New Mexico Land Title Association

Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L

January - July, 2026

	JAN 2026				FEB 2026			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income								
5000 Membership Dues								
5005 Underwriter Dues	12,750.00	41,760.00	-29,010.00	30.53 %	15,308.20	0.00	15,308.20	
5010 Company Dues	24,800.00	101,680.00	-76,880.00	24.39 %	3,450.00	0.00	3,450.00	
5015 Associate Dues	900.00	1,500.00	-600.00	60.00 %	300.00	0.00	300.00	
5025 Affiliate Dues	34,100.00		34,100.00		7,150.00		7,150.00	
Total 5000 Membership Dues	72,550.00	144,940.00	-72,390.00	50.06 %	26,208.20	0.00	26,208.20	
5100 Convention Income		0.00	0.00			0.00	0.00	
5105 Registration								
5110 Platinum Sponsorship								
5115 Underwriter Sponsorship								
5116 Silver Sponsorship								
5120 Gold Sponsorship								
Total 5100 Convention Income		0.00	0.00			0.00	0.00	
5200 Education Income	620.00	250.00	370.00	248.00 %	190.00	250.00	-60.00	76.00 %
5305 Website Sponsorships	900.00		900.00					
Total Income	$74,070.00	$145,190.00	$ -71,120.00	51.02 %	$26,398.20	$250.00	$26,148.20	10,559.28 %
GROSS PROFIT	$74,070.00	$145,190.00	$ -71,120.00	51.02 %	$26,398.20	$250.00	$26,148.20	10,559.28 %
Expenses								
5800 Education Costs	24.00		24.00		27.50		27.50	
5850 Credit Card Fees	321.25	50.00	271.25	642.50 %	12.54	50.00	-37.46	25.08 %
6000 CPA Accounting		1,200.00	-1,200.00			1,200.00	-1,200.00	
6001 CPA Tax Prep								
6002 CPA Bookkeeping	440.17		440.17		1,016.41		1,016.41	
Total 6000 CPA Accounting	440.17	1,200.00	-759.83	36.68 %	1,016.41	1,200.00	-183.59	84.70 %
6050 Bank Service Charges		10.00	-10.00			10.00	-10.00	
6160 Education Licensing Fees		250.00	-250.00			250.00	-250.00	
6170 Misc/Late Fees		0.00	0.00			0.00	0.00	
6180 Legal								
6181 Rate Hearing								
Total 6180 Legal								
6210 Contract Services								
6213 Other Contract Services		500.00	-500.00			500.00	-500.00	
Total 6210 Contract Services		500.00	-500.00			500.00	-500.00	
6220 License & Permits		50.00	-50.00			50.00	-50.00	
6240 Lobbyist	1,076.25	1,078.75	-2.50	99.77 %	1,076.25	1,078.75	-2.50	99.77 %
6260 Convention		0.00	0.00			0.00	0.00	
6261 Room Rental								
6262 Food & Beverage								
6263 Entertainment								
6264 Misc Costs								
6265 Awards								
Total 6260 Convention		0.00	0.00			0.00	0.00	
6266 Meetings		0.00	0.00			0.00	0.00	
6280 Supplies and Equipment								
6285 Office Supplies	0.54	100.00	-99.46	0.54 %		100.00	-100.00	
6286 Software	326.39		326.39		286.57		286.57	
Total 6280 Supplies and Equipment	326.93	100.00	226.93	326.93 %	286.57	100.00	186.57	286.57 %
6300 Insurance Expense		0.00	0.00			0.00	0.00	
6360 Postage	0.78	10.00	-9.22	7.80 %	398.78	410.00	-11.22	97.26 %
6380 Printing		20.00	-20.00			20.00	-20.00	
6500 Telephone/Conference	193.79	175.00	18.79	110.74 %	193.79	175.00	18.79	110.74 %
6520 Website/Mgmt System Expense	1,548.98	1,513.99	34.99	102.31 %	1,548.98	1,513.99	34.99	102.31 %
