

**COMPARATIVE BALANCE SHEET**  
For the Period Ending December 31, 2022



National Association of Residential Property Managers

		YEAR TO DATE 2022	YEAR TO DATE 2021	VARIANCE
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
<b>CASH</b>				
1015	Southern Bank - Checking Account	\$136,800.86	\$12,644.67	\$124,156.19
1027	BB&T - Money Market	0.00	215,104.33	(215,104.33)
1033	UBS CD's - FDIC Insured	3,373,989.40	3,295,052.03	78,937.37
	<b>TOTAL CASH</b>	<b>3,510,790.26</b>	<b>3,522,801.03</b>	<b>(12,010.77)</b>
<b>RESERVES</b>				
1154	Davenport & Company	2,646,144.86	2,942,047.93	(295,903.07)
	<b>TOTAL RESERVES</b>	<b>2,646,144.86</b>	<b>2,942,047.93</b>	<b>(295,903.07)</b>
<b>RESTRICTED FUNDS</b>				
1160	NARPM PAC - TowneBank	178,746.24	222,280.99	(43,534.75)
1170	Advocacy Fund - Southern	153,040.72	111,830.72	41,210.00
	<b>TOTAL RESTRICTED FUNDS</b>	<b>331,786.96</b>	<b>334,111.71</b>	<b>(2,324.75)</b>
<b>OTHER CURRENT ASSETS</b>				
1210	Accounts Receivable	839,269.80	596,336.78	242,933.02
1250	Accounts Receivable- Other	0.00	100.00	(100.00)
1260	Accounts Receivable - Chapter in Formation	4,001.30	381.60	3,619.70
1920	Government Affairs Office Space Deposit	850.00	850.00	0.00
1940	Prepaid Expenses	611,483.92	262,911.45	348,572.47
1942	Prepaid Convention	96,757.61	74,126.81	22,630.80
	<b>OTHER CURRENT ASSETS</b>	<b>1,552,362.63</b>	<b>934,706.64</b>	<b>617,655.99</b>
	<b>TOTAL CURRENT ASSETS</b>	<b>8,041,084.71</b>	<b>7,733,667.31</b>	<b>307,417.40</b>
<b>FIXED ASSETS</b>				
1540	Computer & Equipment	11,437.31	8,644.39	2,792.92
1590	Accumulated Depreciation	(7,366.83)	(7,366.83)	0.00
	<b>TOTAL FIXED ASSETS</b>	<b>4,070.48</b>	<b>1,277.56</b>	<b>2,792.92</b>
	<b>TOTAL ASSETS</b>	<b>8,045,155.19</b>	<b>7,734,944.87</b>	<b>310,210.32</b>

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		YEAR TO DATE 2022	YEAR TO DATE 2021	VARIANCE
<b>LIABILITIES AND EQUITY</b>				
<b>PAYABLES</b>				
2210	Accounts Payable	131,470.40	13,803.17	117,667.23
2289	OMG Inter Company	513.57	414.38	99.19
2290	Members Overpayments	2.06	0.00	2.06
2292	Grievance Fees	300.00	100.00	200.00
	<b>TOTAL PAYABLES</b>	<b>132,286.03</b>	<b>14,317.55</b>	<b>117,968.48</b>
<b>OTHER LIABILITIES</b>				
2241	NARPM Inactive Chapters	13,220.18	4,401.24	8,818.94
2246	Arizona Chapter in Formation	0.00	3,408.48	(3,408.48)
	<b>TOTAL OTHER LIABILITIES</b>	<b>13,220.18</b>	<b>7,809.72</b>	<b>5,410.46</b>
<b>DEFERRED REVENUES</b>				
2317	2021 Dues	0.00	590.00	(590.00)
2318 + 2265	2022 Dues	1,425.00	1,221,514.38	(1,220,089.38)
2319	2023 Dues	1,300,598.86	0.00	1,300,598.86
2342	Events - Others	237,290.00	218,642.50	18,647.50
2344	Education	10,940.00	9,675.00	1,265.00
2350	Convention	932.00	467.50	464.50
2362	Advertising	9,440.50	10,500.00	(1,059.50)
2363	Official Partner Sponsorship	86,000.00	49,000.00	37,000.00
2364	Convention Partner Sponsorship	128,000.00	70,000.00	58,000.00
2365	Communication & Res. Partner Sponsorship	66,000.00	38,500.00	27,500.00
	<b>TOTAL DEFERRED REVENUES</b>	<b>1,840,626.36</b>	<b>1,618,889.38</b>	<b>221,736.98</b>
	<b>TOTAL LIABILITIES</b>	<b>1,986,132.57</b>	<b>1,641,016.65</b>	<b>345,115.92</b>
<b>EQUITY</b>				
2950	Retained Earnings	5,588,280.35	5,141,006.33	447,274.02
2953	Other Comprehensive Income	(223,194.88)	179,638.08	(402,832.96)
2700	NAF Contributions Prior Year	103,628.80	67,250.41	36,378.39
201:201-3800:3800 + 201:201-58...	NAF Current Year Income	34,441.70	36,378.39	(1,936.69)
2800	PAC Contribution Prior Years	222,380.99	193,125.99	29,255.00
200:200-3800:3800 + 200:200-38...	PAC Income Current Year	(43,634.75)	29,255.00	(72,889.75)
3000:3799 + 3805 + 3826:5725	Current Income	377,120.41	447,274.02	(70,153.61)
	<b>TOTAL EQUITY</b>	<b>6,059,022.62</b>	<b>6,093,928.22</b>	<b>(34,905.60)</b>
	<b>TOTAL LIABILITIES AND EQUITY</b>	<b>8,045,155.19</b>	<b>7,734,944.87</b>	<b>310,210.32</b>



