

# Indiana Association of Realtors

## June 2016

### EXECUTIVE SUMMARY

#### Balance Sheet

- The Association's cash balances decreased during June by \$190,000 with ending balance of \$2,564,000 due to disbursements for the month being in excess of cash receipts.
- Accounts receivable remained steady at \$10,000 for Realist services invoiced.
- Prepaid expenses decreased by \$4,867 due to amortization of various expenses for the month.
- The amounts Due from One Forty Three LLC increased by \$1,000 during the month due to insurance expenses paid by IAR. Balance at month end was \$3,216,000.
- The amount Due from ISRE increased by \$9,000 during the month resulting in an ending balance of \$446,000. There was a payment of \$107,000 from ISRE to IAR during the month.
- IAR investments increased by \$50,000 for the month due to unrealized gains with an ending balance of \$1,820,000 and RDF investments increased by \$30,000 during the month also due to unrealized gains, with an ending balance of \$1,454,000.
- Accounts payable increased by \$18,000 due to the net amount of invoices received vs invoices paid.
- Dues payable decreased by \$258,000, from \$1,891,000 to \$1,633,000, in June due to the amortization of dues received in June and prior months. This balance will be amortized over the remaining months in 2016 and recognized as income.

#### Income Statement

- Net income of \$109,000 was recorded for the month, which represents net income from operations of \$28,000 and investment income of \$81,000. June's net income is higher than budgeted net income of \$250 by \$109,000.
- Net income YTD was \$363,000 vs a budgeted net loss of (\$260,000), resulting in a positive various of \$622,000. Net income YTD in the prior year was \$176,000.
- Membership income for the current month was \$311,000, which is above the monthly budget of \$291,000 by \$20,000. Membership income YTD was \$1,845,000, which is above the YTD budget of \$1,697,000 by \$148,000. Membership income for current year is \$72,000 higher than the prior year or 4%.
- Total income for the month was \$330,000, which is above the monthly budget of \$312,000 by \$18,000 or 6%. The over budget position is due to membership income and state application fees.
- Total income YTD was \$1,913,000, which is above the YTD budget of \$1,779,000 by \$134,000 or 8%.
- Total income YTD was below the prior year YTD income of \$1,919,000 by \$6,000 or less than 1%.
- Total expenses for the month are \$302,000, which are under budget by \$12,000 or 4%, which is mostly due to the net difference of Personnel, Professional Fees and Programmatic Costs being under budget, and Travel expenses being over budget.
- Total expenses YTD are \$1,729,000 and are under budget by \$321,000 or 16%, mostly due to Professional Fees, Facility Costs and Programmatic Costs – the YTD budget includes \$227,000 of Temporary Office Costs in anticipation of moving to the new building which is postponed until late 2016/early 2017.
- Expenses YTD are below the prior year by \$21,000 or 1%.

