



Mon. Dec. 19, 2022

Delta Budget Meeting via Zoom

Attendance: Rwan Rasheed (President), Melissa Deltoro (President Elect), Michelle Dotson (Treasurer), Cynthia MacDermott (Event Director), Claudia Mauri-Rogers (Membership Director), Rojonya Ross (1st Vice President),

Presiding Officer: Rwan Rasheed

Call to Order: 9:00am

Michele Dotson: Information based on 3yr prior budget. Adjustments were made due to current inflation. We want to leave the budget better than it was when we received it.

Cynthia: Suggest in the section marked "Industry Events" Name 1, 2, 3, 4 is placed by the Calendar so we can place the event where they fit.

Michelle: BillHighway has to be included in the budget, Column A will be BillHighway and will be a little messy because BillHighway is Itemized by vendors, BillHighway will be dumped in one big bucket until sorted out.

Melissa: Suggest naming event by quarter 1,2,3,4 trying to keep event planning as generalized as possible.

Lunch/Learn should be placed under meeting expenses for networking expenses

Rojonya: Do we try to have people to sponsor lunches to save money?

Michelle: If we do get sponsors, we can place it as a net profit. Every month will be given a budget report on how much we spend.

Rwan: Elected to have Leigh Brown as one of our paid speakers and possible Quarterly Kendra Cook

Cynthia: Membership dues, hope to get 85 members

Michelle: Hope to have a mega network this year. Office supplies just ordered. Nothing has been set aside for marketing. Marketing and printing should be separated, social media should fall under marketing. Keep the geographic area for Facebook/Social Media for East County. Make sure we have wiggle room for Facebook advertising.

Rwan: Suggested expanding to Contra Costa and Alameda counties for advertising our

events. Also mentioned to keep in mind, that even if we may have a budget for an event to save money where we can & be conservative.

Claudia: Suggested doing Reels to save money because it's free.

In discussion, they have a challenging budget this year, so for traveling, members have been removed for Conferences.

Michelle: No decision on new member gifts. \$250 budget for 1 on 1 onboarding, \$200 Realtor Safety class done in September. Make sure it's purposeful content and not a sales presentation. Lunch and Learn events make sure we have the conversation to not sell products.

Membership Appreciation Party for membership and Strategic Partners. National will be making changes on the chart of accounts.

Melissa: Suggested to put \$300 set aside for phone and EZ Texting, placed under Office Supplies

Rojonya: Suggested using Group me for group texting services because it's free.

Melissa: Suggested Google Voice is \$10 a month for up to 10 members. Zoom and EZ Texting and storage should be placed under technology budgeted for \$870. Try to save money where we can for events

Michelle: We will approve the Budget today. BillHighway may ask for approval. Everyone should be registered under BillHighway. Rwan will make sure we all have access to BillHighway soon

Voted @ 9:51am

Rwan: Motioned 2023 Budget

Budget Approved Claudia, Cynthia, Rojonya, and Michelle

Next Meeting will be our Board Meeting: January 6th 2023 @ 9am

Meeting adjourned at 9:53am