

REALTORS® Defense Fund

Expenditures Report – 2017

January: Personnel Costs of \$12,664.00. [A similar expense will occur every month]

February: Personnel Costs of \$12,664.00.

Indiana Association of Realtors  
Realtors Defense Fund  
For the year ending December 31, 2016

	Beginning Balance	IAR Investment	Other Revenue	RDF Dues	Investment Earnings	Expense/ Releases	Ending Balance	Cash	RDF Investment
2009	-	150,000		863,691	12,251	-	1,025,942		
2010	1,025,942		50,000	-	9,394	(169,112)	916,224		
2011	916,224			310,185	4,297	(202,706)	1,028,000	88,368	939,632
2012	1,028,000			298,032	5,650	(174,304)	1,157,378	212,097	945,281
2013	1,157,378			313,923	(13,668)	(227,562)	1,230,071	8,456	1,221,614
2014	1,230,071			321,932	43,173	(186,084)	1,409,092	19,302	1,389,790
2015	1,409,092			333,138	371	(216,694)	1,525,907	135,748	1,390,159
2016	1,525,907			333,526	40,213	(197,722)	1,701,924	121,553	1,580,371
<b>2017:</b>									
January	1,701,924			23,919	7,362	(12,664)	1,720,541	132,788	1,587,753
February	1,720,541			29,708	14,762	(12,664)	1,752,347	149,832	1,602,515
March	1,752,347			-	-	-	-	(1,423,166)	1,423,166
April	-			-	-	-	-	(1,425,012)	1,425,012
May	-			-	-	-	-	(1,423,814)	1,423,814
June	-			-	-	-	-	(1,453,844)	1,453,844
July	-			-	-	-	-	(1,463,646)	1,463,646
August	-			-	-	-	-	(1,457,386)	1,457,386
September	-			-	-	-	-	(1,460,606)	1,460,606
October	-			-	-	-	-	(1,447,496)	1,447,496
November	-			-	-	-	-	(1,427,382)	1,427,382
December	-			-	-	-	-	(1,580,371)	1,580,371
YTD Total		-	-	53,627	22,124	(25,328)			

**REALTORS Defense Fund**  
**Budget Performance (Summary)**

February 28, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
<b>Net Income</b>						
Ordinary Income/Expense						
Gross Profit						
Income						
4000 - Membership Income	29,708	26,656	53,628	53,312	319,872	48,228
Total Income	<u>29,708</u>	<u>26,656</u>	<u>53,628</u>	<u>53,312</u>	<u>319,872</u>	<u>48,228</u>
Gross Profit	<u>29,708</u>	<u>26,656</u>	<u>53,628</u>	<u>53,312</u>	<u>319,872</u>	<u>48,228</u>
Expense						
5000 - Personnel Costs						
5010 - Compensation	10,554	11,052	21,108	22,104	132,622	21,606
5100 - Benefits & Taxes	2,110	2,210	4,220	4,420	26,524	4,320
Total 5000 - Personnel Costs	<u>12,664</u>	<u>13,262</u>	<u>25,328</u>	<u>26,524</u>	<u>159,146</u>	<u>25,926</u>
5300 - Travel & Entertainment						
5310 - Staff Travel Costs	0	0	0	0	0	156
Total 5300 Travel & Entertainment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>156</u>
7100 - Programmatic Costs	0	2,916	0	5,832	35,000	0
Total Expense	<u>12,664</u>	<u>16,178</u>	<u>25,328</u>	<u>32,356</u>	<u>194,146</u>	<u>26,082</u>
Net Ordinary Income	<u>17,044</u>	<u>10,478</u>	<u>28,300</u>	<u>20,956</u>	<u>125,726</u>	<u>22,146</u>
Other Income/Expense						
Other Income						
4800 - Investment Income	14,762	0	22,123	0	0	10,060
Total Other Income	<u>14,762</u>	<u>0</u>	<u>22,123</u>	<u>0</u>	<u>0</u>	<u>10,060</u>
Net Other Income	<u>14,762</u>	<u>0</u>	<u>22,123</u>	<u>0</u>	<u>0</u>	<u>10,060</u>
<b>Net Income</b>	<b><u>31,806</u></b>	<b><u>10,478</u></b>	<b><u>50,423</u></b>	<b><u>20,956</u></b>	<b><u>125,726</u></b>	<b><u>32,206</u></b>

**REALTORS Defense Fund  
Budget Performance (Detail)**

February 28, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
Income					
4000 - Membership Income					
4030 - RDF Dues	29,708	26,656	53,628	53,312	319,872
Total 4000 - Membership Income	<u>29,708</u>	<u>26,656</u>	<u>53,628</u>	<u>53,312</u>	<u>319,872</u>
Total Income	29,708	26,656	53,628	53,312	319,872
Expense					
5000 - Personnel Costs					
5010 - Compensation	10,554	11,052	21,108	22,104	132,622
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	1,055	1,105	2,110	2,210	13,262
5160 - Payroll Taxes	1,055	1,105	2,110	2,210	13,262
Total 5100 - Benefits & Taxes	<u>2,110</u>	<u>2,210</u>	<u>4,220</u>	<u>4,420</u>	<u>26,524</u>
Total 5000 - Personnel Costs	<u>12,664</u>	<u>13,262</u>	<u>25,328</u>	<u>26,524</u>	<u>159,146</u>
7100 - Programmatic Costs					
7310 - Other Program Costs	0	833	0	1,666	10,000
7420 - Outreach	0	417	0	834	5,000
7440 - Issue Research	0	833	0	1,666	10,000
7450 - Legislative Advocacy	0	833	0	1,666	10,000
Total 7100 - Programmatic Costs	<u>0</u>	<u>2,916</u>	<u>0</u>	<u>5,832</u>	<u>35,000</u>
Total Expense	<u>12,664</u>	<u>16,178</u>	<u>25,328</u>	<u>32,356</u>	<u>194,146</u>
Net Ordinary Income	<u>17,044</u>	<u>10,478</u>	<u>28,300</u>	<u>20,956</u>	<u>125,726</u>
<b>Other Income/Expense</b>					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	1,181	0	2,161	0	0
4815 - Unrealized Gains/Losses	13,581	0	21,173	0	0
4820 - Realized Gains/Losses	0	0	821	0	0
4830 - Investment Management Fees	0	0	(2,032)	0	0
Total 4800 - Investment Income	<u>14,762</u>	<u>0</u>	<u>22,123</u>	<u>0</u>	<u>0</u>
Total Other Income	<u>14,762</u>	<u>0</u>	<u>22,123</u>	<u>0</u>	<u>0</u>
Net Other Income	<u>14,762</u>	<u>0</u>	<u>22,123</u>	<u>0</u>	<u>0</u>
<b>Net Income</b>	<b><u>31,806</u></b>	<b><u>10,478</u></b>	<b><u>50,423</u></b>	<b><u>20,956</u></b>	<b><u>125,726</u></b>