

Indiana Association of Realtors

January 2019

EXECUTIVE SUMMARY

Balance Sheet

- The Association's cash balances increased during January by \$690,000 due to 2019 dues collected. Ending cash balance was \$1,685,000.
- Receivables decreased by \$22,000 with an ending balance of \$1,754,000. The decrease is due to 2018 dues collected in January.
- Prepaid expenses increased by \$38,000 due to insurance paid in January which will be amortized over the next 11 months.
- The amount Due from ISRE decreased by \$24,000 during the month with an ending balance of \$303,000.
- The amount Due from One Forty Three LLC increased by \$20,000 with an ending balance \$5,444,000. The increase is due to transfer from IAR to 143 LLC to cover construction loan payments.
- IAR investments increased by \$55,000 during the month due to unrealized gains, with an ending balance of \$1,895,000 and RDF investments increased by \$20,000 with an ending balance of \$1,592,000.
- Accounts Payable decreased by \$3,000 with an ending balance of \$102,000.
- Lines of Credit with ONB
 - The \$1.3 mil LOC remained unchanged during the month with an ending balance of \$974,000
 - The \$700,000 note payable decreased by \$10,000 due to loan payment made in January. Ending balance was \$680,000.
 - See offsetting Note Receivable from One Forty Three LLC in assets.
- RPAC Payable for dues assessment increased by \$36,000 with an ending balance of \$99,000 – these funds represent RPAC contributions collected with 2019 dues payments and will be remitted to RPAC in February.
- Dues payable increased by \$754,000 with an ending balance of \$1,691,000. These funds represent 2019 dues collected and will be recognized as income in 2019.

Income Statement

- Net loss of (\$15,000) was recorded for the month, which represents net ordinary loss of (\$104,000) and net investment income of \$74,000. Budgeted net loss for January was (\$47,000).
- Compared to the prior year, net income was \$130,000 higher than the prior YTD net loss of (\$146,000) – this increase is due to higher membership dues and investment income.
- Total income for January was \$211,000, which was below the monthly budget of \$367,000 by \$156,000 or 43%. This is due to timing differences of 2019 dues received and will be caught up in February.
- Compared to the prior year, total YTD income was \$27,000 higher (15%) than the prior YTD income of \$184,000.
- Total expenses for the month were \$300,000, and were below the monthly budget of \$367,000 by \$67,000 or 18%, mostly due to personnel, travel/entertainment and programmatic costs.
- Compared to the prior year, expenses were \$36,000 lower (11%), mostly due to programmatic costs.

Indiana Association of Realtors, Inc.
Balance Sheet (Summary)

January 31, 2019

	01/31/2019	12/31/2018	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts	1,678,102	994,561	683,540
Total Checking/Savings	<u>1,675,827</u>	<u>994,561</u>	<u>681,265</u>
Other Current Assets			
1200 - Accounts Receivable	1,754,466	1,776,949	(22,482)
1300 - Other Current Assets	61,675	23,708	37,967
Total Other Current Assets	<u>1,816,141</u>	<u>1,800,657</u>	<u>15,485</u>
Total Current Assets	<u>3,491,968</u>	<u>2,795,218</u>	<u>696,750</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.	348,859	348,859	0
Total Fixed Assets	<u>348,859</u>	<u>348,859</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable	5,746,944	5,750,618	(3,675)
1500 - Investments	3,844,864	3,761,853	83,012
1700 - Capitalized Loan and Lease Costs	3,134	3,134	0
Total Other Assets	<u>9,594,942</u>	<u>9,515,605</u>	<u>79,337</u>
Total ASSETS	<u>13,435,769</u>	<u>12,659,682</u>	<u>776,087</u>
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	101,626	104,700	(3,073)
Total Accounts Payable	<u>101,626</u>	<u>104,700</u>	<u>(3,073)</u>
Other Current Liabilities			
2025 - Other Current Liabilities	1,790,356	1,758,121	32,234
2100 - Payroll Liabilities	322,007	323,258	(1,251)
2400 - Deferred Dues & Other Revenue	1,691,435	939,782	751,653
Total Other Current Liabilities	<u>3,803,798</u>	<u>3,021,161</u>	<u>782,636</u>
Total Current Liabilities	<u>3,905,424</u>	<u>3,125,861</u>	<u>779,563</u>
Other Liabilities			
2200 - Intercompany Loans Payable	11,577	0	11,578
Total - Other Liabilities	<u>11,577</u>	<u>0</u>	<u>11,578</u>
Total Liabilities	<u>3,917,001</u>	<u>3,125,861</u>	<u>791,141</u>
NET ASSETS			
Without Donor Restrictions			
Undesignated	7,518,256	7,617,757	(99,502)
Board Designated	2,002,787	1,916,064	86,723
Total Without Donor Restrictions	<u>9,518,768</u>	<u>9,533,821</u>	<u>(15,054)</u>
Total Net Assets	<u>9,518,768</u>	<u>9,533,821</u>	<u>(15,054)</u>
Total LIABILITIES & NET ASSETS	<u>13,435,769</u>	<u>12,659,682</u>	<u>776,087</u>

