

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2009

		YEAR TO DATE
ASSETS		
CURRENT ASSETS		
CASH		
1020	BB&T - Cash	<u>\$240,780.04</u>
	TOTAL CASH	240,780.04
RESERVES		
1105	Old Point 1.99% 11/09/2011	19,094.27
1107	Old Point 3.94% 11/10/2010	81,520.06
1108	Old Point 1.99% 10/26/11	54,374.62
1110	Fulton Bank 2.25% 03/17/2010	35,000.00
1112	TowneBank 2.77% 01/02/2011	52,337.50
1113	Suntrust 2.13% 02/01/2010	77,080.66
1114	Suntrust/2.13% 07/03/2010	<u>106,422.95</u>
	TOTAL RESERVES	425,830.06
ACCOUNTS RECEIVABLE		
1210	Accounts Receivable	273,067.95
1214	Accounts Recievable - Rental Home Professionals	<u>119,893.14</u>
	TOTAL ACCOUNTS RECEIVABLE	392,961.09
	TOTAL CURRENT ASSETS	1,059,571.19
FIXED ASSETS		
1540	Computer & Equipment	<u>3,184.65</u>
	TOTAL FIXED ASSETS	3,184.65
OTHER ASSETS		
1940	Prepaid Expenses	3,940.06
1942	Prepaid Convention 2010	540.77
1950	RHP - Investment	<u>100.00</u>
	TOTAL OTHER ASSETS	4,580.83
	TOTAL ASSETS	<u>1,067,336.67</u>

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
BALANCE SHEET
For the Twelve Months Ending December 31, 2009

YEAR TO DATE

LIABILITIES

CURRENT LIABILITIES

PAYABLES

2210	Accounts Payable	\$1,128.14
2289	OMG Inter Company	<u>1,509.25</u>
	TOTAL PAYABLES	2,637.39

OTHER CURRENT LIABILITIES

DEFERRED REVENUES

2305	2009 Dues	70.42
2306	2010 Dues	634,868.38
2344	Education	2,212.50
2348	Gift Certificates	100.00
2350	Convention	20,845.00
2362	Advertising	<u>24,477.25</u>
	TOTAL DEFERRED REVENUES	<u>682,573.55</u>
	TOTAL CURRENT LIABILITIES	685,210.94

EQUITY

2950	Equity	295,162.49
(3000 TO 5725)	Current Income	<u>86,963.24</u>
	TOTAL EQUITY	382,125.73
	TOTAL LIABILITIES AND EQUITY	<u><u>1,067,336.67</u></u>

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
 OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
Dues Revenue							
3000	Regular Renewal	\$140.84	\$11,605.40	\$444,238.39	\$475,885.05	(\$31,646.66)	\$475,885.05
3002	Regular New	8,050.00	6,686.01	120,138.74	118,469.75	1,668.99	118,469.75
3005	Support Renewal	0.00	0.00	8,825.02	6,146.90	2,678.12	6,146.90
3007	Support New	1,600.00	0.00	7,945.00	5,800.00	2,145.00	5,800.00
3010	Affiliate Renewal	1,225.00	0.00	21,908.80	16,770.56	5,138.24	16,770.56
3012	Affiliate New	0.00	803.50	10,290.00	10,808.50	(518.50)	10,808.50
3014	International Renewal	0.00	0.00	2,044.54	1,764.00	280.54	1,764.00
	Total Dues Revenue	11,015.84	19,094.91	615,390.49	635,644.76	(20,254.27)	635,644.76
Other Revenue							
3125	Interest Income	915.05	1,078.11	6,447.29	12,937.32	(6,490.03)	12,937.32
3135	Late Fees	0.00	0.00	150.00	0.00	150.00	0.00
3140	Miscellaneous	330.81	12.50	1,160.83	150.00	1,010.83	150.00
3145	Royalties	382.04	833.37	4,843.07	10,000.00	(5,156.93)	10,000.00
3146	Annual Partnership Sponsorship	0.00	0.00	15,000.00	15,000.00	0.00	15,000.00
3147	Grievance Income	(100.00)	8.37	0.00	100.00	(100.00)	100.00
	Other Revenue	1,527.90	1,932.35	27,601.19	38,187.32	(10,586.13)	38,187.32
	OPERATING REVENUE	12,543.74	21,027.26	642,991.68	673,832.08	(30,840.40)	673,832.08