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

June 30, 2016

|   | 06/30/2016              | 05/31/2016              | Difference             |
|---|-------------------------|-------------------------|------------------------|
| <b>ASSETS</b>                             |                         |                         |                        |
| Current Assets                            |                         |                         |                        |
| Checking/Savings                          |                         |                         |                        |
| 1000 - Cash Accounts                      | 2,563,716               | 2,753,690               | (189,974)              |
| Total Checking/Savings                    | <u>2,563,716</u>        | <u>2,753,690</u>        | <u>(189,974)</u>       |
| Other Current Assets                      |                         |                         |                        |
| 1200 - Accounts Receivable                | 12,975                  | 12,960                  | 15                     |
| 1300 - Other Current Assets               | 71,861                  | 76,728                  | (4,867)                |
| Total Other Current Assets                | <u>84,836</u>           | <u>89,688</u>           | <u>(4,852)</u>         |
| Total Current Assets                      | <u>2,648,552</u>        | <u>2,843,378</u>        | <u>(194,826)</u>       |
| Fixed Assets                              |                         |                         |                        |
| 1600 - Fixed Assets, Net of Deprec.       | 43,481                  | 43,481                  | 0                      |
| Total Fixed Assets                        | <u>43,481</u>           | <u>43,481</u>           | <u>0</u>               |
| Other Assets                              |                         |                         |                        |
| 1203 - Intercompany Loans Receivable      | 3,661,422               | 3,651,969               | 9,454                  |
| 1500 - Investments                        | 3,496,108               | 3,400,666               | 95,442                 |
| Total Other Assets                        | <u>7,157,530</u>        | <u>7,052,635</u>        | <u>104,896</u>         |
| <b>Total ASSETS</b>                       | <b><u>9,849,563</u></b> | <b><u>9,939,494</u></b> | <b><u>(89,930)</u></b> |
| <b>LIABILITIES &amp; NET ASSETS</b>       |                         |                         |                        |
| Liabilities                               |                         |                         |                        |
| Current Liabilities                       |                         |                         |                        |
| Accounts Payable                          |                         |                         |                        |
| 2010 - Accounts Payable                   | 107,426                 | 89,828                  | 17,598                 |
| Total Accounts Payable                    | <u>107,426</u>          | <u>89,828</u>           | <u>17,598</u>          |
| Other Current Liabilities                 |                         |                         |                        |
| 2025 - Other Current Liabilities          | 135,647                 | 94,389                  | 41,257                 |
| 2100 - Payroll Liabilities                | 275,307                 | 275,308                 | 0                      |
| 2400 - Deferred Dues & Other Revenue      | 1,633,346               | 1,891,415               | (258,069)              |
| Total Other Current Liabilities           | <u>2,044,300</u>        | <u>2,261,112</u>        | <u>(216,812)</u>       |
| Total Current Liabilities                 | <u>2,151,726</u>        | <u>2,350,940</u>        | <u>(199,214)</u>       |
| Total Liabilities                         | <u>2,151,726</u>        | <u>2,350,940</u>        | <u>(199,214)</u>       |
| NET ASSETS                                |                         |                         |                        |
| 3010 - Unrestricted Net Assets            | 5,955,631               | 5,934,968               | 20,663                 |
| 3020 - REALTORS Defense Fund              | 1,632,923               | 1,587,887               | 45,036                 |
| Net Income                                | 109,283                 | 65,699                  | 43,585                 |
| Total Net Assets                          | <u>7,697,837</u>        | <u>7,588,554</u>        | <u>109,284</u>         |
| <b>Total LIABILITIES &amp; NET ASSETS</b> | <b><u>9,849,563</u></b> | <b><u>9,939,494</u></b> | <b><u>(89,930)</u></b> |

