

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 and May.
- April: Personnel Costs of \$15,375
- May: Personnel Costs of \$14,175. \$248,041 for advertising in support of the General Assembly's efforts to provide long term road and infrastructure funding. These efforts proved successful. The total cost of \$299,731 was offset by grants from the National Association of REALTORS® in the amount of \$142,129.
- June: Personnel Costs of \$14,175.
- July: Personnel Costs of \$14,175.
- August: Personnel Costs of \$14,175.

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		142,129	29,494	6,788	(262,216)	1,602,721	(13,024)	1,615,745
June	1,602,721			29,669	(11,865)	(14,175)	1,606,350	2,469	1,603,881
July	1,606,350			29,154	12,704	(14,175)	1,634,033	17,448	1,616,585
August	1,634,033			31,124	12,678	(14,175)	1,663,660	34,397	1,629,263
September	1,663,660			-	-	-	-	-	-
October	-			-	-	-	-	-	-
November	-			-	-	-	-	-	-
December	-			-	-	-	-	-	-
YTD Total		-	142,129	230,067	48,872	(459,332)			

REALTORS Defense Fund
Budget Performance (Summary)

August 31, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	31,124	26,656	230,067	213,248	319,872	216,427
4900 - Other Income	0	0	142,129	0	0	0
Total Income	31,124	26,656	372,196	213,248	319,872	216,427
Expense						
5000 - Personnel Costs						
5010 - Compensation	11,813	11,052	94,503	88,416	132,622	84,930
5030 - Contract Labor / Temp Help	0	1,200	1,200	9,600	14,400	0
5100 - Benefits & Taxes	2,362	2,210	18,898	17,680	26,524	16,980
Total 5000 - Personnel Costs	14,175	14,462	114,601	115,696	173,546	101,910
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	344,731	45,328	55,500	40,000
Total Expense	14,175	17,003	459,332	161,024	229,046	142,066
Net Ordinary Income	16,949	9,653	(87,136)	52,224	90,826	74,361
Other Income/Expense						
Other Income						
4800 - Investment Income	12,678	0	48,872	0	0	67,226
Total Other Income	12,678	0	48,872	0	0	67,226
Net Other Income (Expense)	12,678	0	48,872	0	0	67,226
Net Income (Loss)	29,627	9,653	(38,264)	52,224	90,826	141,587

REALTORS Defense Fund
Budget Performance (Detail)

August 31, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
Income					
4000 - Membership Income					
4030 - RDF Dues	31,124	26,656	230,067	213,248	319,872
Total 4000 - Membership Income	31,124	26,656	230,067	213,248	319,872
4900 - Other Income					
4901 - Grant Income-Temp Restricted	0	0	142,129	0	0
Total 4900 - Other Income	0	0	142,129	0	0
Total Income	31,124	26,656	372,196	213,248	319,872
Expense					
5000 - Personnel Costs					
5010 - Compensation	11,813	11,052	94,503	88,416	132,622
5030 - Contract Labor / Temp Help	0	1,200	1,200	9,600	14,400
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	1,181	1,105	9,449	8,840	13,262
5160 - Payroll Taxes	1,181	1,105	9,449	8,840	13,262
Total 5100 - Benefits & Taxes	2,362	2,210	18,898	17,680	26,524
Total 5000 - Personnel Costs	14,175	14,462	114,601	115,696	173,546
7100 - Programmatic Costs					
7120 - Catering	0	0	45,000	25,000	25,000
7310 - Other Program Costs	0	583	299,731	4,664	7,000
7420 - Outreach	0	417	0	3,336	5,000
7440 - Issue Research	0	708	0	5,664	8,500
7450 - Legislative Advocacy	0	833	0	6,664	10,000
Total 7100 - Programmatic Costs	0	2,541	344,731	45,328	55,500
Total Expense	14,175	17,003	459,332	161,024	229,046
Net Ordinary Income	16,949	9,653	(87,136)	52,224	90,826
Other Income/Expense					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	1,962	0	13,094	0	0
4815 - Unrealized Gains/Losses	10,716	0	38,390	0	0
4820 - Realized Gains/Losses	0	0	3,479	0	0
4830 - Investment Management Fees	0	0	(6,091)	0	0
Total 4800 - Investment Income	12,678	0	48,872	0	0
Total Other Income	12,678	0	48,872	0	0
Net Other Income (Expense)	12,678	0	48,872	0	0

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

August 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 (Loss)	<u>29,627</u>	<u>9,653</u>	<u>(38,264)</u>	<u>52,224</u>	<u>90,826</u>