

Elmira-Corning Regional Board of Realtors Inc.

Profit & Loss

August 2023 through July 2024

Aug '23 - Jul 24

Ordinary Income/Expense

Income

001 · NATIONAL & STATE DUES

3110 · NATIONAL DUES-INCOME	50,888.00
3111 · PUBLIC AWARENESS CAMPAIGN-INC	15,030.00
3120 · STATE DUES-INCOME	43,040.00
3130 · RPAC CONTRIBUTIONS	250.00
3131 · RPAC Contributions - Brokers	198.00
3132 · RPAC Fundraising Events	100.00

Total 001 · NATIONAL & STATE DUES 109,506.00

002 · LOCAL BOARD DUES/SERVICE FEES

3202 · REALTOR/APPRaiser DUES	130,197.94
3203 · AFFILIATE DUES	9,725.00
3204 · AFFILIATE(EMPLOYEE)DUES - INC	1,175.00
3231 · NAME/STATUS CHANGES	320.00
3260 · APPLICATION FEES-NEW MEMBERS	8,450.00
3261 · Affiliate Application Fee	450.00
3262 · NON-MEMBER ASSESSMENTS	1,861.00
3270 · SENTRILOCK FEES	61,147.50

Total 002 · LOCAL BOARD DUES/SERVICE FEES 213,326.44

003 · MLS & LOCKBOX DUES & FEES

3310 · REALTOR/MLS FEE	157,650.00
3311 · SECONDARY MLS DUES	73,010.00
3330 · APPLE-MINER TAX PROGRAM-INC	13,005.00
3340 · MLS FINES	300.00
3370 · MLS CO APPLICATION FEE	1,800.00
3390 · RECIPROCAL FEES	2,680.00

Total 003 · MLS & LOCKBOX DUES & FEES 248,445.00

004 · EDUCATIONAL INCOME

3430 · BOARD SPONSORED COURSES	5,480.00
3440 · DESIGNATION COURSE REVENUE SHA	11.00
3450 · ONLINE COURSE REVENUE SHARE	3,176.12
3460 · Course Sponsor Fees	1,800.00

Total 004 · EDUCATIONAL INCOME 10,467.12

005 · MEMBERSHIP MEETINGS - INCOME

3510 · FOOD/BEVERAGE/ROOM	12,445.00
3520 · MEMBERSHIP SPONSOR FEE	3,150.00

Total 005 · MEMBERSHIP MEETINGS - INCOME 15,595.00

006 · FUNDRAISERS/CHARITY EVENTS

3610 · GOLF TOURNAMENT	46,303.00
3630 · COMMUNITY SERVICE EVENTS	9,000.00

Total 006 · FUNDRAISERS/CHARITY EVENTS 55,303.00

007 · OTHER INCOME

4000 · MISC -NY SALES TAX VENDOR CR	296.47
4040 · SUPPLY SALES	30.00

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4070 · CLASSROOM RENTAL FEE	600.00
4082 · RETURN CHECK FEE	100.00
4084 · MEMBER REACTIVATION FEE	650.00
4089 · WEB SITE ADVERTISING	1,900.00
Total 007 · OTHER INCOME	3,576.47
Total Income	656,219.03
Gross Profit	656,219.03
Expense	
008 · BOARD PERSONNEL *	238,953.60
* Includes: Payroll, Payroll Taxes, Health & Dental Ins., Worker's Comp., Disability, Family Leave Insurance, 401K match, & 5 months Marketing Consultant fees.	
009 · DUES	
6010 · NATIONAL DUES - EXPENSE	50,834.00
6020 · STATE DUES - EXPENSE	42,890.00
6030 · PUBLIC AWARENESS CAMPAIGN - EXP	15,030.00
6040 · RPAC	573.00
Total 009 · DUES	109,327.00
010 · OFFICE OPERATIONS	
6102 · GENERAL SUPPLIES	3,975.44
6103 · POSTAGE	441.07
6104 · TELEPHONE	1,179.79
6105 · TV CABLE	3,924.08
6106 · COPIER LEASE	1,816.23
6108 · LEGAL AND MISC FEES	902.74
6109 · BOOKKEEPING SERVICE	6,530.00
6113 · CREDIT CARD/BANK FEES	13,126.05
6114 · GIFTS/FLOWERS/DONATIONS	284.09
6118 · DUES & SUBSCRIPTIONS	2,215.68
6123 · AWARDS & PLAQUES	1,211.57
6150 · D&O and E&O Insurance	865.00
6161 · P.R. Consultant	4,150.00
6170 · AUDIT/REVIEW	4,500.00
6182 · COMPUTER SUPPORT SERVICE	1,515.68
6190 · WEBSITE HOST/MAINTENANCE	384.14
Total 010 · OFFICE OPERATIONS	47,021.56
011 · BOD & STAFF TRAVEL/MEETINGS	
6201 · PRESIDENT REG. FEE	7,833.83
6204 · PRESIDENT-ELECT REG. FEE	2,375.01
6206 · EXEC. OFFICER REG. FEE	5,537.66
6210 · SECRETARY/TREAS-REG FEES/TRAVEL	111.48
6211 · Past-President Travel/Regis. Fe	2,667.93
6212 · OTHER REG. FEES	6,522.26
6214 · STATE DIRECTOR-REG. FEE/TRAVEL	2,346.30

