

Indiana Association of Realtors
 Realtors Defense Fund
 For the year ending December 31, 2016

| | 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: | | | | | | | | | |
| January | 1,525,907 | | | 11,351 | 3,637 | (13,262) | 1,527,633 | 133,837 | 1,393,796 |
| February | 1,527,633 | | | 36,877 | 6,424 | (12,820) | 1,558,114 | 157,895 | 1,400,219 |
| March | 1,558,114 | | | 29,042 | 22,946 | (12,664) | 1,597,438 | 174,272 | 1,423,166 |
| April | 1,597,438 | | | 27,645 | 1,847 | (52,664) | 1,574,266 | 149,254 | 1,425,012 |
| May | 1,574,266 | | | 27,484 | (1,199) | (12,664) | 1,587,887 | 164,073 | 1,423,814 |
| June | 1,587,887 | | | - | - | - | 1,587,887 | - | - |
| July | 1,587,887 | | | - | - | - | 1,587,887 | - | - |
| August | 1,587,887 | | | - | - | - | 1,587,887 | - | - |
| September | 1,587,887 | | | - | - | - | 1,587,887 | - | - |
| October | 1,587,887 | | | - | - | - | 1,587,887 | - | - |
| November | 1,587,887 | | | - | - | - | 1,587,887 | - | - |
| December | 1,587,887 | | | - | - | - | 1,587,887 | - | - |
| YTD Total | | - | - | 132,399 | 33,655 | (104,074) | | | |

REALTORS Defense Fund
Budget Performance (Summary)

May 31, 2016

| | 1 Month Actual | 1 Month Budget | YTD Actual | YTD Budget | Annual Budget | Prior YTD Actual |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|---------------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| 4000 - Membership Income | 27,484 | 25,938 | 132,399 | 125,314 | 306,877 | 133,123 |
| Total Income | 27,484 | 25,938 | 132,399 | 125,314 | 306,877 | 133,123 |
| Expense | | | | | | |
| 5000 - Personnel Costs | 12,664 | 0 | 63,918 | 0 | 0 | 63,320 |
| 5300 - Travel & Entertainment | 0 | 0 | 156 | 0 | 0 | 132 |
| 5700 - Technology & Equipment | 0 | 0 | 0 | 0 | 0 | 1,437 |
| 7100 - Programmatic Costs | 0 | 9,167 | 40,000 | 60,833 | 125,000 | 63,000 |
| Total Expense | 12,664 | 9,167 | 104,074 | 60,833 | 125,000 | 127,889 |
| Net Ordinary Income | 14,820 | 16,771 | 28,325 | 64,481 | 181,877 | 5,234 |
| Other Income/Expense | | | | | | |
| Other Income | | | | | | |
| 4800 - Investment Income | (1,199) | 0 | 33,654 | 0 | 0 | 10,060 |
| Total Other Income | (1,199) | 0 | 33,654 | 0 | 0 | 10,060 |
| Net Other Income | (1,199) | 0 | 33,654 | 0 | 0 | 10,060 |
| Net Income | 13,621 | 16,771 | 61,979 | 64,481 | 181,877 | 15,294 |

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

May 31, 2016

| | 1 Month Actual | 1 Month Budget | YTD Actual | YTD Budget | Annual Budget |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4000 - Membership Income | | | | | |
| 4030 - RDF Dues | 27,484 | 25,938 | 132,399 | 125,314 | 306,877 |
| Total 4000 - Membership Income | 27,484 | 25,938 | 132,399 | 125,314 | 306,877 |
| Total Income | 27,484 | 25,938 | 132,399 | 125,314 | 306,877 |
| Expense | | | | | |
| 5000 - Personnel Costs | | | | | |
| 5010 - Compensation | 10,554 | 0 | 53,268 | 0 | 0 |
| 5100 - Benefits & Taxes | | | | | |
| 5110 - Health & Life Insurance | 1,055 | 0 | 5,325 | 0 | 0 |
| 5160 - Payroll Taxes | 1,055 | 0 | 5,325 | 0 | 0 |
| Total 5100 - Benefits & Taxes | 2,110 | 0 | 10,650 | 0 | 0 |
| Total 5000 - Personnel Costs | 12,664 | 0 | 63,918 | 0 | 0 |
| 5300 - Travel & Entertainment | | | | | |
| 5310 - Staff Travel Costs | | | | | |
| 5310 - Staff Travel | 0 | 0 | 3 | 0 | 0 |
| 5330 - Staff Mileage | 0 | 0 | 125 | 0 | 0 |
| 5340 - Staff Meals | 0 | 0 | 28 | 0 | 0 |
| Total 5310 - Staff Travel Costs | 0 | 0 | 156 | 0 | 0 |
| Total 5300 Travel & Entertainment | 0 | 0 | 156 | 0 | 0 |
| 7100 - Programmatic Costs | | | | | |
| 7310 - Other Program Costs | 0 | 8,333 | 0 | 41,667 | 100,000 |
| 7420 - Outreach | 0 | 417 | 0 | 2,083 | 5,000 |
| 7440 - Issue Research | 0 | 0 | 40,000 | 15,000 | 15,000 |
| 7450 - Legislative Advocacy | 0 | 417 | 0 | 2,083 | 5,000 |

| | | | | | |
|-----------------------------------|---------------|---------------|---------------|---------------|----------------|
| Total 7100 - Programmatic Costs | 0 | 9,167 | 40,000 | 60,833 | 125,000 |
| Total Expense | 12,664 | 9,167 | 104,074 | 60,833 | 125,000 |
| Net Ordinary Income | 14,820 | 16,771 | 28,325 | 64,481 | 181,877 |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| 4800 - Investment Income | | | | | |
| 4810 - Interest & Dividend Income | 1,221 | 0 | 5,972 | 0 | 0 |
| 4815 - Unrealized Gains/Losses | (2,420) | 0 | 32,198 | 0 | 0 |
| 4820 - Realized Gains/Losses | 0 | 0 | (896) | 0 | 0 |
| 4830 - Investment Management Fees | 0 | 0 | (3,620) | 0 | 0 |
| Total 4800 - Investment Income | (1,199) | 0 | 33,654 | 0 | 0 |
| Total Other Income | (1,199) | 0 | 33,654 | 0 | 0 |
| Net Other Income | (1,199) | 0 | 33,654 | 0 | 0 |
| Net Income | 13,621 | 16,771 | 61,979 | 64,481 | 181,877 |