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

June 30, 2016

|  | 06/30/2016       | 05/31/2016       | Difference       |
|--|------------------|------------------|------------------|
| <b>ASSETS</b>                                |                  |                  |                  |
| Current Assets                               |                  |                  |                  |
| Checking/Savings                             |                  |                  |                  |
| 1000 - Cash Accounts                         |                  |                  |                  |
| 1010 - Petty Cash                            | 120              | 120              | 0                |
| 1020 - IAR Checking                          | 1,595,065        | 1,811,737        | (216,672)        |
| 1029 - First Merchants Checking              | 765,844          | 765,659          | 185              |
| 1040 - Transmittal Checking Account          | 99,122           | 57,864           | 41,258           |
| 1050 - PayPal                                | 500              | 500              | 0                |
| 1118 - REALTORS Federal Credit Union         | 267,144          | 266,884          | 260              |
| 1125 - IAR-Prof Standards Escrow             | 15,000           | 15,000           | 0                |
| 1199 - Cash Owed (to) by RDF                 | (179,079)        | (164,074)        | (15,005)         |
| Total 1000 - Cash Accounts                   | <u>2,563,716</u> | <u>2,753,690</u> | <u>(189,974)</u> |
| Total Checking/Savings                       | 2,563,716        | 2,753,690        | (189,974)        |
| Other Current Assets                         |                  |                  |                  |
| 1200 - Accounts Receivable                   |                  |                  |                  |
| 1200 - Accounts Receivable                   | 10,016           | 10,001           | 15               |
| 1211 - Dues Receivable                       | 2,959            | 2,959            | 0                |
| Total 1200 - Accounts Receivable             | <u>12,975</u>    | <u>12,960</u>    | <u>15</u>        |
| 1300 - Other Current Assets                  |                  |                  |                  |
| 1310 - Prepaid Expense                       | 60,308           | 65,175           | (4,867)          |
| 1340 - Postage Deposits                      | 588              | 588              | 0                |
| 1350 - Other Deposits                        | 10,965           | 10,965           | 0                |
| Total 1300 - Other Current Assets            | <u>71,861</u>    | <u>76,728</u>    | <u>(4,867)</u>   |
| Total Other Current Assets                   | <u>84,836</u>    | <u>89,688</u>    | <u>(4,852)</u>   |
| Total Current Assets                         | <u>2,648,552</u> | <u>2,843,378</u> | <u>(194,826)</u> |
| Fixed Assets                                 |                  |                  |                  |
| 1600 - Fixed Assets, Net of Deprec.          |                  |                  |                  |
| 1605 - Land, Buildings & Equipment           |                  |                  |                  |
| 1630 - Furniture, Fixtures & Equipmen        | 249,422          | 249,422          | 0                |
| Total 1605 - Land, Buildings & Equipment     | <u>249,422</u>   | <u>249,422</u>   | <u>0</u>         |
| 1655 - Accumulated Depreciation              |                  |                  |                  |
| 1680 - Accum. Depreciation - FF&E            | (205,941)        | (205,941)        | 0                |
| Total 1655 - Accumulated Depreciation        | <u>(205,941)</u> | <u>(205,941)</u> | <u>0</u>         |
| Total 1600 - Fixed Assets, Net of Deprec.    | <u>43,481</u>    | <u>43,481</u>    | <u>0</u>         |
| Total Fixed Assets                           | <u>43,481</u>    | <u>43,481</u>    | <u>0</u>         |
| Other Assets                                 |                  |                  |                  |
| 1203 - Intercompany Loans Receivable         |                  |                  |                  |
| 1203 - Due From 143 LLC                      | 3,215,764        | 3,214,855        | 908              |
| 1260 - Due from ISRE                         | 445,658          | 437,114          | 8,546            |
| Total - 1203 - Intercompany Loans Receivable | <u>3,661,422</u> | <u>3,651,969</u> | <u>9,454</u>     |
| 1500 - Investments                           |                  |                  |                  |
| 1510 - SEI Investments                       | 1,820,060        | 1,769,653        | 50,406           |
| 1520 - Realtor's Defense Fund Assets         |                  |                  |                  |
| 1525 - Realtors Defense Fund Invest          | 1,453,844        | 1,423,814        | 30,031           |
| 1599 - Cash Owed by (to) IAR                 | 179,079          | 164,074          | 15,005           |
| Total 1520 - Realtor's Defense Fund Assets   | <u>1,632,923</u> | <u>1,587,888</u> | <u>45,036</u>    |
| 1530 - Cambridge Ventures L.P.               | 94,458           | 94,458           | 0                |
| 1540 - Alerus - 457(b) Investments           | 174,401          | 174,401          | 0                |
| 1810 - Investment in ISRE                    | (225,734)        | (225,734)        | 0                |

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

June 30, 2016

|  | 06/30/2016       | 05/31/2016       | Difference      |
|--|------------------|------------------|-----------------|
| Total 1500 - Investments                   | 3,496,108        | 3,400,666        | 95,442          |
| 1700 - Capitalized Lease Costs             |                  |                  |                 |
| Total 1700 - Capitalized Lease Costs       | 0                | 0                | 0               |
| Total Other Assets                         | 7,157,530        | 7,052,635        | 104,896         |
| <b>Total ASSETS</b>                        | <b>9,849,563</b> | <b>9,939,494</b> | <b>(89,930)</b> |
| <b>LIABILITIES &amp; NET ASSETS</b>        |                  |                  |                 |
| Liabilities                                |                  |                  |                 |
| Current Liabilities                        |                  |                  |                 |
| Accounts Payable                           |                  |                  |                 |
| 2010 - Accounts Payable                    | 107,426          | 89,828           | 17,598          |
| Total Accounts Payable                     | 107,426          | 89,828           | 17,598          |
| Other Current Liabilities                  |                  |                  |                 |
| 2025 - Other Current Liabilities           |                  |                  |                 |
| 2040 - Accrued Payables                    | 36,525           | 36,525           | 0               |
| 2080 - RPAC Payable                        | 99,122           | 57,864           | 41,257          |
| Total 2025 - Other Current Liabilities     | 135,647          | 94,389           | 41,257          |
| 2100 - Payroll Liabilities                 |                  |                  |                 |
| 2115 - HSA Payable                         | 0                | 0                | 0               |
| 2120 - Post Retirement Benefit Obliga      | 100,906          | 100,907          | 0               |
| 2130 - 401(k) Payable                      | 0                | 0                | 0               |
| 2150 - 457 Plan Liabilities                | 174,401          | 174,401          | 0               |
| Total 2100 - Payroll Liabilities           | 275,307          | 275,308          | 0               |
| 2400 - Deferred Dues & Other Revenue       |                  |                  |                 |
| 2410 - Dues Payable, Even Year             | 1,633,346        | 1,891,415        | (258,069)       |
| Total 2400 - Deferred Dues & Other Revenue | 1,633,346        | 1,891,415        | (258,069)       |
| Total Other Current Liabilities            | 2,044,300        | 2,261,112        | (216,812)       |
| Total Current Liabilities                  | 2,151,726        | 2,350,940        | (199,214)       |
| Total Liabilities                          | 2,151,726        | 2,350,940        | (199,214)       |
| NET ASSETS                                 |                  |                  |                 |
| 3010 - Unrestricted Net Assets             | 5,955,631        | 5,934,968        | 20,663          |
| 3020 - REALTORS Defense Fund               | 1,632,923        | 1,587,887        | 45,036          |
| Net Income                                 | 109,283          | 65,699           | 43,585          |
| Total Net Assets                           | 7,697,837        | 7,588,554        | 109,284         |
| <b>Total LIABILITIES &amp; NET ASSETS</b>  | <b>9,849,563</b> | <b>9,939,494</b> | <b>(89,930)</b> |