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
<b>Dues Revenue</b>							
3000	Regular Renewal	\$50.00	\$0.00	\$821,864.48	\$839,992.95	(\$18,128.47)	\$839,992.95
3002	Regular New	0.00	0.00	169,545.00	150,232.50	19,312.50	150,232.50
3005	Support Renewal	0.00	2,325.00	11,868.22	15,120.00	(3,251.78)	15,120.00
3007	Support New	0.00	0.00	7,375.00	6,000.00	1,375.00	6,000.00
3010	Affiliate Renewal	192.92	0.00	34,214.16	28,900.00	5,314.16	28,900.00
3012	Affiliate New	0.00	0.00	8,330.00	8,845.00	(515.00)	8,845.00
3014	International Renewal	0.00	0.00	1,254.58	1,470.00	(215.42)	1,470.00
3016	International New	0.00	0.00	245.00	245.00	0.00	245.00
3020	Company Membership Dues	0.00	0.00	213,462.36	172,651.50	40,810.86	172,651.50
3021	Add'l Professional Member	0.00	0.00	51,298.00	35,730.00	15,568.00	35,730.00
3022	Add'l Support Member Dues	0.00	0.00	11,502.00	10,100.00	1,402.00	10,100.00
3023	Add'l Assoc. Member Dues	0.00	0.00	2,240.00	2,362.50	(122.50)	2,362.50
	<b>Total Dues Revenue</b>	<b>242.92</b>	<b>2,325.00</b>	<b>1,333,198.80</b>	<b>1,271,649.45</b>	<b>61,549.35</b>	<b>1,271,649.45</b>
<b>Other Revenue</b>							
3125	Interest & Dividend Income	0.07	2,916.74	90,880.95	35,000.00	55,880.95	35,000.00
3140	Miscellaneous	0.00	100.00	0.00	100.00	(100.00)	100.00
3145	Royalties	222.46	0.00	404,969.49	375,000.00	29,969.49	375,000.00
3146	Annual Partnership Sponsor...	7,000.00	7,000.00	72,000.00	70,000.00	2,000.00	70,000.00
	<b>Other Revenue</b>	<b>7,222.53</b>	<b>10,016.74</b>	<b>567,850.44</b>	<b>480,100.00</b>	<b>87,750.44</b>	<b>480,100.00</b>
	<b>OPERATING REVENUE</b>	<b>7,465.45</b>	<b>12,341.74</b>	<b>1,901,049.24</b>	<b>1,751,749.45</b>	<b>149,299.79</b>	<b>1,751,749.45</b>

\*\*\* 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
<b>EXPENSES</b>							
<b>Committee Support</b>							
5135	Board Meetings	0.00	0.00	11,118.54	8,125.00	2,993.54	8,125.00
5136	Other Board Expense	71.15	0.00	14,163.03	24,725.00	(10,561.97)	24,725.00
5138	Finance Committee	0.00	50.00	0.00	50.00	(50.00)	50.00
5140	Professional Standards Com...	0.00	50.00	0.00	50.00	(50.00)	50.00
5141	Nominating Committee	0.00	50.00	0.00	50.00	(50.00)	50.00
5146	Ad Hoc	0.00	50.00	0.00	50.00	(50.00)	50.00
5156	Technology Committee	0.00	1,000.00	0.00	4,000.00	(4,000.00)	4,000.00
	<b>Total Committee Support</b>	<b>71.15</b>	<b>1,200.00</b>	<b>25,281.57</b>	<b>37,050.00</b>	<b>(11,768.43)</b>	<b>37,050.00</b>
<b>Leadership</b>							
5400	President	1,913.03	6,573.90	19,975.62	19,700.00	275.62	19,700.00
5410	President Elect	1,352.20	9,537.87	11,176.04	16,950.00	(5,773.96)	16,950.00
5411	Event Chair Travel	0.00	0.00	983.60	0.00	983.60	0.00
5413	ASAE Leadership	0.00	1,741.56	5,683.44	7,425.00	(1,741.56)	7,425.00
5415	Leadership Strategic Training	0.00	44,822.44	41,961.17	45,530.00	(3,568.83)	45,530.00
5416	Atlantic Region VP	252.38	10,439.30	14,289.48	17,850.00	(3,560.52)	17,850.00
5417	SE Region VP	6,271.99	13,593.42	12,389.67	16,950.00	(4,560.33)	16,950.00
5418	Central Region VP	604.18	12,319.35	10,486.27	16,200.00	(5,713.73)	16,200.00
5419	NW Region VP	0.00	15,500.00	4,228.83	15,500.00	(11,271.17)	15,500.00
5420	SW Region	0.00	10,592.31	9,018.54	16,150.00	(7,131.46)	16,150.00
5421	Pacific Region	0.00	11,293.24	10,740.25	17,850.00	(7,109.75)	17,850.00
5422	Treasurer	0.00	4,170.33	7,256.13	8,700.00	(1,443.87)	8,700.00
5423	Past President	0.00	4,027.90	8,672.66	8,630.95	41.71	8,630.95
5424	CEO Travel	0.00	8,065.96	7,020.88	14,950.00	(7,929.12)	14,950.00
5425	Leadership Transition	0.00	2,910.00	307.38	2,910.00	(2,602.62)	2,910.00
	<b>Total Leadership</b>	<b>10,393.78</b>	<b>155,587.58</b>	<b>164,189.96</b>	<b>225,295.95</b>	<b>(61,105.99)</b>	<b>225,295.95</b>

