

EGYPTIAN BOARD OF REALTORS, INC.

01/03/23

Balance Sheet

Cash Basis

As of December 31, 2022

	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
1001 · Petty Cash Fund	216.23
1010 · Fifth Third - Checking	2,770.89
1035 · Savings	99.19
Total Checking/Savings	<u>3,086.31</u>
Accounts Receivable	
1040 · Receivables	90.00
1065 · MISC REC	16.40
Total Accounts Receivable	<u>106.40</u>
Total Current Assets	<u>3,192.71</u>
Fixed Assets	
1100 · Software	0.00
1110 · Patent License	0.00
1120 · Membership Web Portal	0.00
1200 · Furniture & Fixtures	861.66
1260 · Website	1,931.00
1300 · Leasehold Improvements	3,927.19
1500 · Building - Marion	434,941.00
1550 · Lot - 1402 N. Atchison	20,661.00
Total Fixed Assets	<u>462,321.85</u>
Other Assets	
1070 · RMLS ALLIANCE	35,313.00
Total Other Assets	<u>35,313.00</u>
TOTAL ASSETS	<u>500,827.56</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2050 · Payables	832.60
Total Accounts Payable	<u>832.60</u>
Credit Cards	
2270 · Bank of America (AE)	9,732.70
Total Credit Cards	<u>9,732.70</u>
Other Current Liabilities	
PAYROLL TAX LIABILITIES	0.03
2135 · PR SWHNC	473.00
2215-23 · 2023 RPAC PAYABLE	288.00
2220-23 · 2023 ILLINOIS REALTORS PAYABLE	3,781.00
2222-20 · 2020 ILLINOIS REALTORS ADVO	255.00
2222-23 · 2023 IL REALTORS ADVO	1,360.00
2230-23 · 2023 NAR IMAG PAYABLE	855.00
2240-23 · 2023 NAR PAYABLE	2,850.00
2243-23 · IL REALTORS	95.00
2290 · Real Estate Taxes due next FY	11,960.43
Total Other Current Liabilities	<u>21,917.46</u>

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As of December 31, 2022

	<u>Dec 31, 22</u>
Total Current Liabilities	32,482.76
Long Term Liabilities	
2510 - N/P Building Loan	<u>141,897.86</u>
Total Long Term Liabilities	<u>141,897.86</u>
Total Liabilities	174,380.62
Equity	
Retained Earnings	49,878.75
2800 - Earnings	292,126.48
Net Income	<u>-15,558.29</u>
Total Equity	<u>326,446.94</u>
TOTAL LIABILITIES & EQUITY	<u><u>500,827.56</u></u>

EGYPTIAN BOARD OF REALTORS, INC.

Profit & Loss

01/03/23

Cash Basis

October through December 2022

	Oct - Dec 22
Ordinary Income/Expense	
Income	
3000 · MEMBER DUES REVENUE	
3001-22 · 2022 LOCAL EBOR DUES	305.00
3001-23 · 2023 LOCAL EBOR DUES	44,790.00
3010-22 · 2022 LOCAL EDUC FUND	140.00
3010-23 · 2023 LOCAL EDUC FUND	5,300.00
3025 · MEMBER TRANSFER FEES	225.00
3030 · OFFICE APPLICATION FEES	600.00
3040 · REALTOR MEMBER APPLICATION FEE	1,850.66
Total 3000 · MEMBER DUES REVENUE	53,210.66
3200 · AFFILIATE REVENUE	
3200 LOCAL AFF DUES	1,620.00
Total 3200 · AFFILIATE REVENUE	1,620.00
3400 · EDUCATION REVENUE	
3400-23 · FY 2022-2023 CE CLASSES BROKER MANAGEMENT	1,710.00
Total 3400-23 · FY 2022-2023 CE CLASSES	1,710.00
3460 · IR Bus. Partner Plan	
3463 · THE CE SHOP	395.67
Total 3460 · IR Bus. Partner Plan	395.67
Total 3400 · EDUCATION REVENUE	2,105.67
3500 · MLS REVENUE	
3501 · MLS USER Fees	72,520.00
3510 · MLS Enrollment Fees - Member	600.00
3530 · MLS Reciprocity Listing Fee	50.00
3550 · MLS Late Fee Charges	1,400.00
3560 · MLS FINES	1,050.00
Total 3500 · MLS REVENUE	75,620.00
3600 · LOCKBOX REVENUE	
3605 · LOCKBOX USER FEES	19,315.00
Total 3600 · LOCKBOX REVENUE	19,315.00
3700 · RENT INCOME	3,100.00
3800 · Affiliate Sponsorship Revenue	
3800 · Affiliate Sponsorship Revenue - Other	5,000.00
Total 3800 · Affiliate Sponsorship Revenue	5,000.00
Total Income	159,971.33
Gross Profit	159,971.33
Expense	
5100 · OPERATING EXPENSES	
Checking Account Fees	
5102 · Service Fees	227.00
5103 · Transaction fee NAR Dues	3,398.67
Total Checking Account Fees	3,625.67
Equipment Lease Payments	
5113 · Printer/Copier Usage	269.80
5115 · Sharp Printer Lease	702.54
Total Equipment Lease Payments	972.34
Interest Expense	2,183.54
Utilities	

