

**Blue Ridge Association of REALTORS®**  
**Profit & Loss Budget vs. Actual-YTD**  
 January through April 2008

	<u>Jan - Apr 08</u>	<u>Budget</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>Association Revenues</b>		
BRAR Fees for Bad Checks	70.00	
VIP Program	6,013.32	3,680.00
Education	5,440.00	3,333.32
Dues	46,863.00	47,504.16
Other Income	7,228.04	7,758.32
<b>Total Association Revenues</b>	65,614.36	62,275.80
Rents Received	4,940.00	5,040.00
Store Sales	9,349.81	11,668.00
<b>Total Income</b>	79,904.17	78,983.80
<b>Cost of Goods Sold</b>		
5000 · Cost of Goods Sold	7,331.24	10,000.00
<b>Total COGS</b>	7,331.24	10,000.00
<b>Gross Profit</b>	72,572.93	68,983.80
<b>Expense</b>		
<b>Board Direct Expenses</b>		
5105 · Travel & Seminars-President	401.52	529.00
5106 · Meals & Entert. -President	87.44	75.00
5110 · Travel & Seminars-Pres. Elect	376.86	362.50
5111 · Meals & Entert.-Pres. Elect	12.99	37.50
5125 · Travel & Seminars-E.O.	991.43	965.00
5126 · Meals & Entert.-E.O.	110.40	175.00
5127 · Travel & Seminar-Dir-Member Svc	359.95	0.00
5128 · Meals & Ent.-Dir. Member Svc	1.56	0.00
<b>Total Board Direct Expenses</b>	2,342.15	2,144.00
<b>General &amp; Administrative</b>		
5551 · PAYCHEX processing fees	833.69	480.00
5504 · Bad Debt Expense	0.00	168.00
5510 · Business Licenses	822.50	1,300.00
5515 · Professional Fees-CPA & Audit	994.85	1,000.00
5517 · Professional Fees - Other	25.00	664.00
5520 · Professional Fees-Legal	1,000.00	1,100.00
5525 · Postage	908.19	700.00
5540 · Office Expense	2,267.23	3,332.00
5545 · Salaries and Wages	43,081.15	49,266.12
5547 · Penalties	85.00	100.00
5550 · Payroll Taxes	3,930.86	4,029.36
5555 · Workers Comp & AFLAC	-125.00	200.00
5565 · Office Equipment-Repair & Maint	369.90	333.40
5566 · Office Equipment Rental	1,102.52	1,320.00
5590 · Internet Website	934.00	600.00
5595 · Other G&A	648.67	2,200.00
<b>Total General &amp; Administrative</b>	56,878.56	66,792.88
<b>Occupancy Expenses</b>		
5410 · Real Estate Taxes	682.77	700.00
5415 · Real Estate Insurance	1,522.00	1,300.00
5430 · Building Maintenance	2,270.00	3,333.32
5435 · Utilities	3,697.23	3,500.00
<b>Total Occupancy Expenses</b>	8,172.00	8,833.32
Inventory Physical Count Adjust	1,159.59	
<b>Total Expense</b>	68,552.30	77,770.20
<b>Net Ordinary Income</b>	4,020.63	-8,786.40
<b>Other Income/Expense</b>		
<b>Other Income</b>		
2000 · Other Income		
Advertising/Marketing Committee	240.00	

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Board Functions Income	100.00	
Home Show Event Income	1,110.00	
Affiliate Networking	400.00	500.00
Annual Achiev Awards Income	3,200.00	5,000.00
Annual Meeting Income	500.00	
Association Fines & Arbitration	5,951.30	5,000.00
Dividends	1,896.33	3,600.00
Installation Income	35.00	
Rebates/Refunds	172.10	
Supra Income	3,775.00	747.00
<b>Total 2000 · Other Income</b>	<u>17,379.73</u>	<u>14,847.00</u>
<b>Total Other Income</b>	17,379.73	14,847.00
<b>Other Expense</b>		
<b>INCOME TAX EXPENSE</b>		
5090 · Income Taxes	0.00	
<b>Total INCOME TAX EXPENSE</b>	0.00	
<b>1000 · Other Association Expense</b>		
Advertising/Marketing Committee	1,853.07	1,900.00
Home Show Event Expenses	12,773.04	
Affiliate Networking Expense	34.38	500.00
Annual Achiev Awards Expense	6,300.18	5,000.00
Annual Meeting Expenses	2,000.00	2,000.00
Association Fines & Arbitration	505.36	
Board Functions	2,410.44	2,400.00
Committee	53.50	
Credit Card Fees	871.98	1,280.00
Education	3,119.38	3,333.32
Installation Expenses	344.97	400.00
Other Expense	76.46	
1000 · Other Association Expense - Other	4.19	
<b>Total 1000 · Other Association Expense</b>	<u>30,346.95</u>	<u>16,813.32</u>
<b>Total Other Expense</b>	<u>30,346.95</u>	<u>16,813.32</u>
<b>Net Other Income</b>	<u>-12,967.22</u>	<u>-1,966.32</u>
<b>Net Income</b>	<u><u>-8,946.59</u></u>	<u><u>-10,752.72</u></u>