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ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
<b>EXPENSES (CONTINUED)</b>							
<b>General Administration</b>							
5210	Postage	34.17	208.37	948.08	2,500.00	(1,551.92)	2,500.00
5220	Supplies	0.00	158.37	386.40	1,900.00	(1,513.60)	1,900.00
5225	Printing/Photo Copies	44.18	416.74	2,733.65	5,000.00	(2,266.35)	5,000.00
5230	Insurance	221.50	208.37	2,579.00	2,500.00	79.00	2,500.00
5240	Management Fee	67,861.58	78,526.63	829,706.48	840,124.00	(10,417.52)	840,124.00
5245	Taxes, Fees, & License	0.00	1,250.00	35.00	2,500.00	(2,465.00)	2,500.00
5255	Bank Fees	0.00	9.00	198.50	50.00	148.50	50.00
5263	Credit Card Expense	15,810.39	0.00	100,388.79	62,328.08	38,060.71	62,328.08
5265	Telephone	179.44	197.11	2,223.17	2,364.44	(141.27)	2,364.44
5270	Miscellaneous	0.00	15.00	52.00	15.00	37.00	15.00
5280	Travel	0.00	100.00	105.59	100.00	5.59	100.00
5286	Gift Certificates Redeemed	0.00	125.00	0.00	500.00	(500.00)	500.00
5306	Video Conferencing	52.50	125.00	157.50	1,500.00	(1,342.50)	1,500.00
5307	Web Site	0.00	37,916.74	27,864.27	70,000.00	(42,135.73)	70,000.00
5309	Chapter Websites	0.00	2,500.00	8,590.00	30,000.00	(21,410.00)	30,000.00
5313	VA Support to Chapters	7,313.15	12,060.00	37,619.08	120,600.00	(82,980.92)	120,600.00
	<b>Total General Administrat...</b>	<b>91,516.91</b>	<b>133,816.33</b>	<b>1,013,587.51</b>	<b>1,141,981.52</b>	<b>(128,394.01)</b>	<b>1,141,981.52</b>
<b>Professional Services</b>							
5500	Outside Accounting Services	6,200.00	0.00	17,700.00	25,000.00	(7,300.00)	25,000.00
5505	Legal	2,000.00	2,916.74	24,457.00	35,000.00	(10,543.00)	35,000.00
	<b>Total Professional Services</b>	<b>8,200.00</b>	<b>2,916.74</b>	<b>42,157.00</b>	<b>60,000.00</b>	<b>(17,843.00)</b>	<b>60,000.00</b>
	<b>OPERATING EXPENSES</b>	<b>110,181.84</b>	<b>293,520.65</b>	<b>1,245,216.04</b>	<b>1,464,327.47</b>	<b>(219,111.43)</b>	<b>1,464,327.47</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>(102,716.39)</b>	<b>(281,178.91)</b>	<b>655,833.20</b>	<b>287,421.98</b>	<b>368,411.22</b>	<b>287,421.98</b>

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<b>REVENUES</b>							
<b>EXPENSES</b>							
5000	Membership Services	\$0.00	\$0.00	\$1,536.15	\$3,000.00	(\$1,463.85)	\$3,000.00
5005	Awards & Recognition	278.78	825.00	2,574.32	5,000.00	(2,425.68)	5,000.00
5007	Affiliates Advisory Council	0.00	350.00	0.00	350.00	(350.00)	350.00
5210	Postage	198.10	416.70	5,345.88	5,000.00	345.88	5,000.00
5225	Printing	39.06	583.37	7,245.14	7,000.00	245.14	7,000.00
5240	Management Fee	16,172.50	16,172.50	178,950.00	178,950.00	0.00	178,950.00
5286	Gift Certificates Redeemed	0.00	0.00	0.00	1,000.00	(1,000.00)	1,000.00
5295	New Chapter Expenses	0.00	1,000.00	730.00	4,000.00	(3,270.00)	4,000.00
5296	Chapter Grants	3,763.93	10,500.00	7,234.82	12,000.00	(4,765.18)	12,000.00
5297	Trade Show Grants	1,000.00	9,250.00	2,675.00	10,000.00	(7,325.00)	10,000.00
5298	Leadership Grant	500.00	0.00	0.00	7,000.00	(7,000.00)	7,000.00
5362	Chapter Incentives	(2,490.00)	0.00	34,920.00	42,000.00	(7,080.00)	42,000.00
5366	Trade Shows	0.00	4,500.00	0.00	9,000.00	(9,000.00)	9,000.00
5367	Trade Show Booth Purchase	0.00	275.00	925.17	1,200.00	(274.83)	1,200.00
5481	Existing Technology Contracts	0.00	331.73	16,092.24	16,900.00	(807.76)	16,900.00
5485	Special Consulting Projects-AS	37,500.00	0.00	75,000.00	0.00	75,000.00	0.00
	<b>TOTAL EXPENSES</b>	<b>56,962.37</b>	<b>44,204.30</b>	<b>333,228.72</b>	<b>302,400.00</b>	<b>30,828.72</b>	<b>302,400.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>(56,962.37)</b>	<b>(44,204.30)</b>	<b>(333,228.72)</b>	<b>(302,400.00)</b>	<b>(30,828.72)</b>	<b>(302,400.00)</b>



