

Indiana Association of Realtors  
 Realtors Defense Fund  
 For the year ending December 31, 2019

	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	1,668,539			420,832	(11,886)	(245,526)	1,831,959	259,858	1,572,101
<b>2019:</b>									
January	1,831,959			17,344	21,699	(11,130)	1,859,872	268,097	1,591,775
February	1,859,872						1,859,872	1,859,872	
March	1,859,872						1,859,872	1,859,872	
April	1,859,872						1,859,872	1,859,872	
May	1,859,872						1,859,872	1,859,872	
June	1,859,872						1,859,872	1,859,872	
July	1,859,872						1,859,872	1,859,872	
August	1,859,872						1,859,872	1,859,872	
September	1,859,872						1,859,872	1,859,872	
October	1,859,872						1,859,872	1,859,872	
November	1,859,872						1,859,872	1,859,872	
December	1,859,872						1,859,872	1,859,872	
YTD Total		-	-	17,344	21,699	(11,130)			

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

January 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
<b>Income</b>						
4000 - Membership Income	17,344	30,521	17,344	30,521	366,208	14,736
<b>Total Income</b>	<b>17,344</b>	<b>30,521</b>	<b>17,344</b>	<b>30,521</b>	<b>366,208</b>	<b>14,736</b>
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	9,628	12,401	9,628	12,401	148,812	23,980
5100 - Benefits & Taxes	1,502	2,482	1,502	2,482	29,762	4,796
<b>Total 5000 - Personnel Costs</b>	<b>11,130</b>	<b>14,883</b>	<b>11,130</b>	<b>14,883</b>	<b>178,574</b>	<b>28,776</b>
7100 - Programmatic Costs	0	4,636	0	4,636	55,500	0
<b>Total Expense</b>	<b>11,130</b>	<b>19,519</b>	<b>11,130</b>	<b>19,519</b>	<b>234,074</b>	<b>28,776</b>
<b>Net Ordinary Income</b>	<b>6,214</b>	<b>11,002</b>	<b>6,214</b>	<b>11,002</b>	<b>132,134</b>	<b>(14,040)</b>
<b>Other Income/Expense</b>						
Other Income						
4800 - Investment Income	21,699	0	21,699	0	0	(1,616)
<b>Total Other Income</b>	<b>21,699</b>	<b>0</b>	<b>21,699</b>	<b>0</b>	<b>0</b>	<b>(1,616)</b>
<b>Net Other Income (Expense)</b>	<b>21,699</b>	<b>0</b>	<b>21,699</b>	<b>0</b>	<b>0</b>	<b>(1,616)</b>
<b>Net Income (Loss)</b>	<b>27,913</b>	<b>11,002</b>	<b>27,913</b>	<b>11,002</b>	<b>132,134</b>	<b>(15,656)</b>

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

January 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 01/31/2018
<b>Income</b>						
4000 - Membership Income						
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
Total 4000 - Membership Income	<u>17,344</u>	<u>30,521</u>	<u>17,344</u>	<u>30,521</u>	<u>366,208</u>	<u>14,736</u>
Total Income	17,344	30,521	17,344	30,521	366,208	14,736
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	9,628	12,401	9,628	12,401	148,812	23,980
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	751	1,241	751	1,241	14,881	2,398
5160 - Payroll Taxes	751	1,241	751	1,241	14,881	2,398
Total 5100 - Benefits & Taxes	<u>1,502</u>	<u>2,482</u>	<u>1,502</u>	<u>2,482</u>	<u>29,762</u>	<u>4,796</u>
Total 5000 - Personnel Costs	<u>11,130</u>	<u>14,883</u>	<u>11,130</u>	<u>14,883</u>	<u>178,574</u>	<u>28,776</u>
7100 - Programmatic Costs						
7120 - Catering	0	2,087	0	2,087	25,000	0
7310 - Other Program Costs	0	587	0	587	7,000	0
7420 - Outreach	0	413	0	413	5,000	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	<u>0</u>	<u>4,636</u>	<u>0</u>	<u>4,636</u>	<u>55,500</u>	<u>0</u>
Total Expense	11,130	19,519	11,130	19,519	234,074	28,776
<b>Other Income/Expense</b>						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	2,244	0	2,244	0	0	1,406
4815 - Unrealized Gains/Losses	19,530	0	19,530	0	0	(1,151)
4820 - Realized Gains/Losses	(75)	0	(75)	0	0	97
4830 - Investment Management Fees	0	0	0	0	0	(1,968)
Total 4800 - Investment Income	<u>21,699</u>	<u>0</u>	<u>21,699</u>	<u>0</u>	<u>0</u>	<u>(1,616)</u>
Total Other Income	<u>21,699</u>	<u>0</u>	<u>21,699</u>	<u>0</u>	<u>0</u>	<u>(1,616)</u>
Net Other Income (Expense)	<u>21,699</u>	<u>0</u>	<u>21,699</u>	<u>0</u>	<u>0</u>	<u>(1,616)</u>
<b>Net Income (Loss)</b>	<b><u>27,913</u></b>	<b><u>11,002</u></b>	<b><u>27,913</u></b>	<b><u>11,002</u></b>	<b><u>132,134</u></b>	<b><u>(15,656)</u></b>