

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
2019:									
January	1,831,959			17,344	21,699	(11,130)	1,859,872	268,097	1,591,775
February	1,859,872			49,239	2,985	(84,580)	1,827,516	232,756	1,594,760
March	1,827,516			25,151	9,914	(13,530)	1,849,051	244,378	1,604,673
April	1,849,051						1,849,051	1,849,051	
May	1,849,051						1,849,051	1,849,051	
June	1,849,051						1,849,051	1,849,051	
July	1,849,051						1,849,051	1,849,051	
August	1,849,051						1,849,051	1,849,051	
September	1,849,051						1,849,051	1,849,051	
October	1,849,051						1,849,051	1,849,051	
November	1,849,051						1,849,051	1,849,051	
December	1,849,051						1,849,051	1,849,051	
YTD Total		-	-	91,734	34,598	(109,240)			

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

March 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	25,151	30,517	91,734	91,555	366,208	90,397
Total Income	<u>25,151</u>	<u>30,517</u>	<u>91,734</u>	<u>91,555</u>	<u>366,208</u>	<u>90,397</u>
Expense						
5000 - Personnel Costs						
5010 - Compensation	9,628	10,481	28,884	35,283	136,092	71,232
5030 - Contract Labor / Temp Help	2,400	2,400	2,400	2,400	13,200	0
5100 - Benefits & Taxes	1,502	2,000	4,506	6,962	29,282	14,244
Total 5000 - Personnel Costs	<u>13,530</u>	<u>14,881</u>	<u>35,790</u>	<u>44,645</u>	<u>178,574</u>	<u>85,476</u>
7100 - Programmatic Costs	0	4,624	73,450	13,884	55,500	0
Total Expense	<u>13,530</u>	<u>19,505</u>	<u>109,240</u>	<u>58,529</u>	<u>234,074</u>	<u>85,476</u>
Net Ordinary Income	<u>11,621</u>	<u>11,012</u>	<u>(17,506)</u>	<u>33,026</u>	<u>132,134</u>	<u>4,921</u>
Other Income/Expense						
Other Income						
4800 - Investment Income	9,914	0	34,598	0	0	(10,904)
Total Other Income	<u>9,914</u>	<u>0</u>	<u>34,598</u>	<u>0</u>	<u>0</u>	<u>(10,904)</u>
Net Other Income (Expense)	<u>9,914</u>	<u>0</u>	<u>34,598</u>	<u>0</u>	<u>0</u>	<u>(10,904)</u>
Net Income (Loss)	<u>21,535</u>	<u>11,012</u>	<u>17,092</u>	<u>33,026</u>	<u>132,134</u>	<u>(5,983)</u>

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

March 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
Income						
4000 - Membership Income						
4030 - RDF Dues	25,026	30,184	88,464	90,552	362,208	90,397
4035 - RDF Issues Income	125	333	3,270	1,003	4,000	0
Total 4000 - Membership Income	<u>25,151</u>	<u>30,517</u>	<u>91,734</u>	<u>91,555</u>	<u>366,208</u>	<u>90,397</u>
Total Income	25,151	30,517	91,734	91,555	366,208	90,397
Expense						
5000 - Personnel Costs						
5010 - Compensation	9,628	10,481	28,884	35,283	136,092	71,232
5030 - Contract Labor / Temp Help	2,400	2,400	2,400	2,400	13,200	0
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	751	1,000	2,253	3,481	14,641	7,122
5160 - Payroll Taxes	751	1,000	2,253	3,481	14,641	7,122
Total 5100 - Benefits & Taxes	<u>1,502</u>	<u>2,000</u>	<u>4,506</u>	<u>6,962</u>	<u>29,282</u>	<u>14,244</u>
Total 5000 - Personnel Costs	<u>13,530</u>	<u>14,881</u>	<u>35,790</u>	<u>44,645</u>	<u>178,574</u>	<u>85,476</u>
7100 - Programmatic Costs						
7120 - Catering	0	2,083	25,000	6,253	25,000	0
7310 - Other Program Costs	0	583	48,450	1,753	7,000	0
7420 - Outreach	0	417	0	1,247	5,000	0
7440 - Issue Research	0	708	0	2,128	8,500	0
7450 - Legislative Advocacy	0	833	0	2,503	10,000	0
Total 7100 - Programmatic Costs	<u>0</u>	<u>4,624</u>	<u>73,450</u>	<u>13,884</u>	<u>55,500</u>	<u>0</u>
Total Expense	<u>13,530</u>	<u>19,505</u>	<u>109,240</u>	<u>58,529</u>	<u>234,074</u>	<u>85,476</u>
Net Ordinary Income	<u>11,621</u>	<u>11,012</u>	<u>(17,506)</u>	<u>33,026</u>	<u>132,134</u>	<u>4,921</u>
Other Income/Expense						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	1,993	0	6,084	0	0	4,563
4815 - Unrealized Gains/Losses	7,173	0	27,841	0	0	(13,596)
4820 - Realized Gains/Losses	748	0	673	0	0	97
4830 - Investment Management Fees	0	0	0	0	0	(1,968)
Total 4800 - Investment Income	<u>9,914</u>	<u>0</u>	<u>34,598</u>	<u>0</u>	<u>0</u>	<u>(10,904)</u>
Total Other Income	<u>9,914</u>	<u>0</u>	<u>34,598</u>	<u>0</u>	<u>0</u>	<u>(10,904)</u>
Net Other Income (Expense)	<u>9,914</u>	<u>0</u>	<u>34,598</u>	<u>0</u>	<u>0</u>	<u>(10,904)</u>
Net Income (Loss)	<u>21,535</u>	<u>11,012</u>	<u>17,092</u>	<u>33,026</u>	<u>132,134</u>	<u>(5,983)</u>