Greater Bergen Realtors
2027 Budget
January - December 2027

40000 Dues Revenue		
40010 Membership Dues		1,747,125.00
40040 Affiliate Member Dues		25,000.00
40050 Application Fees		90,000.00
40060 Reinstatement Fees		21,500.00
40070 Late Fees		43,800.00
Total 40000 Dues Revenue	**$**	**1,927,425.00**
40600 Store Sales		**2,000.00**
41000 Realtor Education Center Income		
41020 Pre-licensing Course		15,000.00
41040 Broker Course		6,650.00
41050 CE Classes		63,000.00
41055 CE Shop		7,500.00
41060 Designations & Certifications		15,000.00
Total 41000 Realtor Education Center Income	**$**	**107,150.00**
42000 Sponsorship Revenue		
42010 Aff. Sponsorship - Installation		15,000.00
42020 Aff. Sponsorship - COE		16,000.00
42030 Aff. Sponsorship - Annual Meeting		9,000.00
42035 Aff. Sponsorship - Mid-Year Meeting		9,000.00
42040 Aff. Sponsorship - Triple Play Hosp. Suite		2,000.00
42050 Aff. Sponsorship - Global Bus. Council		2,500.00
42055 Aff. Sponsorship - Broker Council		2,600.00
42060 Aff. Sponsorship - CE Classes		8,000.00
42062 Aff. Sponsorship - Designations & Certifications		3,000.00
42065 Aff. Sponsorship - Let's Talk		9,000.00
42070 Aff. Sponsorship - RPAC Events		5,000.00
42075 Aff. Sponsorship - Professional Development		2,000.00
42085 Aff. Sponsorship - YPN Events		6,000.00
42090 Aff. Sponsorship - New Member Orientation		6,000.00
42091 Aff. Sponsorship Health, Wellness & Safety		1,000.00
42095 Affiliate Sponsorship - Other		2,500.00
Total 42000 Sponsorship Revenue	**$**	**96,600.00**
43000 Annual Meetings & Events Income		
43010 Circle of Excellence - Tix		20,000.00
43050 GBAR Installation & Holiday Gala - Tix		40,000.00
Total 43000 Annual Meetings & Events Income	**$**	**60,000.00**

46000 Rental Income		
46500 Rental Income - NJMLS		124,201.00
46600 Rental Income - Facilities Rental		5,000.00
46700 Rental Income - SB Parking		90,600.00
Total 46000 Rental Income	**$**	**219,801.00**
47000 Investment Income		
47010 Interest & Dividend Income		85,000.00
Total 47000 Investment Income	**$**	**85,000.00**
48000 Miscellaneous Income		
49000 Leadership Academy Tuition		2,800.00
Total 48000 Miscellaneous Income	**$**	**2,800.00**
69100 Referral Co. Membership Dues		**6,000.00**
69110 Referral Co. Commission Deposits		**2,000.00**
Total Income	**$**	**2,508,776.00**
Revenue from 2025 Income		**60,000.00**
Gross Profit	**$**	**2,568,776.00**
Expenses		
50100 Cost of Goods Sold - Store & CE Books		**4,000.00**
51000 Realtor Education Center		
51010 Instructors & Course Renewals		52,362.00
51020 Advertising		4,000.00
51040 Designation / Certification Courses		19,600.00
51050 RE Educ. Center - Other Expense		750.00
Total 51000 Realtor Education Center	**$**	**76,712.00**
52000 Sponsorship Expenses - Food & Beverages		
52030 CE Classes		300.00
52040 New Member Orientation		300.00
52050 Non - CE Classes		400.00
52060 Designations & Certifications		500.00
Total 52000 Sponsorship Expenses - Food & Beverages	**$**	**1,500.00**
53000 Annual Meetings & Events		
53010 Circle of Excellence		38,000.00
53020 Mid-Year Meeting		35,000.00
53030 Annual Meeting		35,000.00
53050 GBR Installation & Holiday Gala		85,000.00
53060 NJR Triple Play - Hospitality		15,000.00
53070 NJR - Other		4,000.00
Total 53000 Annual Meetings & Events	**$**	**212,000.00**
55000 Conferences		
55010 NAR Legislative		30,000.00
55011 NAR Leadership Summit		6,000.00
55012 NAR Annual		35,000.00
55020 NJR Meetings		300.00
55030 NJR Triple Play		9,000.00