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	Oct - Dec 22
5151 · Electric	1,169.59
5154 · Trash Service	322.05
5155 · Water	109.56
Total Utilities	1,601.20
5111 · Dues & Subscriptions	1,499.63
5118 · Gifts or Memorials	448.50
5119 · Insurance	2,239.68
5120 · Telephone & Internet	1,077.57
5122 · Ramco Service Fee	1,497.00
5125 · Office Supplies	1,527.84
5130 · Postage	78.80
5136 · Bldg Repairs & Maintenance	
Cleaning	225.00
5136 · Bldg Repairs & Maintenance - Other	85.00
Total 5136 · Bldg Repairs & Maintenance	310.00
5146 · RE Taxes	15,029.44
Total 5100 · OPERATING EXPENSES	32,091.21
5200 · OUTSIDE SERVICES	
5205 · Accounting Expense	10,801.00
5210 · Computer Tech Services	1,764.00
5220 · Legal Fees	
5220 · Legal Fees - Other	475.00
Total 5220 · Legal Fees	475.00
Total 5200 · OUTSIDE SERVICES	13,040.00
5300 · AE Prof Dev & Travel	
IL REALTORS MEETINGS	
5340 · ILLINOIS REALTORS BUS MTG/AE	
5341 · Lodging	479.37
5342 · Meals	79.33
Total 5340 · ILLINOIS REALTORS BUS MTG/AE	558.70
Total IL REALTORS MEETINGS	558.70
NAR MEETINGS	
5380 · NAR CONVENTION/AE	
5381 · Lodging	1,336.28
5382 · Meals	782.76
5383 · Registration	310.00
5384 · Travel	1,548.74
Total 5380 · NAR CONVENTION/AE	3,977.78
Total NAR MEETINGS	3,977.78
Total 5300 · AE Prof Dev & Travel	4,536.48
5301 · GROSS WAGES	
5310 · Payroll Taxes	
5305 · Company FICA	3,722.84
5306 · Company MI	870.66
5309 · Company SUTA	3.27
5332 · NC SUTA	76.92
Total 5310 · Payroll Taxes	4,673.69
5301 · GROSS WAGES - Other	51,558.90
Total 5301 · GROSS WAGES	56,232.59
5500 · MLS EXPENSES	
CMLS	275.00

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Profit & Loss

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October through December 2022

	Oct - Dec 22
RMLS	29,147.00
Total 5500 · MLS EXPENSES	29,422.00
5600 · LOCKBOX EXPENSES	
5601 · LOCKBOX USER FEES	24,177.46
Total 5600 · LOCKBOX EXPENSES	24,177.46
5700 · MISC MEMBER BENEFITS	
5700-10 · FOREWARN	2,472.50
Total 5700 · MISC MEMBER BENEFITS	2,472.50
5800 · REALTOR EVENTS & MTG. EXPENSES	
5815 · Misc REALTOR Events	
AE OFFICE VISITS	
AE OFFICE VISITS - Other	225.48
Total AE OFFICE VISITS	225.48
5815 · Misc REALTOR Events - Other	1,538.79
Total 5815 · Misc REALTOR Events	1,764.27
5850 · Board of Directors Expense	
NAR MEETINGS	
5875 · NAR CONVENTION/BOD	
Lodging	1,336.28
Meals	450.13
Travel	59.91
Total 5875 · NAR CONVENTION/BOD	1,846.32
5880 · NAR REALTOR PARTY CONV/BOD	
Meals	80.00
Registration	250.00
Travel	515.70
Total 5880 · NAR REALTOR PARTY CONV/BOD	845.70
Total NAR MEETINGS	2,692.02
5891 · BOD MONTHLY MTG.EXPENSE	
Misc Expense	138.55
Total 5891 · BOD MONTHLY MTG.EXPENSE	138.55
Total 5850 · Board of Directors Expense	2,830.57
5900 · COMMITTEE MTG EXPENSE	
5920 · ED/TECH COMMITTEE	
ED/TECH Day	
Copier Charge	44.50
Instructor Fee	840.00
Lodging	190.71
Meals	1,277.53
Venue	95.00
Total ED/TECH Day	2,447.74
New Member Orientation	
Copier Charge	121.14
Educational Materials	264.65
Meals	87.36
Total New Member Orientation	473.15
Total 5920 · ED/TECH COMMITTEE	2,920.89
5950 · LEGISLATIVE COMMITTEE	
RPAC Auction	

