104.41	6,000.00	1,104.41	6,000.00
5230	Insurance	199.17	250.00	2,390.03	3,000.00	(609.97)	3,000.00
5240	Management Fee	49,561.11	49,561.36	594,733.32	594,733.24	0.08	594,733.24
5245	Taxes, Fees, & License	350.55	416.74	4,005.80	5,000.00	(994.20)	5,000.00
5255	Bank Fees	10.00	41.74	50.00	500.00	(450.00)	500.00
5263	Credit Card Expense	4,089.66	1,000.00	45,931.53	45,000.00	931.53	45,000.00
5265	Telephone	183.70	241.74	2,393.41	2,900.00	(506.59)	2,900.00
5270	Miscellaneous	0.00	41.74	0.00	500.00	(500.00)	500.00
5280	Travel	0.00	4.24	0.00	50.00	(50.00)	50.00
5286	Gift Certificates Redeemed	600.00	0.00	800.00	0.00	800.00	0.00
5307	Web Site	4,032.94	0.00	13,561.85	10,000.00	3,561.85	10,000.00
5309	Chapter Websites	865.00	2,500.00	2,540.00	15,000.00	(12,460.00)	15,000.00
	Total General Administration	60,562.82	54,286.80	675,333.36	685,433.24	(10,099.88)	685,433.24
Professional Services							
5500	Accounting	0.00	0.00	5,800.00	6,200.00	(400.00)	6,200.00
5505	Legal	2,000.00	2,500.00	28,256.00	30,000.00	(1,744.00)	30,000.00
5555	Consultant Professional Services	0.00	0.00	14,000.00	0.00	14,000.00	0.00
	Total Professional Services	2,000.00	2,500.00	48,056.00	36,200.00	11,856.00	36,200.00
	OPERATING EXPENSES	66,053.42	107,612.34	861,715.32	930,844.24	(69,128.92)	930,844.24
	OPERATING PROFIT/LOSS	(35,565.59)	(107,437.34)	632,119.67	343,885.30	288,234.37	343,885.30

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5000	Membership Services	\$35.30	\$41.74	\$703.76	\$500.00	\$203.76	\$500.00
5005	Awards & Recognition	1,118.30	266.74	4,897.98	3,200.00	1,697.98	3,200.00
5140	Professional Standards Sub Cor	3.64	8.37	133.67	100.00	33.67	100.00
5210	Postage	503.95	416.74	8,305.62	5,000.00	3,305.62	5,000.00
5225	Printing	208.40	1,083.37	4,093.21	13,000.00	(8,906.79)	13,000.00
5276	Ethics Expenses	351.00	625.00	4,175.00	7,500.00	(3,325.00)	7,500.00
5286	Gift Certificates Redeemed	200.00	250.00	1,395.00	3,000.00	(1,605.00)	3,000.00
5295	New Chapter Expenses	85.00	0.00	5,299.00	11,000.00	(5,701.00)	11,000.00
5296	Chapter Grants	0.00	800.00	1,500.00	10,000.00	(8,500.00)	10,000.00
5297	Trade Show Grants	0.00	175.00	2,248.67	3,000.00	(751.33)	3,000.00
5298	Leadership Grant	0.00	1,250.00	5,464.00	15,000.00	(9,536.00)	15,000.00
5299	Existing Chapter Support	0.00	666.74	2,500.00	8,000.00	(5,500.00)	8,000.00
5352	Member Incentive	0.00	800.00	0.00	10,000.00	(10,000.00)	10,000.00
5362	Chapter Incentives	32,000.00	4,000.00	65,920.00	70,000.00	(4,080.00)	70,000.00
5366	Trade Shows	464.28	1,333.37	11,392.52	16,000.00	(4,607.48)	16,000.00
5367	Trade Show Booth Purchase	0.00	166.74	34.37	2,000.00	(1,965.63)	2,000.00
	TOTAL EXPENSES	34,969.87	11,883.81	118,062.80	177,300.00	(59,237.20)	177,300.00
	OPERATING PROFIT/LOSS	(34,969.87)	(11,883.81)	(118,062.80)	(177,300.00)	59,237.20	(177,300.00)