Indiana Association of Realtors, Inc.
Balance Sheet (Detail)

January 31, 2019

	01/31/2019	12/31/2018	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts			
1010 - Petty Cash	0	120	(120)
1020 - IAR Checking-Regions	1,865,993	1,184,278	681,716
1029 - First Merchants Checking	10,399	10,403	(5)
1032 - IAR Checking-ONB	7,163	4,439	2,724
1040 - Transmittal Checking Account	20,132	14,943	5,189
1118 - REALTORS Federal Credit Union	87	86	0
1125 - IAR-Prof Standards Escrow	40,150	40,150	0
1199 - Cash Owed (to) by RDF	(268,097)	(259,858)	(8,239)
Total 1000 - Cash Accounts	<u>1,675,827</u>	<u>994,561</u>	<u>681,265</u>
Total Checking/Savings	1,675,827	994,561	681,265
Other Current Assets			
1200 - Accounts Receivable			
1200 - Accounts Receivable	18,711	15,962	2,750
1211 - Dues Receivable	4,604	35,103	(30,499)
1220 - Other Receivables	100	300	(200)
1245 - Accrued Interest Receivable	56,781	51,314	5,467
1270 - Note Receivable	1,674,270	1,674,270	0
Total 1200 - Accounts Receivable	<u>1,754,466</u>	<u>1,776,949</u>	<u>(22,482)</u>
1300 - Other Current Assets			
1310 - Prepaid Expense	61,087	23,120	37,967
1340 - Postage Deposits	588	588	0
Total 1300 - Other Current Assets	<u>61,675</u>	<u>23,708</u>	<u>37,967</u>
Total Other Current Assets	<u>1,816,141</u>	<u>1,800,657</u>	<u>15,485</u>
Total Current Assets	<u>3,491,968</u>	<u>2,795,218</u>	<u>696,750</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.			
1625 - Leasehold improvements-IAR	16,335	16,335	0
1630 - Furniture, Fixtures & Equipmen	411,405	411,405	0
Total 1605 - Land, Buildings & Equipment	<u>427,740</u>	<u>427,740</u>	<u>0</u>
1672 - Accum. Depreciation - Improvem	(2,199)	(2,199)	0
1680 - Accum. Depreciation - FF&E	(76,682)	(76,682)	0
Total 1655 - Accumulated Depreciation	<u>(78,881)</u>	<u>(78,881)</u>	<u>0</u>
Total 1600 - Fixed Assets, Net of Deprec.	<u>348,859</u>	<u>348,859</u>	<u>0</u>
Total Fixed Assets	<u>348,859</u>	<u>348,859</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable			
1260 - Due from ISRE	303,026	326,701	(23,675)
1203 - Due From 143 LLC	5,443,918	5,423,917	20,000
Total - 1203 - Intercompany Loans Receivable	<u>5,746,944</u>	<u>5,750,618</u>	<u>(3,675)</u>
1500 - Investments			
1510 - SEI Investments	1,895,090	1,839,992	55,099
1520 - Realtor's Defense Fund Assets			
1525 - Realtors Defense Fund Invest	1,591,775	1,572,101	19,674
1599 - Cash Owed by (to) IAR	268,097	259,858	8,239
Total 1520 - Realtor's Defense Fund Assets	<u>1,859,872</u>	<u>1,831,959</u>	<u>27,913</u>