EGYPTIAN BOARD OF REALTORS, INC.

Profit & Loss

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October through December 2022

	Oct - Dec 22
Auction Items	0.00
Promo & Marketing	136.65
Venue	1,753.30
Total RPAC Auction	1,889.95
Total 5950 · LEGISLATIVE COMMITTEE	1,889.95
5975 · GRIEVANCE COMM	
Pro Standards Workshop	
Registration	100.00
Total Pro Standards Workshop	100.00
Total 5975 · GRIEVANCE COMM	100.00
5980 · GOOD WORKS & CONSUMER OUTREACH	
Consumer Outreach	
Consumer Outreach - Other	4.50
Total Consumer Outreach	4.50
SI Made EXPO	1.70
SICH	2,150.00
Total 5980 · GOOD WORKS & CONSUMER OUTREACH	2,156.20
5992 · DIVERSITY COMMITTEE	395.50
Total 5900 · COMMITTEE MTG EXPENSE	7,462.54
Total 5800 · REALTOR EVENTS & MTG. EXPENSES	12,057.38
5995 · RPAC Contributions by EBOR	1,500.00
Total Expense	175,529.62
Net Ordinary Income	-15,558.29
Net Income	-15,558.29

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Cash Basis

EGYPTIAN BOARD OF REALTORS, INC.

Profit & Loss Prev Year Comparison

October through December 2022

	Oct - Dec 22	Oct - Dec 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
3000 · MEMBER DUES REVENUE	53,210.66	79,668.34	-26,457.68	-33.2%
3200 · AFFILIATE REVENUE	1,620.00	2,695.00	-1,075.00	-39.9%
3400 · EDUCATION REVENUE	2,105.67	2,023.70	81.97	4.1%
3500 · MLS REVENUE	75,620.00	66,325.00	9,295.00	14.0%
3600 · LOCKBOX REVENUE	19,315.00	15,840.00	3,475.00	21.9%
3700 · RENT INCOME	3,100.00	3,750.00	-650.00	-17.3%
3800 · Affiliate Sponsorship Revenue	5,000.00	500.00	4,500.00	900.0%
Total Income	159,971.33	170,802.04	-10,830.71	-6.3%
Gross Profit	159,971.33	170,802.04	-10,830.71	-6.3%
Expense				
5100 · OPERATING EXPENSES	32,091.21	16,872.33	15,218.88	90.2%
5136-3 · Pest Control	0.00	75.00	-75.00	-100.0%
5200 · OUTSIDE SERVICES	13,040.00	9,467.50	3,572.50	37.7%
5300 · AE Prof Dev & Travel	4,536.48	3,731.11	805.37	21.6%
5301 · GROSS WAGES	56,232.59	57,639.63	-1,407.04	-2.4%
5500 · MLS EXPENSES	29,422.00	28,046.00	1,376.00	4.9%
5600 · LOCKBOX EXPENSES	24,177.46	24,006.30	171.16	0.7%
5700 · MISC MEMBER BENEFITS	2,472.50	0.00	2,472.50	100.0%
5800 · REALTOR EVENTS & MTG. EXPENSES	12,057.38	7,537.38	4,520.00	60.0%
5995 · RPAC Contributions by EBOR	1,500.00	1,675.00	-175.00	-10.5%
Total Expense	175,529.62	149,050.25	26,479.37	17.8%
Net Ordinary Income	-15,558.29	21,751.79	-37,310.08	-171.5%
Other Income/Expense				
Other Income				
6000 · Other Income	0.00	0.59	-0.59	-100.0%
Total Other Income	0.00	0.59	-0.59	-100.0%
Net Other Income	0.00	0.59	-0.59	-100.0%
Net Income	-15,558.29	21,752.38	-37,310.67	-171.5%