

FINANCIAL SUMMARY – APRIL 2011

The following reports have been attached for your review of LR financial activities through April 30, 2011.

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Membership

Membership projections total 10,341 and remain below budgeted projections by 579 members, (5%) creating a shortfall in projected dues revenue of \$82,733 through 5-15-11. LR has seen a decline in membership of approximately 5.5% per year since 2007 and anticipate that trend to continue into 2012. LREC active brokers and agents total 13,142 for the 2011 renewal phase, a 5% decline from 2010

LR Statement of Financial Position

Assets total \$2,549,879; Current Liabilities total \$19,570; Temporarily restricted net assets total 526 and unrestricted net assets total 2,529,782. Temporarily restricted assets carried forward from 2010 totaling 1,331,389 were released through the payment of BP claims in the first quarter of 2011. Year to date revenue over expense totals 1,050,504. The cash balance totals \$1,147,591 with an anticipated net cash position of (\$96,683) through December 31, 2011 based upon the current budget. Proposed budget adjustments will offset the projected negative cash flow and bring it back to a positive cash position.

LR General Reserve Fund

The LR General Reserve Fund fair market value as of 4-30-11 is 945,739. The following expenditures have been paid from the Reserve Fund through 4-30-11.

❖ Transfer Tax Initiative	\$130,828
❖ Capital Expenditures	\$ 5,478

LR Statement of Operations

Revenue totals \$1,661,988 through 4-30-11 and remain below budgeted projections by \$118,123 primarily due to the shortfall in dues revenue as well as variances in Professional Development and Business Meetings. Expense totals \$525,173 and remain below budgeted projections by \$76,648.

Some key variances to note:

- ❖ Membership: Projected dues revenue remain below budgeted projections by \$101,234 due to a shortfall in membership renewals.

- ❖ Professional Development: PD revenue fell short of ytd budgeted projections by \$9,754 due to variances for the Foundations for Success program and GRI Masters Program. Registrations fell below budgeted projections creating a variance in projected revenue. The variance of \$5,000 for LR Leadership will be offset with additional revenue posted in May. PD expenses remain below budgeted projections by \$8,957.

- ❖ Business Meetings: Revenue for Leading Edge Conference fell short of budgeted projections by \$5,602 while program expenses

fell below budgeted projections by \$4,284. The budgeted projections included revenue and expense for a welcome reception which was not held.

❖ Travel:

Expenses remain below budgeted projections by \$4,602 although CEO out of state travel expenses exceed budgeted projections by 1,686 due to pending expenses to be reimbursed by NAR as well as unreimbursed travel expense for the CEO participation in NAR workgroups.

**Louisiana REALTORS®
Membership Report
5/15/2011**

	2007 Actual 12/31/2007	2008 Actual 12/31/08	2009 Actual 12/31/09	2010 Actual 12/31/2010	2011 Renewals 5/15/2011	2011 Proj Renew thru 5/31/11	Variance
Central La.	403	391	348	326	276	309	-33
Baton Rouge	2989	2565	2538	2290	2054	2320	-266
Bayou	309	306	291	287	229	255	-26
Southwest	422	459	430	435	388	392	-4
Greater Fort Polk	117	120	110	108	92	102	-10
Acadiana	1117	1129	1083	1062	971	973	-2
Livingston	221	211	196	205	197	193	4
Northeast	549	575	554	563	536	500	36
Natchitoches	85	76	68	63	64	61	3
New Orleans	4482	4515	4235	3930	3861	3935	-74
Saints	293	257	177	169	153	149	4
Northwest	1323	1247	1149	1102	955	985	-30
North Shore Area	1155	1037	952	923	564	526	38
Members-at-Large	33	15	2	2	1	220	-219
TOTAL	13498	12903	12133	11465	10341	10920	-579

LR Statement of Financial Position

4/30/2011

Current Assets

LR Operating Account-Regions	1,147,591.13
LR Oil Spill Claim Fund	31.84
Accounts Receivable	15,423.95
Pre-paid Expenses	8,150.00
Lease Deposit	1,200.00

