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11/14/08

Accrual Basis

Blue Ridge Association of REALTORS®
Profit & Loss Budget Performance
October 2008

	Oct 08	Budget	Jan - Oct 08	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Association Revenues					
BRAR Fees for Bad Checks	0.00		118.13	140.00	140.00
VIP Program	1,503.33	920.00	15,033.30	9,200.00	11,040.00
Education	105.00	833.33	9,830.00	8,333.30	9,999.96
Dues	14,078.00	11,876.04	127,139.00	118,760.40	142,512.48
Other Income	650.00	1,939.58	12,761.37	19,395.80	23,274.96
Total Association Revenues	16,336.33	15,568.95	164,881.80	155,829.50	186,967.40
Rents Received	610.00	1,260.00	8,600.00	12,600.00	15,120.00
Store Sales	579.75	2,917.00	25,616.93	29,170.00	35,004.00
Total Income	17,526.08	19,745.95	199,098.73	197,599.50	237,091.40
Cost of Goods Sold					
5000 · Cost of Goods Sold	701.20	2,500.00	19,925.51	25,000.00	30,000.00
Total COGS	701.20	2,500.00	19,925.51	25,000.00	30,000.00
Gross Profit	16,824.88	17,245.95	179,173.22	172,599.50	207,091.40
Expense					
Board Direct Expenses					
1504 · Donations	0.00		500.00	0.00	0.00
5105 · Travel & Seminars-President	969.74	225.00	1,654.26	1,012.50	1,662.50
5106 · Meals & Entert. -President	44.08	150.00	215.52	225.00	675.00
5110 · Travel & Seminars-Pres. Elect	797.09	225.00	2,609.42	1,300.00	1,675.00
5111 · Meals & Entert.-Pres. Elect	44.08	150.00	117.72	387.50	817.50
5125 · Travel & Seminars-E.O.	428.61	0.00	4,446.94	3,507.50	3,507.50
5126 · Meals & Entert.-E.O.	50.17	0.00	250.02	725.00	725.00
5127 · Travel & Seminar-Dir-Member Svc	0.00		359.95	0.00	0.00
5128 · Meals & Ent.-Dir. Member Svc	0.00		1.56	0.00	0.00
Total Board Direct Expenses	2,333.77	750.00	10,155.39	7,157.50	9,062.50
General & Administrative					
5551 · PAYCHEX processing fees	339.33	120.00	2,056.96	1,200.00	1,440.00
5504 · Bad Debt Expense	0.00	42.00	35.00	420.00	504.00
5510 · Business Licenses	0.00		822.50	1,490.00	1,490.00
5515 · Professional Fees-CPA & Audit	343.75	250.00	3,544.85	3,650.00	4,550.00
5517 · Professional Fees - Other	0.00	166.00	25.00	1,660.00	1,992.00
5520 · Professional Fees-Legal	0.00		2,100.00	2,100.00	2,100.00
5525 · Postage	509.15	1,200.00	2,339.66	2,400.00	2,600.00
5540 · Office Expense	589.61	833.00	5,059.99	8,330.00	9,996.00
5542 · Contract Labor	0.00		261.63		
5545 · Salaries and Wages	9,840.02	12,316.53	101,283.31	123,165.30	147,798.36
5547 · Penalties	0.00	25.00	85.00	250.00	300.00
5550 · Payroll Taxes	752.76	1,007.34	8,387.01	10,073.40	12,088.08
5555 · Workers Comp & AFLAC	-62.50		-125.00	200.00	200.00
5565 · Office Equipment-Repair & Maint	0.00	83.35	622.14	833.50	1,000.20

