

HAAR 2024 Proposed Budget

	2023 Proposed Revisions	2024 Proposed Budget	Variance between 2024 Proposed Budget and 2023 Revised Budget	2024 Proposed Budget
Ordinary Income/Expense				
Income				
1502 · Interest Income	10,000	30,000	20,000	CD's & MM rates 3.75% - 4.88% App fee \$500. Budget for 575. 6/2023 = 279. 2022 = 591; 2021 = 611; 2020 =
1503 · Application Fees	275,000	287,500	12,500	513; 2019 = 577
1504 · Non-member Key Processing Fee	5,000	2,500	(2,500)	Remains @ \$500, basis decreases to 5
1505 · Investment Income	8,000	12,000	4,000	investment moved to Raymond James
1516 · Newsletter Advertising Income	3,600	3,600	-	Maintain @ 1 available per month. Selling at \$300/ad.
1520 · Late Fees	8,000	8,000	-	Maintain
1524 · Annual Key Maintenance	65,184	346,944	281,760	SUPRA: 3200 key holders. Supra reports 3,215 active key holders as of 6/5/23 (includes reciprocal). Transition to Sentrilock @3200 key holders
152523 · HAAR Dues 2023	661,275	-	(661,275)	Basis: 3190 realtors renewing, and averaging 50 new per month; 38 Affiliate+ renewing and 148 regular Affiliates renewing
152524 · HAAR Dues 2024	-	666,650	666,650	Basis: 3400 realtors renewing, and averaging 50 new per month; 40 Affiliate+ renewing and 150 regular Affiliates renewing
1526 · Rent Income - MLS	90,000	131,580	41,580	reflects line item 2860 of ValleyMLS budget CE Year. Combined Education, Orientation & HAARSchool.realestate
1527 · Education Income	40,000	40,520	520	(pre/post licensing). Joint Tech Conference.
15291 · Gala Sponsorship & Tickets	44,000	50,000	6,000	Ceremony to be held January 6, 2023 @ Jackson Center
1530 · Misc Income	500	500	-	
1531 · Building Rental Income	3,750	2,000	(1,750)	Decrease - CE year in 2024
1535 · ARPAC Event Income	16,000	16,000	-	offset by expense account 1743.1.
15352 · Professional Standards Income	2,200	2,200	-	Combines Ethics income with Arbitration Deposits. Any income will be contributed to RIA.
1539 · Membership Meetings	24,800	32,800	8,000	Sponsorships for luncheons, happy hours, and expo.
1546 · Royalties from ValleyMLS	334,521	359,700	25,179	12 mth avg is 3078 as of 5.31.23. Base on 3300. Basis: selling 400 Sentrilock boxes @ \$125/box . As of 8.2023 320 Supra
1552 · Lockbox Sales	57,000	50,000	(7,000)	boxes have been sold

HAAR
2024 Proposed Budget

	2023 Proposed Revisions	2024 Proposed Budget	Variance between 2024 Proposed Budget and 2023 Revised Budget	2024 Proposed Budget
1557 · Supra Return Postage Income	250	-	(250)	Budgeted 50 lockboxes @ \$5/box. As of May 29, only 14.
Total Income	1,649,080	2,042,494	393,414	
Gross Profit	1,649,080	2,042,494	393,414	
Expense				
1735 · Accounting	500	500	-	maintain general accounting supplies
1735.1 · Audit	15,000	17,500	2,500	HAAR's portion of annual audit charges & 990 for RiA BBB, Committee of 100, WCR, RCE, DHI, Leadership Hsv, Costco, Public Relations Society, Public Relations Council, Reciprocal with Builders Association.
1736 · Dues & Subscriptions	6,500	10,000	3,500	Association.
1740 · Marketing / Public Relations	80,000	91,000	11,000	General public relations, advertising & increased Realtor branded materials.
1740.1 · Partnerships	12,500	-	(12,500)	Partnerships with local businesses - Rolled into Realtor party acct 1840.1
1741 · Research	21,000	18,500	(2,500)	UAH, Market Stats. Removed Thousand Watt.
1743 · ARPAC (Golden \$5000)	5,000	5,000	-	Golden R Expenses related to ARPAC events, incidentals, promo items, Major investor
1743.1 · ARPAC Expense	18,250	18,250	-	event.
1755 · Investment Expense	3,000	3,000	-	Sales and redemptions related to the investment at Raymond James
1756 · Bank & Ecommerce Fees	17,000	20,000	3,000	93% of income collected was from members paying with credit cards. NAR is the merchant.
1766 · Copier	1,200	2,400	1,200	HAAR to reimburse MLS for copier = \$100/mth
1771 · Chamber of Commerce-HREGI \$	2,500	2,500	-	Annual investment in economic growth initiative program
1773 · Depreciation Expense	57,000	57,000	-	Basis is the 2022 actuals and the 2023 schedule.
1774 · Amortization Expense	5,000	3,500	(1,500)	Basis is the 2022 actuals and the 2023 schedule.
1776 · Education & Seminars	73,575	98,475	24,900	2024 CE year. Combined Education, Orientation and HSRE, Tech Conference, RETI Ceremony to be held in January at the Jackson Center. Event planner assistance is included in the budget
1786 · Gala Expense	44,000	50,000	6,000	
1806 · Insurance	13,000	15,000	2,000	Increase in premium for the building; AON Professional Liability premium. Budget for 250. Approx 260 in inventory @6/7. Will order another 275 in Q4-2023 that will carry into 2024.
18271 · Lockbox-new	38,000	38,000	-	
18272 · Lockbox Buyback	11,400	1,625	(9,775)	Budget to buyback 25 used Supra boxes during Q1 (before exchange)