Total Current Assets **1,172,396.92**

Investments-General Reserve Fund-FMV **945,739.42**

Property and Equipment

Property and Equipment	968,044.42
Accumulated Depreciation	-536,302.24

431,742.18

Total Assets **2,549,878.52**

Current Liabilities

Accounts Payable	25.00
Due to Affiliates	13,545.00
Prepaid Meeting Fees	6,000.00

Total Current Liabilities **19,570.00**

Net Assets

Fund Balance-Prior Year	1,479,278.92
Temporarily Restricted Net Assets	525.64
Revenue over Expense	1,050,503.96

Total Net Assets **2,530,308.52**

Total Liabilities & Net Assets **2,549,878.52**

LR Statement of Operations Summary 04-30-11	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Variance Annual Budget
Revenue					
Membership	1,595,781.66	1,698,846.00	(103,064.34)	1,764,258.00	(168,476.34)
Administrative	372.95	0.00	372.95	0.00	372.95
Professional Development	46,920.51	56,675.00	(9,754.49)	135,150.00	(88,229.49)
Professional Conduct	4,225.00	4,000.00	225.00	4,000.00	225.00
Legislative	0.00	0.00	0.00	2,400.00	(2,400.00)
Marketing & Member Services	544.60	840.00	(295.40)	2,500.00	(1,955.40)
Commercial	0.00	0.00	0.00	14,875.00	(14,875.00)
Business Meetings	14,143.00	19,750.00	(5,607.00)	70,500.00	(56,357.00)
Total Revenue	1,661,987.72	1,780,111.00	(118,123.28)	1,993,683.00	(331,695.28)

Expense					
Professional Development	31,067.00	40,024.00	8,957.00	148,897.00	117,830.00
Professional Conduct	2,995.95	3,350.00	354.05	13,000.00	10,004.05
Legislative	42,377.90	43,673.00	1,295.10	101,355.00	58,977.10
Commercial	1,000.00	1,000.00	0.00	22,380.00	21,380.00
Organizational Development	1,960.31	2,550.00	589.69	5,750.00	3,789.69
Marketing & Member Services	8,344.90	11,400.00	3,055.10	36,500.00	28,155.10
Business Meetings	12,841.68	17,126.00	4,284.32	82,350.00	69,508.32
Travel	19,543.51	24,146.00	4,602.49	120,038.00	100,494.49
Human Resources	310,589.57	313,660.00	3,070.43	1,148,003.00	837,413.43
Operations	87,347.48	100,720.00	13,372.52	263,200.00	175,852.52
Risk Protection	7,105.00	9,000.00	1,895.00	15,000.00	7,895.00
Legislative Superfund	0.00	0.00	0.00	37,210.00	37,210.00
Total Expense	525,173.30	566,649.00	41,475.70	1,993,683.00	1,468,509.70

Revenue over Expense	1,136,814.42	1,213,462.00	(76,647.58)	0.00	1,136,814.42
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General Fund Revenue & Expense					
Investment Gains	44,517.96	0.00	44,517.96	0.00	44,517.96
Transfer Tax Initiative Expense	130,828.42	0.00	(130,828.42)	0.00	(130,828.42)
Total General Fund Activity	(86,310.46)	0.00	(86,310.46)	0.00	(86,310.46)

Net Revenue over Expense	1,050,503.96	0.00	0.00	0.00	1,050,503.96
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LR Statement of Operations

04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
Revenues					
<u>Membership Revenue</u>					
REALTOR® Member Dues	1,573,086.66	1,674,321.00	(101,234.34)	1,708,758.00	(135,671.34)
Affiliate Member Dues	100.00	500.00	(400.00)	1,500.00	(1,400.00)
New Member Fees	11,307.00	15,850.00	(4,543.00)	44,000.00	(32,693.00)
Board Service Fees	11,288.00	8,175.00	3,113.00	10,000.00	1,288.00
Total Membership Revenue	1,595,781.66	1,698,846.00	(103,064.34)	1,764,258.00	(168,476.34)