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3146	Official NARPM Partner	\$0.00	\$0.00	\$22,500.00	\$20,000.00	\$2,500.00	\$20,000.00
3400	Advertising	0.00	0.00	5,572.50	0.00	5,572.50	0.00
3700	Registrations	0.00	0.00	334,032.50	371,250.00	(37,217.50)	371,250.00
3706	Golf Tournament	7,183.35	0.00	25,288.35	15,000.00	10,288.35	15,000.00
3710	Sponsorships	0.00	0.00	65,600.00	44,000.00	21,600.00	44,000.00
3717	Gala Onsite	0.00	0.00	7,160.00	0.00	7,160.00	0.00
3718	Meal Tickets	0.00	0.00	1,610.00	2,000.00	(390.00)	2,000.00
3719	President's Tour	0.00	0.00	36,220.00	23,750.00	12,470.00	23,750.00
3721	Promotional Material	0.00	0.00	5,015.00	1,000.00	4,015.00	1,000.00
3723	Single Day Tickets	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
3760	Exhibit Booths	0.00	0.00	49,100.00	47,500.00	1,600.00	47,500.00
	TOTAL REVENUES	7,183.35	0.00	552,098.35	526,500.00	25,598.35	526,500.00
EXPENSES							
5147	Convention Committee	4.06	0.00	143.38	250.00	(106.62)	250.00
5210	Postage	0.00	0.00	509.00	5,000.00	(4,491.00)	5,000.00
5211	Printing	0.00	0.00	10,559.53	9,000.00	1,559.53	9,000.00
5220	Supplies	0.00	0.00	2,720.91	1,000.00	1,720.91	1,000.00
5221	Registration Bag (Includes Binder,...)	0.00	0.00	5,893.84	6,500.00	(606.16)	6,500.00
5225	Printing	0.00	0.00	13,032.97	10,000.00	3,032.97	10,000.00
5230	Insurance	0.00	0.00	1,097.93	1,500.00	(402.07)	1,500.00
5270	Miscellaneous	0.00	0.00	0.00	500.00	(500.00)	500.00
5280	Travel	0.00	0.00	11,572.52	11,500.00	72.52	11,500.00
5286	Gift Certificates Redeemed	0.00	0.00	0.00	2,970.00	(2,970.00)	2,970.00
5300	Audio/Visual Rental	0.00	0.00	39,340.33	27,000.00	12,340.33	27,000.00
5316	Temporary Service	0.00	0.00	600.00	800.00	(200.00)	800.00
5320	Entertainment	0.00	0.00	4,254.68	6,000.00	(1,745.32)	6,000.00
5321	Decorations	0.00	0.00	1,500.00	1,500.00	0.00	1,500.00
5323	Signage	0.00	0.00	722.46	750.00	(27.54)	750.00
5328	Exhibit Expenses	0.00	0.00	12,317.63	10,000.00	2,317.63	10,000.00
5329	Photographer	0.00	0.00	5,252.57	4,000.00	1,252.57	4,000.00
5335	Food and Beverage	0.00	0.00	256,024.52	285,000.00	(28,975.48)	285,000.00
5342	50/50 Raffle Costs	0.00	0.00	117.59	200.00	(82.41)	200.00
5350	Promotion/Advertising	0.00	0.00	67.99	4,500.00	(4,432.01)	4,500.00
5351	Golf Tournament	4,473.96	0.00	29,807.31	15,000.00	14,807.31	15,000.00
5370	Facility Charge	0.00	0.00	0.00	200.00	(200.00)	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	42,100.00	25,000.00	17,100.00	25,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	2,211.16	5,000.00	(2,788.84)	5,000.00
5384	Leadership Development Course	0.00	0.00	976.32	10,000.00	(9,023.68)	10,000.00
5395	President's Tour	0.00	0.00	37,072.58	23,750.00	13,322.58	23,750.00
5510	Advertising Sales Commission	0.00	0.00	450.50	0.00	450.50	0.00
	TOTAL EXPENSES	4,478.02	0.00	478,345.72	469,920.00	8,425.72	469,920.00
	OPERATING PROFIT/LOSS	2,705.33	0.00	73,752.63	56,580.00	17,172.63	56,580.00