Indiana Association of Realtors, Inc.
Balance Sheet (Detail)

January 31, 2019

	01/31/2019	12/31/2018	Difference
1540 - Alerus - 457(b) Investments	273,108	273,108	0
1810 - Investment in ISRE	(195,489)	(195,489)	0
1820 - Investment in 143 MM	12,283	12,283	0
Total 1500 - Investments	<u>3,844,864</u>	<u>3,761,853</u>	<u>83,012</u>
1700 - Capitalized Loan and Lease Costs			
1715 - Capitalized Loan Costs	4,000	4,000	0
1716 - Accum Amort - Capitalized Loan Costs	(866)	(866)	0
Total 1700 - Capitalized Loan and Lease Costs	<u>3,134</u>	<u>3,134</u>	<u>0</u>
Total Other Assets	<u>9,594,942</u>	<u>9,515,605</u>	<u>79,337</u>
Total ASSETS	<u>13,435,769</u>	<u>12,659,682</u>	<u>776,087</u>
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	101,626	104,700	(3,073)
Total Accounts Payable	<u>101,626</u>	<u>104,700</u>	<u>(3,073)</u>
Other Current Liabilities			
2025 - Other Current Liabilities			
2036 - Line of Credit-ONB (\$1.3mil)	974,271	974,270	0
2037 - Note Payable-ONB (\$700K)	680,016	690,092	(10,076)
2040 - Accrued Payables	15,491	15,491	0
2060 - Local Board Payable	1,771	0	1,771
2080 - RPAC Payable (Transmittal)	20,132	14,943	5,189
2081 - RPAC Payable (Dues assessment)	98,675	62,325	36,350
2095 - Prof Stds Escrow Liability	0	1,000	(1,000)
Total 2025 - Other Current Liabilities	<u>1,790,356</u>	<u>1,758,121</u>	<u>32,234</u>
2100 - Payroll Liabilities			
2110 - FSA Plan Payable	1,197	2,449	(1,251)
2120 - Post Retirement Benefit Obliga	47,702	47,701	0
2150 - 457 Plan Liabilities	273,108	273,108	0
Total 2100 - Payroll Liabilities	<u>322,007</u>	<u>323,258</u>	<u>(1,251)</u>
2400 - Deferred Dues & Other Revenue			
2415 - Dues Payable, Odd Year	1,691,435	937,911	753,524
2430 - Unearned Registration Fees	0	1,871	(1,871)
Total 2400 - Deferred Dues & Other Revenue	<u>1,691,435</u>	<u>939,782</u>	<u>751,653</u>
Total Other Current Liabilities	<u>3,803,798</u>	<u>3,021,161</u>	<u>782,636</u>
Total Current Liabilities	<u>3,905,424</u>	<u>3,125,861</u>	<u>779,563</u>
Other Liabilities			
2200 - Intercompany Loans Payable			
2215 - Due to 143 MT	11,577	0	11,578
Total 2200 - Intercompany Loans Payable	<u>11,577</u>	<u>0</u>	<u>11,578</u>
Total - Other Liabilities	<u>11,577</u>	<u>0</u>	<u>11,578</u>
Total Liabilities	<u>3,917,001</u>	<u>3,125,861</u>	<u>791,141</u>
NET ASSETS			
Without Donor Restrictions			
Undesignated	7,515,981	7,617,757	(101,777)
Board Designated			
3020 - RDF Investments	1,859,872	1,831,959	27,913

Indiana Association of Realtors, Inc.
Balance Sheet (Detail)

