

Indiana Association of Realtors Inc.

May 2019

EXECUTIVE SUMMARY

Balance Sheet

- The Association's cash balances decreased during May by \$290,000 with an ending balance of \$2,390,000.
- Accounts receivable decreased by \$1,000 with an ending balance of \$9,000 – this balance represents amounts due from local associations for Realist services.
- Accrued interest receivable increased by \$6,000 with an ending balance of \$79,000 – this balance represents interest due from One Forty Three LLC related to the note receivable.
- Note Receivable due from One Forty Three remained unchanged with an ending balance of \$1,749,000.
- Prepaid expense decreased by \$5,000 due to May amortization of expenses. Ending balance was \$64,000 and will be amortized over future months.
- The amount due from ISRE decreased by \$31,000 during the month with an ending balance of \$247,000.
- The amount due from One Forty Three LLC increased by \$31,000 during the month due to expenses paid by IAR on behalf of One Forty Three LLC. Ending balance was \$5,565,000.
- The amount due from One Forty Three MT increased by \$1,000 due to insurance expense paid by IAR on behalf of One Forty Three MT. Ending balance was \$245,000.
- IAR investments decreased by \$6,000 during the month due to unrealized gains with an ending balance of \$1,925,000
- RDF investments increased by \$10,000 during the month due to unrealized gains with an ending balance of \$1,616,000. IAR also holds cash for RDF purposes in the amount of \$282,000 – this amount is deducted from cash and equivalents on the balance sheet and added back under the investment section for RDF.
- Accounts Payable decreased by \$39,000 with an ending balance of \$128,000. This decrease is due to invoices paid for American Express and CLA.
- Amounts due to ONB:
 - Line of Credit with ONB remained unchanged with an ending balance of \$1,049,000.
 - Note Payable with ONB decreased by \$10,000 due to loan payment made in May. Ending balance was \$639,000
 - See Note Receivable from One Forty Three LLC in the asset section which offsets these amounts due to ONB.
- The ending balance in accrued payables was \$8,000 which represents accrued PTO recorded for the 2018 audit – this balance will be adjusted annually as part of the audit.
- RPAC Payable (Transmittal) increased by \$2,000 due to cash activity during the month. These funds represent personal RPAC contributions (net of amounts vetted back to NAR) that are due to RPAC. This amount is also included in cash and equivalents on the balance sheet, and therefore, nets to zero on IAR's balance sheet.
- RPAC Payable (contributions) decreased by less than \$1,000 with an ending balance of \$4,000. These funds represent RPAC contributions collected in May with 2019 dues payments and will be remitted to RPAC in June.
- Dues payable (odd year) decreased by \$312,000, from \$2,679,000 to \$2,367,000 due to amortization of dues revenue for May. The balance in this account will be amortized over the remaining months of the year and recognized as income.

Indiana Association of Realtors Inc.

May 2019

EXECUTIVE SUMMARY (continued)

Income Statement

- Net income of \$93,000 was recorded for the month, which represents net ordinary income of \$85,000 and net investment gain of \$8,000. Budgeted net income for May was \$23,000.
- YTD net income was \$573,000, which represents net ordinary income of \$432,000 and net investment income of \$141,000. Budgeted net income YTD was \$91,000.
- Compared to the prior year
 - a. YTD net ordinary income was \$248,000 higher than the prior YTD net ordinary income of \$184,000 – this increase is due to higher dues revenue and lower expenses.
 - b. YTD net investment income was \$184,000 higher due to unrealized gains on investments.
- Total income for May was \$432,000, which was above the monthly budget of \$351,000 by \$80,000 or 23%.
- Total income YTD was \$2,049,000, which was above the YTD budget of \$1,773,000 by \$276,000 or 16%.
- Compared to the prior year, total YTD income was higher by \$224,000 (12%) than the prior YTD income of \$1,825,000.
- Total expenses for the month were \$346,000, and were below the monthly budget of \$376,000 by \$30,000 or 8%, mostly due to personnel, travel, professional fees and technology/equipment costs being less than budgeted.
- YTD expenses were \$1,617,000, and were below the YTD budget of \$1,713,000 by \$96,000 or 6%, mostly due to personnel and programmatic costs.
- Compared to the prior year, YTD expenses were lower by \$24,000 (1%), mostly due to decrease in costs for personnel, professional fees, technology/equipment and office costs.