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
 OPERATIONS & ADMINISTRATION
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
EXPENSES							
	Total Membership	\$500.00	\$0.00	\$500.00	\$0.00	\$500.00	\$0.00
Committee Support							
5135	Board Meetings	0.00	200.34	6,359.41	4,850.00	1,509.41	4,850.00
5136	Other Board Expense	695.22	200.00	4,494.47	5,400.00	(905.53)	5,400.00
5137	Executive Committee	0.00	250.00	0.00	250.00	(250.00)	250.00
5138	Finance Committee	8.56	55.00	186.07	250.00	(63.93)	250.00
5140	Professional Standards Committee	0.00	0.00	0.00	100.00	(100.00)	100.00
5141	Nominating Committee	0.00	0.00	598.12	350.00	248.12	350.00
5144	Long Range/Strategic Plan	113.85	0.00	13,508.92	15,000.00	(1,491.08)	15,000.00
5146	Ad Hoc	0.00	160.00	165.99	250.00	(84.01)	250.00
	Total Committee Support	\$817.63	\$865.34	25,312.98	26,450.00	(1,137.02)	26,450.00
Leadership							
5400	President	0.00	800.67	10,601.55	10,500.00	101.55	10,500.00
5410	President Elect	377.20	639.10	4,319.81	7,300.00	(2,980.19)	7,300.00
5415	Leadership Training	1,034.46	5,227.46	14,617.41	19,000.00	(4,382.59)	19,000.00
5416	NE/NC Region VP	0.00	154.30	2,156.75	7,300.00	(5,143.25)	7,300.00
5417	SE Region VP	864.14	663.60	1,729.06	7,300.00	(5,570.94)	7,300.00
5418	SC Region VP	11.21	63.60	2,892.48	7,300.00	(4,407.52)	7,300.00
5419	NW Region VP	188.09	0.00	7,300.00	7,300.00	0.00	7,300.00
5420	SW Region	0.00	163.60	3,919.63	7,300.00	(3,380.37)	7,300.00
5421	Pacific Region	387.61	551.26	7,316.48	7,300.00	16.48	7,300.00
5422	Treasurer	0.00	0.00	3,780.85	4,250.00	(469.15)	4,250.00
5423	Past President	0.00	1.30	2,849.25	4,250.00	(1,400.75)	4,250.00
5424	ED Travel	0.00	390.90	2,302.36	4,300.00	(1,997.64)	4,300.00
	Total Leadership	2,862.71	8,655.79	63,785.63	93,400.00	(29,614.37)	93,400.00

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
OPERATIONS & ADMINISTRATION
For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
General Administration							
5210	Postage	\$83.28	\$125.00	\$949.25	\$1,500.00	(\$550.75)	\$1,500.00
5220	Supplies	26.66	125.00	195.55	1,500.00	(1,304.45)	1,500.00
5225	Printing/Photo Copies	267.36	332.63	4,671.86	5,000.00	(328.14)	5,000.00
5230	Insurance	213.58	53.37	2,546.83	1,600.00	946.83	1,600.00
5240	Management Fee	36,913.41	37,250.00	442,960.92	447,000.00	(4,039.08)	447,000.00
5245	Taxes, Fees, & License	0.00	6.00	520.73	1,000.00	(479.27)	1,000.00
5255	Bank Fees	158.37	0.00	1,453.24	100.00	1,353.24	100.00
5263	Credit Card Expense	1,157.82	1,083.37	22,543.06	13,000.00	9,543.06	13,000.00
5265	Telephone	146.57	208.37	2,011.23	2,500.00	(488.77)	2,500.00
5267	Conference Call Expense	11.23	83.37	11.23	1,000.00	(988.77)	1,000.00
5270	Miscellaneous	0.00	145.46	171.49	1,625.96	(1,454.47)	1,625.96
5280	Travel	0.00	0.00	389.26	120.00	269.26	120.00
5286	Gift Certificates Redeemed	295.00	0.00	1,043.75	500.00	543.75	500.00
5294	Chapter Support	0.00	0.00	(37.80)	0.00	(37.80)	0.00
5307	Web Site	208.70	1,950.00	8,460.50	23,400.00	(14,939.50)	23,400.00
5309	Chapter Websites	170.00	416.63	3,221.07	5,000.00	(1,778.93)	5,000.00
5310	Reserve Funds	0.00	34,044.32	0.00	34,044.32	(34,044.32)	34,044.32
	Total General Administration	39,651.98	75,823.52	491,112.17	538,890.28	(47,778.11)	538,890.28
Professional Services							
5500	Accounting	0.00	2,000.00	6,800.00	10,000.00	(3,200.00)	10,000.00
5505	Legal	0.00	5,000.00	111.00	5,000.00	(4,889.00)	5,000.00
	Total Professional Services	0.00	7,000.00	6,911.00	15,000.00	(8,089.00)	15,000.00
	OPERATING EXPENSES	43,832.32	92,344.65	587,621.78	673,740.28	(86,118.50)	673,740.28
	OPERATING PROFIT/LOSS	(31,288.58)	(71,317.39)	55,369.90	91.80	55,278.10	91.80

