

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.

March: Personnel Costs of \$17,198.00. this amount, going forward, will be \$14,175. March is higher because of the adjustment for higher costs in 2017 catching up from January and February.
\$25,000.00 for catering of RPAC event at Legislative Conference
\$51,690.00 for advertising in support of the General Assembly's efforts to provide long term road and infrastructure funding. Amount to be mostly offset by a NAR grant. There will be more of these expenditures in April.

April:

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
2017:									
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			28,196	(297)	(109,616)	1,670,630	68,411	1,602,219
April	1,670,630			-	-	-	-	-	-
May	-			-	-	-	-	-	-
June	-			-	-	-	-	-	-
July	-			-	-	-	-	-	-
August	-			-	-	-	-	-	-
September	-			-	-	-	-	-	-
October	-			-	-	-	-	-	-
November	-			-	-	-	-	-	-
December	-			-	-	-	-	-	-
YTD Total		-	-	81,823	21,827	(134,944)			

REALTORS Defense Fund
Budget Performance (Summary)

March 31, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Net Income						
Ordinary Income/Expense						
Gross Profit						
Income						
4000 - Membership Income	28,196	26,656	81,824	79,968	319,872	77,270
Total Income	<u>28,196</u>	<u>26,656</u>	<u>81,824</u>	<u>79,968</u>	<u>319,872</u>	<u>77,270</u>
Gross Profit	<u>28,196</u>	<u>26,656</u>	<u>81,824</u>	<u>79,968</u>	<u>319,872</u>	<u>77,270</u>
Expense						
5000 - Personnel Costs						
5010 - Compensation	14,330	11,052	35,438	33,156	132,622	32,160
5100 - Benefits & Taxes	2,868	2,210	7,088	6,630	26,524	6,430
Total 5000 - Personnel Costs	<u>17,198</u>	<u>13,262</u>	<u>42,526</u>	<u>39,786</u>	<u>159,146</u>	<u>38,590</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>
5700 - Technology & Equipment	15,728	0	15,729	0	0	0
7100 - Programmatic Costs	76,690	2,666	76,690	32,998	57,000	0
Total Expense	<u>109,616</u>	<u>15,928</u>	<u>134,945</u>	<u>72,784</u>	<u>216,146</u>	<u>38,746</u>
Net Ordinary Income	<u>(81,420)</u>	<u>10,728</u>	<u>(53,121)</u>	<u>7,184</u>	<u>103,726</u>	<u>38,524</u>
Other Income/Expense						
Other Income						
4800 - Investment Income	(297)	0	21,827	0	0	33,007
Total Other Income	<u>(297)</u>	<u>0</u>	<u>21,827</u>	<u>0</u>	<u>0</u>	<u>33,007</u>
Net Other Income	<u>(297)</u>	<u>0</u>	<u>21,827</u>	<u>0</u>	<u>0</u>	<u>33,007</u>
Net Income	<u>(81,717)</u>	<u>10,728</u>	<u>(31,294)</u>	<u>7,184</u>	<u>103,726</u>	<u>71,531</u>

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

March 31, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 - Membership Income					
4030 - RDF Dues	28,196	26,656	81,824	79,968	319,872
Total 4000 - Membership Income	<u>28,196</u>	<u>26,656</u>	<u>81,824</u>	<u>79,968</u>	<u>319,872</u>
Total Income	28,196	26,656	81,824	79,968	319,872
Expense					
5000 - Personnel Costs					
5010 - Compensation	14,330	11,052	35,438	33,156	132,622
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	1,434	1,105	3,544	3,315	13,262
5160 - Payroll Taxes	1,434	1,105	3,544	3,315	13,262
Total 5100 - Benefits & Taxes	<u>2,868</u>	<u>2,210</u>	<u>7,088</u>	<u>6,630</u>	<u>26,524</u>
Total 5000 - Personnel Costs	<u>17,198</u>	<u>13,262</u>	<u>42,526</u>	<u>39,786</u>	<u>159,146</u>
5700 - Technology & Equipment					
5710 - Technology Consulting Service	15,728	0	15,729	0	0
Total 5700 - Technology & Equipment	<u>15,728</u>	<u>0</u>	<u>15,729</u>	<u>0</u>	<u>0</u>
7100 - Programmatic Costs					
7120 - Catering	25,000	0	25,000	25,000	25,000
7310 - Other Program Costs	51,690	583	51,690	1,749	7,000
7420 - Outreach	0	417	0	1,251	5,000
7440 - Issue Research	0	833	0	2,499	10,000
7450 - Legislative Advocacy	0	833	0	2,499	10,000
Total 7100 - Programmatic Costs	<u>76,690</u>	<u>2,666</u>	<u>76,690</u>	<u>32,998</u>	<u>57,000</u>
Total Expense	<u>109,616</u>	<u>15,928</u>	<u>134,945</u>	<u>72,784</u>	<u>216,146</u>
Net Ordinary Income	<u>(81,420)</u>	<u>10,728</u>	<u>(53,121)</u>	<u>7,184</u>	<u>103,726</u>
Other Income/Expense					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	0	0	2,162	0	0
4815 - Unrealized Gains/Losses	(297)	0	20,876	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>(297)</u>	<u>0</u>	<u>21,827</u>	<u>0</u>	<u>0</u>
Total Other Income	<u>(297)</u>	<u>0</u>	<u>21,827</u>	<u>0</u>	<u>0</u>
Net Other Income	<u>(297)</u>	<u>0</u>	<u>21,827</u>	<u>0</u>	<u>0</u>

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

March 31, 2017

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Net Income	<u>(81,717)</u>	<u>10,728</u>	<u>(31,294)</u>	<u>7,184</u>	<u>103,726</u>