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

May 31, 2019

	05/31/2019	04/30/2019	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts	2,389,678	2,679,356	(289,678)
Total Checking/Savings	2,389,678	2,679,356	(289,678)
Other Current Assets			
1200 - Accounts Receivable	1,841,486	1,837,208	4,278
1300 - Other Current Assets	64,860	69,958	(5,099)
Total Other Current Assets	1,906,346	1,907,166	(821)
Total Current Assets	4,296,024	4,586,522	(290,499)
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.	348,859	348,860	0
Total Fixed Assets	348,859	348,860	0
Other Assets			
1203 - Intercompany Loans Receivable	6,057,222	6,055,092	2,130
1500 - Investments	3,942,067	3,919,571	22,496
1700 - Capitalized Loan and Lease Costs	3,133	3,133	0
Total Other Assets	10,002,422	9,977,796	24,626
Total ASSETS	14,647,305	14,913,178	(265,873)
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	88,545	127,808	(39,263)
Total Accounts Payable	88,545	127,808	(39,263)
Other Current Liabilities			
2025 - Other Current Liabilities	1,733,761	1,742,352	(8,591)
2100 - Payroll Liabilities	351,043	351,043	0
2400 - Deferred Dues & Other Revenue	2,367,496	2,679,171	(311,675)
Total Other Current Liabilities	4,452,300	4,772,566	(320,266)
Total Current Liabilities	4,540,845	4,900,374	(359,529)
Total Liabilities	4,540,845	4,900,374	(359,529)
NET ASSETS			
Without Donor Restrictions			
Undesignated	8,109,580	8,044,647	64,933
Board Designated	1,996,880	1,968,157	28,723
Total Without Donor Restrictions	10,106,460	10,012,804	93,656
Total Net Assets	10,106,460	10,012,804	93,656
Total LIABILITIES & NET ASSETS	14,647,305	14,913,178	(265,873)

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

May 31, 2019

	05/31/2019	04/30/2019	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts			
1020 - IAR Checking-Regions	2,571,159	2,828,888	(257,728)
1029 - First Merchants Checking	10,381	10,384	(5)
1032 - IAR Checking-ONB	42,996	60,332	(17,336)
1040 - Transmittal Checking Account	33,839	31,671	2,169
1118 - REALTORS Federal Credit Union	87	87	0
1125 - IAR-Prof Standards Escrow	13,000	12,000	1,000
1199 - Cash Owed (to) by RDF	(281,784)	(264,006)	(17,778)
Total 1000 - Cash Accounts	<u>2,389,678</u>	<u>2,679,356</u>	<u>(289,678)</u>
Total Checking/Savings	2,389,678	2,679,356	(289,678)
Other Current Assets			
1200 - Accounts Receivable			
1200 - Accounts Receivable	9,482	10,887	(1,405)
1211 - Dues Receivable	3,594	3,594	0
1245 - Accrued Interest Receivable	79,171	73,488	5,683
1270 - Note Receivable	1,749,239	1,749,239	0
Total 1200 - Accounts Receivable	<u>1,841,486</u>	<u>1,837,208</u>	<u>4,278</u>
1300 - Other Current Assets			
1310 - Prepaid Expense	64,272	69,370	(5,099)
1340 - Postage Deposits	588	588	0
Total 1300 - Other Current Assets	<u>64,860</u>	<u>69,958</u>	<u>(5,099)</u>
Total Other Current Assets	<u>1,906,346</u>	<u>1,907,166</u>	<u>(821)</u>
Total Current Assets	<u>4,296,024</u>	<u>4,586,522</u>	<u>(290,499)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.			
1625 - Leasehold improvements-IAR	16,335	16,335	0
1630 - Furniture, Fixtures & Equipmen	411,405	411,406	0
Total 1605 - Land, Buildings & Equipment	<u>427,740</u>	<u>427,741</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>348,860</u>	<u>0</u>
Total Fixed Assets	<u>348,859</u>	<u>348,860</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable			
1260 - Due from ISRE	247,130	278,321	(31,191)
1203 - Due From 143 LLC	5,565,095	5,533,168	31,928
1206 - Due From 143 MT	244,997	243,603	1,393
Total - 1203 - Intercompany Loans Receivable	<u>6,057,222</u>	<u>6,055,092</u>	<u>2,130</u>
1500 - Investments			
1510 - SEI Investments	1,924,951	1,930,602	(5,651)
1520 - Realtor's Defense Fund Assets			
1525 - Realtors Defense Fund Invest	1,615,963	1,605,594	10,369
1599 - Cash Owed by (to) IAR	281,784	264,006	17,778
Total 1520 - Realtor's Defense Fund Assets	<u>1,897,747</u>	<u>1,869,600</u>	<u>28,147</u>
1540 - Alerus - 457(b) Investments	302,575	302,575	0