National Association of Residential Property Man.
MEMBER SERVICES
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5000	Membership Services	\$226.03	\$1,951.65	\$5,267.48	\$12,000.00	(\$6,732.52)	\$12,000.00
5005	Awards & Recognition	0.00	0.00	7,636.28	6,500.00	1,136.28	6,500.00
5006	Affiliate Plaques	0.00	0.00	579.73	300.00	279.73	300.00
5140	Professional Standards Sub Cor	0.00	100.00	0.00	100.00	(100.00)	100.00
5209	Postage	2,756.09	643.00	8,601.81	8,500.00	101.81	8,500.00
5211	Affiliate Shipping	7.63	0.00	1,961.08	500.00	1,461.08	500.00
5295	New Chapter Expenses	0.00	625.00	550.90	3,750.00	(3,199.10)	3,750.00
5296	Chapter Grants	1,500.00	625.00	4,000.00	7,500.00	(3,500.00)	7,500.00
5350	Promotion/Advertising	1,500.00	250.00	1,500.00	1,500.00	0.00	1,500.00
5366	Trade Shows	(2,988.63)	798.00	10,216.67	9,000.00	1,216.67	9,000.00
5367	Trade Show Booth Purchase	601.11	1,300.00	1,270.22	2,000.00	(729.78)	2,000.00
	TOTAL EXPENSES	3,602.23	6,292.65	41,584.17	51,650.00	(10,065.83)	51,650.00
	OPERATING PROFIT/LOSS	(3,602.23)	(6,292.65)	(41,584.17)	(51,650.00)	10,065.83	(51,650.00)

National Association of Residential Property Man.
 ANNUAL CONVENTION
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3400	Advertising	\$0.00	\$0.00	\$0.00	\$500.00	(\$500.00)	\$500.00
3700	Registrations	0.00	0.00	158,050.00	158,000.00	50.00	158,000.00
3705	Event Tickets	0.00	0.00	28,075.00	17,400.00	10,675.00	17,400.00
3710	Sponsorships	0.00	0.00	30,500.00	20,000.00	10,500.00	20,000.00
3715	Other Income (50/50 Raffle)	0.00	0.00	475.00	0.00	475.00	0.00
3717	Gala Onsite	80.00	0.00	13,925.00	18,000.00	(4,075.00)	18,000.00
3718	Meal Tickets	0.00	0.00	3,185.00	2,000.00	1,185.00	2,000.00
3719	President's Tour	0.00	0.00	12,160.00	8,800.00	3,360.00	8,800.00
3721	Promotional Material	0.00	0.00	1,287.50	0.00	1,287.50	0.00
3760	Exhibit Booths	0.00	0.00	28,400.00	21,250.00	7,150.00	21,250.00
	TOTAL REVENUES	80.00	0.00	276,057.50	245,950.00	30,107.50	245,950.00
EXPENSES							
5147	Convention Committee	0.00	0.00	239.20	350.00	(110.80)	350.00
5210	Postage	0.00	0.00	1,552.74	3,500.00	(1,947.26)	3,500.00
5211	Affiliate Shipping	0.00	0.00	4,099.90	4,000.00	99.90	4,000.00
5220	Supplies	0.00	0.00	344.53	350.00	(5.47)	350.00
5221	Registration Bag (Includes Binder, Bad	0.00	0.00	3,716.19	3,500.00	216.19	3,500.00
5225	Printing	0.00	0.00	7,015.28	4,000.00	3,015.28	4,000.00
5230	Insurance	0.00	0.00	1,277.50	0.00	1,277.50	0.00
5270	Miscellaneous	0.00	0.00	1,158.13	1,000.00	158.13	1,000.00
5280	Travel	0.00	0.00	2,386.98	5,000.00	(2,613.02)	5,000.00
5282	Additional Room Charges	0.00	0.00	221.59	0.00	221.59	0.00
5286	Gift Certificates Redeemed	0.00	0.00	2,650.00	2,500.00	150.00	2,500.00
5300	Audio/Visual Rental	0.00	0.00	5,905.12	5,000.00	905.12	5,000.00
5320	Entertainment	0.00	0.00	3,908.78	5,000.00	(1,091.22)	5,000.00
5323	Signage	0.00	0.00	378.00	1,000.00	(622.00)	1,000.00
5328	Exhibit Expenses	0.00	0.00	4,409.54	6,000.00	(1,590.46)	6,000.00
5329	Photographer	0.00	0.00	300.00	500.00	(200.00)	500.00
5330	Gala Onsite	0.00	0.00	21,718.64	18,000.00	3,718.64	18,000.00
5335	Food and Beverage	0.00	0.00	93,073.46	55,000.00	38,073.46	55,000.00
5342	50/50 Raffle Costs	0.00	0.00	51.70	100.00	(48.30)	100.00
5350	Promotion/Advertising	0.00	0.00	1,152.25	4,000.00	(2,847.75)	4,000.00
5370	Facility/Business Center	0.00	0.00	81.18	500.00	(418.82)	500.00
5372	Site Inspection	0.00	0.00	594.75	2,000.00	(1,405.25)	2,000.00
5380	Speaker/Instructors Fee	0.00	0.00	13,984.58	15,000.00	(1,015.42)	15,000.00
5381	Speaker/Instructor Expenses	0.00	0.00	158.95	3,000.00	(2,841.05)	3,000.00
5384	Leadership Development Course	0.00	0.00	48,998.58	35,880.00	13,118.58	35,880.00
5395	President's Tour	0.00	0.00	16,764.49	8,800.00	7,964.49	8,800.00
	TOTAL EXPENSES	0.00	0.00	236,142.06	183,980.00	52,162.06	183,980.00