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ACCOUNT NUMBER	DESCRIPTION	CURRENT ACTUAL	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
3146	Official Partner	\$10,000.00	\$0.00	\$108,000.00	\$50,000.00	\$58,000.00	\$50,000.00
3400	Advertising	0.00	0.00	1,567.50	0.00	1,567.50	0.00
3700	Registrations	0.00	0.00	699,846.00	357,000.00	342,846.00	357,000.00
3706	Golf Tournament	0.00	0.00	0.00	20,000.00	(20,000.00)	20,000.00
3707	Past President Event Charity	0.00	0.00	22,775.00	15,000.00	7,775.00	15,000.00
3710	Sponsorships	0.00	0.00	66,225.00	75,000.00	(8,775.00)	75,000.00
3718	Meal Tickets	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
3721	Promotional Material	0.00	0.00	5,000.00	0.00	5,000.00	0.00
3723	Single Day Tickets	0.00	0.00	0.00	7,500.00	(7,500.00)	7,500.00
3760	Exhibit Booths	0.00	0.00	173,475.00	120,000.00	53,475.00	120,000.00
	<b>TOTAL REVENUES</b>	<b>10,000.00</b>	<b>0.00</b>	<b>1,076,888.50</b>	<b>646,500.00</b>	<b>430,388.50</b>	<b>646,500.00</b>
<b>EXPENSES</b>							
5147	Convention Committee	0.00	0.00	958.05	1,200.00	(241.95)	1,200.00
5210	Postage	0.00	0.00	0.00	250.00	(250.00)	250.00
5211	Shipping	0.00	0.00	8,324.13	7,500.00	824.13	7,500.00
5220	Supplies	0.00	0.00	2,322.70	1,000.00	1,322.70	1,000.00
5221	Registration Bag	0.00	0.00	4,026.92	2,500.00	1,526.92	2,500.00
5225	Printing	0.00	0.00	2,930.74	2,000.00	930.74	2,000.00
5230	Insurance	0.00	0.00	3,000.00	3,000.00	0.00	3,000.00
5270	Miscellaneous	0.00	0.00	4,326.50	1,000.00	3,326.50	1,000.00
5280	Travel	0.00	0.00	11,008.20	11,000.00	8.20	11,000.00
5300	Audio/Visual Rental	0.00	0.00	127,322.12	75,000.00	52,322.12	75,000.00
5305	Convention Video Taping Exp	0.00	0.00	20,950.00	15,000.00	5,950.00	15,000.00
5316	Temporary Service	8,129.85	0.00	9,629.85	1,000.00	8,629.85	1,000.00
5320	Entertainment	0.00	0.00	318.00	1,000.00	(682.00)	1,000.00
5323	Signage	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
5328	Exhibit Expenses	0.00	0.00	15,695.15	15,000.00	695.15	15,000.00
5329	Photographer	0.00	0.00	3,429.41	5,000.00	(1,570.59)	5,000.00
5335	Food and Beverage	0.00	0.00	595,735.91	320,000.00	275,735.91	320,000.00
5351	Golf Tournament	10,250.00	0.00	20,555.98	12,000.00	8,555.98	12,000.00
5354	Past President Charity Event	0.00	0.00	1,313.75	0.00	1,313.75	0.00
5370	Facility Charge	0.00	0.00	23.51	1,500.00	(1,476.49)	1,500.00
5372	Site Inspection	0.00	0.00	3,830.47	0.00	3,830.47	0.00
5380	Speaker/Instructors Fee	0.00	0.00	83,607.95	75,000.00	8,607.95	75,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	7,000.00	6,000.00	1,000.00	6,000.00
5395	President's Tour	0.00	0.00	65,705.84	41,000.00	24,705.84	41,000.00
	<b>TOTAL EXPENSES</b>	<b>18,379.85</b>	<b>0.00</b>	<b>992,015.18</b>	<b>598,950.00</b>	<b>393,065.18</b>	<b>598,950.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>(8,379.85)</b>	<b>0.00</b>	<b>84,873.32</b>	<b>47,550.00</b>	<b>37,323.32</b>	<b>47,550.00</b>