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

May 31, 2019

	05/31/2019	04/30/2019	Difference
1810 - Investment in ISRE	(195,489)	(195,489)	0
1820 - Investment in 143 MM	12,283	12,283	0
Total 1500 - Investments	<u>3,942,067</u>	<u>3,919,571</u>	22,496
1700 - Capitalized Loan and Lease Costs			
1715 - Capitalized Loan Costs	4,000	4,000	0
1716 - Accum Amort - Capitalized Loan Costs	(867)	(867)	0
Total 1700 - Capitalized Loan and Lease Costs	<u>3,133</u>	<u>3,133</u>	0
Total Other Assets	<u>10,002,422</u>	<u>9,977,796</u>	24,626
Total ASSETS	<u>14,647,305</u>	<u>14,913,178</u>	<u>(265,873)</u>
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	88,545	127,808	(39,263)
Total Accounts Payable	<u>88,545</u>	<u>127,808</u>	<u>(39,263)</u>
Other Current Liabilities			
2025 - Other Current Liabilities			
2036 - Line of Credit-ONB (\$1.3mil)	1,049,239	1,049,239	0
2037 - Note Payable-ONB (\$700K)	638,591	649,018	(10,427)
2040 - Accrued Payables	7,691	7,691	0
2080 - RPAC Payable (Transmittal)	33,840	31,671	2,169
2081 - RPAC Payable (Contributions)	4,400	4,733	(333)
Total 2025 - Other Current Liabilities	<u>1,733,761</u>	<u>1,742,352</u>	<u>(8,591)</u>
2100 - Payroll Liabilities			
2110 - FSA Plan Payable	767	767	0
2120 - Post Retirement Benefit Obliga	47,702	47,702	0
2150 - 457 Plan Liabilities	302,574	302,574	0
Total 2100 - Payroll Liabilities	<u>351,043</u>	<u>351,043</u>	0
2400 - Deferred Dues & Other Revenue			
2415 - Dues Payable, Odd Year	2,367,496	2,679,171	(311,675)
Total 2400 - Deferred Dues & Other Revenue	<u>2,367,496</u>	<u>2,679,171</u>	<u>(311,675)</u>
Total Other Current Liabilities	<u>4,452,300</u>	<u>4,772,566</u>	<u>(320,266)</u>
Total Current Liabilities	<u>4,540,845</u>	<u>4,900,374</u>	<u>(359,529)</u>
Total Liabilities	<u>4,540,845</u>	<u>4,900,374</u>	<u>(359,529)</u>
NET ASSETS			
Without Donor Restrictions			
Undesignated			
	8,109,580	8,044,647	64,933
Board Designated			
3020 - RDF Investments	1,897,747	1,869,601	28,146
3021 - RPAC (Contributions)	4,400	4,733	(333)
3022 - Local Legislative Issues	90,538	89,653	885
3023 - RDF Issues (RPAC opt outs)	4,195	4,170	25
Total Board Designated	<u>1,996,880</u>	<u>1,968,157</u>	<u>28,723</u>
Total Without Donor Restrictions	<u>10,106,460</u>	<u>10,012,804</u>	<u>93,656</u>
Total Net Assets	<u>10,106,460</u>	<u>10,012,804</u>	<u>93,656</u>
Total LIABILITIES & NET ASSETS	<u>14,647,305</u>	<u>14,913,178</u>	<u>(265,873)</u>