55050 AEI Conference		3,300.00
55060 Conferences - Other		11,000.00
Total 55000 Conferences	**$**	**94,600.00**
56000 Board Committee Expenses		
56015 Global Business Council		2,500.00
56020 YPN		1,500.00
56040 Professional Standards/Mediation/Grievance		10,000.00
56050 Awards Verification Committee		500.00
56060 Nominating Committee		300.00
56070 Affiliate		500.00
56075 Brokers/Managers		3,000.00
56095 Community Outreach		2,000.00
56105 RPAC & Legislative Affairs		14,500.00
56110 Professional Development		1,500.00
56125 Engagement Council		0.00
56126 Health, Wellness & Safety		1,000.00
56130 Leadership Academy		6,000.00
56140 Other Committees		1,000.00
Total 56000 Board Committee Expenses	**$**	**44,300.00**
60000 Personnel Expenses		
60010 Wages		1,017,142.70
60020 401(k) Employer Match		40,681.80
60030 Insurance - Personnel		160,525.00
60040 Payroll Tax Expense		105,365.87
60050 Workers Comp. Insurance		1,611.00
60060 CEO Travel & Expenses		7,000.00
60070 Staff Travel & Expenses		1,500.00
60075 Staff Appreciation		3,800.00
60080 Staff Events		3,500.00
60090 Other Personnel Expenses		3,470.00
Total 60000 Personnel Expenses	**$**	**1,344,596.37**
61000 Professional Fees		
61010 Legal Fees - Association		15,000.00
61020 Legal Fees - Professional Standards		21,000.00
61030 Accounting Fees		10,000.00
61050 Payroll Service Fees		19,500.00
61060 Consulting Fees - HR & Other		21,500.00
61065 Consulting Fees - Strat Plan		1,000.00
Total 61000 Professional Fees	**$**	**88,000.00**
61500 Staff Training		**3,000.00**
62000 Advertising and Promotion		
62010 Public Relations		1,500.00
62015 Realtor Advocacy		1,000.00
62020 Community Outreach		2,000.00

62030 Promotional Items & Marketing		2,000.00
62500 HousingWire		7,500.00
Total 62000 Advertising and Promotion	**$**	**14,000.00**
63000 Office Expenses		
63010 Office Supplies		10,000.00
63015 Office Supplies - Non-Stationary		11,000.00
63020 Office Equipment / Leasing		10,000.00
63030 Postage & Delivery		600.00
63050 Office Expenses - Other		1,000.00
Total 63000 Office Expenses	**$**	**32,600.00**
64000 Information Technology/Computer Support		
64010 Software Subscriptions		16,000.00
64015 Rapattoni		34,923.00
64020 System Maintenance & Support		44,000.00
64030 Website Development & Support		250.00
64040 Website Hosting & Misc.		6,000.00
64050 Audio Visual & Computer Hardware		11,500.00
Total 64000 Information Technology/Computer Support	**$**	**112,673.00**
65000 Occupancy Costs		
65010 Real Estate Taxes		127,000.00
65030 Utilities		23,000.00
65040 Telephone & Internet		33,500.00
65050 Building Grounds & Maint.		85,000.00
65100 Interest Expense - Mortgage		120,417.00
Total 65000 Occupancy Costs	**$**	**388,917.00**
66000 Insurance - Fire & Liability		**9,000.00**
67010 Credit Card Processing Fees		**50,000.00**
67020 Bank Charges		**420.00**
68000 Board of Directors Expense		**5,000.00**
68010 Association Development		**8,500.00**
68020 NJ Business Taxes		**200.00**
69000 Miscellaneous Expenses		
69010 Charitable Deductions		7,500.00
69020 RPAC Contributions		5,000.00
69030 Benevolence		2,000.00
Total 69000 Miscellaneous Expenses	**$**	**14,500.00**
69200 NJ Greater Referral Group Expenses		**2,000.00**
Total Expenses	**$**	**2,506,518.37**
Net Operating Income	**$**	**62,257.63**
70110 Debt Service - Mortgage Principal	**$**	**62,257.63**
Net Income	**$**	**0.00**