Total Expenses	$3,932.15	$4,957.74	$ -1,025.59	79.31 %	$4,560.82	$5,357.74	$ -796.92	85.13 %
NET OPERATING INCOME	$70,137.85	$140,232.26	$ -70,094.41	50.02 %	$21,837.38	$ -5,107.74	$26,945.12	-427.54 %
Other Expenses								
6950 Ask My Accountant		50.00	-50.00			50.00	-50.00	
Total Other Expenses	$0.00	$50.00	$ -50.00	0.00%	$0.00	$50.00	$ -50.00	0.00%
NET OTHER INCOME	$0.00	$ -50.00	$50.00	0.00 %	$0.00	$ -50.00	$50.00	0.00 %
NET INCOME	$70,137.85	$140,182.26	$ -70,044.41	50.03 %	$21,837.38	$ -5,157.74	$26,995.12	-423.39 %

	MAR 2026				APR 2026			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income								
5000 Membership Dues								
5005 Underwriter Dues	1,200.00	0.00	1,200.00		141.80	0.00	141.80	
5010 Company Dues	9,500.00	0.00	9,500.00		8,600.00	0.00	8,600.00	
5015 Associate Dues	600.00	0.00	600.00			0.00	0.00	
5025 Affiliate Dues								
Total 5000 Membership Dues	11,300.00	0.00	11,300.00		8,741.80	0.00	8,741.80	
5100 Convention Income		0.00	0.00			0.00	0.00	
5105 Registration	16,010.00		16,010.00		14,155.00		14,155.00	
5110 Platinum Sponsorship	3,000.00		3,000.00		1,000.00		1,000.00	
5115 Underwriter Sponsorship	5,000.00		5,000.00		1,000.00		1,000.00	
5116 Silver Sponsorship					250.00		250.00	
5120 Gold Sponsorship					500.00		500.00	
Total 5100 Convention Income	24,010.00	0.00	24,010.00		16,905.00	0.00	16,905.00	
5200 Education Income	510.00	250.00	260.00	204.00 %	380.00	250.00	130.00	152.00 %
5305 Website Sponsorships								
Total Income	$35,820.00	$250.00	$35,570.00	14,328.00 %	$26,026.80	$250.00	$25,776.80	10,410.72 %
GROSS PROFIT	$35,820.00	$250.00	$35,570.00	14,328.00 %	$26,026.80	$250.00	$25,776.80	10,410.72 %
Expenses								
5800 Education Costs	135.00		135.00		155.30		155.30	
5850 Credit Card Fees	822.78	50.00	772.78	1,645.56 %	617.53	50.00	567.53	1,235.06 %
6000 CPA Accounting		1,200.00	-1,200.00			1,200.00	-1,200.00	
6001 CPA Tax Prep								
6002 CPA Bookkeeping	928.74		928.74		794.50		794.50	
Total 6000 CPA Accounting	928.74	1,200.00	-271.26	77.40 %	794.50	1,200.00	-405.50	66.21 %
6050 Bank Service Charges		10.00	-10.00			10.00	-10.00	
6160 Education Licensing Fees		250.00	-250.00			250.00	-250.00	
6170 Misc/Late Fees		150.00	-150.00			0.00	0.00	
6180 Legal								
6181 Rate Hearing								
Total 6180 Legal								
6210 Contract Services								
6213 Other Contract Services		500.00	-500.00			500.00	-500.00	
Total 6210 Contract Services		500.00	-500.00			500.00	-500.00	
6220 License & Permits		50.00	-50.00		10.00	50.00	-40.00	20.00 %
6240 Lobbyist	1,076.25	1,078.75	-2.50	99.77 %	1,076.25	1,078.75	-2.50	99.77 %
6260 Convention		0.00	0.00			0.00	0.00	
6261 Room Rental								
6262 Food & Beverage								
6263 Entertainment								
6264 Misc Costs								
6265 Awards								
Total 6260 Convention		0.00	0.00			0.00	0.00	
6266 Meetings		0.00	0.00			1,500.00	-1,500.00	
6280 Supplies and Equipment								
6285 Office Supplies	0.54	100.00	-99.46	0.54 %		100.00	-100.00	