Administrative Revenue

Interest Income-General	372.95	0.00	372.95	0.00	372.95
Total Administrative Revenue	372.95	0.00	372.95	0.00	372.95

Professional Development Revenue

LR Leadership Revenue	15,000.00	20,000.00	(5,000.00)	20,000.00	(5,000.00)
On-Line Education Revenue	225.01	400.00	(174.99)	8,000.00	(7,774.99)
GRI Course Revenue	5,711.00	2,750.00	2,961.00	11,000.00	(5,289.00)
GRI Masters Program	13,504.00	16,800.00	(3,296.00)	16,800.00	(3,296.00)
SRS Course	330.00	0.00	330.00	8,250.00	(7,920.00)
ABR Designation Course	0.00	0.00	0.00	19,100.00	(19,100.00)
Foundations for Success (BC)	4,756.00	9,975.00	(5,219.00)	9,975.00	(5,219.00)
REBAC Elective Courses	7,359.50	6,750.00	609.50	10,125.00	(2,765.50)
Commercial CE Topic	35.00	0.00	35.00	7,000.00	(6,965.00)
At Home with Diversity	0.00	0.00	0.00	2,400.00	(2,400.00)
Regional Caravan Meetings	0.00	0.00	0.00	22,500.00	(22,500.00)
Total PD Revenue	46,920.51	56,675.00	(9,754.49)	135,150.00	(88,229.49)

Professional Conduct Revenue

Annual PS Training	4,225.00	4,000.00	225.00	4,000.00	225.00
Total PC Revenue	4,225.00	4,000.00	225.00	4,000.00	225.00

LR Statement of Operations

04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
Legislative Revenue					
NAR/DC Legislative Event	0.00		0.00	2,400.00	(2,400.00)
Total Legislative Revenue	0.00	0.00	0.00	2,400.00	(2,400.00)

Marketing & Member Services

Marketing & Communications	544.60	840.00	(295.40)	2,500.00	(1,955.40)
Total MMS Revenue	544.60	840.00	(295.40)	2,500.00	(1,955.40)

Commercial

Commercial Development Conf	0.00	0.00	0.00	4,375.00	(4,375.00)
Commercial Designation Course	0.00	0.00	0.00	10,500.00	(10,500.00)
Total Commercial Revenue	0.00	0.00	0.00	14,875.00	(14,875.00)

Leadership Symposium Revenue

Leadership Symposium Revenue	7,148.00	12,750.00	(5,602.00)	12,750.00	(5,602.00)
Total Lead Symposium Revenue	7,148.00	12,750.00	(5,602.00)	12,750.00	(5,602.00)

Spring Business Meeting Revenue

Spring Meeting Sponsorships	0.00	0.00	0.00	3,000.00	(3,000.00)
SBM General Registrations	6,995.00	7,000.00	(5.00)	11,125.00	(4,130.00)
Total SBM Revenue	6,995.00	7,000.00	(5.00)	14,125.00	(7,130.00)

Fall Business Meeting Revenue

FBM Sponsorships	0.00	0.00	0.00	3,000.00	(3,000.00)
FBM General Registration	0.00	0.00	0.00	28,625.00	(28,625.00)
Exhibitor Fees	0.00	0.00	0.00	12,000.00	(12,000.00)
Total Fall Business Meeting Revenue	0.00	0.00	0.00	43,625.00	(43,625.00)

Total Revenue	1,661,987.72	1,780,111.00	(118,123.28)	1,993,683.00	(331,695.28)
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LR Statement of Operations 04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
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EXPENSE

