

NATIONAL ASSOCIATION OF REALTORS
REALTOR Party Political Survival Initiative (RPPSI)
PRO-FORMA: DISTRIBUTION OF RESOURCES ON A PER-MEMBER BASIS (4/2/11)

PRO-FORMA: DIRECT EXPENSE & LABOR COMBINED (PER MEMBER) (Revised: April 22, 2011)							
<u>Program</u>	<u>Annualized</u> ¹	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>
<i>INFORMATIONAL</i>							
REALTOR Mobilization	\$4.93	\$4.65	\$4.84	\$4.88	\$5.06	\$5.21	
Campaign Services	\$4.12	\$2.70	\$3.82	\$3.95	\$5.01	\$5.10	
Issues Mobilization Program	\$3.77	\$2.25	\$2.92	\$3.68	\$4.52	\$5.46	
Issue Coordinated Campaigns	\$5.54	\$4.23	\$2.23	\$7.71	\$3.90	\$9.61	
State & Local Candidates IE Program ⁴	<u>\$6.31</u>	<u>\$6.31</u>	<u>\$6.31</u>	<u>\$6.31</u>	<u>\$6.31</u>	<u>\$6.31</u>	
Sub-Total: State & Local Resources ²	\$24.67	\$20.14	\$20.12	\$26.53	\$24.80	\$31.69	
Federal Candidates	\$3.42	\$0.34	\$0.00	\$6.08	\$0.00	\$10.69	
Federal Public Issues Advocacy	\$6.63	\$6.38	\$6.30	\$6.55	\$6.71	\$7.18	
Federal Issues Conference	<u>\$1.90</u>	<u>\$1.18</u>	<u>\$1.51</u>	<u>\$1.90</u>	<u>\$2.26</u>	<u>\$2.65</u>	
Sub-Total Federal Resources	\$11.95	\$7.90	\$7.81	\$14.53	\$8.97	\$20.52	
Allocated From Carryover	<u>\$3.38</u>	<u>\$11.96</u>	<u>\$12.07</u>	(\$1.06)	<u>\$6.23</u>	(\$12.21)	
TOTAL DUES (Per Member) ²	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	(Informational)
Proposed Dues Revenue ³		\$42,000,000	\$42,000,000	\$42,000,000	\$42,000,000	\$42,000,000	
Annual Proposed Budget ⁴		<u>\$29,832,613</u>	<u>\$29,721,627</u>	<u>\$43,511,553</u>	<u>\$35,851,165</u>	<u>\$55,239,224</u>	\$194,156,182
Excess (Deficit)-Unused Dues-(Adjusted)		\$12,167,387	\$12,278,373	(\$1,511,553)	\$6,148,835	(\$13,239,224)	
Carryover of Unused Dues-Previous Year-(Adjusted)		\$0	\$12,167,387	\$24,445,760	\$22,934,207	\$29,083,042	\$15,843,818
Excess (Deficit) after Carryover (Adjusted)		\$12,167,387	\$24,445,760	\$22,934,207	\$29,083,042	\$15,843,818	\$15,843,818
Notes							
1. The "Annualized" dollar amount per member (rounded) is based upon the proposed RPPSI budgets averaged over 5 years and a constant of 1,050,000 members.							
2. The program dollar amounts (rounded) in the 2012-2016 budget years are based upon the proposed RPPSI budgets & a constant of 1,050,000 members, except for the state/local candidates IE Program, explained in Note #4. The state/local IE Candidates Program is the only program that has a "per member" allocation as a formally stated component of its operation. Direct funding or use of services in all other programs is approved based upon submitted applications that outline the issue and need. Additional programs for education and new pilot initiatives that are approved as the RPPSI evolves will result in adjustments to the annual per member allocation amounts.							
3. Proposed revenue is based upon \$40 per member times (x) a constant of 1,050,000 members.							
4. This is in response to AE & Member feedback requesting an updated distribution of State & Local Independent Expenditure Campaign resources over the five (5) year period and does not reflect the Executive Committee's recommendation prepared subsequent to the Finance Committee's 2012-2013 budget proposal. Therefore, the budget numbers on this chart DO NOT reflect the Finance Committee's approved budget. A breakdown of the IE Program portion of the annual dues is as follows (all numbers are rounded):							
		<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	
Annualized State Allocations (Per Member)		\$4.73	\$4.73	\$4.73	\$4.73	\$4.73	
Annualized NAR Reserve Pool (Per Member)		\$1.58	\$1.58	\$1.58	\$1.58	\$1.58	
Annualized Portion of Dues to State & Local IE Program (Per Member)		\$6.31	\$6.31	\$6.31	\$6.31	\$6.31	

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5. Summary of Expenditures for State & Local Associations:							
<u>Direct Funding Support</u>							
REALTOR Party Issues Mobilization Program	\$18,840,000						
Issue Coordinated Campaigns	\$28,560,000						
State & Local Candidates (IE Program)	\$34,172,225						
RPAC Fundraising Grants	<u>\$500,000</u>						
Total Direct Funding Support:		\$82,072,225	45.37%				
<u>Services</u>							
PAC Management System	\$6,249,894						
Broker Involvement Program	\$5,451,063						
Campaign Services	\$20,374,480						
RPAC Major Donor/Pres Circle Recognition	\$3,641,697						
On Line Communications Software	<u>\$1,282,866</u>						
Total Services Support:		<u>\$37,000,000</u>	<u>20.45%</u>				
Total Direct Funding & Services for State/Local Associations:^a		\$119,072,225	<u>65.82%</u>				
<u>a. Total Direct Funding & Services for State/Local Associations does not include labor.</u>							
Total RPPSI Direct Expenses (five years)		\$180,907,744					