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3700	Registrations	\$0.00	\$0.00	\$1,575.00	\$1,750.00	(\$175.00)	\$1,750.00
	TOTAL REVENUES	0.00	0.00	1,575.00	1,750.00	(175.00)	1,750.00
EXPENSES							
5210	Postage	0.00	0.00	216.68	150.00	66.68	150.00
5220	Supplies	0.00	0.00	0.00	100.00	(100.00)	100.00
5225	Printing	0.00	0.00	1,884.58	3,000.00	(1,115.42)	3,000.00
5270	Miscellaneous	0.00	0.00	0.00	150.00	(150.00)	150.00
5280	Travel	0.00	0.00	1,410.70	1,000.00	410.70	1,000.00
5300	Audio/Visual Rental	0.00	0.00	675.95	1,500.00	(824.05)	1,500.00
5335	Food and Beverage	0.00	0.00	16,599.96	10,850.00	5,749.96	10,850.00
5370	Facility Charge	0.00	0.00	27,702.53	21,080.00	6,622.53	21,080.00
5380	Speaker/Instructors Fee	0.00	0.00	0.00	600.00	(600.00)	600.00
	TOTAL EXPENSES	0.00	0.00	48,490.40	38,430.00	10,060.40	38,430.00
	OPERATING PROFIT/LOSS	0.00	0.00	(46,915.40)	(36,680.00)	(10,235.40)	(36,680.00)



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3700	Registrations	\$0.00	\$0.00	\$1,225.00	\$1,750.00	(\$525.00)	\$1,750.00
	TOTAL REVENUES	0.00	0.00	1,225.00	1,750.00	(525.00)	1,750.00
EXPENSES							
5210	Postage	26.59	0.00	26.59	150.00	(123.41)	150.00
5220	Supplies	0.00	0.00	0.00	100.00	(100.00)	100.00
5225	Printing	0.00	0.00	0.00	3,500.00	(3,500.00)	3,500.00
5270	Miscellaneous	0.00	0.00	0.00	150.00	(150.00)	150.00
5280	Travel	515.91	0.00	1,194.37	1,000.00	194.37	1,000.00
5300	Audio/Visual Rental	0.00	0.00	2,242.80	1,500.00	742.80	1,500.00
5335	Food and Beverage	0.00	0.00	20,046.94	12,300.00	7,746.94	12,300.00
5370	Facility Charge	3,719.01	0.00	35,729.58	28,220.00	7,509.58	28,220.00
5380	Speaker/Instructors Fee	0.00	0.00	0.00	5,100.00	(5,100.00)	5,100.00
5436	Ambassador Travel	0.00	0.00	4,978.07	0.00	4,978.07	0.00
	TOTAL EXPENSES	4,261.51	0.00	64,218.35	52,020.00	12,198.35	52,020.00
	OPERATING PROFIT/LOSS	(4,261.51)	0.00	(62,993.35)	(50,270.00)	(12,723.35)	(50,270.00)