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

June 30, 2016

|                                       | <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 Actual</u> |
|---------------------------------------|-----------------------|-----------------------|-----------------------|-------------------------|-------------------------|-------------------------|
| <b>Ordinary Income/Expense</b>        |                       |                       |                       |                         |                         |                         |
| Income                                |                       |                       |                       |                         |                         |                         |
| 4000 - Membership Income              | 311,122               | 290,723               | 1,845,138             | 1,697,063               | 3,441,400               | 1,773,184               |
| 4200 - Contract Fees & Event Income   | 0                     | 2,500                 | 7,039                 | 18,500                  | 70,000                  | 3,475                   |
| 4300- Royalties, Rent & Product Sales | 2,280                 | 1,250                 | 6,059                 | 7,500                   | 15,000                  | 2,803                   |
| 4900 - Other Income                   | 17,090                | 17,642                | 54,293                | 55,850                  | 101,700                 | 139,189                 |
| <b>Total Income</b>                   | <u>330,492</u>        | <u>312,115</u>        | <u>1,912,529</u>      | <u>1,778,913</u>        | <u>3,628,100</u>        | <u>1,918,651</u>        |
| Expense                               |                       |                       |                       |                         |                         |                         |
| 5000 - Personnel Costs                | 124,274               | 136,318               | 792,097               | 841,911                 | 1,734,824               | 759,937                 |
| 5300 - Travel & Entertainment         | 61,049                | 11,575                | 139,367               | 128,948                 | 245,647                 | 132,340                 |
| 5600 - Professional Fees              | 14,446                | 30,583                | 133,808               | 166,000                 | 304,499                 | 185,222                 |
| 5700 - Technology & Equipment         | 45,295                | 46,417                | 257,911               | 278,499                 | 557,000                 | 271,036                 |
| 5900 - Office Costs                   | 6,284                 | 4,560                 | 52,618                | 32,173                  | 72,048                  | 45,803                  |
| 6100 - Facility Costs                 | 11,160                | 7,484                 | 66,473                | 274,761                 | 322,169                 | 68,103                  |
| 7100 - Programmatic Costs             | 39,582                | 77,010                | 287,122               | 328,237                 | 640,423                 | 288,023                 |
| <b>Total Expense</b>                  | <u>302,090</u>        | <u>313,947</u>        | <u>1,729,396</u>      | <u>2,050,529</u>        | <u>3,876,610</u>        | <u>1,750,464</u>        |
| <b>Net Ordinary Income</b>            | 28,402                | (1,832)               | 183,133               | (271,616)               | (248,510)               | 168,187                 |
| <b>Other Income/Expense</b>           |                       |                       |                       |                         |                         |                         |
| Other Income                          |                       |                       |                       |                         |                         |                         |
| 4800 - Investment Income              | 80,882                | 2,083                 | 179,577               | 12,500                  | 24,999                  | 7,879                   |
| <b>Total Other Income</b>             | <u>80,882</u>         | <u>2,083</u>          | <u>179,577</u>        | <u>12,500</u>           | <u>24,999</u>           | <u>7,879</u>            |
| <b>Net Other Income</b>               | <u>80,882</u>         | <u>2,083</u>          | <u>179,577</u>        | <u>12,500</u>           | <u>24,999</u>           | <u>7,879</u>            |
| <b>Net Income</b>                     | <u><b>109,284</b></u> | <u><b>251</b></u>     | <u><b>362,710</b></u> | <u><b>(259,116)</b></u> | <u><b>(223,511)</b></u> | <u><b>176,066</b></u>   |