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National Association of Residential Property Man.
ANNUAL CONVENTION
For the Twelve Months Ending December 31, 2009

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ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
	OPERATING PROFIT/LOSS	<u>\$80.00</u>	<u>\$0.00</u>	<u>\$39,915.44</u>	<u>\$61,970.00</u>	<u>(\$22,054.56)</u>	<u>\$61,970.00</u>

National Association of Residential Property Man.
MARKETING
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3202	List Sales	\$241.60	\$256.15	\$1,673.20	\$1,650.00	\$23.20	\$1,650.00
3204	Consumer Brochures	0.00	483.00	2,082.00	2,000.00	82.00	2,000.00
3206	Specialty Advertising Items	29.00	0.00	3,263.80	1,500.00	1,763.80	1,500.00
3222	Codes/Standards Kits	0.00	12.50	110.00	50.00	60.00	50.00
3224	NARPM Replacement Pins	20.00	8.30	105.00	50.00	55.00	50.00
3226	Miscellaneous Sales	0.00	15.00	65.00	150.00	(85.00)	150.00
3228	Shipping	8.98	22.70	650.63	250.00	400.63	250.00
	TOTAL REVENUES	299.58	797.65	7,949.63	5,650.00	2,299.63	5,650.00
EXPENSES							
5214	Consumer Postage	6.51	27.60	267.47	350.00	(82.53)	350.00
5226	Consumer Printing	1.50	144.80	1,227.56	2,000.00	(772.44)	2,000.00
5243	Membership Cards	0.00	125.00	0.00	750.00	(750.00)	750.00
5270	Miscellaneous	39.49	25.00	39.49	150.00	(110.51)	150.00
5365	Specialty Advertising Items	0.00	0.00	1,193.13	750.00	443.13	750.00
	TOTAL EXPENSES	47.50	322.40	2,727.65	4,000.00	(1,272.35)	4,000.00
	OPERATING PROFIT/LOSS	252.08	475.25	5,221.98	1,650.00	3,571.98	1,650.00