National Association of Residential Property Managers

<u>ACCOUNT NUMBER</u>	<u>DESCRIPTION</u>	<u>CURRENT ACTUAL</u>	<u>CURRENT BUDGET</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>YTD VARIANCE</u>	<u>ANNUAL BUDGET</u>
<b>REVENUES</b>							
<b>EXPENSES</b>							
5210	Postage	\$0.00	\$250.00	\$0.00	\$250.00	(\$250.00)	\$250.00
5220	Supplies	0.00	125.00	0.00	125.00	(125.00)	125.00
5225	Printing	0.00	0.00	2,560.43	4,500.00	(1,939.57)	4,500.00
5280	Travel	0.00	0.00	(374.77)	0.00	(374.77)	0.00
5298	Leadership Grant	3,815.01	6,250.00	3,815.01	6,250.00	(2,434.99)	6,250.00
5300	Audio/Visual Rental	0.00	0.00	0.00	3,500.00	(3,500.00)	3,500.00
5335	Food and Beverage	0.00	0.00	0.00	25,000.00	(25,000.00)	25,000.00
5380	Speaker/Instructors Fee	3,750.00	0.00	19,363.04	24,000.00	(4,636.96)	24,000.00
	<b>TOTAL EXPENSES</b>	<b>7,565.01</b>	<b>6,625.00</b>	<b>25,363.71</b>	<b>63,625.00</b>	<b>(38,261.29)</b>	<b>63,625.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>(7,565.01)</b>	<b>(6,625.00)</b>	<b>(25,363.71)</b>	<b>(63,625.00)</b>	<b>38,261.29</b>	<b>(63,625.00)</b>





National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT ACTUAL	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
3202	List Sales	\$0.00	\$125.00	\$1,620.65	\$1,500.00	\$120.65	\$1,500.00
3204	Consumer Brochures	0.00	250.00	72.00	270.00	(198.00)	270.00
3206	Specialty Advertising Items	0.00	0.00	210.00	0.00	210.00	0.00
3222	Codes/Standards Kits	0.00	40.00	10.00	50.00	(40.00)	50.00
3224	NARPM Replacement Pins	0.00	50.00	5.00	50.00	(45.00)	50.00
3226	Miscellaneous Sales	0.00	0.00	45.00	0.00	45.00	0.00
3227	Outside Marketing Projects	40.39	2,916.63	35,577.18	35,000.00	577.18	35,000.00
3228	Shipping	0.00	25.00	20.96	35.00	(14.04)	35.00
	<b>TOTAL REVENUES</b>	<b>40.39</b>	<b>3,406.63</b>	<b>37,560.79</b>	<b>36,905.00</b>	<b>655.79</b>	<b>36,905.00</b>
<b>EXPENSES</b>							
5210	Postage	0.00	0.00	901.87	550.00	351.87	550.00
5225	Printing	0.00	447.00	103.81	550.00	(446.19)	550.00
5226	Consumer Printing	0.00	100.00	0.00	100.00	(100.00)	100.00
5365	Specialty Advertising Items	0.00	125.00	271.00	1,500.00	(1,229.00)	1,500.00
5368	Video/Social Media Marketing	457.00	2,120.00	3,268.50	6,000.00	(2,731.50)	6,000.00
5371	Marketing Projects	2,027.41	2,500.00	31,366.74	30,000.00	1,366.74	30,000.00
	<b>TOTAL EXPENSES</b>	<b>2,484.41</b>	<b>5,292.00</b>	<b>35,911.92</b>	<b>38,700.00</b>	<b>(2,788.08)</b>	<b>38,700.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>(2,444.02)</b>	<b>(1,885.37)</b>	<b>1,648.87</b>	<b>(1,795.00)</b>	<b>3,443.87</b>	<b>(1,795.00)</b>



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT ACTUAL	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
3300	Course Fees	\$6,860.00	\$2,857.00	\$77,850.00	\$88,650.00	(\$10,800.00)	\$88,650.00
3306	Teacher Application Fees	0.00	0.00	250.00	0.00	250.00	0.00
3310	On-Line Course Fees	2,834.00	1,875.00	18,891.70	22,500.00	(3,608.30)	22,500.00
3315	Webinars	0.00	400.00	105.00	500.00	(395.00)	500.00
	<b>TOTAL REVENUES</b>	<b>9,694.00</b>	<b>5,132.00</b>	<b>97,096.70</b>	<b>111,650.00</b>	<b>(14,553.30)</b>	<b>111,650.00</b>
<b>EXPENSES</b>							
5145	On-line Education	0.00	500.00	150.00	6,000.00	(5,850.00)	6,000.00
5150	Prof Dev Committee	0.00	208.37	1,078.56	2,500.00	(1,421.44)	2,500.00
5210	Postage	41.16	125.00	333.64	1,500.00	(1,166.36)	1,500.00
5220	Supplies	0.00	0.00	968.93	500.00	468.93	500.00
5225	Printing	6.93	125.00	967.58	1,500.00	(532.42)	1,500.00
5270	Miscellaneous	0.00	250.00	0.00	250.00	(250.00)	250.00
5273	Course Expenses	0.00	0.00	19,622.27	2,000.00	17,622.27	2,000.00
5276	Ethics Expenses	0.00	1,250.00	13,567.50	15,000.00	(1,432.50)	15,000.00
5286	Gift Certificates Redeemed	0.00	250.00	116.50	1,000.00	(883.50)	1,000.00
5312	Education - Course Development	0.00	27,500.00	5,999.50	30,000.00	(24,000.50)	30,000.00
5315	Course Re-Write	0.00	0.00	3,053.00	0.00	3,053.00	0.00
5380	Speaker/Instructor Fee	0.00	1,800.00	29,692.19	31,200.00	(1,507.81)	31,200.00
5381	Speaker/Instructor Expenses	0.00	1,250.00	12,742.97	15,000.00	(2,257.03)	15,000.00
5383	Instructor Training	330.82	20,000.00	27,413.70	20,000.00	7,413.70	20,000.00
5385	Scholarship	0.00	1,235.00	1,435.00	1,235.00	200.00	1,235.00
5390	Cosponsorship Expense	121.25	625.00	955.65	7,500.00	(6,544.35)	7,500.00
5481	Existing Technology Contracts	0.00	208.33	558.89	2,500.00	(1,941.11)	2,500.00
	<b>TOTAL EXPENSES</b>	<b>500.16</b>	<b>55,326.70</b>	<b>118,655.88</b>	<b>137,685.00</b>	<b>(19,029.12)</b>	<b>137,685.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>9,193.84</b>	<b>(50,194.70)</b>	<b>(21,559.18)</b>	<b>(26,035.00)</b>	<b>4,475.82</b>	<b>(26,035.00)</b>



