



Alameda Association of REALTORS®

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~

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Dee Ostrofsky-Williams

October 23, 2009

Dear Members,

Attached is the Proposed Budget for 2010. Like everyone else, our Association is feeling the continuing effects of the current economy.

In order to arrive at a balanced 2010 budget, it will be necessary to increase our dues by \$20 per member (\$20 x 235 members = \$4700). The balance of our deficit would come from our reserves, \$4965. The last time we had a dues increase was for the year 2004.

Our main source of revenue continues to be from membership dues and Interest income. As of late, the current interest rates are all below 1% and we are no longer seeing the income from previous year.

On the expense side of the budget, the Association continues to use prudence with the annual expenses. As you know, the 2009 expenses were drastically cut. For 2010, the expenses have been adjusted wherever possible.

The office will continue to be closed all day each Wednesday and open Monday, Tuesday, Thursday & Friday 9am-3pm (closed from 12-1).

The conversion to paperless communication continues to give savings in office supplies, postage and printing costs. In an ongoing effort to reduce costs, we continue to search for lower prices in office business equipment and services such as phone and internet.

Be assured, we will continue to offer you the same high standards of service as we have done in the past. Please review the attached budget. You are welcome to email your questions or concerns and are invited to attend the General Membership Meeting on November 6th at 9:00am for further budgetary discussion.

Sincerely,

Eric Lim

Eric Lim, Treasurer

Eileen Walker

Eileen Walker, President

**Alameda Association of REALTORS(R)
2010 Proposed Budget**

Acct	Description	2007 Budget	2008 Budget	2009 Budget	2010 Budget	Notes and comments
4001	Dues Realtor	55,125	51,625	43,750	45,825	235 members @ \$195/ea - 6% reduction
4002	Dues Affiliate	6,300	5,950	4,900	4,200	24 members @ \$175/ea
4006	Appl. Realtor	4,200	2,250	1,800	1,050	7 new members @ \$150/ea
4007	Appl. Affiliate	300	300	225	225	3 new members @ \$75/ea
4008	Late Fees	300	750	450	450	9 members
4010	Continuing Educ	0	100	0	500	
4015	Store Sales Net	1,500	3,500	2,975	2,000	
4020	Member events	0	0	0	0	
4030	Inforum Rev Net	0	0	0	500	
4031	Luncheons Net	300	0	0	0	
4200	Misc Income	500	0	0	0	
4202	Newletter Ads	300	500	425	250	
8010	Interest Inc - checking	1,800	1,300	0	0	Checking no longer interest bearing
8020	Interest Inc - Svgs/CDs	7,000	10,000	8,500	2,000	Interest paying less than 1%
8035	Carry over / Reserves	1,000	0	-455	4,965	

GROSS INCOME \$78,625 \$76,275 \$62,570 \$61,965

6010	Account & Tax	1,200	1,300	1,300	1,300	Annual Tax Return & Payroll Services
6015	Advertising	50	50	0	0	Cut in 2009
6020	Awards	1,000	950	500	500	Given out at Installation
6025	Bank Charge	50	0	0	0	
6030	Credit card charges	1,700	1,500	1,250	1,300	Paying by cash or check can keep this cost down
6040	CAR Meetings	6,500	6,500	4,000	4,000	Cut in 2009
6041	CAR Caucus Meetings	500	825	1,250	1,200	amount billed to AAOR by hosting AOR
6042	CAR President visit	300	0	0	0	
6043	NAR Meetings	300	300	0	0	Cut in 2009
6044	Pres-Elect Training	200	200	0	260	
6060	AAR Director Supplies	100	50	0	0	Cut in 2009
6070	Donations	1,800	1,000	0	0	Cut in 2009
6080	Dues & Annual Fees	350	100	150	155	PC Virus Protection & Credit Card Services
6090	Education & Seminar	200	400	0	0	Cut in 2009
6095	Equip - Repair/Maint	150	200	200	200	
6100	Equip Rental	3,200	3,200	2,700	2,500	renegotiate lease on office copier/printer/fax
6105	Executive Officer Expenses	65	100	0	0	Cut in 2009
6110	Insurance-Business	620	650	650	650	
6130	Insurance - workers comp	1,500	1,845	1,400	1,400	
6175	Internet Exp	600	600	0	320	2yr website hosting
6190	Licences & Fees	50	120	50	50	State non-profit business license
6200	Meals & Entertainment	100	100	0	0	Cut in 2009
6210	Membership Meet	100	150	0	0	Cut in 2009
6220	Misc.	490	0	0	0	Cut in 2009
6230	Office Supplies	1,000	700	400	350	Cut in 2009
6235	Outside services/consult	100	40	40	150	CPA audit
6240	Postage	500	400	175	125	Cut in 2009
6241	Printing	600	500	0	0	Cut in 2009
6245	Public Relations	200	100	0	0	Cut in 2009
6250	Rent	14,500	15,060	15,520	15,520	
6270	Salaries - Admin	32,500	32,500	27,000	27,000	
6280	Taxes, Payroll	4,600	3,600	3,000	2,500	
6290	Taxes, Pers. Property	150	100	100	100	
6300	Telephone & Fax	2,500	2,500	2,500	2,000	
6305	Temp. help	500	250	0	0	Cut in 2009
6310	Utilities	350	385	385	385	

TOTAL EXPENSE \$78,625 \$76,275 \$62,570 \$61,965

NET INCOME \$0 \$0 \$0 \$0