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12/18/08

Accrual Basis

Blue Ridge Association of REALTORS®

Profit & Loss Budget Performance

November 2008

	Nov 08	Budget	Jan - Nov 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	16,536.63	10,120.00	11,040.00
Education	90.00	833.33	9,910.00	9,166.63	9,999.96
Dues	14,078.00	11,876.04	141,217.00	130,636.44	142,512.48
Other Income	500.00	1,939.58	13,211.37	21,335.38	23,274.96
Total Association Revenues	16,171.33	15,568.95	180,993.13	171,398.45	186,967.40
Rents Received	610.00	1,260.00	9,210.00	13,860.00	15,120.00
Store Sales	577.15	2,917.00	26,201.58	32,087.00	35,004.00
Total Income	17,358.48	19,745.95	216,404.71	217,345.45	237,091.40
Cost of Goods Sold					
5000 · Cost of Goods Sold	922.96	2,500.00	20,853.23	27,500.00	30,000.00
Total COGS	922.96	2,500.00	20,853.23	27,500.00	30,000.00
Gross Profit	16,435.52	17,245.95	195,551.48	189,845.45	207,091.40
Expense					
Board Direct Expenses					
1504 · Donations	0.00		500.00	0.00	0.00
5105 · Travel & Seminars-President	10.00	350.00	1,664.26	1,362.50	1,662.50
5106 · Meals & Entert. -President	141.34	150.00	356.86	375.00	675.00
5110 · Travel & Seminars-Pres. Elect	430.30	175.00	3,039.72	1,475.00	1,675.00
5111 · Meals & Entert.-Pres. Elect	141.34	150.00	259.06	537.50	817.50
5125 · Travel & Seminars-E.O.	-167.31		4,279.63	3,507.50	3,507.50
5126 · Meals & Entert.-E.O.	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	555.67	825.00	10,711.06	7,982.50	9,062.50
General & Administrative					
5551 · PAYCHEX processing fees	152.58	120.00	2,209.54	1,320.00	1,440.00
5504 · Bad Debt Expense	0.00	42.00	35.00	462.00	504.00
5510 · Business Licenses	0.00		822.50	1,490.00	1,490.00
5515 · Professional Fees-CPA & Audit	137.50	650.00	3,682.35	4,300.00	4,550.00
5517 · Professional Fees - Other	0.00	166.00	25.00	1,826.00	1,992.00
5520 · Professional Fees-Legal	0.00		2,100.00	2,100.00	2,100.00
5525 · Postage	317.08	100.00	2,656.74	2,500.00	2,600.00
5540 · Office Expense	1,330.59	833.00	6,390.58	9,163.00	9,996.00
5542 · Contract Labor	547.47		809.10		
5545 · Salaries and Wages	9,840.02	12,316.53	111,123.33	135,481.83	147,798.36
5547 · Penalties	0.00	25.00	85.00	275.00	300.00
5550 · Payroll Taxes	752.76	1,007.34	9,139.77	11,080.74	12,088.08
5555 · Workers Comp & AFLAC	-62.50		-187.50	200.00	200.00
5565 · Office Equipment-Repair & Maint	0.00	83.35	622.14	916.85	1,000.20

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5566 · Office Equipment Rental	275.63	330.00	3,031.93	3,630.00	3,960.00
5590 · Internet Website	0.00	150.00	934.00	1,650.00	1,800.00
5595 · Other G&A	735.83	550.00	2,376.29	6,050.00	6,600.00
Total General & Administrative	14,026.96	16,373.22	145,855.77	182,445.42	198,418.64
Occupancy Expenses					
5410 · Real Estate Taxes	682.76		1,365.53	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	227.11	250.00	454.23	500.00	500.00
5430 · Building Maintenance	510.00	833.33	9,367.93	9,166.63	9,999.96
5435 · Utilities	971.13	875.00	9,549.65	9,625.00	10,500.00
Total Occupancy Expenses	2,391.00	1,958.33	22,275.34	21,991.63	23,699.96
Inventory Physical Count Adjust	0.00		1,164.88		
Total Expense	16,973.63	19,156.55	180,007.05	212,419.55	231,181.10
Net Ordinary Income	-538.11	-1,910.60	15,544.43	-22,574.10	-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	2,500.00		3,000.00	1,000.00	1,000.00
Association Fines & Arbitration	2.41		22,779.96	5,500.00	5,500.00
Dividends	14.69	900.00	3,482.17	9,900.00	10,800.00
Installation Income	4,578.00	2,080.00	4,613.00	2,080.00	6,240.00
MRIS Revenue Sharing	0.00		1,991.00		
Rebates/Refunds	0.00		172.10		
Supra Income	706.50		17,716.00	10,368.00	10,368.00
Total 2000 · Other Income	7,801.60	2,980.00	59,294.23	34,848.00	39,908.00
Total Other Income	7,801.60	2,980.00	59,294.23	34,848.00	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		4,316.57	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	263.47	500.00	8,820.45	5,000.00	5,000.00

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Association Fines & Arbitration	641.88		1,568.65		
Board Functions	644.27	500.00	4,536.78	5,000.00	10,500.00
Committee	0.00		10.49		
Credit Card Fees	839.13	350.00	2,572.96	2,530.00	2,905.00
Education					
Home Inspection Class Expense	0.00		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	0.00		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	9,166.63	9,999.96
Total Education	0.00	833.33	8,986.18	9,166.63	9,999.96
Installation Expenses	3,753.65	2,100.00	5,672.80	2,500.00	5,000.00
Other Expense	0.00		-0.01		
Total 1000 - Other Association Expense	6,519.90	4,283.33	56,155.14	36,196.63	45,404.96
Total Other Expense	6,519.90	4,283.33	56,155.14	36,196.63	45,404.96
Net Other Income	1,281.70	-1,303.33	3,139.09	-1,348.63	-5,496.96
Net Income	743.59	-3,213.93	18,683.52	-23,922.73	-29,586.66