National Association of Residential Property Managers

<u>ACCOUNT NUMBER</u>	<u>DESCRIPTION</u>	<u>CURRENT ACTUAL</u>	<u>CURRENT BUDGET</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>YTD VARIANCE</u>	<u>ANNUAL BUDGET</u>
<b>REVENUES</b>							
3700	Registrations	\$30.00	\$0.00	\$13,160.00	\$26,700.00	(\$13,540.00)	\$26,700.00
3710	Sponsorships	0.00	0.00	18,500.00	7,500.00	11,000.00	7,500.00
	<b>TOTAL REVENUES</b>	<b>30.00</b>	<b>0.00</b>	<b>31,660.00</b>	<b>34,200.00</b>	<b>(2,540.00)</b>	<b>34,200.00</b>
<b>EXPENSES</b>							
5210	Postage	0.00	250.00	0.00	250.00	(250.00)	250.00
5220	Supplies	0.00	100.00	0.00	100.00	(100.00)	100.00
5225	Printing	0.00	500.00	0.00	500.00	(500.00)	500.00
5270	Miscellaneous	0.00	0.00	0.00	3,000.00	(3,000.00)	3,000.00
5300	Audio/Visual Rental	0.00	0.00	650.25	0.00	650.25	0.00
5335	Food and Beverage	0.00	0.00	6,736.81	5,000.00	1,736.81	5,000.00
5380	Speaker/Instructors Fee	0.00	0.00	11,298.74	19,750.00	(8,451.26)	19,750.00
	<b>TOTAL EXPENSES</b>	<b>0.00</b>	<b>850.00</b>	<b>18,685.80</b>	<b>28,600.00</b>	<b>(9,914.20)</b>	<b>28,600.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>30.00</b>	<b>(850.00)</b>	<b>12,974.20</b>	<b>5,600.00</b>	<b>7,374.20</b>	<b>5,600.00</b>



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT ACTUAL	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
3311	CSS Certification	\$0.00	\$171.00	\$475.00	\$456.00	\$19.00	\$456.00
3312	RMP Certification Fees	300.00	0.00	9,400.00	6,960.00	2,440.00	6,960.00
3314	MPM Certification Fees	0.00	300.00	2,700.00	3,300.00	(600.00)	3,300.00
3316	CRMC Certification Fee	0.00	65.00	955.00	780.00	175.00	780.00
3317	CRMC Renewal Fee	0.00	0.00	4,300.00	5,700.00	(1,400.00)	5,700.00
	<b>TOTAL REVENUES</b>	<b>300.00</b>	<b>536.00</b>	<b>17,830.00</b>	<b>17,196.00</b>	<b>634.00</b>	<b>17,196.00</b>
<b>EXPENSES</b>							
5005	Awards & Recognition	209.33	300.00	643.73	2,500.00	(1,856.27)	2,500.00
5210	Postage	67.87	83.37	886.63	1,000.00	(113.37)	1,000.00
5225	Printing	0.00	41.74	46.89	500.00	(453.11)	500.00
5481	Existing Technology Contracts	0.00	416.74	0.00	5,000.00	(5,000.00)	5,000.00
	<b>TOTAL EXPENSES</b>	<b>277.20</b>	<b>841.85</b>	<b>1,577.25</b>	<b>9,000.00</b>	<b>(7,422.75)</b>	<b>9,000.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>22.80</b>	<b>(305.85)</b>	<b>16,252.75</b>	<b>8,196.00</b>	<b>8,056.75</b>	<b>8,196.00</b>