Professional Development Expense

GRI Course Expense	2,861.88	2,950.00	88.12	11,262.00	8,400.12
GRI Masters Program	11,605.96	13,969.00	2,363.04	13,969.00	2,363.04
On-line Education Exp	0.00	0.00	0.00	300.00	300.00
SRS Course	0.00	0.00	0.00	9,277.00	9,277.00
LR Leadership Program	716.02	1,000.00	283.98	31,000.00	30,283.98
PD Guide	0.00	0.00	0.00	2,000.00	2,000.00
REBAC Elective Course	7,559.15	8,650.00	1,090.85	12,975.00	5,415.85
ABR Designation Course	0.00	0.00	0.00	17,897.00	17,897.00
Foundations for Success	5,211.52	9,955.00	4,743.48	9,955.00	4,743.48
Commercial CE Topic	0.00	0.00	0.00	7,610.00	7,610.00
Lunch & Learn Webinars	0.00	0.00	0.00	2,500.00	2,500.00
Curriculum Development	3,112.47	3,500.00	387.53	5,000.00	1,887.53
Regional Education Caravan	0.00	0.00	0.00	22,500.00	22,500.00
At Home with Diversity	0.00	0.00	0.00	2,652.00	2,652.00
Total PD Expense	31,067.00	40,024.00	8,957.00	148,897.00	117,830.00

Professional Conduct Expense

PS Hearings & Med Proceedings	0.00	0.00	0.00	1,000.00	1,000.00
Annual PS Training	2,700.03	3,000.00	299.97	3,000.00	299.97
VC Attendance PS Training	0.00	0.00	0.00	4,000.00	4,000.00
VC Attendance at NAR Med	0.00	0.00	0.00	2,000.00	2,000.00
Mediation Training	295.92	350.00	54.08	3,000.00	2,704.08
Total PC Expense	2,995.95	3,350.00	354.05	13,000.00	10,004.05

Legislative Expense

Lobbyist	22,666.68	22,668.00	1.32	68,000.00	45,333.32
Regional Grassroots Outreach	4,632.95	5,005.00	372.05	7,600.00	2,967.05

LR Statement of Operations 04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
Congressional Outreach	0.00	500.00	500.00	2,100.00	2,100.00
Legislative Expense	4,823.33	5,000.00	176.67	9,455.00	4,631.67
Congressional Events/NAR DC	500.00	500.00	0.00	4,200.00	3,700.00
REALTOR®/Staff Cong Relations	9,754.94	10,000.00	245.06	10,000.00	245.06
Total Legislative Expense	42,377.90	43,673.00	1,295.10	101,355.00	58,977.10

Commercial

Commercial Development Conf	0.00	0.00	0.00	5,400.00	5,400.00
Statewide Alliance of Comm Ent	1,000.00	1,000.00	0.00	3,000.00	2,000.00
CIM/IREM Federal Leg Event	0.00	0.00	0.00	4,000.00	4,000.00
Commercial Designation Program	0.00	0.00	0.00	9,980.00	9,980.00
Total Commercial Expense	1,000.00	1,000.00	0.00	22,380.00	21,380.00

Organizational Development Expense

Strategic Planning Retreat	331.56	750.00	418.44	750.00	418.44
Office/Broker Outreach	1,628.75	1,800.00	171.25	5,000.00	3,371.25
Total OD Expense	1,960.31	2,550.00	589.69	5,750.00	3,789.69

Marketing & Member Services

Marketing & Communications	2,944.90	6,000.00	3,055.10	20,000.00	17,055.10
LR Website Expense	0.00	0.00	0.00	5,400.00	5,400.00
Virtual Meetings Technology	3,500.00	3,500.00	0.00	3,500.00	0.00
Trends Report	1,900.00	1,900.00	0.00	7,600.00	5,700.00
Total MMS Expense	8,344.90	11,400.00	3,055.10	36,500.00	28,155.10

Leadership Symposium

Overhead-LS	4,522.20	5,000.00	477.80	5,000.00	477.80
Ticketed Events	5,518.72	9,125.00	3,606.28	9,125.00	3,606.28
Facilitator/Speaker	860.00	1,000.00	140.00	1,000.00	140.00
Staff/Guest	995.48	1,000.00	4.52	1,000.00	4.52