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

June 30, 2016

|  | <u>1 Month Actual</u> | <u>1 Month Budget</u> | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|-----------------------|-----------------------|-------------------|-------------------|----------------------|
| <b>Ordinary Income/Expense</b>               |                       |                       |                   |                   |                      |
| Income                                       |                       |                       |                   |                   |                      |
| 4000 - Membership Income                     |                       |                       |                   |                   |                      |
| 4002 - Membership Dues                       | 254,211               | 238,952               | 1,463,682         | 1,390,811         | 2,824,523            |
| 4020 - Shared Fees, Local Boards             | 7,453                 | 7,500                 | 43,892            | 45,000            | 90,000               |
| 4021 - State Application Fee                 | 21,789                | 18,333                | 177,496           | 110,000           | 220,000              |
| 4030 - RDF Dues                              | 27,669                | 25,938                | 160,068           | 151,252           | 306,877              |
| Total 4000 - Membership Income               | <u>311,122</u>        | <u>290,723</u>        | <u>1,845,138</u>  | <u>1,697,063</u>  | <u>3,441,400</u>     |
| 4200 - Contract Fees & Event Income          |                       |                       |                   |                   |                      |
| 4101 - Sponsorship Income                    | 0                     | 2,500                 | 1,000             | 15,000            | 30,000               |
| 4201 - Registration Income                   | 0                     | 0                     | 6,039             | 3,500             | 40,000               |
| Total 4200 - Contract Fees & Event Income    | <u>0</u>              | <u>2,500</u>          | <u>7,039</u>      | <u>18,500</u>     | <u>70,000</u>        |
| 4300- Royalties, Rent & Product Sales        |                       |                       |                   |                   |                      |
| 4301 - Royalty Income                        | 2,280                 | 1,250                 | 6,059             | 7,500             | 15,000               |
| Total 4300 - Royalties, Rent & Product Sales | <u>2,280</u>          | <u>1,250</u>          | <u>6,059</u>      | <u>7,500</u>      | <u>15,000</u>        |
| 4900 - Other Income                          |                       |                       |                   |                   |                      |
| 4900 - Other Income                          | 0                     | 10,000                | 1,703             | 10,000            | 10,000               |
| 4901 - Grant Income-Temp Restricted          | 9,990                 | 0                     | 9,990             | 0                 | 0                    |
| 4910 - RECP Income                           | 7,100                 | 7,100                 | 42,600            | 42,600            | 85,200               |
| 4920 - Professional Standards Income         | 0                     | 542                   | 0                 | 3,250             | 6,500                |
| Total 4900 - Other Income                    | <u>17,090</u>         | <u>17,642</u>         | <u>54,293</u>     | <u>55,850</u>     | <u>101,700</u>       |
| <b>Total Income</b>                          | <b>330,492</b>        | <b>312,115</b>        | <b>1,912,529</b>  | <b>1,778,913</b>  | <b>3,628,100</b>     |
| Expense                                      |                       |                       |                   |                   |                      |
| 5000 - Personnel Costs                       |                       |                       |                   |                   |                      |
| 5010 - Compensation                          | 98,115                | 109,381               | 606,269           | 656,286           | 1,312,575            |
| 5020 - Bonus Pool                            | 0                     | 0                     | 24,000            | 24,000            | 99,000               |
| 5030 - Contract Labor / Temp Help            | 630                   | 458                   | 6,630             | 2,750             | 5,500                |
| 5100 - Benefits & Taxes                      |                       |                       |                   |                   |                      |
| 5110 - Health & Life Insurance               | 5,895                 | 8,334                 | 35,664            | 50,000            | 100,000              |
| 5115 - Wellness Benefit                      | 172                   | 166                   | 2,416             | 1,000             | 2,000                |
| 5120 - Dental Insurance                      | 580                   | 667                   | 3,481             | 4,000             | 8,000                |
| 5125 - Disability Insurance                  | 830                   | 1,250                 | 5,195             | 7,500             | 15,000               |
| 5130 - Retirement Benefits                   | 4,344                 | 5,000                 | 27,037            | 30,000            | 60,000               |
| 5140 - Post-Employment Benefits              | 1,802                 | 1,667                 | 10,733            | 10,000            | 20,000               |
| 5150 - Workers Compensation Insuranc         | 450                   | 583                   | 2,510             | 3,500             | 7,000                |
| 5160 - Payroll Taxes                         | 5,924                 | 6,667                 | 49,092            | 40,000            | 80,000               |
| 5170 - Professional Development              | 0                     | 395                   | 1,840             | 2,375             | 4,750                |