6286 Software	683.43		683.43		282.31		282.31	
Total 6280 Supplies and Equipment	683.97	100.00	583.97	683.97 %	282.31	100.00	182.31	282.31 %
6300 Insurance Expense		0.00	0.00			0.00	0.00	
6360 Postage	0.78	10.00	-9.22	7.80 %		10.00	-10.00	
6380 Printing	540.54	20.00	520.54	2,702.70 %		20.00	-20.00	
6500 Telephone/Conference	193.79	175.00	18.79	110.74 %	193.15	175.00	18.15	110.37 %
6520 Website/Mgmt System Expense	1,548.98	1,513.99	34.99	102.31 %	1,548.98	1,513.99	34.99	102.31 %
Total Expenses	$5,930.83	$5,107.74	$823.09	116.11 %	$4,678.02	$6,457.74	$ -1,779.72	72.44 %
NET OPERATING INCOME	$29,889.17	$ -4,857.74	$34,746.91	-615.29 %	$21,348.78	$ -6,207.74	$27,556.52	-343.91 %
Other Expenses								
6950 Ask My Accountant		50.00	-50.00			50.00	-50.00	
Total Other Expenses	$0.00	$50.00	$ -50.00	0.00%	$0.00	$50.00	$ -50.00	0.00%
NET OTHER INCOME	$0.00	$ -50.00	$50.00	0.00 %	$0.00	$ -50.00	$50.00	0.00 %
NET INCOME	$29,889.17	$ -4,907.74	$34,796.91	-609.02 %	$21,348.78	$ -6,257.74	$27,606.52	-341.16 %

	MAY 2026				JUN 2026			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income								
5000 Membership Dues								
5005 Underwriter Dues		0.00	0.00			0.00	0.00	
5010 Company Dues	1,000.00	0.00	1,000.00			0.00	0.00	
5015 Associate Dues		0.00	0.00			0.00	0.00	
5025 Affiliate Dues								
Total 5000 Membership Dues	1,000.00	0.00	1,000.00			0.00	0.00	
5100 Convention Income		54,000.00	-54,000.00			0.00	0.00	
5105 Registration	13,195.00		13,195.00					
5110 Platinum Sponsorship	2,000.00		2,000.00					
5115 Underwriter Sponsorship	1,000.00		1,000.00					
5116 Silver Sponsorship								
5120 Gold Sponsorship								
Total 5100 Convention Income	16,195.00	54,000.00	-37,805.00	29.99 %		0.00	0.00	
5200 Education Income	75.00	250.00	-175.00	30.00 %	800.00	250.00	550.00	320.00 %
5305 Website Sponsorships								
Total Income	$17,270.00	$54,250.00	$ -36,980.00	31.83 %	$800.00	$250.00	$550.00	320.00 %
GROSS PROFIT	$17,270.00	$54,250.00	$ -36,980.00	31.83 %	$800.00	$250.00	$550.00	320.00 %
Expenses								
5800 Education Costs	27.50		27.50		42.50		42.50	
5850 Credit Card Fees	487.51	50.00	437.51	975.02 %	26.41	50.00	-23.59	52.82 %
6000 CPA Accounting		1,200.00	-1,200.00			1,200.00	-1,200.00	
6001 CPA Tax Prep								
6002 CPA Bookkeeping					2,249.26		2,249.26	
Total 6000 CPA Accounting		1,200.00	-1,200.00		2,249.26	1,200.00	1,049.26	187.44 %
6050 Bank Service Charges	-10.00	10.00	-20.00	-100.00 %		10.00	-10.00	
6160 Education Licensing Fees		250.00	-250.00			250.00	-250.00	
6170 Misc/Late Fees		0.00	0.00			150.00	-150.00	
6180 Legal								
6181 Rate Hearing					3,609.20		3,609.20	
Total 6180 Legal					3,609.20		3,609.20	
6210 Contract Services								
6213 Other Contract Services		500.00	-500.00			500.00	-500.00	
Total 6210 Contract Services		500.00	-500.00			500.00	-500.00	
6220 License & Permits		50.00	-50.00			50.00	-50.00	
6240 Lobbyist	1,076.25	1,078.75	-2.50	99.77 %	1,076.25	1,078.75	-2.50	99.77 %