January 31, 2019

	01/31/2019	12/31/2018	Difference
3021 - RPAC Dues Assessment	98,675	62,325	36,350
3022 - Local Legislative Issues	41,065	21,780	19,285
3023 - RDF Issues (RPAC opt outs)	3,175	0	3,175
Total Board Designated	<u>2,002,787</u>	<u>1,916,064</u>	<u>86,723</u>
Total Without Donor Restrictions	<u>9,518,768</u>	<u>9,533,821</u>	<u>(15,054)</u>
Total Net Assets	<u>9,518,768</u>	<u>9,533,821</u>	<u>(15,054)</u>
Total LIABILITIES & NET ASSETS	<u>13,435,769</u>	<u>12,659,682</u>	<u>776,087</u>

Indiana Association of Realtors, Inc.
Budget Performance (Summary)

January 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	198,161	343,212	198,161	343,212	4,118,500	170,536
4200 - Contract Fees & Event Income	4,630	15,500	4,630	15,500	30,500	4,085
4300 - Royalties, Rent & Product Sales	0	587	0	587	7,000	2,435
4900 - Other Income	8,100	7,638	8,100	7,638	106,700	7,100
Total Income	210,891	366,937	210,891	366,937	4,262,700	184,156
Expense						
5000 - Personnel Costs						
5010 - Compensation	117,063	127,087	117,063	127,087	1,525,000	112,779
5020 - Bonus Pool	0	0	0	0	100,000	205
5030 - Contract Labor / Temp Help	0	1,000	0	1,000	12,000	0
5100 - Benefits & Taxes	24,311	29,270	24,311	29,270	351,262	29,329
Total 5000 - Personnel Costs	141,374	157,357	141,374	157,357	1,988,262	142,313
5300 - Travel & Entertainment						
5310 - Staff Travel Costs	7,137	8,292	7,137	8,292	99,900	3,391
5410 - Leadership Travel	4,033	14,798	4,033	14,798	149,450	504
Total 5300 Travel & Entertainment	11,170	23,090	11,170	23,090	249,350	3,895
5600 - Professional Fees	21,582	17,981	21,582	17,981	215,750	24,621
5700 - Technology & Equipment	73,398	50,338	73,398	50,338	654,100	56,022
5900 - Office Costs	24,316	7,551	24,316	7,551	91,700	31,609
6100 - Facility Costs	20,949	20,300	20,949	20,300	243,600	17,691
7100 - Programmatic Costs	7,356	90,865	7,356	90,865	665,480	60,285
Total Expense	300,145	367,482	300,145	367,482	4,108,242	336,436
Net Ordinary Income	(89,254)	(545)	(89,254)	(545)	154,458	(152,280)
Other Income/Expense						
Other Income						
4800 - Investment Income	81,363	2,087	81,363	2,087	25,000	10,575
Total Other Income	81,363	2,087	81,363	2,087	25,000	10,575
Other Expense						
8000 - Interest Expense	7,162	0	7,162	0	0	3,399
8100 - Priority Return-Twain	0	414	0	414	4,990	432
Total Other Expense	7,162	414	7,162	414	4,990	3,831
Net Other Income (Expense)	74,201	1,673	74,201	1,673	20,010	6,744
Net Income (Loss)	(15,053)	1,128	(15,053)	1,128	174,468	(145,536)

