

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.
- September: Personnel Costs of \$14,175. Contribution to REALTORS® Relief Foundation of \$10,000. Technology support of Ball State working on ongoing research and analysis of data within the IAR Data Warehouse in the amount of \$6,864.
- October:

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			31,053	(6,682)	(31,039)	1,656,992	34,411	1,622,581
October	1,656,992			-	-	-	-	-	-
November	-			-	-	-	-	-	-
December	-			-	-	-	-	-	-
YTD Total		-	142,129	261,120	42,190	(490,371)			

REALTORS Defense Fund
Budget Performance (Summary)

September 30, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	31,053	26,656	261,120	239,904	319,872	245,489
4900 - Other Income	0	0	142,129	0	0	0
Total Income	<u>31,053</u>	<u>26,656</u>	<u>403,249</u>	<u>239,904</u>	<u>319,872</u>	<u>245,489</u>
Expense						
5000 - Personnel Costs						
5010 - Compensation	11,813	11,052	106,316	99,468	132,622	95,484
5030 - Contract Labor / Temp Help	0	1,200	1,200	10,800	14,400	0
5100 - Benefits & Taxes	2,362	2,210	21,260	19,890	26,524	19,090
Total 5000 - Personnel Costs	<u>14,175</u>	<u>14,462</u>	<u>128,776</u>	<u>130,158</u>	<u>173,546</u>	<u>114,574</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	6,864	0	6,864	0	0	0
7100 - Programmatic Costs	10,000	2,541	354,731	47,869	55,500	40,000
Total Expense	<u>31,039</u>	<u>17,003</u>	<u>490,371</u>	<u>178,027</u>	<u>229,046</u>	<u>154,730</u>
Net Ordinary Income	<u>14</u>	<u>9,653</u>	<u>(87,122)</u>	<u>61,877</u>	<u>90,826</u>	<u>90,759</u>
Other Income/Expense						
Other Income						
4800 - Investment Income	(6,682)	0	42,189	0	0	70,502
Total Other Income	<u>(6,682)</u>	<u>0</u>	<u>42,189</u>	<u>0</u>	<u>0</u>	<u>70,502</u>
Net Other Income (Expense)	<u>(6,682)</u>	<u>0</u>	<u>42,189</u>	<u>0</u>	<u>0</u>	<u>70,502</u>
Net Income (Loss)	<u>(6,668)</u>	<u>9,653</u>	<u>(44,933)</u>	<u>61,877</u>	<u>90,826</u>	<u>161,261</u>

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

September 30, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
Income					
4000 - Membership Income					
4030 - RDF Dues	31,053	26,656	261,120	239,904	319,872
Total 4000 - Membership Income	<u>31,053</u>	<u>26,656</u>	<u>261,120</u>	<u>239,904</u>	<u>319,872</u>
4900 - Other Income					
4901 - Grant Income-Temp Restricted	0	0	142,129	0	0
Total 4900 - Other Income	<u>0</u>	<u>0</u>	<u>142,129</u>	<u>0</u>	<u>0</u>
Total Income	31,053	26,656	403,249	239,904	319,872
Expense					
5000 - Personnel Costs					
5010 - Compensation	11,813	11,052	106,316	99,468	132,622
5030 - Contract Labor / Temp Help	0	1,200	1,200	10,800	14,400
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	1,181	1,105	10,630	9,945	13,262
5160 - Payroll Taxes	1,181	1,105	10,630	9,945	13,262
Total 5100 - Benefits & Taxes	<u>2,362</u>	<u>2,210</u>	<u>21,260</u>	<u>19,890</u>	<u>26,524</u>
Total 5000 - Personnel Costs	<u>14,175</u>	<u>14,462</u>	<u>128,776</u>	<u>130,158</u>	<u>173,546</u>
5700 - Technology & Equipment					
5710 - Technology Consulting Service	6,864	0	6,864	0	0
Total 5700 - Technology & Equipment	<u>6,864</u>	<u>0</u>	<u>6,864</u>	<u>0</u>	<u>0</u>
7100 - Programmatic Costs					
7120 - Catering	0	0	45,000	25,000	25,000
7310 - Other Program Costs	10,000	583	309,731	5,247	7,000
7420 - Outreach	0	417	0	3,753	5,000
7440 - Issue Research	0	708	0	6,372	8,500
7450 - Legislative Advocacy	0	833	0	7,497	10,000
Total 7100 - Programmatic Costs	<u>10,000</u>	<u>2,541</u>	<u>354,731</u>	<u>47,869</u>	<u>55,500</u>
Total Expense	<u>31,039</u>	<u>17,003</u>	<u>490,371</u>	<u>178,027</u>	<u>229,046</u>
Net Ordinary Income	14	9,653	(87,122)	61,877	90,826
Other Income/Expense					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	1,932	0	15,025	0	0
4815 - Unrealized Gains/Losses	(8,614)	0	29,777	0	0
4820 - Realized Gains/Losses	0	0	3,478	0	0
4830 - Investment Management Fees	0	0	(6,091)	0	0

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

September 30, 2017

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
Total 4800 - Investment Income	(6,682)	0	42,189	0	0
Total Other Income	(6,682)	0	42,189	0	0
Net Other Income (Expense)	(6,682)	0	42,189	0	0
Net Income (Loss)	(6,668)	9,653	(44,933)	61,877	90,826