LR Statement of Operations 04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
Promotional Marketing LS	444.28	500.00	55.72	500.00	55.72
Total Lead Symposium Expense	12,340.68	16,625.00	4,284.32	16,625.00	4,284.32

Spring Business Meeting Expense

Overhead-SBM	0.00	0.00	0.00	5,000.00	5,000.00
Ticketed Events-SBM	0.00	0.00	0.00	10,000.00	10,000.00
Marketing & Promotion-SBM	0.00	0.00	0.00	500.00	500.00
Awards & Gifts-SBM	501.00	501.00	501.00	1,500.00	999.00
Staff/Guests-SBM	0.00	0.00	0.00	1,000.00	1,000.00
Total SBM Expense	501.00	501.00	0.00	18,000.00	17,499.00

Fall Business Meeting Expense

Overhead-FBM	0.00	0.00	0.00	13,500.00	13,500.00
Installation Gala	0.00	0.00	0.00	8,125.00	8,125.00
Entertainment-FBM	0.00	0.00	0.00	1,500.00	1,500.00
Ticketed Events	0.00	0.00	0.00	8,500.00	8,500.00
Facilitator/Speaker	0.00	0.00	0.00	10,000.00	10,000.00
Marketing & Promotion-FBM	0.00	0.00	0.00	1,500.00	1,500.00
Staff/Guests FBM	0.00	0.00	0.00	4,000.00	4,000.00
Printing-FBM	0.00	0.00	0.00	600.00	600.00
Total FBM Expense	0.00	0.00	0.00	47,725.00	47,725.00

Travel Expense

President Out of State	589.98	650.00	60.02	8,000.00	7,410.02
President-Elect- OS	200.00	200.00	0.00	8,975.00	8,775.00
Treasurer-OS	0.00	0.00	3,665.00	4,325.00	4,325.00
President-In State	1,144.89	1,177.50	32.61	3,542.00	2,397.11
President-Elect IS	591.75	1,078.00	486.25	3,141.00	2,549.25
Treasurer-IS	464.43	765.50	301.07	2,200.00	1,735.57
CEO- OS	2,136.49	450.00	(1,686.49)	11,800.00	9,663.51

LR Statement of Operations 04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
CEO-IS		225.00	225.00	675.00	675.00
CEO-CE	2,952.93	6,350.00	3,397.07	6,350.00	3,397.07
NAR Directors	872.08	1,000.00	127.92	25,450.00	24,577.92
State RVP Travel	783.36	1,500.00	716.64	4,550.00	3,766.64
Staff Travel-OS	2,889.07	3,650.00	760.93	24,530.00	21,640.93
Board Visits	6,299.81	6,440.00	140.19	13,000.00	6,700.19
Business Expense	618.72	660.00	41.28	2,000.00	1,381.28
Presidents Discretionary Fund	0.00	0.00	0.00	1,500.00	1,500.00
Total Travel Expense	19,543.51	24,146.00	4,602.49	120,038.00	100,494.49

Human Resource Expense

Salaries	242,576.69	245,500.00	2,923.31	836,425.00	593,848.31
Overtime	354.28	400.00	45.72	600.00	245.72
FICA Tax	19,270.93	20,100.00	829.07	66,900.00	47,629.07
HLD Insurance	43,961.46	43,400.00	(561.46)	130,000.00	86,038.54
Disability Insurance	4,426.21	4,260.00	(166.21)	8,800.00	4,373.79
Retirement Funding	0.00	0.00	0.00	75,278.00	75,278.00
Incentive Plan	0.00	0.00	0.00	5,000.00	5,000.00
Bonus	0.00	0.00	0.00	25,000.00	25,000.00
Total HR Expense	310,589.57	313,660.00	3,070.43	1,148,003.00	837,413.43