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

January 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2018
Income						
4000 - Membership Income						
4002 - Membership Dues	138,698	277,816	138,698	277,816	3,333,792	134,515
4020 - Shared Fees, Local Boards	7,944	8,000	7,944	8,000	96,000	7,885
4021 - State Application Fee (even years)	0	0	0	0	0	13,400
4023 - State Application Fee (odd years)	14,000	20,000	14,000	20,000	240,000	0
4030 - RDF Dues	15,069	30,184	15,069	30,184	362,208	14,736
4035 - RDF Issues Income	2,275	337	2,275	337	4,000	0
4040 - Local Legislative Issues Income	20,175	6,875	20,175	6,875	82,500	0
Total 4000 - Membership Income	198,161	343,212	198,161	343,212	4,118,500	170,536
4200 - Contract Fees & Event Income						
4101 - Sponsorship Income	0	5,000	0	5,000	10,000	0
4201 - Registration Income	4,630	10,500	4,630	10,500	20,500	4,085
Total 4200 - Contract Fees & Event Income	4,630	15,500	4,630	15,500	30,500	4,085
4300 - Royalties, Rent & Product Sales	0	587	0	587	7,000	2,435
4900 - Other Income	8,100	7,638	8,100	7,638	106,700	7,100
Total Income	210,891	366,937	210,891	366,937	4,262,700	184,156
Expense						
5000 - Personnel Costs						
5010 - Compensation	117,063	127,087	117,063	127,087	1,525,000	112,779
5020 - Bonus Pool	0	0	0	0	100,000	205
5030 - Contract Labor / Temp Help	0	1,000	0	1,000	12,000	0
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	4,652	8,741	4,652	8,741	104,881	8,043
5115 - Wellness Benefit	257	413	257	413	5,000	313
5120 - Dental Insurance	470	750	470	750	9,000	666
5125 - Disability Insurance	442	462	442	462	5,500	391
5130 - Retirement Benefits	5,737	5,538	5,737	5,538	66,500	4,821
5140 - Post-Employment Benefits	0	1,337	0	1,337	16,000	1,861
5150 - Workers Compensation Insuranc	666	750	666	750	9,000	631
5160 - Payroll Taxes	10,691	8,741	10,691	8,741	104,881	11,615
5170 - Professional Development	0	375	0	375	4,500	0
5180 - Dues & Subscriptions	1,396	2,163	1,396	2,163	26,000	988
Total 5100 - Benefits & Taxes	24,311	29,270	24,311	29,270	351,262	29,329
Total 5000 - Personnel Costs	141,374	157,357	141,374	157,357	1,988,262	142,313
5300 - Travel & Entertainment						

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

January 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2018
5310 - Staff Travel Costs						
5310 - Staff Travel	201	1,000	201	1,000	17,050	916
5320 - Staff Lodging	6,619	3,462	6,619	3,462	32,400	0
5330 - Staff Mileage	207	1,065	207	1,065	13,750	147
5340 - Staff Meals	110	1,938	110	1,938	22,600	1,653
5350 - Staff Hospitality	0	176	0	176	3,200	675
5360 - Conference Registration Fees	0	651	0	651	10,900	0
Total 5310 - Staff Travel Costs	7,137	8,292	7,137	8,292	99,900	3,391
5410 - Leadership Travel						
5410 - Board / Volunteer Travel	295	1,312	295	1,312	20,000	58
5420 - Board / Volunteer Lodging	0	5,236	0	5,236	68,300	335
5430 - Board / Volunteer Mileage	0	1,114	0	1,114	10,000	111
5440 - Board / Volunteer Meals	3,738	6,134	3,738	6,134	34,350	0
5450 - Board / Volunteer Hospitality	0	815	0	815	6,500	0
5460 - Conference Registration Fees	0	187	0	187	10,300	0
Total 5410 - Leadership Travel	4,033	14,798	4,033	14,798	149,450	504
Total 5300 Travel & Entertainment	11,170	23,090	11,170	23,090	249,350	3,895
5600 - Professional Fees						
5610 - Legal Services	1,830	3,250	1,830	3,250	39,000	478
5620 - Audit & Tax Services	0	2,193	0	2,193	26,250	6,813
5630 - Accounting Services	18,252	10,413	18,252	10,413	125,000	15,830
5640 - Other Consulting Services	0	625	0	625	7,500	0
5650 - President's Stipend	1,500	1,500	1,500	1,500	18,000	1,500
Total 5600 - Professional Fees	21,582	17,981	21,582	17,981	215,750	24,621
5700 - Technology & Equipment						
5710 - Technology Consulting Service	59,838	47,864	59,838	47,864	624,500	52,534
5720 - Equipment Repairs & Maintenance	0	87	0	87	1,000	467
5730 - Small Equipment Purchases	168	125	168	125	1,500	325
5740 - Equipment > \$1000	1,395	375	1,395	375	4,500	2,005
5750 - Equipment Lease Payments	11,897	837	11,897	837	10,000	691
5760 - Software & Licensing Fees	100	1,050	100	1,050	12,600	0
Total 5700 - Technology & Equipment	73,398	50,338	73,398	50,338	654,100	56,022
5900 - Office Costs						
5910 - Telephone	2,933	2,087	2,933	2,087	25,000	5,958
5920 - Postage	0	144	0	144	1,750	0
5925 - Shipping Expense	0	12	0	12	100	0
5930 - Office Supplies	155	394	155	394	4,750	1,162
5932 - Kitchen Supplies	28	375	28	375	4,500	355

