

Indiana Association of Realtors
 Realtors Defense Fund
 For the year ending December 31, 2018

| | 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 | 1,701,924 | | 142,129 | 351,920 | 53,596 | (581,030) | 1,668,539 | 84,552 | 1,583,987 |
| 2018: | | | | | | | | | |
| January | 1,668,539 | | | 14,736 | (1,616) | (14,601) | 1,667,058 | 84,688 | 1,582,370 |
| February | 1,667,058 | | | 44,001 | (14,428) | (14,175) | 1,682,456 | 114,514 | 1,567,942 |
| March | 1,682,456 | | | 31,659 | 5,141 | (14,175) | 1,705,081 | 131,998 | 1,573,083 |
| April | 1,705,081 | | | 31,763 | (6,329) | (14,175) | 1,716,340 | 149,586 | 1,566,754 |
| May | 1,716,340 | | | | | | 1,716,340 | | |
| June | 1,716,340 | | | | | | 1,716,340 | | |
| July | 1,716,340 | | | | | | 1,716,340 | | |
| August | 1,716,340 | | | | | | 1,716,340 | | |
| September | 1,716,340 | | | | | | 1,716,340 | | |
| October | 1,716,340 | | | | | | 1,716,340 | | |
| November | 1,716,340 | | | | | | 1,716,340 | | |
| December | 1,716,340 | | | | | | 1,716,340 | | |
| YTD Total | | - | - | 122,159 | (17,232) | (57,126) | | | |

REALTORS Defense Fund
Budget Performance (Summary)

April 30, 2018

| | 1 Month Actual | 1 Month Budget | YTD Actual | YTD Budget | Annual Budget | Prior YTD Actual |
|-------------------------------------|----------------|----------------|-----------------|----------------|----------------|------------------|
| Income | | | | | | |
| 4000 - Membership Income | 31,763 | 29,033 | 122,160 | 116,130 | 362,208 | 110,627 |
| Total Income | 31,763 | 29,033 | 122,160 | 116,130 | 362,208 | 110,627 |
| Expense | | | | | | |
| 5000 - Personnel Costs | | | | | | |
| 5010 - Compensation | 11,813 | 0 | 47,606 | 0 | 0 | 47,251 |
| 5030 - Contract Labor / Temp Help | 0 | 0 | 0 | 0 | 0 | 1,200 |
| 5100 - Benefits & Taxes | 2,362 | 0 | 9,520 | 0 | 0 | 9,450 |
| Total 5000 - Personnel Costs | 14,175 | 0 | 57,126 | 0 | 0 | 57,901 |
| 7100 - Programmatic Costs | 0 | 4,624 | 0 | 18,508 | 55,500 | 96,690 |
| Total Expense | 14,175 | 4,624 | 57,126 | 18,508 | 55,500 | 154,591 |
| Net Ordinary Income | 17,588 | 24,409 | 65,034 | 97,622 | 306,708 | (43,964) |
| Other Income/Expense | | | | | | |
| Other Income | | | | | | |
| 4800 - Investment Income | (6,329) | 0 | (17,233) | 0 | 0 | 28,566 |
| Total Other Income | (6,329) | 0 | (17,233) | 0 | 0 | 28,566 |
| Net Other Income (Expense) | (6,329) | 0 | (17,233) | 0 | 0 | 28,566 |
| Net Income (Loss) | 11,259 | 24,409 | 47,801 | 97,622 | 306,708 | (15,398) |

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

April 30, 2018

| | 1 Month Actual | 1 Month Budget | YTD Actual | YTD Budget | Annual Budget |
|-----------------------------------|----------------------|----------------------|----------------------|----------------------|-----------------------|
| Income | | | | | |
| 4000 - Membership Income | | | | | |
| 4030 - RDF Dues | 31,763 | 29,033 | 122,160 | 116,130 | 362,208 |
| Total 4000 - Membership Income | <u>31,763</u> | <u>29,033</u> | <u>122,160</u> | <u>116,130</u> | <u>362,208</u> |
| Total Income | 31,763 | 29,033 | 122,160 | 116,130 | 362,208 |
| Expense | | | | | |
| 5000 - Personnel Costs | | | | | |
| 5010 - Compensation | 11,813 | 0 | 47,606 | 0 | 0 |
| 5100 - Benefits & Taxes | | | | | |
| 5110 - Health & Life Insurance | 1,181 | 0 | 4,760 | 0 | 0 |
| 5160 - Payroll Taxes | 1,181 | 0 | 4,760 | 0 | 0 |
| Total 5100 - Benefits & Taxes | <u>2,362</u> | <u>0</u> | <u>9,520</u> | <u>0</u> | <u>0</u> |
| Total 5000 - Personnel Costs | <u>14,175</u> | <u>0</u> | <u>57,126</u> | <u>0</u> | <u>0</u> |
| 7100 - Programmatic Costs | | | | | |
| 7120 - Catering | 0 | 2,083 | 0 | 8,336 | 25,000 |
| 7310 - Other Program Costs | 0 | 583 | 0 | 2,336 | 7,000 |
| 7420 - Outreach | 0 | 417 | 0 | 1,664 | 5,000 |
| 7440 - Issue Research | 0 | 708 | 0 | 2,836 | 8,500 |
| 7450 - Legislative Advocacy | 0 | 833 | 0 | 3,336 | 10,000 |
| Total 7100 - Programmatic Costs | <u>0</u> | <u>4,624</u> | <u>0</u> | <u>18,508</u> | <u>55,500</u> |
| Total Expense | <u>14,175</u> | <u>4,624</u> | <u>57,126</u> | <u>18,508</u> | <u>55,500</u> |
| Net Ordinary Income | <u>17,588</u> | <u>24,409</u> | <u>65,034</u> | <u>97,622</u> | <u>306,708</u> |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| 4800 - Investment Income | | | | | |
| 4810 - Interest & Dividend Income | 2,394 | 0 | 6,957 | 0 | 0 |
| 4815 - Unrealized Gains/Losses | (6,711) | 0 | (20,307) | 0 | 0 |
| 4820 - Realized Gains/Losses | (43) | 0 | 54 | 0 | 0 |
| 4830 - Investment Management Fees | (1,969) | 0 | (3,937) | 0 | 0 |
| Total 4800 - Investment Income | <u>(6,329)</u> | <u>0</u> | <u>(17,233)</u> | <u>0</u> | <u>0</u> |
| Total Other Income | <u>(6,329)</u> | <u>0</u> | <u>(17,233)</u> | <u>0</u> | <u>0</u> |
| Net Other Income (Expense) | <u>(6,329)</u> | <u>0</u> | <u>(17,233)</u> | <u>0</u> | <u>0</u> |
| Net Income (Loss) | <u>11,259</u> | <u>24,409</u> | <u>47,801</u> | <u>97,622</u> | <u>306,708</u> |