

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	19,674	(11,130)	1,857,847	266,072	1,591,775
February	1,857,847			49,239	2,985	(84,580)	1,825,491	230,731	1,594,760
March	1,825,491			25,151	9,914	(13,530)	1,847,026	242,353	1,604,673
April	1,847,026			30,759	921	(11,130)	1,867,576	261,981	1,605,595
May	1,867,576			31,307	10,369	(13,530)	1,895,722	279,759	1,615,963
June	1,895,722			31,642	26,800	(12,330)	1,941,834	299,072	1,642,763
July	1,941,834			31,290	2,402	(22,330)	1,953,196	308,032	1,645,164
August	1,953,196						1,953,196	1,953,196	
September	1,953,196						1,953,196	1,953,196	
October	1,953,196						1,953,196	1,953,196	
November	1,953,196						1,953,196	1,953,196	
December	1,953,196						1,953,196	1,953,196	
YTD Total		-	-	216,733	73,063	(168,561)			

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

July 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
<b>Income</b>						
4000 - Membership Income	31,290	30,517	216,733	213,623	366,208	220,236
Total Income	<u>31,290</u>	<u>30,517</u>	<u>216,733</u>	<u>213,623</u>	<u>366,208</u>	<u>220,236</u>
<b>Expense</b>						
5000 - Personnel Costs	12,330	14,881	85,111	104,169	178,574	198,876
7100 - Programmatic Costs	10,000	4,624	83,450	32,368	55,500	0
Total Expense	<u>22,330</u>	<u>19,505</u>	<u>168,561</u>	<u>136,537</u>	<u>234,074</u>	<u>198,876</u>
Net Ordinary Income	<u>8,960</u>	<u>11,012</u>	<u>48,173</u>	<u>77,086</u>	<u>132,134</u>	<u>21,360</u>
<b>Other Income/Expense</b>						
Other Income	2,402	0	73,063	0	0	(16,054)
Net Other Income (Expense)	<u>2,402</u>	<u>0</u>	<u>73,063</u>	<u>0</u>	<u>0</u>	<u>(16,054)</u>
<b>Net Income (Loss)</b>	<u><b>11,362</b></u>	<u><b>11,012</b></u>	<u><b>121,236</b></u>	<u><b>77,086</b></u>	<u><b>132,134</b></u>	<u><b>5,306</b></u>

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

July 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
<b>Income</b>						
4000 - Membership Income						
4030 - RDF Dues	31,290	30,184	213,438	211,288	362,208	220,236
4035 - RDF Issues Income	0	333	3,295	2,335	4,000	0
Total 4000 - Membership Income	<u>31,290</u>	<u>30,517</u>	<u>216,733</u>	<u>213,623</u>	<u>366,208</u>	<u>220,236</u>
Total Income	31,290	30,517	216,733	213,623	366,208	220,236
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	9,628	11,201	67,397	80,087	136,092	165,736
5030 - Contract Labor / Temp Help	1,200	1,200	7,200	7,200	13,200	0
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	751	1,240	5,257	8,441	14,641	16,570
5160 - Payroll Taxes	751	1,240	5,257	8,441	14,641	16,570
Total 5100 - Benefits & Taxes	<u>1,502</u>	<u>2,480</u>	<u>10,514</u>	<u>16,882</u>	<u>29,282</u>	<u>33,140</u>
Total 5000 - Personnel Costs	<u>12,330</u>	<u>14,881</u>	<u>85,111</u>	<u>104,169</u>	<u>178,574</u>	<u>198,876</u>
7100 - Programmatic Costs						
7120 - Catering	0	2,083	25,000	14,581	25,000	0
7310 - Other Program Costs	0	583	48,450	4,081	7,000	0
7420 - Outreach	0	417	0	2,919	5,000	0
7440 - Issue Research	0	708	0	4,956	8,500	0
7450 - Legislative Advocacy	10,000	833	10,000	5,831	10,000	0
Total 7100 - Programmatic Costs	<u>10,000</u>	<u>4,624</u>	<u>83,450</u>	<u>32,368</u>	<u>55,500</u>	<u>0</u>
Total Expense	<u>22,330</u>	<u>19,505</u>	<u>168,561</u>	<u>136,537</u>	<u>234,074</u>	<u>198,876</u>
Net Ordinary Income	<u>8,960</u>	<u>11,012</u>	<u>48,173</u>	<u>77,086</u>	<u>132,134</u>	<u>21,360</u>
<b>Other Income/Expense</b>						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	2,603	0	16,014	0	0	14,701
4815 - Unrealized Gains/Losses	1,743	0	62,389	0	0	(9,112)
4820 - Realized Gains/Losses	91	0	744	0	0	(15,741)
4830 - Investment Management Fees	(2,035)	0	(6,084)	0	0	(5,902)
Total 4800 - Investment Income	<u>2,402</u>	<u>0</u>	<u>73,063</u>	<u>0</u>	<u>0</u>	<u>(16,054)</u>
Total Other Income	<u>2,402</u>	<u>0</u>	<u>73,063</u>	<u>0</u>	<u>0</u>	<u>(16,054)</u>
Net Other Income (Expense)	<u>2,402</u>	<u>0</u>	<u>73,063</u>	<u>0</u>	<u>0</u>	<u>(16,054)</u>
<b>Net Income (Loss)</b>	<b><u>11,362</u></b>	<b><u>11,012</u></b>	<b><u>121,236</u></b>	<b><u>77,086</u></b>	<b><u>132,134</u></b>	<b><u>5,306</u></b>