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

January 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2018
5940 - Printing	3,150	451	3,150	451	5,500	6,650
5950 - Liability Insurance	883	1,163	883	1,163	14,000	735
5960 - Licenses and Fees	0	125	0	125	1,500	0
5970 - Bank & Credit Card Fees	13,880	2,337	13,880	2,337	28,000	11,363
5980 - Miscellaneous	3,287	463	3,287	463	6,600	5,386
Total 5900 - Office Costs	24,316	7,551	24,316	7,551	91,700	31,609
6100 - Facility Costs						
6110 - Office Rent & Parking	20,949	20,137	20,949	20,137	241,600	17,691
6180 - Property Taxes	0	163	0	163	2,000	0
Total 6100 - Facility Costs	20,949	20,300	20,949	20,300	243,600	17,691
7100 - Programmatic Costs						
7110 - Facility Rental	0	538	0	538	6,500	3,500
7120 - Catering	394	39,576	394	39,576	146,500	9,543
7130 - Honorarium/Speaker Fees	0	4,049	0	4,049	26,000	0
7140 - Speaker Travel	0	1,405	0	1,405	5,850	0
7150 - Plaques & Awards	425	549	425	549	7,500	0
7160 - Event Sponsorships	0	826	0	826	10,000	975
7170 - Curriculum	0	38	0	38	500	0
7210 - Website Development / Hosting	1,660	2,566	1,660	2,566	30,880	3,299
7220 - Internet Communications	1,371	2,837	1,371	2,837	34,000	4,213
7225 - Publications	588	2,663	588	2,663	12,000	370
7240 - Video Production & Editing	0	163	0	163	2,000	0
7250 - Media / Public Relations Proj	0	38	0	38	500	0
7310 - Other Program Costs	2,918	17,731	2,918	17,731	86,250	0
7320 - Grants	0	2,799	0	2,799	33,500	0
7330 - Electronic Forms	0	12,500	0	12,500	150,000	38,385
7410 - Marketing Research	0	587	0	587	7,000	0
7420 - Outreach	0	451	0	451	5,500	0
7430 - Legislative Issues	0	0	0	0	82,500	0
7440 - Issue Research	0	712	0	712	8,500	0
7450 - Legislative Advocacy	0	837	0	837	10,000	0
Total 7100 - Programmatic Costs	7,356	90,865	7,356	90,865	665,480	60,285
Total Expense	300,145	367,482	300,145	367,482	4,108,242	336,436
Other Income/Expense						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	5,404	2,087	5,404	2,087	25,000	2,716
4811 - Interest Income (notes payable)	5,466	0	5,466	0	0	3,516