HAAR 2024 Proposed Budget

	2023 Proposed Revisions	2024 Proposed Budget	Variance between 2024 Proposed Budget and 2023 Revised Budget	2024 Proposed Budget
1831 - Legal	20,000	20,000	-	Legal representative fees for HAAR general and hearings Reimbursement of realtor funding for community leadership and realtor leadership programs.
1838 - Member Leadership Developmen	2,500	2,500	-	Applications reviewed by Education Workgroup. Pricing increase: Survey Monkey. Plaques, president photo, Affiliate
1839 - Member Relations	14,062	14,330	268	Program, survey monkey, PDF Filler, ROTY, AOTY, Good Neighbor Award & Continues Realtor Party. Partnership rolled into account. Supports renewed
1840.1 - Realtor Party	35,000	57,500	22,500	mission to engage in community programs. increase by for happy hour turnouts, expo expense, and open house aka
1843 - Membership Meetings	64,500	88,400	23,900	holiday party general supplies, cups, napkins, coffee, floor mats, flags, etc., president technology device,
1845 - Office Expense/Supplies	24,530	40,270	15,740	staff resources
1847 - Business Meetings	32,200	40,300	8,100	Expenses related to BoD mtgs, Past President mtgs, Chamber mtgs, shared cost of Leadership Training & speaker fees, Boardsmanship Training Class
1848 - Network / Server Maintenance	47,984	40,746	(7,238)	Changed firewall expense from Simple Helix and Fortinet to RJ Young. Started date August2023
1849 - Parking Lot Rental Expense	2,450	3,500	1,050	Anticipate rentals as 2024 will be CE year.
1850 - Postage	9,300	3,600	(5,700)	HAAR reimburses Valley \$50/mth. Mailer to membership manuals, license law books, 2-day PS class + speaker fees for volunteers
1853 - Professional Standards Expense	10,400	11,300	900	(Legal counsel in account 1831)
1855 - Printing	1,000	2,000	1,000	Business cards, envelopes, mailers
18560 - Security System	3,340	4,300	960	Quarterly monitoring and svc calls
18561 - Janitorial Services	10,400	10,400	-	Removed janitorial fees as AI is doing this
18562 - Landscaping & Lawncare	19,580	14,900	(4,680)	
18563 - Pest Control	1,900	1,900	-	pest control, termite and extra service calls.
18564 - Electrical	3,500	3,000	(500)	Office bulbs, parking lot bulbs, basic electrical repairs.

HAAR

2024 Proposed Budget

	2023 Proposed Revisions	2024 Proposed Budget	Variance between 2024 Proposed Budget and 2023 Revised Budget	2024 Proposed Budget
18565 · Plumbing	2,500	2,000	(500)	Basic repairs & service calls
18566 · Heating & A/C	3,796	3,796	-	decreased as units are under warranty
18568 · Repairs and Maintenance	28,495	9,495	(19,000)	Fire extinguisher service, door adjustments, paint & supplies, wall partitions inspect & repair, sign maintenance
18569 · Waste Dumpster Services	1,170	1,170	-	Monthly svc + 3 additional pickups
1865 · Service to MLS	679,678	776,855	97,177	Revised Allocation due to staffing changes & BCBS renewals
1867 · Strategic Planning/Leadership Tr	18,000	41,000	23,000	Leadership Training & speaker fees. Hold in Mobile. Split w/ Valley
1870 · Taxes	21,000	21,000	-	based on 2022
1873 · Travel	104,375	101,625	(2,750)	HAAR LT, and HAAR members serving on NAR committees and AAR directors.
1874 · Telephone	6,000	6,000	-	HAAR to reimburse MLS for phones = \$500/ mth;
1880 · Utilities	24,000	25,000	1,000	Huntsville Utilities rate increase during 2022. Electric, water, sewer, EVC station
RIA Allocation from Ethics, Arbitration &	2,200	2,200	-	NEW: funds will come from account 15351 & 15352
LOC Payments	-	240,000	240,000	payment on line of credit for Sentrilock lockboxes, \$20k/mth
Total Expense	1,618,785	2,041,837	423,052	
Net Ordinary Income	30,295	656	(29,638)	
Allocation to Long-term Projects	30,295	656	(29,638)	
Net Income	-			

HAAR 2024 Capital

Budget

Carpeting, Account 12211 Leasehold Improvements

The carpet is 14+ years old and has several tears and worn paths.

Installed in offices, stairs, & upstairs. Includes moving furniture.

Total \$29,000