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3202	List Sales	\$542.90	\$0.00	\$2,651.65	\$2,000.00	\$651.65	\$2,000.00
3204	Consumer Brochures	0.00	0.00	858.49	775.00	83.49	775.00
3206	Specialty Advertising Items	0.00	0.00	881.00	625.00	256.00	625.00
3222	Codes/Standards Kits	0.00	0.00	30.00	225.00	(195.00)	225.00
3228	Shipping	0.00	0.00	276.27	200.00	76.27	200.00
	TOTAL REVENUES	542.90	0.00	4,697.41	3,825.00	872.41	3,825.00
EXPENSES							
5210	Postage	12.87	27.11	108.03	325.00	(216.97)	325.00
5225	Printing	2.79	3.00	15.41	25.00	(9.59)	25.00
5243	Membership Cards	8.94	0.00	97.01	750.00	(652.99)	750.00
5365	Specialty Advertising Items	0.00	0.00	0.00	800.00	(800.00)	800.00
	TOTAL EXPENSES	24.60	30.11	220.45	1,900.00	(1,679.55)	1,900.00
	OPERATING PROFIT/LOSS	518.30	(30.11)	4,476.96	1,925.00	2,551.96	1,925.00

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3300	Course Fees	\$2,939.00	\$9,400.00	\$142,044.00	\$115,000.00	\$27,044.00	\$115,000.00
3302	Ethics Class	905.00	1,250.00	17,130.00	15,000.00	2,130.00	15,000.00
3306	Teacher Application Fees	0.00	0.00	100.00	200.00	(100.00)	200.00
3310	On-Line Course Fees	2,050.30	1,900.00	20,667.80	25,000.00	(4,332.20)	25,000.00
3405	Vendor Course Revenue	0.00	0.00	2,300.00	0.00	2,300.00	0.00
	TOTAL REVENUES	5,894.30	12,550.00	182,241.80	155,200.00	27,041.80	155,200.00
EXPENSES							
5145	On-line Education	0.00	500.00	2,666.00	6,000.00	(3,334.00)	6,000.00
5150	Prof Dev Committee	33.35	0.00	1,170.40	400.00	770.40	400.00
5210	Postage	117.00	0.00	877.34	750.00	127.34	750.00
5225	Printing	35.98	0.00	1,376.80	3,000.00	(1,623.20)	3,000.00
5273	Course Expenses	2,210.00	3,000.00	28,456.13	40,000.00	(11,543.87)	40,000.00
5276	Ethics Expenses	568.83	0.00	3,403.81	3,500.00	(96.19)	3,500.00
5376	Ethics Instructor Fees	300.00	0.00	1,650.00	1,500.00	150.00	1,500.00
5286	Gift Certificates Redeemed	0.00	200.00	1,000.00	2,500.00	(1,500.00)	2,500.00
5312	Course Develop/Marketing	5,000.00	1,600.00	13,584.00	20,000.00	(6,416.00)	20,000.00
5315	Course Re-Write	0.00	3,750.00	14,355.36	45,000.00	(30,644.64)	45,000.00
5380	Speaker/Instructors Fee	3,200.00	3,750.00	25,000.00	45,000.00	(20,000.00)	45,000.00
5381	Speaker/Instructor Expenses	4,863.03	310.00	25,900.70	20,000.00	5,900.70	20,000.00
5383	Instructor Training	0.00	0.00	15,350.19	18,000.00	(2,649.81)	18,000.00
5385	Scholarship	1,185.00	0.00	1,185.00	1,185.00	0.00	1,185.00
5390	Cosponsorship Expense	440.21	1,050.00	7,169.68	17,000.00	(9,830.32)	17,000.00
5391	Scantron Evaluation	332.08	0.00	332.08	150.00	182.08	150.00
5481	Existing Technology Contracts	655.83	0.00	1,311.66	0.00	1,311.66	0.00
	TOTAL EXPENSES	18,941.31	14,160.00	144,789.15	223,985.00	(79,195.85)	223,985.00
	OPERATING PROFIT/LOSS	(13,047.01)	(1,610.00)	37,452.65	(68,785.00)	106,237.65	(68,785.00)