National Association of Residential Property Managers

<u>ACCOUNT NUMBER</u>	<u>DESCRIPTION</u>	<u>CURRENT ACTUAL</u>	<u>CURRENT BUDGET</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>YTD VARIANCE</u>	<u>ANNUAL BUDGET</u>
<b>REVENUES</b>							
3146	Official Partner	\$5,000.00	\$0.00	\$50,000.00	\$50,000.00	\$0.00	\$50,000.00
3401	Newsletter Advertising	<u>1,427.27</u>	<u>3,636.40</u>	<u>9,727.50</u>	<u>40,000.00</u>	<u>(30,272.50)</u>	<u>40,000.00</u>
	<b>TOTAL REVENUES</b>	<b>6,427.27</b>	<b>3,636.40</b>	<b>59,727.50</b>	<b>90,000.00</b>	<b>(30,272.50)</b>	<b>90,000.00</b>
<b>EXPENSES</b>							
5212	Newsletter Postage	725.61	1,818.18	11,976.09	20,000.00	(8,023.91)	20,000.00
5225	Printing	0.00	100.00	8.12	100.00	(91.88)	100.00
5345	Newsletter Production/Printing	3,838.94	2,818.20	25,239.27	31,000.00	(5,760.73)	31,000.00
5371	Marketing Projects	<u>60.00</u>	<u>0.00</u>	<u>192.00</u>	<u>0.00</u>	<u>192.00</u>	<u>0.00</u>
	<b>TOTAL EXPENSES</b>	<b>4,624.55</b>	<b>4,736.38</b>	<b>37,415.48</b>	<b>51,100.00</b>	<b>(13,684.52)</b>	<b>51,100.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b><u>1,802.72</u></b>	<b><u>(1,099.98)</u></b>	<b><u>22,312.02</u></b>	<b><u>38,900.00</u></b>	<b><u>(16,587.98)</u></b>	<b><u>38,900.00</u></b>



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT ACTUAL	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
3700	Registrations	\$0.00	\$0.00	\$8,825.00	\$19,500.00	(\$10,675.00)	\$19,500.00
3710	Sponsorships	2,000.00	0.00	20,000.00	22,500.00	(2,500.00)	22,500.00
	<b>TOTAL REVENUES</b>	<b>2,000.00</b>	<b>0.00</b>	<b>28,825.00</b>	<b>42,000.00</b>	<b>(13,175.00)</b>	<b>42,000.00</b>
<b>EXPENSES</b>							
5210	Postage	0.00	0.00	158.66	250.00	(91.34)	250.00
5220	Supplies	0.00	0.00	0.00	250.00	(250.00)	250.00
5221	Registration Bag	0.00	0.00	0.00	500.00	(500.00)	500.00
5225	Printing	0.00	0.00	0.00	500.00	(500.00)	500.00
5240	Management Fee	0.00	0.00	4,243.60	4,244.00	(0.40)	4,244.00
5270	Miscellaneous	0.00	0.00	2,500.00	250.00	2,250.00	250.00
5280	Travel	0.00	0.00	4,477.89	5,500.00	(1,022.11)	5,500.00
5300	Audio/Visual Rental	0.00	0.00	1,489.06	4,750.00	(3,260.94)	4,750.00
5323	Signage	0.00	0.00	0.00	500.00	(500.00)	500.00
5335	Food and Beverage	0.00	0.00	24,184.03	20,350.00	3,834.03	20,350.00
5370	Facility Charge	0.00	0.00	275.00	1,000.00	(725.00)	1,000.00
	<b>TOTAL EXPENSES</b>	<b>0.00</b>	<b>0.00</b>	<b>37,328.24</b>	<b>38,094.00</b>	<b>(765.76)</b>	<b>38,094.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>2,000.00</b>	<b>0.00</b>	<b>(8,503.24)</b>	<b>3,906.00</b>	<b>(12,409.24)</b>	<b>3,906.00</b>



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT ACTUAL	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
3146	Official Partner	\$500.00	\$0.00	\$5,000.00	\$10,000.00	(\$5,000.00)	\$10,000.00
3227	Outside Marketing Projects	800.00	0.00	46,192.20	32,000.00	14,192.20	32,000.00
3451	Sponsorship	0.00	0.00	3,250.00	3,000.00	250.00	3,000.00
	<b>TOTAL REVENUES</b>	<b>1,300.00</b>	<b>0.00</b>	<b>54,442.20</b>	<b>45,000.00</b>	<b>9,442.20</b>	<b>45,000.00</b>
<b>EXPENSES</b>							
5152	Publication Committee	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
5210	Postage	0.00	50.00	0.00	50.00	(50.00)	50.00
5225	Printing	0.00	50.00	10.55	50.00	(39.45)	50.00
5296	Chapter Grants	99.00	1,500.00	599.00	2,000.00	(1,401.00)	2,000.00
5480	Technology Fund	0.00	3,000.00	87.99	3,000.00	(2,912.01)	3,000.00
5481	Existing Technology Contracts	483.98	1,166.67	41,372.80	43,000.00	(1,627.20)	43,000.00
	<b>TOTAL EXPENSES</b>	<b>582.98</b>	<b>5,766.67</b>	<b>42,070.34</b>	<b>50,100.00</b>	<b>(8,029.66)</b>	<b>50,100.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>717.02</b>	<b>(5,766.67)</b>	<b>12,371.86</b>	<b>(5,100.00)</b>	<b>17,471.86</b>	<b>(5,100.00)</b>