NO ASSURANCE IS PROVIDED. SEE SELECT INFORMATION.

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

June 30, 2016

|  | <u>1 Month Actual</u> | <u>1 Month Budget</u> | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|-----------------------|-----------------------|-------------------|-------------------|----------------------|
| 5180 - Dues & Subscriptions              | 5,532                 | 1,750                 | 17,230            | 10,500            | 20,999               |
| Total 5100 - Benefits & Taxes            | <u>25,529</u>         | <u>26,479</u>         | <u>155,198</u>    | <u>158,875</u>    | <u>317,749</u>       |
| Total 5000 - Personnel Costs             | 124,274               | 136,318               | 792,097           | 841,911           | 1,734,824            |
| <b>5300 - Travel &amp; Entertainment</b> |                       |                       |                   |                   |                      |
| 5310 - Staff Travel Costs                |                       |                       |                   |                   |                      |
| 5310 - Staff Travel                      | 2,505                 | 542                   | 8,775             | 8,749             | 14,500               |
| 5320 - Staff Lodging                     | 5,657                 | 1,867                 | 12,983            | 25,100            | 43,499               |
| 5330 - Staff Mileage                     | 331                   | 1,020                 | 3,632             | 7,100             | 13,150               |
| 5340 - Staff Meals                       | 596                   | 1,725                 | 7,781             | 12,350            | 25,199               |
| 5350 - Staff Hospitality                 | 807                   | 1,134                 | 1,552             | 10,200            | 17,750               |
| 5360 - Conference Registration Fees      | 5,960                 | 0                     | 7,730             | 2,725             | 8,600                |
| Total 5310 - Staff Travel Costs          | <u>15,856</u>         | <u>6,288</u>          | <u>42,453</u>     | <u>66,224</u>     | <u>122,698</u>       |
| 5410 - Leadership Travel                 |                       |                       |                   |                   |                      |
| 5410 - Board / Volunteer Travel          | 5,306                 | 591                   | 12,686            | 11,299            | 19,850               |
| 5420 - Board / Volunteer Lodging         | 18,365                | 1,696                 | 35,605            | 25,025            | 49,250               |
| 5430 - Board / Volunteer Mileage         | 916                   | 1,059                 | 4,182             | 6,950             | 13,599               |
| 5440 - Board / Volunteer Meals           | 17,840                | 1,300                 | 40,116            | 14,400            | 24,750               |
| 5450 - Board / Volunteer Hospitality     | 2,766                 | 474                   | 2,955             | 4,050             | 8,500                |
| 5460 - Conference Registration Fees      | 0                     | 167                   | 1,370             | 1,000             | 7,000                |
| Total 5410 - Leadership Travel           | <u>45,193</u>         | <u>5,287</u>          | <u>96,914</u>     | <u>62,724</u>     | <u>122,949</u>       |
| Total 5300 Travel & Entertainment        | 61,049                | 11,575                | 139,367           | 128,948           | 245,647              |
| <b>5600 - Professional Fees</b>          |                       |                       |                   |                   |                      |
| 5610 - Legal Services                    | 580                   | 2,042                 | 5,361             | 12,250            | 24,499               |
| 5620 - Audit & Tax Services              | 0                     | 7,500                 | 22,075            | 27,500            | 27,500               |
| 5630 - Accounting Services               | 7,787                 | 11,666                | 67,368            | 70,000            | 140,000              |
| 5640 - Other Consulting Services         | 4,579                 | 7,875                 | 30,004            | 47,250            | 94,500               |
| 5650 - President's Stipend               | 1,500                 | 1,500                 | 9,000             | 9,000             | 18,000               |
| Total 5600 - Professional Fees           | <u>14,446</u>         | <u>30,583</u>         | <u>133,808</u>    | <u>166,000</u>    | <u>304,499</u>       |
| <b>5700 - Technology &amp; Equipment</b> |                       |                       |                   |                   |                      |
| 5710 - Technology Consulting Service     | 44,831                | 44,334                | 251,574           | 266,000           | 532,000              |
| 5720 - Equipment Repairs & Maintenance   | 0                     | 83                    | 748               | 499               | 1,000                |
| 5730 - Small Equipment Purchases         | 0                     | 500                   | 304               | 3,000             | 6,000                |
| 5740 - Equipment > \$1000                | 0                     | 833                   | 0                 | 5,000             | 10,000               |
| 5750 - Equipment Lease Payments          | 434                   | 459                   | 2,970             | 2,750             | 5,500                |
| 5760 - Software & Licensing Fees         | 30                    | 208                   | 2,315             | 1,250             | 2,500                |
| Total 5700 - Technology & Equipment      | <u>45,295</u>         | <u>46,417</u>         | <u>257,911</u>    | <u>278,499</u>    | <u>557,000</u>       |
| <b>5900 - Office Costs</b>               |                       |                       |                   |                   |                      |