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3311	CSS Certification	\$0.00	\$50.00	\$285.00	\$600.00	(\$315.00)	\$600.00
3312	RMP Certification Fees	750.00	1,150.00	14,400.00	16,000.00	(1,600.00)	16,000.00
3314	MPM Certification Fees	750.00	750.00	4,825.00	9,000.00	(4,175.00)	9,000.00
3316	CRMC Certification Fee	0.00	750.00	1,750.00	9,000.00	(7,250.00)	9,000.00
3317	CRMC Renewal Fee	0.00	685.00	3,900.00	8,000.00	(4,100.00)	8,000.00
3319	CMC Certification Fee	0.00	62.50	665.00	750.00	(85.00)	750.00
3320	CRMB Certification Fee	0.00	62.50	265.00	750.00	(485.00)	750.00
	TOTAL REVENUES	1,500.00	3,510.00	26,090.00	44,100.00	(18,010.00)	44,100.00
EXPENSES							
5005	Awards & Recognition	0.00	250.00	242.57	3,000.00	(2,757.43)	3,000.00
5210	Postage	205.54	65.00	1,163.06	1,000.00	163.06	1,000.00
5225	Printing	0.00	62.50	706.55	750.00	(43.45)	750.00
5286	Gift Certificates Redeemed	0.00	125.00	0.00	1,500.00	(1,500.00)	1,500.00
5318	Designation Marketing	0.00	815.00	0.00	10,000.00	(10,000.00)	10,000.00
	TOTAL EXPENSES	205.54	1,317.50	2,112.18	16,250.00	(14,137.82)	16,250.00
	OPERATING PROFIT/LOSS	1,294.46	2,192.50	23,977.82	27,850.00	(3,872.18)	27,850.00

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3401	Newsletter Advertising	\$3,817.70	\$2,500.00	\$44,950.48	\$27,500.00	\$17,450.48	\$27,500.00
	TOTAL REVENUES	3,817.70	2,500.00	44,950.48	27,500.00	17,450.48	27,500.00
EXPENSES							
5212	Newsletter Postage	1,476.14	1,900.00	16,933.37	21,000.00	(4,066.63)	21,000.00
5225	Printing	3.50	0.00	87.67	50.00	37.67	50.00
5345	Newsletter Production/Printing	3,416.60	4,000.00	39,968.55	45,000.00	(5,031.45)	45,000.00
5510	Advertising Sales Commission	0.00	625.00	11,883.10	6,875.00	5,008.10	6,875.00
	TOTAL EXPENSES	4,896.24	6,525.00	68,872.69	72,925.00	(4,052.31)	72,925.00
	OPERATING PROFIT/LOSS	(1,078.54)	(4,025.00)	(23,922.21)	(45,425.00)	21,502.79	(45,425.00)

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3451	Email Blast Sponsorship	\$200.00	\$1,400.00	\$18,077.00	\$17,000.00	\$1,077.00	\$17,000.00
	TOTAL REVENUES	200.00	1,400.00	18,077.00	17,000.00	1,077.00	17,000.00
EXPENSES							
5152	Publication Committee	0.00	12.50	465.49	150.00	315.49	150.00
5210	Postage	0.00	0.00	11.20	0.00	11.20	0.00
5225	Printing	0.00	4.24	48.01	50.00	(1.99)	50.00
5296	Chapter Grants	0.00	0.00	500.00	5,000.00	(4,500.00)	5,000.00
5371	Marketing Projects	0.00	1,250.00	0.00	15,000.00	(15,000.00)	15,000.00
5480	Technology Fund	775.00	2,000.00	5,275.00	25,000.00	(19,725.00)	25,000.00
5481	Existing Technology Contracts	0.00	750.00	2,203.88	10,100.00	(7,896.12)	10,100.00
5510	Advertising Sales Commission	0.00	250.00	4,332.20	3,000.00	1,332.20	3,000.00
	TOTAL EXPENSES	775.00	4,266.74	12,835.78	58,300.00	(45,464.22)	58,300.00
	OPERATING PROFIT/LOSS	(575.00)	(2,866.74)	5,241.22	(41,300.00)	46,541.22	(41,300.00)