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6235 · MISC. CONVENTION/TRAVEL/MTGS	1,500.00
Total 011 · BOD & STAFF TRAVEL/MEETINGS	28,894.47
012 · MLS & LOCK BOX OPERATIONS	
6330 · NAVICA USER FEE	59,773.37
6336 · Streamline Assoc Mgmt	2,090.63
6340 · APPLE-MINER TAX PROGRAM-EXP	11,664.00
Total 012 · MLS & LOCK BOX OPERATIONS	73,528.00
013 · EDUCATIONAL OPERATIONS	
6406 · DOS FEES/CE COURSES	350.00
6410 · BOARD SPONSORED CE COURSES	4,247.50
6435 · STAFF TRAINING	260.00
6440 · FOOD/BEV FOR CLASSES	269.39
Total 013 · EDUCATIONAL OPERATIONS	5,126.89
014 · MEMBERSHIP MEETINGS-EXPENSE	
6501 · FOOD/BEVERAGE COST	16,607.44
6503 · HOLIDAY PARTY	2,275.84
6507 · MISC./OTHER MEMBERSHIP MEETING	2,124.76
Total 014 · MEMBERSHIP MEETINGS-EXPENSE	21,008.04
015 · CHARITY EVENTS/CONTRIBUTIONS	
6601 · FUNDRAISER PROCEEDS TO CHARITY	40,382.00
6603 · GOLF TOURNAMENT OPERATING EXP	15,420.23
6604 · COMMUNITY SVC COMMITTEE MISC	297.00
6620 · NYSREEF CONTRIBUTION	500.00
6621 · NYSAR HOUSING OPPORTUNITIES	100.00
6630 · MISC. DONATIONS	100.00
Total 015 · CHARITY EVENTS/CONTRIBUTIONS	56,799.23
016 · BUILDING OPERATION	
6910 · SECURITY SYSTEM	625.76
6920 · REAL ESTATE TAXES	5,899.89
6930 · INSURANCE	2,739.45
6940 · UTILITIES	7,758.97
6950 · LAWN & SNOW	8,453.00
6960 · BOTTLED WATER	417.34
6965 · CLEANING	4,860.00
6970 · REPAIRS/MAINTENANCE	2,007.18
6990 · TRASH REMOVAL	933.54
6999 · MISC. BUILDING OPERATIONS	42.39
7000 · DEPRECIATION	21,160.00
Total 016 · BUILDING OPERATION	54,897.52
017 · EQUIPMENT PURCHASES	
7007 · COMPUTER UPGRADE/SOFTWARE	1,083.28
7009 · OFFICE FURNITURE/MISC. EQUIP	847.31
Total 017 · EQUIPMENT PURCHASES	1,930.59
018 · CORPORATE TAXES	
8001 · NY STATE FRANCHISE TAX	500.00

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Total 018 · CORPORATE TAXES	500.00
019 · BOARD SERVICES	
6710 · DOTLOOP TRANSACTION SOFTWARE	11,992.50
6730 · SENTRILOCK SYSTEM	25,618.54
6740 · RPAC PROMOS	107.00
Total 019 · BOARD SERVICES	37,718.04
66900 · Reconciliation Discrepancies	0.02
Total Expense	675,704.96
Net Ordinary Income	-19,485.93
Other Income/Expense	
Other Income	
10000 · REALIZED GAIN/LOSS	714.41
31000 · UNREALIZED GAIN/LOSS	8,131.02
4030 · INTEREST INCOME	1,791.77
4031 · DIVIDEND INCOME	1,122.90
Total Other Income	11,760.10
Net Other Income	11,760.10
Net Income	-7,725.83