Operations Expense

Building Maintenance	3,024.07	3,840.00	815.93	8,500.00	5,475.93
Utilities	4,839.52	4,400.00	(439.52)	13,000.00	8,160.48
Janitorial Services	3,400.00	3,400.00	0.00	10,200.00	6,800.00
Lawn Maintenance	720.00	1,500.00	780.00	4,500.00	3,780.00
Business Insurance	13,743.32	18,000.00	4,256.68	18,000.00	4,256.68
Telephone Maintenance & Repair	459.93	660.00	200.07	2,000.00	1,540.07
ISP/Telephone	7,834.38	6,660.00	(1,174.38)	20,000.00	12,165.62
Conference Calls	623.60	800.00	176.40	2,500.00	1,876.40

LR Statement of Operations 04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
Mobile Communications	2,039.13	3,400.00	1,360.87	10,200.00	8,160.87
Legislative Office	4,800.00	4,800.00	0.00	14,400.00	9,600.00
Legislative Office Overhead	818.29	1,600.00	781.71	5,000.00	4,181.71
Office Supplies	9,476.73	10,000.00	523.27	15,000.00	5,523.27
Overnight Postage	121.47	340.00	218.53	1,000.00	878.53
Postage	1,039.08	1,000.00	(39.08)	2,500.00	1,460.92
Coffee/Beverages	184.06	500.00	315.94	1,500.00	1,315.94
Floral Expense	0.00	200.00	200.00	500.00	500.00
Staff Development	330.00	500.00	170.00	2,000.00	1,670.00
Professional Association Dues	840.00	1,600.00	760.00	2,500.00	1,660.00
Dues & Subscriptions	929.05	1,100.00	170.95	1,600.00	670.95
Credit Card Processing Fees	4,728.82	6,000.00	1,271.18	30,000.00	25,271.18
Payroll Processing Fees	960.45	1,000.00	39.55	3,200.00	2,239.55
Paychex HRS Fees	751.60	900.00	148.40	2,700.00	1,948.40
Computer Services	5,695.87	6,000.00	304.13	20,000.00	14,304.13
Accounting Services	0.00	0.00	0.00	15,000.00	15,000.00
Web Hosting & Maintenance	637.41	1,000.00	362.59	3,000.00	2,362.59
Technology Support	2,679.55	3,400.00	720.45	10,000.00	7,320.45
Rapattoni Maint Fee	1,865.00	2,100.00	235.00	6,300.00	4,435.00
Copier	7,566.63	7,500.00	(66.63)	15,000.00	7,433.37
Data Backup Storage	2,124.00	3,200.00	1,076.00	9,600.00	7,476.00
Legal Research - Westlaw	2,833.10	2,800.00	(33.10)	8,500.00	5,666.90
Automobile Gas/Maint	2,282.42	2,520.00	237.58	5,000.00	2,717.58
Total Operations Expense	87,347.48	100,720.00	13,372.52	263,200.00	175,852.52

Risk Protection Expense

Risk Management Outreaches	0.00	0.00	0.00	6,000.00	6,000.00
D & O Insurance	7,105.00	9,000.00	1,895.00	9,000.00	1,895.00
Total RP Expense	7,105.00	9,000.00	1,895.00	15,000.00	7,895.00

LR Statement of Operations

04-30-2011

	Year to Date Actual	Year to Date Budget	YTD Variance Budget	Annual Budget	Actual Variance Annual Budget
Depreciation & General					
Reserve Funding	0.00	0.00	0.00	37,210.00	37,210.00
Total Depreciation & General	0.00	0.00	0.00	37,210.00	37,210.00

Total Expense	525,173.30	566,649.00	41,475.70	1,993,683.00	1,468,509.70
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Revenue over Expense	1,136,814.42	1,213,462.00	(76,647.58)	0.00	1,136,814.42
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General Fund Revenue & Expense

Investment Gains	44,517.96	0.00	44,517.96	0.00	44,517.96
Transfer Tax Initiative Expense	130,828.42	0.00	(130,828.42)	0.00	(130,828.42)
Total General Fund Activity	(86,310.46)	0.00	(86,310.46)	0.00	(86,310.46)

Net Revenue over Expense	1,050,503.96	0.00	0.00	0.00	1,050,503.96
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