National Association of Residential Property Managers

ACCOUNT NUMBER	DESCRIPTION	CURRENT ACTUAL	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	YTD VARIANCE	ANNUAL BUDGET
<b>REVENUES</b>							
3146	Official Partner	\$3,000.00	\$0.00	\$30,250.00	\$25,000.00	\$5,250.00	\$25,000.00
3400	Advertising	0.00	0.00	1,017.50	2,250.00	(1,232.50)	2,250.00
3700	Registrations	0.00	0.00	432,810.00	345,000.00	87,810.00	345,000.00
3710	Sponsorships	0.00	0.00	12,000.00	12,000.00	0.00	12,000.00
3760	Exhibit Booths	0.00	0.00	108,985.00	105,000.00	3,985.00	105,000.00
	<b>TOTAL REVENUES</b>	<b>3,000.00</b>	<b>0.00</b>	<b>585,062.50</b>	<b>489,250.00</b>	<b>95,812.50</b>	<b>489,250.00</b>
<b>EXPENSES</b>							
5210	Postage	0.00	0.00	2.11	250.00	(247.89)	250.00
5211	Shipping	0.00	0.00	4,325.32	5,500.00	(1,174.68)	5,500.00
5220	Supplies	0.00	0.00	1,601.74	3,000.00	(1,398.26)	3,000.00
5221	Registration Bag	0.00	0.00	1,593.36	0.00	1,593.36	0.00
5225	Printing	0.00	0.00	4,229.47	1,500.00	2,729.47	1,500.00
5230	Insurance	0.00	0.00	2,157.45	3,000.00	(842.55)	3,000.00
5270	Miscellaneous	0.00	0.00	0.00	1,000.00	(1,000.00)	1,000.00
5280	Travel	0.00	0.00	7,196.36	8,500.00	(1,303.64)	8,500.00
5300	Audio/Visual Rental	0.00	0.00	69,958.39	75,000.00	(5,041.61)	75,000.00
5305	Convention Video Taping Exp	0.00	0.00	7,500.00	5,000.00	2,500.00	5,000.00
5316	Temporary Service	0.00	0.00	0.00	500.00	(500.00)	500.00
5323	Signage	0.00	0.00	260.22	2,000.00	(1,739.78)	2,000.00
5328	Exhibit Expenses	0.00	0.00	12,067.25	15,000.00	(2,932.75)	15,000.00
5335	Food and Beverage	0.00	0.00	277,054.01	281,000.00	(3,945.99)	281,000.00
5370	Facility Charge	0.00	0.00	0.00	500.00	(500.00)	500.00
5380	Speaker/Instructors Fee	0.00	0.00	41,250.00	60,000.00	(18,750.00)	60,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	1,510.69	6,000.00	(4,489.31)	6,000.00
	<b>TOTAL EXPENSES</b>	<b>0.00</b>	<b>0.00</b>	<b>430,706.37</b>	<b>467,750.00</b>	<b>(37,043.63)</b>	<b>467,750.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>3,000.00</b>	<b>0.00</b>	<b>154,356.13</b>	<b>21,500.00</b>	<b>132,856.13</b>	<b>21,500.00</b>





National Association of Residential Property Managers

<u>ACCOUNT NUMBER</u>	<u>DESCRIPTION</u>	<u>CURRENT ACTUAL</u>	<u>CURRENT BUDGET</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>YTD VARIANCE</u>	<u>ANNUAL BUDGET</u>
<b>REVENUES</b>							
<b>EXPENSES</b>							
5209	Postage	\$0.00	\$179.54	\$132.20	\$250.00	(\$117.80)	\$250.00
5210	Postage	0.00	0.00	49.99	0.00	49.99	0.00
5225	Printing	2.94	83.37	358.86	1,000.00	(641.14)	1,000.00
5240	Management Fee	10,225.00	10,225.00	122,700.00	122,700.00	0.00	122,700.00
5350	Marketing	0.00	533.37	0.00	6,400.00	(6,400.00)	6,400.00
5455	Legislative -Liaison Activities	4,627.37	2,083.37	26,606.04	25,000.00	1,606.04	25,000.00
5481	Existing Technology Contracts	3,750.00	3,750.00	45,000.00	45,000.00	0.00	45,000.00
	<b>TOTAL EXPENSES</b>	<b>18,605.31</b>	<b>16,854.65</b>	<b>194,847.09</b>	<b>200,350.00</b>	<b>(5,502.91)</b>	<b>200,350.00</b>
	<b>OPERATING PROFIT/LOSS</b>	<b>(18,605.31)</b>	<b>(16,854.65)</b>	<b>(194,847.09)</b>	<b>(200,350.00)</b>	<b>5,502.91</b>	<b>(200,350.00)</b>

**SUMMARY**  
**Summary of All Units**  
**Period Ending December 31, 2022**

2/3/23  
 12:39 PM



National Association of Residential Property Managers

<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	\$40,257.11	\$25,052.77	\$3,890,142.43	\$3,267,450.45	\$622,691.98	\$3,267,450.45
	EXPENSES	220,163.68	434,018.20	3,513,022.02	3,450,681.47	62,340.55	3,450,681.47
	NET PROFIT/LOSS	<u>(179,906.57)</u>	<u>(408,965.43)</u>	<u>377,120.41</u>	<u>(183,231.02)</u>	<u>560,351.43</u>	<u>(183,231.02)</u>

\*\*\* UNAUDITED FOR INTERNAL USE ONLY \*\*\*