National Association of Residential Property Man.
PROFESSIONAL DEVELOPMENT COURSE
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3145	RMP Royalties	\$0.00	\$28.00	\$89.00	\$225.00	(\$136.00)	\$225.00
3300	RMP Course Fees	0.00	0.00	66,094.00	49,550.00	16,544.00	49,550.00
3302	Ethics Class	0.00	310.00	3,340.00	4,000.00	(660.00)	4,000.00
3304	MPM Course Fees	0.00	0.00	48,127.50	22,620.00	25,507.50	22,620.00
3306	Teacher Application Fees	0.00	0.00	50.00	0.00	50.00	0.00
3310	On-Line Course Fees	1,036.00	621.00	7,196.80	6,880.00	316.80	6,880.00
3401	Newsletter Advertising	0.00	0.00	630.00	0.00	630.00	0.00
	TOTAL REVENUES	1,036.00	959.00	125,527.30	83,275.00	42,252.30	83,275.00
EXPENSES							
5145	On-line Education	0.00	166.65	4,908.75	1,500.00	3,408.75	1,500.00
5150	Prof Dev Committee	26.69	151.80	522.46	1,500.00	(977.54)	1,500.00
5210	Postage	2.41	149.15	322.81	1,500.00	(1,177.19)	1,500.00
5225	Printing	40.78	0.00	3,989.22	4,000.00	(10.78)	4,000.00
5270	Miscellaneous	0.00	16.65	0.00	100.00	(100.00)	100.00
5273	RMP Course Expenses	0.00	695.00	6,530.43	5,000.00	1,530.43	5,000.00
5274	MPM Course Expense	0.00	0.00	5,248.68	1,400.00	3,848.68	1,400.00
5276	Ethics Course Expenses	(286.45)	75.00	601.09	1,000.00	(398.91)	1,000.00
5286	Gift Certificates Redeemed	0.00	0.00	2,300.00	490.00	1,810.00	490.00
5312	Course Develop/Marketing	0.00	166.65	0.00	1,000.00	(1,000.00)	1,000.00
5315	Course Rewrite	0.00	5,000.00	3,927.53	9,000.00	(5,072.47)	9,000.00
5380	Speaker/Instructors Fee	1,600.00	0.00	29,250.00	19,200.00	10,050.00	19,200.00
5381	Speaker/Instructor Expenses	733.39	114.15	12,892.66	13,800.00	(907.34)	13,800.00
5390	Cosponsorship Expense	78.24	0.00	13,762.80	4,000.00	9,762.80	4,000.00
	TOTAL EXPENSES	2,195.06	6,535.05	84,256.43	63,490.00	20,766.43	63,490.00
	OPERATING PROFIT/LOSS	(1,159.06)	(5,576.05)	41,270.87	19,785.00	21,485.87	19,785.00

National Association of Residential Property Man.
 PROFESSIONAL DEVELOPMENT DESIGNATIONS
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3311	CSS Certification	\$190.00	\$285.00	\$475.00	\$1,900.00	(\$1,425.00)	\$1,900.00
3312	RMP Certification Fees	1,050.00	0.00	9,600.00	5,250.00	4,350.00	5,250.00
3314	MPM Certification Fees	750.00	0.00	5,000.00	3,750.00	1,250.00	3,750.00
3316	CRMC Certification Fee	150.00	442.50	3,200.00	3,000.00	200.00	3,000.00
	TOTAL REVENUES	2,140.00	727.50	18,275.00	13,900.00	4,375.00	13,900.00
EXPENSES							
5005	Awards & Recognition	0.00	0.00	1,974.67	1,500.00	474.67	1,500.00
5210	Postage	4.61	76.65	363.04	500.00	(136.96)	500.00
5225	Printing	21.50	70.80	200.48	500.00	(299.52)	500.00
5286	Gift Certificates Redeemed	0.00	0.00	245.00	0.00	245.00	0.00
5500	CMRC Auditor Fees	0.00	0.00	300.00	0.00	300.00	0.00
	TOTAL EXPENSES	26.11	147.45	3,083.19	2,500.00	583.19	2,500.00
	OPERATING PROFIT/LOSS	2,113.89	580.05	15,191.81	11,400.00	3,791.81	11,400.00

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National Association of Residential Property Man.
RESIDENTIAL RESOURCE
 For the Twelve Months Ending December 31, 2009

10

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3401	Newsletter Advertising	<u>\$1,586.50</u>	<u>\$2,916.63</u>	<u>\$36,485.50</u>	<u>\$35,000.00</u>	<u>\$1,485.50</u>	<u>\$35,000.00</u>
	TOTAL REVENUES	1,586.50	2,916.63	36,485.50	35,000.00	1,485.50	35,000.00
EXPENSES							
5212	Newsletter Postage	1,501.53	1,283.29	15,611.94	15,400.03	211.91	15,400.03
5345	Newsletter Production/Printing	<u>3,305.65</u>	<u>3,062.52</u>	<u>33,689.32</u>	<u>36,750.02</u>	<u>(3,060.70)</u>	<u>36,750.02</u>
	TOTAL EXPENSES	4,807.18	4,345.81	49,301.26	52,150.05	(2,848.79)	52,150.05
	OPERATING PROFIT/LOSS	<u>(3,220.68)</u>	<u>(1,429.18)</u>	<u>(12,815.76)</u>	<u>(17,150.05)</u>	<u>4,334.29</u>	<u>(17,150.05)</u>