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3700	Registrations	\$0.00	\$0.00	\$285,247.50	\$241,875.00	\$43,372.50	\$241,875.00
3710	Sponsorships	0.00	0.00	30,500.00	30,000.00	500.00	30,000.00
	TOTAL REVENUES	0.00	0.00	315,747.50	271,875.00	43,872.50	271,875.00
EXPENSES							
5210	Postage	0.00	0.00	2,599.72	2,000.00	599.72	2,000.00
5220	Supplies	0.00	0.00	418.07	750.00	(331.93)	750.00
5225	Printing	0.00	0.00	3,341.37	4,000.00	(658.63)	4,000.00
5240	Management Fee	0.00	0.00	4,074.00	3,750.00	324.00	3,750.00
5270	Miscellaneous	24.17	0.00	1,067.42	1,500.00	(432.58)	1,500.00
5280	Travel	0.00	0.00	4,999.14	3,000.00	1,999.14	3,000.00
5300	Audio/Visual Rental	0.00	0.00	8,893.15	15,000.00	(6,106.85)	15,000.00
5335	Food and Beverage	0.00	0.00	265,531.77	195,000.00	70,531.77	195,000.00
5370	Facility Charge	0.00	0.00	4,624.95	7,500.00	(2,875.05)	7,500.00
5380	Speaker/Instructors Fee	0.00	0.00	23,997.54	25,000.00	(1,002.46)	25,000.00
	TOTAL EXPENSES	24.17	0.00	319,547.13	257,500.00	62,047.13	257,500.00
	OPERATING PROFIT/LOSS	(24.17)	0.00	(3,799.63)	14,375.00	(18,174.63)	14,375.00

*** UNAUDITED FOR INTERNAL USE ONLY ***



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3805	Corporate Donations	\$0.00	\$0.00	\$13,621.72	\$0.00	\$13,621.72	\$0.00
	TOTAL REVENUES	0.00	0.00	13,621.72	0.00	13,621.72	0.00
EXPENSES							
5153	Governmental Affairs Meeting	17.33	583.37	2,202.18	7,000.00	(4,797.82)	7,000.00
5210	Postage	0.24	16.74	15.15	200.00	(184.85)	200.00
5225	Printing	0.35	108.37	362.46	1,300.00	(937.54)	1,300.00
5240	Management Fee	0.00	500.00	985.63	5,000.00	(4,014.37)	5,000.00
5296	Chapter Grants	0.00	0.00	0.00	5,000.00	(5,000.00)	5,000.00
5307	Web Site	468.33	200.00	936.66	3,500.00	(2,563.34)	3,500.00
5350	Promotion/Advertising	0.00	0.00	0.00	1,000.00	(1,000.00)	1,000.00
5450	PAC Expenses	300.00	500.00	10,827.94	5,000.00	5,827.94	5,000.00
5455	Legislative -Liaison Activities	0.00	480.00	2,416.90	5,650.00	(3,233.10)	5,650.00
	TOTAL EXPENSES	786.25	2,388.48	17,746.92	33,650.00	(15,903.08)	33,650.00
	OPERATING PROFIT/LOSS	(786.25)	(2,388.48)	(4,125.20)	(33,650.00)	29,524.80	(33,650.00)

*** UNAUDITED FOR INTERNAL USE ONLY ***

SUMMARY
Summary of All Units
Period Ending Saturday, December 31, 2016



National Association of Residential Property Managers

1/27/2017
 2:42 PM

<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	\$49,626.08	\$20,135.00	\$2,654,159.25	\$2,324,229.54	\$329,929.71	\$2,324,229.54
	EXPENSES	135,415.93	148,183.98	2,136,956.89	2,333,024.24	(196,067.35)	2,333,024.24
	NET PROFIT/LOSS	<u>(85,789.85)</u>	<u>(128,048.98)</u>	<u>517,202.36</u>	<u>(8,794.70)</u>	<u>525,997.06</u>	<u>(8,794.70)</u>

*** UNAUDITED FOR INTERNAL USE ONLY ***