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

June 30, 2016

|                                      | <u>1 Month Actual</u> | <u>1 Month Budget</u> | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--------------------------------------|-----------------------|-----------------------|-------------------|-------------------|----------------------|
| 5910 - Telephone                     | 4,010                 | 2,083                 | 18,935            | 12,500            | 25,000               |
| 5920 - Postage                       | 0                     | 134                   | 592               | 800               | 1,600                |
| 5930 - Office Supplies               | 451                   | 521                   | 2,034             | 3,125             | 6,250                |
| 5932 - Kitchen Supplies              | 599                   | 250                   | 2,359             | 1,500             | 3,000                |
| 5934 - Bathroom Supplies             | 0                     | 83                    | 0                 | 500               | 1,000                |
| 5940 - Printing                      | 114                   | 392                   | 1,039             | 2,350             | 4,699                |
| 5950 - Liability Insurance           | 182                   | 625                   | 16,081            | 3,750             | 7,500                |
| 5960 - Licenses and Fees             | 0                     | 166                   | 0                 | 1,000             | 2,000                |
| 5970 - Bank & Credit Card Fees       | 675                   | 97                    | 9,842             | 5,398             | 18,499               |
| 5980 - Miscellaneous                 | 253                   | 209                   | 1,736             | 1,250             | 2,500                |
| <b>Total 5900 - Office Costs</b>     | <b>6,284</b>          | <b>4,560</b>          | <b>52,618</b>     | <b>32,173</b>     | <b>72,048</b>        |
| <b>6100 - Facility Costs</b>         |                       |                       |                   |                   |                      |
| 6110 - Office Rent & Parking         | 10,409                | 7,401                 | 61,150            | 44,408            | 88,816               |
| 6115 - Other temp office costs       | 0                     | 0                     | 0                 | 227,353           | 227,353              |
| 6120 - Utilities                     | 119                   | 0                     | 709               | 0                 | 0                    |
| 6170 - Property Insurance            | 632                   | 83                    | 3,787             | 500               | 1,000                |
| 6180 - Property Taxes                | 0                     | 0                     | 827               | 2,500             | 5,000                |
| <b>Total 6100 - Facility Costs</b>   | <b>11,160</b>         | <b>7,484</b>          | <b>66,473</b>     | <b>274,761</b>    | <b>322,169</b>       |
| <b>7100 - Programmatic Costs</b>     |                       |                       |                   |                   |                      |
| 7110 - Facility Rental               | (788)                 | 208                   | 15,419            | 2,750             | 7,000                |
| 7120 - Catering                      | 2,471                 | 4,217                 | 59,564            | 51,150            | 94,250               |
| 7130 - Honorarium/Speaker Fees       | 0                     | 1,667                 | 18,735            | 19,000            | 37,000               |
| 7140 - Speaker Travel                | 0                     | 341                   | 1,666             | 4,550             | 7,600                |
| 7150 - Plaques & Awards              | 0                     | 0                     | 4,582             | 0                 | 7,000                |
| 7160 - Event Sponsorships            | 0                     | 1,042                 | 6,040             | 6,250             | 12,500               |
| 7210 - Website Development / Hosting | 1,625                 | 2,917                 | 9,750             | 17,500            | 34,999               |
| 7215 - Clipping Service              | 0                     | 250                   | 0                 | 1,500             | 3,000                |
| 7220 - Internet Communications       | 213                   | 833                   | 11,870            | 5,000             | 10,000               |
| 7225 - Publications                  | 450                   | 554                   | 7,963             | 4,325             | 7,650                |
| 7240 - Video Production & Editing    | 0                     | 0                     | 1,150             | 1,500             | 3,000                |
| 7250 - Media / Public Relations Proj | 0                     | 0                     | 10                | 500               | 500                  |
| 7260 - Advertising/Marketing         | 0                     | 0                     | 1,092             | 0                 | 0                    |
| 7310 - Other Program Costs           | 68                    | 11,813                | 20,399            | 73,874            | 150,250              |
| 7320 - Grants                        | 0                     | 8,125                 | 15,625            | 16,250            | 32,500               |
| 7330 - Electronic Forms              | 35,543                | 40,293                | 72,757            | 80,588            | 161,175              |
| 7410 - Marketing Research            | 0                     | 2,084                 | 0                 | 12,500            | 25,000               |
| 7420 - Outreach                      | 0                     | 583                   | 500               | 3,500             | 7,000                |
| 7430 - Legislative Issues            | 0                     | 417                   | 0                 | 2,500             | 5,000                |
| 7440 - Issue Research                | 0                     | 0                     | 40,000            | 15,000            | 15,000               |
| 7450 - Legislative Advocacy          | 0                     | 1,666                 | 0                 | 10,000            | 19,999               |

