

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 | 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 | | | 32,668 | 27,065 | (12,330) | 2,000,599 | 328,369 | 1,672,230 |
| September | 2,000,599 | | | 31,955 | (6,930) | (12,330) | 2,013,294 | 347,994 | 1,665,300 |
| October | 2,013,294 | | | 32,653 | 6,144 | (13,530) | 2,038,561 | 367,119 | 1,671,443 |
| November | 2,038,561 | | | | | | 2,038,561 | 2,038,561 | |
| December | 2,038,561 | | | | | | 2,038,561 | 2,038,561 | |
| YTD Total | | - | - | 314,008 | 99,343 | (206,750) | | | |

REALTORS Defense Fund
Budget Performance (Summary)

October 31, 2019

| | 1 Month Actual | 1 Month Budget | YTD Actual | YTD Budget | Annual Budget | Prior YTD Actual |
|-----------------------------------|----------------------|----------------------|-----------------------|-----------------------|-----------------------|----------------------|
| Income | | | | | | |
| 4000 - Membership Income | 32,653 | 30,517 | 314,008 | 305,174 | 366,208 | 331,538 |
| Total Income | <u>32,653</u> | <u>30,517</u> | <u>314,008</u> | <u>305,174</u> | <u>366,208</u> | <u>331,538</u> |
| Expense | | | | | | |
| 5000 - Personnel Costs | 13,530 | 14,881 | 123,300 | 148,812 | 178,574 | 283,926 |
| 7100 - Programmatic Costs | 0 | 4,624 | 83,450 | 46,240 | 55,500 | 0 |
| Total Expense | <u>13,530</u> | <u>19,505</u> | <u>206,750</u> | <u>195,052</u> | <u>234,074</u> | <u>283,926</u> |
| Net Income (Loss) from Operations | <u>19,123</u> | <u>11,012</u> | <u>107,258</u> | <u>110,122</u> | <u>132,134</u> | <u>47,612</u> |
| Other Income/Expense | | | | | | |
| Other Income | 6,144 | 0 | 99,343 | 0 | 0 | (27,086) |
| Net Other Income (Expense) | <u>6,144</u> | <u>0</u> | <u>99,343</u> | <u>0</u> | <u>0</u> | <u>(27,086)</u> |
| Net Income (Loss) | <u>25,267</u> | <u>11,012</u> | <u>206,601</u> | <u>110,122</u> | <u>132,134</u> | <u>20,526</u> |

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

October 31, 2019

| | 1 Month Actual | 1 Month Budget | YTD Actual | YTD Budget | Annual Budget | Prior Year Actual |
|-----------------------------------|----------------------|----------------------|-----------------------|-----------------------|-----------------------|----------------------|
| Income | | | | | | |
| 4000 - Membership Income | | | | | | |
| 4030 - RDF Dues | 32,303 | 30,184 | 310,363 | 301,840 | 362,208 | 331,388 |
| 4035 - RDF Issues Income | 350 | 333 | 3,645 | 3,334 | 4,000 | 150 |
| Total 4000 - Membership Income | <u>32,653</u> | <u>30,517</u> | <u>314,008</u> | <u>305,174</u> | <u>366,208</u> | <u>331,538</u> |
| Total Income | 32,653 | 30,517 | 314,008 | 305,174 | 366,208 | 331,538 |
| Expense | | | | | | |
| 5000 - Personnel Costs | | | | | | |
| 5010 - Compensation | 9,628 | 11,201 | 96,280 | 113,690 | 136,092 | 236,614 |
| 5030 - Contract Labor / Temp Help | 2,400 | 1,200 | 12,000 | 10,800 | 13,200 | 0 |
| 5100 - Benefits & Taxes | | | | | | |
| 5110 - Health & Life Insurance | 751 | 1,240 | 7,510 | 12,161 | 14,641 | 23,656 |
| 5160 - Payroll Taxes | 751 | 1,240 | 7,510 | 12,161 | 14,641 | 23,656 |
| Total 5100 - Benefits & Taxes | <u>1,502</u> | <u>2,480</u> | <u>15,020</u> | <u>24,322</u> | <u>29,282</u> | <u>47,312</u> |
| Total 5000 - Personnel Costs | <u>13,530</u> | <u>14,881</u> | <u>123,300</u> | <u>148,812</u> | <u>178,574</u> | <u>283,926</u> |
| 7100 - Programmatic Costs | | | | | | |
| 7120 - Catering | 0 | 2,083 | 25,000 | 20,830 | 25,000 | 0 |
| 7310 - Other Program Costs | 0 | 583 | 48,450 | 5,830 | 7,000 | 0 |
| 7420 - Outreach | 0 | 417 | 0 | 4,170 | 5,000 | 0 |
| 7440 - Issue Research | 0 | 708 | 0 | 7,080 | 8,500 | 0 |
| 7450 - Legislative Advocacy | 0 | 833 | 10,000 | 8,330 | 10,000 | 0 |
| Total 7100 - Programmatic Costs | <u>0</u> | <u>4,624</u> | <u>83,450</u> | <u>46,240</u> | <u>55,500</u> | <u>0</u> |
| Total Expense | <u>13,530</u> | <u>19,505</u> | <u>206,750</u> | <u>195,052</u> | <u>234,074</u> | <u>283,926</u> |
| Net Income (Loss) from Operations | <u>19,123</u> | <u>11,012</u> | <u>107,258</u> | <u>110,122</u> | <u>132,134</u> | <u>47,612</u> |
| Other Income/Expense | | | | | | |
| Other Income | | | | | | |
| 4800 - Investment Income | | | | | | |
| 4810 - Interest & Dividend Income | 2,216 | 0 | 22,826 | 0 | 0 | 21,600 |
| 4815 - Unrealized Gains/Losses | 5,835 | 0 | 83,763 | 0 | 0 | (29,549) |
| 4820 - Realized Gains/Losses | 141 | 0 | 886 | 0 | 0 | (11,240) |
| 4830 - Investment Management Fees | (2,048) | 0 | (8,132) | 0 | 0 | (7,897) |
| Total 4800 - Investment Income | <u>6,144</u> | <u>0</u> | <u>99,343</u> | <u>0</u> | <u>0</u> | <u>(27,086)</u> |
| Total Other Income | <u>6,144</u> | <u>0</u> | <u>99,343</u> | <u>0</u> | <u>0</u> | <u>(27,086)</u> |
| Net Other Income (Expense) | <u>6,144</u> | <u>0</u> | <u>99,343</u> | <u>0</u> | <u>0</u> | <u>(27,086)</u> |
| Net Income (Loss) | <u>25,267</u> | <u>11,012</u> | <u>206,601</u> | <u>110,122</u> | <u>132,134</u> | <u>20,526</u> |