National Association of Residential Property Man.
DIRECTORY
 For the Twelve Months Ending December 31, 2009

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3402	Directory Advertising	\$0.00	\$0.00	\$1,427.50	\$3,400.00	(\$1,972.50)	\$3,400.00
3450	Directory Sales	<u>0.00</u>	<u>0.00</u>	<u>5.00</u>	<u>0.00</u>	<u>5.00</u>	<u>0.00</u>
	TOTAL REVENUES	0.00	0.00	1,432.50	3,400.00	(1,967.50)	3,400.00
EXPENSES							
5213	Directory Postage	0.00	0.00	1,865.75	1,887.75	(22.00)	1,887.75
5346	Directory Production	<u>0.00</u>	<u>0.00</u>	<u>6,760.91</u>	<u>7,000.00</u>	<u>(239.09)</u>	<u>7,000.00</u>
	TOTAL EXPENSES	0.00	0.00	8,626.66	8,887.75	(261.09)	8,887.75
	OPERATING PROFIT/LOSS	<u>0.00</u>	<u>0.00</u>	<u>(7,194.16)</u>	<u>(5,487.75)</u>	<u>(1,706.41)</u>	<u>(5,487.75)</u>

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National Association of Residential Property Man.
 COMMUNICATIONS PROJECTS
 For the Twelve Months Ending December 31, 2009

12

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
3451	Email Blast Sponsorship	<u>\$4,350.00</u>	<u>\$0.00</u>	<u>\$10,815.00</u>	<u>\$5,500.00</u>	<u>\$5,315.00</u>	<u>\$5,500.00</u>
	TOTAL REVENUES	4,350.00	0.00	10,815.00	5,500.00	5,315.00	5,500.00
EXPENSES							
5152	Publication Committee	44.21	664.00	469.75	1,100.00	(630.25)	1,100.00
5350	Promotion/Advertising	0.00	75.00	224.06	300.00	(75.94)	300.00
5371	Marketing Projects	<u>1,139.75</u>	<u>5,616.00</u>	<u>6,023.92</u>	<u>10,000.00</u>	<u>(3,976.08)</u>	<u>10,000.00</u>
	TOTAL EXPENSES	1,183.96	6,355.00	6,717.73	11,400.00	(4,682.27)	11,400.00
	OPERATING PROFIT/LOSS	<u>3,166.04</u>	<u>(6,355.00)</u>	<u>4,097.27</u>	<u>(5,900.00)</u>	<u>9,997.27</u>	<u>(5,900.00)</u>

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National Association of Residential Property Man.
GOVERNMENTAL AFFAIRS
 For the Twelve Months Ending December 31, 2009

13

ACCOUNT NUMBER	DESCRIPTION	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES							
EXPENSES							
5153	Governmental Affairs Meeting	\$0.00	\$166.63	\$343.94	\$2,000.00	(\$1,656.06)	\$2,000.00
5240	Management Fee	1,000.00	1,000.00	12,000.00	12,000.00	0.00	12,000.00
5307	Web Site	0.00	41.63	166.00	500.00	(334.00)	500.00
	TOTAL EXPENSES	1,000.00	1,208.26	12,509.94	14,500.00	(1,990.06)	14,500.00
	OPERATING PROFIT/LOSS	(1,000.00)	(1,208.26)	(12,509.94)	(14,500.00)	1,990.06	(14,500.00)

NATIONAL ASSOCIATION OF RESIDENTIAL PROPERTY MANAGERS, INC.
SUMMARY OF ALL DEPARTMENTS
For the Twelve Months Ending December 31, 2009

	CURRENT	CURRENT BUDGET	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUES	<u>\$22,035.82</u>	<u>\$26,428.04</u>	<u>\$1,119,534.11</u>	<u>\$1,066,507.08</u>	<u>\$53,027.03</u>	<u>\$1,066,507.08</u>
EXPENSES	<u>56,694.36</u>	<u>117,551.27</u>	<u>1,032,570.87</u>	<u>1,066,298.08</u>	<u>(33,727.21)</u>	<u>1,066,298.08</u>
NET PROFIT/LOSS	<u><u>(34,658.54)</u></u>	<u><u>(91,123.23)</u></u>	<u><u>86,963.24</u></u>	<u><u>209.00</u></u>	<u><u>86,754.24</u></u>	<u><u>209.00</u></u>