

Blue Ridge Association of REALTORS®
Profit & Loss Budget vs. Actual-Last Month
April 2008

	<u>Apr 08</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
Association Revenues		
BRAR Fees for Bad Checks	70.00	
VIP Program	4,003.32	920.00
Education	2,020.00	833.33
Dues	11,982.00	11,876.04
Other Income	1,330.00	1,939.58
Total Association Revenues	19,405.32	15,568.95
Rents Received	1,260.00	1,260.00
Store Sales	1,514.88	2,917.00
Total Income	22,180.20	19,745.95
Cost of Goods Sold		
5000 · Cost of Goods Sold	1,120.68	2,500.00
Total COGS	1,120.68	2,500.00
Gross Profit	21,059.52	17,245.95
Expense		
Board Direct Expenses		
5105 · Travel & Seminars-President	0.00	100.00
5125 · Travel & Seminars-E.O.	44.87	
5127 · Travel & Seminar-Dir-Member Svc	359.95	0.00
5128 · Meals & Ent.-Dir. Member Svc	1.56	0.00
Total Board Direct Expenses	406.38	100.00
General & Administrative		
5551 · PAYCHEX processing fees	144.90	120.00
5504 · Bad Debt Expense	0.00	42.00
5515 · Professional Fees-CPA & Audit	222.53	250.00
5517 · Professional Fees - Other	0.00	166.00
5520 · Professional Fees-Legal	500.00	500.00
5525 · Postage	297.85	100.00
5540 · Office Expense	365.65	833.00
5545 · Salaries and Wages	10,260.01	12,316.53
5547 · Penalties	0.00	20.00
5550 · Payroll Taxes	869.57	1,007.34
5555 · Workers Comp & AFLAC	-62.50	200.00
5565 · Office Equipment-Repair & Maint	117.30	83.35
5566 · Office Equipment Rental	275.63	330.00
5590 · Internet Website	0.00	150.00
5595 · Other G&A	0.00	550.00
Total General & Administrative	12,990.94	16,668.22
Occupancy Expenses		
5410 · Real Estate Taxes	682.77	700.00
5415 · Real Estate Insurance	1,522.00	1,300.00
5430 · Building Maintenance	450.00	833.33
5435 · Utilities	792.01	875.00
Total Occupancy Expenses	3,446.78	3,708.33
Total Expense	16,844.10	20,476.55
Net Ordinary Income	4,215.42	-3,230.60
Other Income/Expense		
Other Income		
2000 · Other Income		
Affiliate Networking	350.00	
Association Fines & Arbitration	750.24	
Dividends	311.68	900.00
Rebates/Refunds	142.10	
Total 2000 · Other Income	1,554.02	900.00

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Total Other Income	1,554.02	900.00
Other Expense		
1000 · Other Association Expense		
Advertising/Marketing Committee	1,758.25	1,800.00
Affiliate Networking Expense	30.34	
Annual Achiev Awards Expense	1,195.29	500.00
Association Fines & Arbitration	14.13	
Board Functions	210.54	500.00
Credit Card Fees	96.88	175.00
Education	500.38	833.33
Other Expense	76.46	
1000 · Other Association Expense - Other	4.19	
Total 1000 · Other Association Expense	<u>3,886.46</u>	<u>3,808.33</u>
Total Other Expense	<u>3,886.46</u>	<u>3,808.33</u>
Net Other Income	<u>-2,332.44</u>	<u>-2,908.33</u>
Net Income	<u><u>1,882.98</u></u>	<u><u>-6,138.93</u></u>