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5566 · Office Equipment Rental	275.63	330.00	2,756.30	3,300.00	3,960.00
5590 · Internet Website	0.00	150.00	934.00	1,500.00	1,800.00
5595 · Other G&A	221.09	550.00	1,640.46	5,500.00	6,600.00
Total General & Administrative	12,808.84	17,073.22	131,828.81	166,072.20	198,418.64
Occupancy Expenses					
5410 · Real Estate Taxes	0.00	700.00	682.77	1,400.00	1,400.00
5415 · Real Estate Insurance	0.00		1,538.00	1,300.00	1,300.00
5420 · Personal Property Taxes	0.00		227.12	250.00	500.00
5430 · Building Maintenance	374.20	833.33	8,857.93	8,333.30	9,999.96
5435 · Utilities	633.49	875.00	8,578.52	8,750.00	10,500.00
Total Occupancy Expenses	1,007.69	2,408.33	19,884.34	20,033.30	23,699.96
Inventory Physical Count Adjust	0.00		1,164.88		
Total Expense	16,150.30	20,231.55	163,033.42	193,263.00	231,181.10
Net Ordinary Income	674.58	-2,985.60	16,139.80	-20,663.50	-24,089.70
Other Income/Expense					
Other Income					
2000 · Other Income					
Advertising/Marketing Committee	0.00		240.00		
Board Functions Income	0.00		100.00		
Home Show Event Income	0.00		1,110.00		
Affiliate Networking	0.00		890.00	1,000.00	1,000.00
Annual Achiev Awards Income	0.00		3,200.00	5,000.00	5,000.00
Annual Meeting Income	0.00		500.00	1,000.00	1,000.00
Association Fines & Arbitration	100.10		9,777.60	5,500.00	5,500.00
Dividends	36.49	900.00	3,467.48	9,000.00	10,800.00
Installation Income	0.00		35.00		6,240.00
MRIS Revenue Sharing	0.00		1,991.00		
Rebates/Refunds	0.00		172.10		
Supra Income	0.00	747.00	17,009.50	10,368.00	10,368.00
Total 2000 · Other Income	136.59	1,647.00	38,492.68	31,868.00	39,908.00
Total Other Income	136.59	1,647.00	38,492.68	31,868.00	39,908.00
Other Expense					
INCOME TAX EXPENSE					
5090 · Income Taxes	0.00		0.00		
Total INCOME TAX EXPENSE	0.00		0.00		
1000 · Other Association Expense					
Advertising/Marketing Committee	377.50		3,939.07	6,000.00	6,000.00
Home Show Event Expenses	0.00		12,773.04		
Affiliate Networking Expense	0.00		597.05	1,000.00	1,000.00
Annual Achiev Awards Expense	0.00		6,300.18	5,000.00	5,000.00
Annual Meeting Expenses	6,059.73	1,900.00	8,556.98	4,500.00	5,000.00

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Association Fines & Arbitration	0.00		926.77		
Board Functions	148.46	50.00	3,892.51	4,500.00	10,500.00
Committee	0.00		10.49		
Credit Card Fees	133.94	175.00	1,733.83	2,180.00	2,905.00
Education					
Home Inspection Class Expense	79.18		79.18		
WV Continuing Ed Class Expense	0.00		2,303.18		
Mold Awareness Training Expense	0.00		300.00		
Fair Housing Class Expense	0.00		30.86		
Mock Hearing	0.00		1,131.40		
New Member Orientation	100.06		634.83		
Historic Tax Credit Class	0.00		150.00		
Tax Credit Seminar	0.00		150.00		
Broker Class Expense	0.00		4,004.72		
Education - Other	0.00	833.33	202.01	8,333.30	9,999.96
Total Education	179.24	833.33	8,986.18	8,333.30	9,999.96
Installation Expenses	1,551.17		1,919.15	400.00	5,000.00
Other Expense	0.00		-0.01		
Total 1000 - Other Association Expense	8,450.04	2,958.33	49,635.24	31,913.30	45,404.96
Total Other Expense	8,450.04	2,958.33	49,635.24	31,913.30	45,404.96
Net Other Income	-8,313.45	-1,311.33	-11,142.56	-45.30	-5,496.96
Net Income	-7,638.87	-4,296.93	4,997.24	-20,708.80	-29,586.66