

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: Personnel Costs of \$15,375

May:

Indiana Association of Realtors
 Realtors Defense Fund
 For the year ending December 31, 2017

	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	(32,664)	1,732,347	129,832	1,602,515
March	1,732,347			28,196	(297)	(93,888)	1,666,358	64,139	1,602,219
April	1,666,358			28,803	6,740	(15,375)	1,686,526	77,569	1,608,957
May	1,686,526			-	-	-	-	-	-
June	-			-	-	-	-	-	-
July	-			-	-	-	-	-	-
August	-			-	-	-	-	-	-
September	-			-	-	-	-	-	-
October	-			-	-	-	-	-	-
November	-			-	-	-	-	-	-
December	-			-	-	-	-	-	-
YTD Total		-	-	110,626	28,567	(154,591)			

REALTORS Defense Fund
Budget Performance (Summary)

April 30, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	28,803	26,656	110,627	106,624	319,872	104,915
Total Income	28,803	26,656	110,627	106,624	319,872	104,915
Expense						
5000 - Personnel Costs						
5010 - Compensation	11,813	11,052	47,251	44,208	132,622	42,714
5030 - Contract Labor / Temp Help	1,200	1,200	1,200	4,800	14,400	0
5100 - Benefits & Taxes	2,362	2,210	9,450	8,840	26,524	8,540
Total 5000 - Personnel Costs	15,375	14,462	57,901	57,848	173,546	51,254
5300 - Travel & Entertainment						
5310 - Staff Travel Costs	0	0	0	0	0	156
Total 5300 Travel & Entertainment	0	0	0	0	0	156
7100 - Programmatic Costs	0	2,541	96,690	35,164	55,500	40,000
Total Expense	15,375	17,003	154,591	93,012	229,046	91,410
Net Ordinary Income	13,428	9,653	(43,964)	13,612	90,826	13,505
Other Income/Expense						
Other Income						
4800 - Investment Income	6,740	0	28,566	0	0	34,853
Total Other Income	6,740	0	28,566	0	0	34,853
Net Other Income	6,740	0	28,566	0	0	34,853
Net Income	20,168	9,653	(15,398)	13,612	90,826	48,358

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

April 30, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
Income					
4000 - Membership Income					
4030 - RDF Dues	28,803	26,656	110,627	106,624	319,872
Total 4000 - Membership Income	<u>28,803</u>	<u>26,656</u>	<u>110,627</u>	<u>106,624</u>	<u>319,872</u>
Total Income	28,803	26,656	110,627	106,624	319,872
Expense					
5000 - Personnel Costs					
5010 - Compensation	11,813	11,052	47,251	44,208	132,622
5030 - Contract Labor / Temp Help	1,200	1,200	1,200	4,800	14,400
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	1,181	1,105	4,725	4,420	13,262
5160 - Payroll Taxes	1,181	1,105	4,725	4,420	13,262
Total 5100 - Benefits & Taxes	<u>2,362</u>	<u>2,210</u>	<u>9,450</u>	<u>8,840</u>	<u>26,524</u>
Total 5000 - Personnel Costs	<u>15,375</u>	<u>14,462</u>	<u>57,901</u>	<u>57,848</u>	<u>173,546</u>
7100 - Programmatic Costs					
7120 - Catering	0	0	45,000	25,000	25,000
7310 - Other Program Costs	0	583	51,690	2,332	7,000
7420 - Outreach	0	417	0	1,668	5,000
7440 - Issue Research	0	708	0	2,832	8,500
7450 - Legislative Advocacy	0	833	0	3,332	10,000
Total 7100 - Programmatic Costs	<u>0</u>	<u>2,541</u>	<u>96,690</u>	<u>35,164</u>	<u>55,500</u>
Total Expense	<u>15,375</u>	<u>17,003</u>	<u>154,591</u>	<u>93,012</u>	<u>229,046</u>
Net Ordinary Income	<u>13,428</u>	<u>9,653</u>	<u>(43,964)</u>	<u>13,612</u>	<u>90,826</u>
Other Income/Expense					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	3,133	0	5,294	0	0
4815 - Unrealized Gains/Losses	5,645	0	26,521	0	0
4820 - Realized Gains/Losses	9	0	830	0	0
4830 - Investment Management Fees	(2,047)	0	(4,079)	0	0
Total 4800 - Investment Income	<u>6,740</u>	<u>0</u>	<u>28,566</u>	<u>0</u>	<u>0</u>
Total Other Income	<u>6,740</u>	<u>0</u>	<u>28,566</u>	<u>0</u>	<u>0</u>
Net Other Income	<u>6,740</u>	<u>0</u>	<u>28,566</u>	<u>0</u>	<u>0</u>
Net Income	<u>20,168</u>	<u>9,653</u>	<u>(15,398)</u>	<u>13,612</u>	<u>90,826</u>