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

January 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2018
4815 - Unrealized Gains/Losses	75,044	0	75,044	0	0	8,373
4820 - Realized Gains/Losses	(169)	0	(169)	0	0	300
4830 - Investment Management Fees	(4,382)	0	(4,382)	0	0	(4,330)
Total 4800 - Investment Income	<u>81,363</u>	<u>2,087</u>	<u>81,363</u>	<u>2,087</u>	<u>25,000</u>	<u>10,575</u>
Total Other Income	81,363	2,087	81,363	2,087	25,000	10,575
Other Expense						
8000 - Interest Expense	7,162	0	7,162	0	0	3,399
8100 - Priority Return-Twain	0	414	0	414	4,990	432
Total Other Expense	<u>7,162</u>	<u>414</u>	<u>7,162</u>	<u>414</u>	<u>4,990</u>	<u>3,831</u>
Net Other Income (Expense)	<u>74,201</u>	<u>1,673</u>	<u>74,201</u>	<u>1,673</u>	<u>20,010</u>	<u>6,744</u>
Net Income (Loss)	<u>(15,053)</u>	<u>1,128</u>	<u>(15,053)</u>	<u>1,128</u>	<u>174,468</u>	<u>(145,536)</u>

Indiana Association of Realtors, Inc.
Statement of Cash Flows
Year To Date 01/31/2019

OPERATING ACTIVITIES	
Net Income	<u>(15,053)</u>
Adjustments to reconcile Net Income to net cash provided by operations	
1200 - Accounts Receivable	(2,750)
1203 - Due From 143 LLC	(20,000)
1211 - Dues Receivable	30,499
1220 - Other Receivables	200
1260 - Due from ISRE	23,674
1310 - Prepaid Expense	(37,967)
2010 - Accounts Payable	(3,073)
2080 - RPAC Payable (Transmittal)	5,189
2081 - RPAC Payable (Dues assessment)	36,350
2095 - Prof Stds Escrow Liability	(1,000)
2110 - FSA Plan Payable	(1,252)
2215 - Due to 143 MT	11,578
2415 - Dues Payable, Odd Year	753,524
2430 - Unearned Registration Fees	(1,871)
Net cash provided by Operating Activities	<u>778,048</u>
INVESTING ACTIVITIES	
1510 - SEI Investments	(55,099)
1525 - Realtors Defense Fund Invest	(19,674)
1599 - Cash Owed by (to) IAR	(8,239)
Net Cash provided by Investing Activities	<u>(83,012)</u>
FINANCING ACTIVITIES	
1245 - Accrued Interest Receivable	(5,467)
2037 - Note Payable-ONB (\$700K)	(10,075)
Net cash provided by Financing Activities	<u>(15,542)</u>
Net cash change for period	679,494
Cash at beginning of period	<u>994,561</u>
Cash at end of period	<u><u>1,675,827</u></u>

Indiana Association of Realtors, Inc.
Historical and Budgeted Financial Statements
Selected Information
For the one month ended January 31, 2019 and the year ending December 31, 2019

The accompanying historical financial statements and budgeted financial statements include the following departures from accounting principles generally accepted in the United States of America and the guidelines for presentation of a forecast established by the AICPA:

Historical

- The financial statements omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America.
- Certain accruals and adjustments are made on an annual basis in preparation for the organization's annual audit.
- The Budget Performance reports do not report changes in net assets in accordance with GAAP.

Forecast/Budget

- The forecasted financial statements omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America.
- The forecasted financial information omits the summary of significant accounting policies.

The effects of these departures have not been determined.

Additional Information

- The Balance Sheet includes a comparison with the period ended December 31, 2018 for additional meaningful data for management.

Summary of Significant Assumptions

These financial forecasts present, to the best of management's knowledge and belief, the Association's expected results of operations for the forecast periods. Accordingly, the forecasts reflect its judgment as of July, 2019, the date of these forecasts, of the expected conditions and its expected course of action. The assumptions disclosed herein are those that management believes are significant to the forecasts. There will usually be differences between the forecasted and actual results, because events and circumstances frequently do not occur as expected, and those differences may be material.

Statement of Operations Assumptions

- Budgeted revenue from members is expected to remain in line with the prior year budget, with no significant increase expected
- The Association will continue its current monthly lease of \$19,071 per month for office space
- Salaries, benefits, and taxes are expected to remain in line with the prior year, with no significant increase expected
- All other expenses are expected to increase by 4% over the prior year budget.