

Indiana Association of Realtors
Realtors Defense Fund
For the year ending December 31, 2020

	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	1,831,959			378,861	106,426	(229,010)	2,088,236	409,711	1,678,527
2020:									
January	2,088,236			16,197	16,553	(11,465)	2,109,521	414,441	1,695,080
February	2,109,521			45,119	(2,097)	(21,465)	2,131,078	438,096	1,692,982
March	2,131,078			31,147	(19,073)	(36,465)	2,106,687	432,778	1,673,909
April	2,106,687			30,770	26,044	(11,465)	2,152,036	452,082	1,699,954
May	2,152,036			31,668	11,081	(11,465)	2,183,320	472,285	1,711,035
June	2,183,320			31,653	7,396	(11,465)	2,210,904	492,473	1,718,431
July	2,210,904			31,765	28,630	(11,465)	2,259,834	512,772	1,747,062
August	2,259,834			32,361	6,765	(86,465)	2,212,495	458,667	1,753,828
September	2,212,495			32,734	(10,350)	(11,465)	2,223,414	479,936	1,743,478
October	2,223,414						2,223,414	2,223,414	
November	2,223,414						2,223,414	2,223,414	
December	2,223,414						2,223,414	2,223,414	
YTD Total		-	-	283,413	64,951	(213,185)			

REALTORS Defense Fund
Statements of Activities - Budget vs Actual (Summary)
For one and nine months ended September 30 and year ending December 31, 2020
(with comparative totals for nine months ended September 30, 2019)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 09/30/2019
Income						
4000 - Membership Income	32,734	27,745	283,413	249,705	332,944	281,355
Total Income	<u>32,734</u>	<u>27,745</u>	<u>283,413</u>	<u>249,705</u>	<u>332,944</u>	<u>281,355</u>
Expense						
5000 - Personnel Costs	11,465	14,981	103,185	134,829	179,774	109,770
7100 - Programmatic Costs	0	10,874	110,000	122,866	155,500	83,450
Total Expense	<u>11,465</u>	<u>25,855</u>	<u>213,185</u>	<u>257,695</u>	<u>335,274</u>	<u>193,220</u>
Net Income (Loss) from Operations	<u>21,269</u>	<u>1,890</u>	<u>70,228</u>	<u>(7,990)</u>	<u>(2,330)</u>	<u>88,135</u>
Other Income/Expense						
Other Income	(10,350)	0	64,951	0	0	93,199
Net Other Income (Expense)	<u>(10,350)</u>	<u>0</u>	<u>64,951</u>	<u>0</u>	<u>0</u>	<u>93,199</u>
Net Income (Loss)	<u>10,919</u>	<u>1,890</u>	<u>135,179</u>	<u>(7,990)</u>	<u>(2,330)</u>	<u>181,334</u>

REALTORS Defense Fund
Statements of Activities - Budget vs Actual (Detail)
For one and nine months ended September 30, 2020 and year ending December 31, 2020
(with comparative totals for nine months ended September 30, 2019)

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD 09/30/2019
Income						
4000 - Membership Income						
4030 - RDF Dues	32,709	27,412	281,713	246,708	328,944	278,060
4035 - RDF Issues Income	25	333	1,700	2,997	4,000	3,295
Total 4000 - Membership Income	<u>32,734</u>	<u>27,745</u>	<u>283,413</u>	<u>249,705</u>	<u>332,944</u>	<u>281,355</u>
Total Income	32,734	27,745	283,413	249,705	332,944	281,355
Expense						
5000 - Personnel Costs						
5010 - Compensation	9,917	11,341	89,253	102,069	136,092	86,652
5030 - Contract Labor / Temp Help	0	1,200	0	10,800	14,400	9,600
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	774	1,220	6,966	10,980	14,641	6,759
5160 - Payroll Taxes	774	1,220	6,966	10,980	14,641	6,759
Total 5100 - Benefits & Taxes	<u>1,548</u>	<u>2,440</u>	<u>13,932</u>	<u>21,960</u>	<u>29,282</u>	<u>13,518</u>
Total 5000 - Personnel Costs	<u>11,465</u>	<u>14,981</u>	<u>103,185</u>	<u>134,829</u>	<u>179,774</u>	<u>109,770</u>
7100 - Programmatic Costs						
7120 - Catering	0	0	25,000	25,000	25,000	25,000
7310 - Other Program Costs	0	583	75,000	5,247	7,000	48,450
7420 - Outreach	0	417	0	3,753	5,000	0
7440 - Issue Research	0	9,041	0	81,369	108,500	0
7450 - Legislative Advocacy	0	833	10,000	7,497	10,000	10,000
Total 7100 - Programmatic Costs	<u>0</u>	<u>10,874</u>	<u>110,000</u>	<u>122,866</u>	<u>155,500</u>	<u>83,450</u>
Total Expense	<u>11,465</u>	<u>25,855</u>	<u>213,185</u>	<u>257,695</u>	<u>335,274</u>	<u>193,220</u>
Net Income (Loss) from Operations	21,269	1,890	70,228	(7,990)	(2,330)	88,135
Other Income/Expense						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	732	0	11,859	0	0	20,610
4815 - Unrealized Gains/Losses	(11,093)	0	23,441	0	0	77,929
4820 - Realized Gains/Losses	11	0	35,910	0	0	744
4830 - Investment Management Fees	0	0	(6,259)	0	0	(6,084)
Total 4800 - Investment Income	<u>(10,350)</u>	<u>0</u>	<u>64,951</u>	<u>0</u>	<u>0</u>	<u>93,199</u>
Total Other Income	<u>(10,350)</u>	<u>0</u>	<u>64,951</u>	<u>0</u>	<u>0</u>	<u>93,199</u>
Net Other Income (Expense)	<u>(10,350)</u>	<u>0</u>	<u>64,951</u>	<u>0</u>	<u>0</u>	<u>93,199</u>

REALTORS Defense Fund
Statements of Activities - Budget vs Actual (Detail)

For one and nine months ended September 30, 2020 and year ending December 31, 2020
(with comparative totals for nine months ended September 30, 2019)

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	<u>Prior YTD 09/30/2019</u>
Net Income (Loss)	<u>10,919</u>	<u>1,890</u>	<u>135,179</u>	<u>(7,990)</u>	<u>(2,330)</u>	<u>181,334</u>