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

May 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	404,239	343,208	1,984,128	1,716,044	4,118,500	1,773,269
4200 - Contract Fees & Event Income	0	0	4,505	15,500	30,500	4,170
4300 - Royalties, Rent & Product Sales	2,381	583	3,815	2,919	7,000	6,633
4900 - Other Income	25,156	7,642	56,556	38,206	106,700	41,135
Total Income	<u>431,776</u>	<u>351,433</u>	<u>2,049,004</u>	<u>1,772,669</u>	<u>4,262,700</u>	<u>1,825,207</u>
Expense						
5000 - Personnel Costs	171,898	187,355	730,027	816,777	1,988,262	758,785
5300 - Travel & Entertainment	46,166	57,760	100,840	109,405	249,350	67,806
5600 - Professional Fees	13,082	17,979	98,323	89,897	215,750	117,049
5700 - Technology & Equipment	44,511	50,342	278,207	264,206	654,100	299,633
5900 - Office Costs	7,167	6,976	52,768	47,868	91,700	77,518
6100 - Facility Costs	20,185	21,133	96,754	101,669	243,600	96,611
7100 - Programmatic Costs	43,463	34,865	260,304	283,438	665,480	223,734
Total Expense	<u>346,472</u>	<u>376,410</u>	<u>1,617,223</u>	<u>1,713,260</u>	<u>4,108,242</u>	<u>1,641,136</u>
Net Ordinary Income	<u>85,304</u>	<u>(24,977)</u>	<u>431,781</u>	<u>59,409</u>	<u>154,458</u>	<u>184,071</u>
Other Income/Expense						
Other Income	15,261	2,083	175,734	10,419	25,000	(23,904)
Other Expense	6,909	0	34,876	0	4,990	19,182
Net Other Income (Expense)	<u>8,352</u>	<u>2,083</u>	<u>140,859</u>	<u>10,419</u>	<u>20,010</u>	<u>(43,086)</u>
Net Income (Loss)	<u>93,656</u>	<u>(22,894)</u>	<u>572,640</u>	<u>69,828</u>	<u>174,468</u>	<u>140,985</u>

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

May 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
Income						
4000 - Membership Income						
4002 - Membership Dues	320,201	277,816	1,540,817	1,389,080	3,333,792	1,412,708
4020 - Shared Fees, Local Boards	8,247	8,000	40,465	40,000	96,000	39,634
4021 - State Application Fee (even years)	0	0	0	0	0	166,246
4023 - State Application Fee (odd years)	43,600	20,000	179,400	100,000	240,000	0
4030 - RDF Dues	31,282	30,184	150,505	150,920	362,208	154,681
4035 - RDF Issues Income	25	333	3,295	1,669	4,000	0
4040 - Local Legislative Issues Income	884	6,875	69,646	34,375	82,500	0
Total 4000 - Membership Income	404,239	343,208	1,984,128	1,716,044	4,118,500	1,773,269
4200 - Contract Fees & Event Income						
4101 - Sponsorship Income	0	0	0	5,000	10,000	0
4201 - Registration Income	0	0	4,505	10,500	20,500	4,170
Total 4200 - Contract Fees & Event Income	0	0	4,505	15,500	30,500	4,170
4300 - Royalties, Rent & Product Sales						
4301 - Royalty Income	2,381	583	3,815	2,919	7,000	6,633
Total 4300 - Royalties, Rent & Product Sales	2,381	583	3,815	2,919	7,000	6,633
4900 - Other Income						
4900 - Other Income	17,056	42	17,056	206	500	2,385
4901 - Grant Income	0	0	0	0	15,000	0
4910 - RECP Income	7,100	7,100	35,500	35,500	85,200	35,500
4920 - Professional Standards Income	1,000	500	4,000	2,500	6,000	3,250
Total 4900 - Other Income	25,156	7,642	56,556	38,206	106,700	41,135
Total Income	431,776	351,433	2,049,004	1,772,669	4,262,700	1,825,207
Expense						
5000 - Personnel Costs						
5010 - Compensation	114,860	125,883	574,255	631,099	1,512,280	586,310
5020 - Bonus Pool	31,000	30,000	31,000	30,000	100,000	29,205
5030 - Contract Labor / Temp Help	2,400	2,200	4,800	9,800	25,200	0
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	3,424	8,740	19,368	43,461	104,641	38,765
5115 - Wellness Benefit	104	417	715	2,081	5,000	980
5120 - Dental Insurance	431	750	2,271	3,750	9,000	3,184
5125 - Disability Insurance	586	458	3,118	2,294	5,500	1,874
5130 - Retirement Benefits	6,430	5,542	26,186	27,706	66,500	26,699
5140 - Post-Employment Benefits	1,225	1,333	6,121	6,669	16,000	8,034
5150 - Workers Compensation Insuranc	665	750	3,356	3,750	9,000	3,152