6260 Convention		54,000.00	-54,000.00			0.00	0.00	
6261 Room Rental					3,445.71		3,445.71	
6262 Food & Beverage	37,083.73		37,083.73		3,620.68		3,620.68	
6263 Entertainment	1,453.49		1,453.49		2,329.71		2,329.71	
6264 Misc Costs	869.43		869.43		3,898.05		3,898.05	
6265 Awards	1,642.50		1,642.50		145.30		145.30	
Total 6260 Convention	41,049.15	54,000.00	-12,950.85	76.02 %	13,439.45	0.00	13,439.45	
6266 Meetings		0.00	0.00		722.64	1,500.00	-777.36	48.18 %
6280 Supplies and Equipment								
6285 Office Supplies		100.00	-100.00		1.62	100.00	-98.38	1.62 %
6286 Software	166.28		166.28		430.56		430.56	
Total 6280 Supplies and Equipment	166.28	100.00	66.28	166.28 %	432.18	100.00	332.18	432.18 %
6300 Insurance Expense		0.00	0.00			0.00	0.00	
6360 Postage		10.00	-10.00		2.34	10.00	-7.66	23.40 %
6380 Printing		20.00	-20.00			20.00	-20.00	
6500 Telephone/Conference	193.32	175.00	18.32	110.47 %	193.32	175.00	18.32	110.47 %
6520 Website/Mgmt System Expense	1,548.98	1,513.99	34.99	102.31 %	1,548.98	1,513.99	34.99	102.31 %
Total Expenses	$44,538.99	$58,957.74	$ -14,418.75	75.54 %	$23,342.53	$6,607.74	$16,734.79	353.26 %
NET OPERATING INCOME	$ -27,268.99	$ -4,707.74	$ -22,561.25	579.24 %	$ -22,542.53	$ -6,357.74	$ -16,184.79	354.57 %
Other Expenses								
6950 Ask My Accountant		50.00	-50.00			50.00	-50.00	
Total Other Expenses	$0.00	$50.00	$ -50.00	0.00%	$0.00	$50.00	$ -50.00	0.00%
NET OTHER INCOME	$0.00	$ -50.00	$50.00	0.00 %	$0.00	$ -50.00	$50.00	0.00 %
NET INCOME	$ -27,268.99	$ -4,757.74	$ -22,511.25	573.15 %	$ -22,542.53	$ -6,407.74	$ -16,134.79	351.80 %

	JUL 2026				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income								
5000 Membership Dues					$0.00	$0.00	$0.00	0.00%
5005 Underwriter Dues		0.00	0.00		$29,400.00	$41,760.00	$ -12,360.00	70.40 %
5010 Company Dues	2,200.00	0.00	2,200.00		$49,550.00	$101,680.00	$ -52,130.00	48.73 %
5015 Associate Dues	300.00	0.00	300.00		$2,100.00	$1,500.00	$600.00	140.00 %
5025 Affiliate Dues					$41,250.00	$0.00	$41,250.00	0.00%
Total 5000 Membership Dues	2,500.00	0.00	2,500.00		$122,300.00	$144,940.00	$ -22,640.00	84.38 %
5100 Convention Income		0.00	0.00		$0.00	$54,000.00	$ -54,000.00	0.00%
5105 Registration					$43,360.00	$0.00	$43,360.00	0.00%
5110 Platinum Sponsorship					$6,000.00	$0.00	$6,000.00	0.00%
5115 Underwriter Sponsorship					$7,000.00	$0.00	$7,000.00	0.00%
5116 Silver Sponsorship					$250.00	$0.00	$250.00	0.00%
5120 Gold Sponsorship					$500.00	$0.00	$500.00	0.00%
Total 5100 Convention Income		0.00	0.00		$57,110.00	$54,000.00	$3,110.00	105.76 %
5200 Education Income	170.00	250.00	-80.00	68.00 %	$2,745.00	$1,750.00	$995.00	156.86 %
5305 Website Sponsorships					$900.00	$0.00	$900.00	0.00%
Total Income	$2,670.00	$250.00	$2,420.00	1,068.00 %	$183,055.00	$200,690.00	$ -17,635.00	91.21 %
GROSS PROFIT	$2,670.00	$250.00	$2,420.00	1,068.00 %	$183,055.00	$200,690.00	$ -17,635.00	91.21 %
Expenses								