NO ASSURANCE IS PROVIDED. SEE SELECT INFORMATION.



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

June 30, 2016

|                                   | 1 Month Actual | 1 Month Budget | YTD Actual     | YTD Budget       | Annual Budget    |
|-----------------------------------|----------------|----------------|----------------|------------------|------------------|
| Total 7100 - Programmatic Costs   | 39,582         | 77,010         | 287,122        | 328,237          | 640,423          |
| Total Expense                     | 302,090        | 313,947        | 1,729,396      | 2,050,529        | 3,876,610        |
| Net Ordinary Income               | 28,402         | (1,832)        | 183,133        | (271,616)        | (248,510)        |
| <b>Other Income/Expense</b>       |                |                |                |                  |                  |
| Other Income                      |                |                |                |                  |                  |
| 4800 - Investment Income          |                |                |                |                  |                  |
| 4810 - Interest & Dividend Income | 445            | 2,083          | 14,940         | 12,500           | 24,999           |
| 4815 - Unrealized Gains/Losses    | 80,437         | 0              | 131,079        | 0                | 0                |
| 4820 - Realized Gains/Losses      | 0              | 0              | 41,646         | 0                | 0                |
| 4830 - Investment Management Fees | 0              | 0              | (8,088)        | 0                | 0                |
| Total 4800 - Investment Income    | 80,882         | 2,083          | 179,577        | 12,500           | 24,999           |
| Total Other Income                | 80,882         | 2,083          | 179,577        | 12,500           | 24,999           |
| Net Other Income                  | 80,882         | 2,083          | 179,577        | 12,500           | 24,999           |
| <b>Net Income</b>                 | <b>109,284</b> | <b>251</b>     | <b>362,710</b> | <b>(259,116)</b> | <b>(223,511)</b> |

**Indiana Association of Realtors, Inc.**  
Selected Information  
June 2016 Financial Statements

The monthly financial statements for Indiana Association of Realtors are presented on the accrual basis in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). These financial statements have not been subjected to an audit, review, or compilation engagement; and no assurance is provided on them.

The accompanying financial statements include the following departures from accounting principles generally accepted in the United States of America:

- The financial statements omit substantially all of the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America.
- The Balance Sheet includes a comparison with the period ended May 31, 2016 for additional meaningful data for management and the board.
- 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 among unrestricted, temporarily restricted and permanently restricted in accordance with GAAP.
- Budget information is presented without notes on significant assumptions used in developing the budget.

The effects of these departures have not been determined.