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

May 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
5160 - Payroll Taxes	9,184	8,740	46,293	43,461	104,641	48,833
5170 - Professional Development	275	375	765	1,875	4,500	0
5180 - Dues & Subscriptions	1,314	2,167	11,779	10,831	26,000	11,749
Total 5100 - Benefits & Taxes	23,638	29,272	119,972	145,878	350,782	143,270
Total 5000 - Personnel Costs	171,898	187,355	730,027	816,777	1,988,262	758,785
5300 - Travel & Entertainment						
5310 - Staff Travel Costs						
5310 - Staff Travel	6,134	3,450	10,353	7,325	17,050	5,562
5320 - Staff Lodging	1,222	8,458	11,601	14,794	32,400	6,362
5330 - Staff Mileage	747	1,335	2,425	5,655	13,750	3,223
5340 - Staff Meals	843	3,942	4,010	10,206	22,600	6,065
5350 - Staff Hospitality	0	684	688	1,412	3,200	1,705
5360 - Conference Registration Fees	1,275	659	2,575	3,287	10,900	1,010
Total 5310 - Staff Travel Costs	10,221	18,528	31,652	42,679	99,900	23,927
5410 - Leadership Travel						
5410 - Board / Volunteer Travel	6,808	8,808	10,828	11,044	20,000	9,198
5420 - Board / Volunteer Lodging	13,953	21,624	24,755	31,732	68,300	19,358
5430 - Board / Volunteer Mileage	949	1,126	2,824	4,118	10,000	2,733
5440 - Board / Volunteer Meals	8,238	6,656	22,617	16,258	34,350	11,932
5450 - Board / Volunteer Hospitality	5,097	835	7,264	2,655	6,500	658
5460 - Conference Registration Fees	900	183	900	919	10,300	0
Total 5410 - Leadership Travel	35,945	39,232	69,188	66,726	149,450	43,879
Total 5300 Travel & Entertainment	46,166	57,760	100,840	109,405	249,350	67,806
5600 - Professional Fees						
5610 - Legal Services	642	3,250	3,693	16,250	39,000	17,427
5620 - Audit & Tax Services	950	2,187	17,050	10,941	26,250	35,043
5630 - Accounting Services	9,990	10,417	69,993	52,081	125,000	57,079
5640 - Other Consulting Services	0	625	87	3,125	7,500	0
5650 - President's Stipend	1,500	1,500	7,500	7,500	18,000	7,500
Total 5600 - Professional Fees	13,082	17,979	98,323	89,897	215,750	117,049
5700 - Technology & Equipment						
5710 - Technology Consulting Service	43,386	47,876	235,138	251,868	624,500	253,941
5720 - Equipment Repairs & Maintenance	0	83	0	419	1,000	757
5730 - Small Equipment Purchases	0	125	2,366	625	1,500	1,386
5740 - Equipment > \$1000	0	375	14,474	1,875	4,500	36,796
5750 - Equipment Lease Payments	0	833	15,099	4,169	10,000	3,836
5760 - Software & Licensing Fees	1,125	1,050	11,130	5,250	12,600	2,917
Total 5700 - Technology & Equipment	44,511	50,342	278,207	264,206	654,100	299,633

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

May 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
5900 - Office Costs						
5910 - Telephone	2,732	2,083	14,582	10,419	25,000	17,715
5920 - Postage	0	146	161	728	1,750	359
5925 - Shipping Expense	0	8	47	44	100	0
5930 - Office Supplies	275	396	1,485	1,978	4,750	4,453
5932 - Kitchen Supplies	1,115	375	2,733	1,875	4,500	1,505
5940 - Printing	0	459	3,675	2,287	5,500	7,983
5950 - Liability Insurance	1,466	1,167	4,898	5,831	14,000	6,727
5960 - Licenses and Fees	12	125	12	625	1,500	0
5970 - Bank & Credit Card Fees	1,454	750	21,589	20,750	28,000	16,961
5980 - Miscellaneous	113	1,467	3,586	3,331	6,600	21,815
Total 5900 - Office Costs	7,167	6,976	52,768	47,868	91,700	77,518
6100 - Facility Costs						
6110 - Office Rent & Parking	18,707	20,133	95,277	100,669	241,600	95,732
6180 - Property Taxes	1,478	1,000	1,477	1,000	2,000	879
Total 6100 - Facility Costs	20,185	21,133	96,754	101,669	243,600	96,611
7100 - Programmatic Costs						
7110 - Facility Rental	3,000	542	3,000	2,706	6,500	3,500
7120 - Catering	12,715	14,084	51,940	67,408	146,500	62,080
7130 - Honorarium/Speaker Fees	0	1,541	17,396	10,213	26,000	2,611
7140 - Speaker Travel	0	395	0	2,985	5,850	2,644
7150 - Plaques & Awards	1,500	541	4,340	2,713	7,500	2,811
7160 - Event Sponsorships	3,622	834	9,123	4,162	10,000	7,471
7170 - Curriculum	0	42	0	206	500	0
7210 - Website Development / Hosting	1,235	2,574	6,172	12,862	30,880	14,742
7220 - Internet Communications	1,762	2,833	7,783	14,169	34,000	24,164
7225 - Publications	588	667	5,433	5,331	12,000	5,175
7240 - Video Production & Editing	0	167	1,050	831	2,000	600
7250 - Media / Public Relations Proj	0	42	0	206	500	0
7310 - Other Program Costs	191	5,229	62,668	37,143	86,250	13,441
7320 - Grants	18,250	2,791	18,250	13,963	33,500	7,500
7330 - Electronic Forms	0	0	79,549	75,000	150,000	76,995
7410 - Marketing Research	0	583	(7,000)	2,919	7,000	0
7420 - Outreach	600	459	600	2,291	5,500	0
7430 - Legislative Issues	0	0	0	20,625	82,500	0
7440 - Issue Research	0	708	0	3,540	8,500	0
7450 - Legislative Advocacy	0	833	0	4,165	10,000	0
Total 7100 - Programmatic Costs	43,463	34,865	260,304	283,438	665,480	223,734
Total Expense	346,472	376,410	1,617,223	1,713,260	4,108,242	1,641,136