5800 Education Costs	155.00		155.00		$566.80	$0.00	$566.80	0.00%
5850 Credit Card Fees	71.61	50.00	21.61	143.22 %	$2,359.63	$350.00	$2,009.63	674.18 %
6000 CPA Accounting		1,200.00	-1,200.00		$0.00	$8,400.00	$ -8,400.00	0.00%
6001 CPA Tax Prep	1,591.02		1,591.02		$1,591.02	$0.00	$1,591.02	0.00%
6002 CPA Bookkeeping	772.58		772.58		$6,201.66	$0.00	$6,201.66	0.00%
Total 6000 CPA Accounting	2,363.60	1,200.00	1,163.60	196.97 %	$7,792.68	$8,400.00	$ -607.32	92.77 %
6050 Bank Service Charges		10.00	-10.00		$ -10.00	$70.00	$ -80.00	-14.29 %
6160 Education Licensing Fees		250.00	-250.00		$0.00	$1,750.00	$ -1,750.00	0.00%
6170 Misc/Late Fees		0.00	0.00		$0.00	$300.00	$ -300.00	0.00%
6180 Legal					$0.00	$0.00	$0.00	0.00%
6181 Rate Hearing	12,236.42		12,236.42		$15,845.62	$0.00	$15,845.62	0.00%
Total 6180 Legal	12,236.42		12,236.42		$15,845.62	$0.00	$15,845.62	0.00%
6210 Contract Services					$0.00	$0.00	$0.00	0.00%
6213 Other Contract Services		500.00	-500.00		$0.00	$3,500.00	$ -3,500.00	0.00%
Total 6210 Contract Services		500.00	-500.00		$0.00	$3,500.00	$ -3,500.00	0.00%
6220 License & Permits		50.00	-50.00		$10.00	$350.00	$ -340.00	2.86 %
6240 Lobbyist		1,078.75	-1,078.75		$6,457.50	$7,551.25	$ -1,093.75	85.52 %
6260 Convention		0.00	0.00		$0.00	$54,000.00	$ -54,000.00	0.00%
6261 Room Rental					$3,445.71	$0.00	$3,445.71	0.00%
6262 Food & Beverage					$40,704.41	$0.00	$40,704.41	0.00%
6263 Entertainment					$3,783.20	$0.00	$3,783.20	0.00%
6264 Misc Costs					$4,767.48	$0.00	$4,767.48	0.00%
6265 Awards					$1,787.80	$0.00	$1,787.80	0.00%
Total 6260 Convention		0.00	0.00		$54,488.60	$54,000.00	$488.60	100.90 %
6266 Meetings	155.54	0.00	155.54		$878.18	$3,000.00	$ -2,121.82	29.27 %
6280 Supplies and Equipment					$0.00	$0.00	$0.00	0.00%
6285 Office Supplies	0.54	100.00	-99.46	0.54 %	$3.24	$700.00	$ -696.76	0.46 %
6286 Software	716.05		716.05		$2,891.59	$0.00	$2,891.59	0.00%
Total 6280 Supplies and Equipment	716.59	100.00	616.59	716.59 %	$2,894.83	$700.00	$2,194.83	413.55 %
6300 Insurance Expense		0.00	0.00		$0.00	$0.00	$0.00	0.00%
6360 Postage	55.24	10.00	45.24	552.40 %	$457.92	$470.00	$ -12.08	97.43 %
6380 Printing		20.00	-20.00		$540.54	$140.00	$400.54	386.10 %
6500 Telephone/Conference	193.94	175.00	18.94	110.82 %	$1,355.10	$1,225.00	$130.10	110.62 %
6520 Website/Mgmt System Expense	1,533.98	1,513.99	19.99	101.32 %	$10,827.86	$10,597.93	$229.93	102.17 %
Total Expenses	$17,481.92	$4,957.74	$12,524.18	352.62 %	$104,465.26	$92,404.18	$12,061.08	113.05 %
NET OPERATING INCOME	$ -14,811.92	$ -4,707.74	$ -10,104.18	314.63 %	$78,589.74	$108,285.82	$ -29,696.08	72.58 %
Other Expenses								
6950 Ask My Accountant		50.00	-50.00		$0.00	$350.00	$ -350.00	0.00%
Total Other Expenses	$0.00	$50.00	$ -50.00	0.00%	$0.00	$350.00	$ -350.00	0.00%
NET OTHER INCOME	$0.00	$ -50.00	$50.00	0.00 %	$0.00	$ -350.00	$350.00	0.00 %
NET INCOME	$ -14,811.92	$ -4,757.74	$ -10,054.18	311.32 %	$78,589.74	$107,935.82	$ -29,346.08	72.81 %