



ORANGE COUNTY ASSOCIATION OF REALTORS®, INC.  
ROCKLAND COUNTY BOARD OF REALTORS®, INC.  
WESTCHESTER PUTNAM ASSOCIATION OF REALTORS®, INC.  
c/o 60 South Broadway, White Plains, New York 10601  
914-681-0833 \* Fax 914-681-6044 \* [www.wpar.com](http://www.wpar.com)

---

Application pending: **HUDSON GATEWAY ASSOCIATION OF REALTORS®, INC.**

December, 2011

**Dear Realtor:**

**The Orange County, Rockland County and Westchester Putnam Realtor associations have all voted to merge into a new, regional association effective January 1, 2012. Our new name, the Hudson Gateway Association of Realtors, Inc. is pending approval by the National Association of Realtors. As soon as we get it, we'll use it. In the meantime, we are using the Westchester Putnam name for necessary official business.**

**This is a very important memo about the enclosed invoice for your 2012 membership renewal. The procedures and amounts are different from last year, for everyone in all three organizations. We urge you to read this entire memo.**

Your total annual dues for 2012 will be \$428 if paid online on or before 5 pm on January 20, 2012, and \$458 if paid afterwards. The dues consist of the following:

\$120 to the National Association of Realtors for annual dues that includes a \$40 legislative advocacy program. The \$40 is an increase that was approved by the NAR Directors at the midyear conference in Washington, D.C.

\$35 to NAR for continuation of its Public Awareness advertising campaign that improves the Realtor image with the general public.

\$90 to the New York State Association of Realtors for annual dues which includes funding for its Issues Mobilization Fund and Legal Action Fund.

\$213 to the Westchester Putnam Association of Realtors, soon to be renamed the Hudson Gateway Association of Realtors, for local services. A \$30 discount will lower that amount to **\$183** if annual dues are paid on or before 5 pm on January 20, 2012. The local dues include an annual subscription to the official publication, *Real Estate In-Depth*.

**In order to take the \$30 discount you must pay on-line on or before 5 pm on January 20.** The discount does not appear on the attached invoice because you have to pay online to obtain it. It's an incentive program that saves money on check handling, and we pass the savings back to you. Orange and Rockland County Realtors, please remember that you'll be using the website of the Westchester Putnam Association of Realtors ([www.wpar.com](http://www.wpar.com)) and that you'll need your member ID number and password to pay online. We have sent you that information already, but if you need it again, please contact the Rockland County branch office at 845-735-0075.

**more...**

**Also of importance to renewing Rockland and Orange County Realtors, your dues will no longer include a payment for education.** Instead, the new organization offers bargain tuitions through an *optional* program titled **Class Express**. For \$50 per year you will receive three hours of ethics training as required by NAR every four years, and, you will also receive a fair housing course that meets NYS Department of State requirements for three hours of continuing education credit. In addition you will be able to select other education at discounted rates, for example, \$25 for what would otherwise be \$45 for most three-hour courses. You can audit classes for free as well. You don't have to make a decision now. You have until February 28<sup>th</sup> to opt in but if you'd like to purchase the program now you may do so either online or via the attached invoice. You need not choose your classes at this time.

Next, even though NAR has added \$40 to its 2012 dues for political and legislative advocacy on such important matters as protecting the mortgage interest deduction and other measures vital to our industry, we still need the **Realtors Political Action Committee (RPAC)** to support the election of individual pro-real estate legislators. As a not for profit organization the Association can't do that, but you can. Your invoice has a line for a voluntary contribution by you. We suggest \$35 though any amount more or less is very welcome. Whether or not you contribute has no effect on your membership rights and privileges. 70% of your contribution goes to New York RPAC to support state and local political candidates; 30% is sent to National RPAC to support federal candidates and is charged against your total allowed contribution limits under 2 USC. 441a.

Last, the portion of your annual dues that is attributable to lobbying and political activities at the State and Federal levels of government is not deductible as a **business expense for income tax purposes**. NAR estimates that 31% or \$37 of its \$120 dues is non-deductible; the \$35 Public Awareness expense, however, is fully deductible. NYSAR estimates \$13 of its \$90 dues is non-deductible. WPAR (to become HGAR) estimates \$3 of its \$183 dues is non-deductible. The total non-deductibility portion of all three organizations is \$53.

### **Timetable and Deadlines**

- > Invoices are mailed in early December.
- > Payment is due Monday, Jan. 2, 2012. Pay online or mail check payable to WPAR.
- > The deadline for the online \$30 discount is 5 pm on Friday, Jan. 20, 2012.
- > Accounts delinquent as of Feb. 1, 2012 are suspended, and principal brokers are notified.
- > Accounts delinquent as of Mar. 1, 2012 are terminated.

### **Support**

All of the accounting staff in the Westchester Putnam, Rockland and Orange Realtor organizations will continue as employees of the Hudson Gateway Association of Realtors in 2012. You should feel free to call on the people you know for any questions about these procedures and policies; call Rockland at (845) 735-0075, Orange at (845) 294-7905, and Westchester Putnam at (914) 681-0833. Our aim is to do right by you and give you a speedy and comfortable membership renewal for our new regional Association.

Sincerely,

Ann Garti  
CEO, OCAR Inc.

Karen Peters  
EO, RCBR Inc.

P. Gilbert Mercurio  
CEO, WPAR Inc.