NO ASSURANCE IS PROVIDED. SEE SELECT INFORMATION.

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

May 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
Net Ordinary Income	85,304	(24,977)	431,781	59,409	154,458	184,071
Other Income/Expense						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	9,085	2,083	40,396	10,419	25,000	19,211
4811 - Interest Income (notes payable)	5,683	0	27,856	0	0	18,134
4815 - Unrealized Gains/Losses	493	0	114,348	0	0	(53,155)
4820 - Realized Gains/Losses	0	0	1,962	0	0	554
4830 - Investment Management Fees	0	0	(8,828)	0	0	(8,648)
Total 4800 - Investment Income	15,261	2,083	175,734	10,419	25,000	(23,904)
Total Other Income	15,261	2,083	175,734	10,419	25,000	(23,904)
Other Expense						
8000 - Interest Expense	6,909	0	34,876	0	0	18,750
8100 - Priority Return-Twain	0	0	0	0	4,990	432
Total Other Expense	6,909	0	34,876	0	4,990	19,182
Net Other Income (Expense)	8,352	2,083	140,859	10,419	20,010	(43,086)
Net Income (Loss)	93,656	(22,894)	572,640	69,828	174,468	140,985

Indiana Association of Realtors, Inc.
Statement of Cash Flows
Year To Date 05/31/2019

OPERATING ACTIVITIES

Net Income	572,640
Adjustments to reconcile Net Income to net cash provided by operations	
1200 - Accounts Receivable	6,479
1203 - Due From 143 LLC	(141,178)
1206 - Due From 143 MT	(244,996)
1211 - Dues Receivable	31,508
1220 - Other Receivables	300
1260 - Due from ISRE	79,570
1310 - Prepaid Expense	(41,152)
1540 - Alerus - 457(b) Investments	(29,466)
2010 - Accounts Payable	(16,154)
2040 - Accrued Payables	(7,800)
2080 - RPAC Payable (Transmittal)	18,896
2081 - RPAC Payable (Contributions)	(57,925)
2095 - Prof Stds Escrow Liability	(1,000)
2110 - FSA Plan Payable	(1,681)
2150 - 457 Plan Liabilities	29,466
2415 - Dues Payable, Odd Year	1,429,584
2430 - Unearned Registration Fees	(1,870)
Net cash provided by Operating Activities	1,625,221

INVESTING ACTIVITIES

1510 - SEI Investments	(84,960)
1525 - Realtors Defense Fund Invest	(43,862)
1599 - Cash Owed by (to) IAR	(21,926)
Net Cash provided by Investing Activities	(150,748)

FINANCING ACTIVITIES

1270 - Note Receivable	(74,969)
1245 - Accrued Interest Receivable	(27,856)
2036 - Line of Credit-ONB (\$1.3mil)	74,968
2037 - Note Payable-ONB (\$700K)	(51,500)
Net cash provided by Financing Activities	(79,357)

Net cash change for period	1,395,116
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Cash at beginning of period	994,561
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Cash at end of period	2,389,678
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Indiana Association of Realtors, Inc.
Historical and Budgeted Financial Statements
Selected Information
For the five months ended May 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.
- The financial statements omit the activity of fully owned subsidiaries which include the Realtor® Building and real estate school.
- 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 April 30, 2019 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.