

## REALTORS® Defense Fund

### Expenditures Report – 2016

- January: Personnel Costs of \$13,262.00. [A similar expense will occur every month]
- February: Personnel Costs of \$12,664.00. Lunch with Professor Hicks in Muncie regarding the Ratio Study and Effective Tax Rate projects.
- March: Personnel Costs of \$12,664.00.
- April: Personnel Costs of \$12,664.00. Contractual payment to Ball State of \$15,000 for Effective Tax Rate project and \$25,000 to Howey Politics to participate in election season polling.
- May: Personnel Costs of \$12,664.00.
- June: Personnel Costs of \$12,664.00.
- July: Personnel Costs of \$12,664.00.
- August: Personnel Costs of \$12,664.00.
- September: Personnel Costs of \$12,664.00.
- October:
- November:

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
<b>2016:</b>									
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			27,669	30,031	(12,664)	1,632,923	179,079	1,453,844
July	1,632,923			28,261	9,801	(12,664)	1,658,321	194,675	1,463,646
August	1,658,321			28,098	(6,259)	(12,664)	1,667,496	210,110	1,457,386
September	1,667,496			29,062	3,276	(12,664)	1,687,170	226,508	1,460,662
October	1,687,170			-	-	-	1,687,170	-	-
November	1,687,170			-	-	-	1,687,170	-	-
December	1,687,170			-	-	-	1,687,170	-	-
YTD Total		-	-	245,489	70,504	(154,730)			

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

September 30, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u> 2016	<u>YTD Actual</u>	<u>YTD Budget</u> 2016	<u>Annual Budget</u> 2016	<u>Prior YTD</u> <u>Actual</u>
<b>Ordinary Income/Expense</b>						
Income						
4000 - Membership Income	29,062	25,938	245,489	229,066	306,877	243,947
Total Income	<u>29,062</u>	<u>25,938</u>	<u>245,489</u>	<u>229,066</u>	<u>306,877</u>	<u>243,947</u>
Expense						
5000 - Personnel Costs	12,664	0	114,574	0	0	113,976
5300 - Travel & Entertainment	0	0	156	0	0	265
5700 - Technology & Equipment	0	0	0	0	0	1,437
7100 - Programmatic Costs	0	9,167	40,000	97,500	125,000	63,000
Total Expense	<u>12,664</u>	<u>9,167</u>	<u>154,730</u>	<u>97,500</u>	<u>125,000</u>	<u>178,678</u>
Net Ordinary Income	16,398	16,771	90,759	131,566	181,877	65,269
<b>Other Income/Expense</b>						
Other Income						
4800 - Investment Income	3,276	0	70,502	0	0	(2,283)
Total Other Income	<u>3,276</u>	<u>0</u>	<u>70,502</u>	<u>0</u>	<u>0</u>	<u>(2,283)</u>
Net Other Income	<u>3,276</u>	<u>0</u>	<u>70,502</u>	<u>0</u>	<u>0</u>	<u>(2,283)</u>
<b>Net Income</b>	<b><u>19,674</u></b>	<b><u>16,771</u></b>	<b><u>161,261</u></b>	<b><u>131,566</u></b>	<b><u>181,877</u></b>	<b><u>62,986</u></b>

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

September 30, 2016

	1 Month Actual	1 Month Budget 2016	YTD Actual	YTD Budget 2016	Annual Budget 2016
<b>Ordinary Income/Expense</b>					
Income					
4000 - Membership Income					
4030 - RDF Dues	29,062	25,938	245,489	229,066	306,877
Total 4000 - Membership Income	<u>29,062</u>	<u>25,938</u>	<u>245,489</u>	<u>229,066</u>	<u>306,877</u>
Total Income	29,062	25,938	245,489	229,066	306,877
Expense					
5000 - Personnel Costs					
5010 - Compensation	10,554	0	95,484	0	0
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	1,055	0	9,545	0	0
5160 - Payroll Taxes	1,055	0	9,545	0	0
Total 5100 - Benefits & Taxes	<u>2,110</u>	<u>0</u>	<u>19,090</u>	<u>0</u>	<u>0</u>
Total 5000 - Personnel Costs	<u>12,664</u>	<u>0</u>	<u>114,574</u>	<u>0</u>	<u>0</u>
5300 - Travel & Entertainment					
5310 - Staff Travel Costs					
5310 - Staff Travel	0	0	4	0	0
5330 - Staff Mileage	0	0	124	0	0
5340 - Staff Meals	0	0	28	0	0
Total 5310 - Staff Travel Costs	<u>0</u>	<u>0</u>	<u>156</u>	<u>0</u>	<u>0</u>
Total 5300 Travel & Entertainment	<u>0</u>	<u>0</u>	<u>156</u>	<u>0</u>	<u>0</u>
7100 - Programmatic Costs					
7310 - Other Program Costs	0	8,333	0	75,000	100,000
7420 - Outreach	0	417	0	3,750	5,000
7440 - Issue Research	0	0	40,000	15,000	15,000
7450 - Legislative Advocacy	0	417	0	3,750	5,000
Total 7100 - Programmatic Costs	<u>0</u>	<u>9,167</u>	<u>40,000</u>	<u>97,500</u>	<u>125,000</u>
Total Expense	<u>12,664</u>	<u>9,167</u>	<u>154,730</u>	<u>97,500</u>	<u>125,000</u>
Net Ordinary Income	<u>16,398</u>	<u>16,771</u>	<u>90,759</u>	<u>131,566</u>	<u>181,877</u>
<b>Other Income/Expense</b>					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	0	0	11,317	0	0
4815 - Unrealized Gains/Losses	3,276	0	45,844	0	0
4820 - Realized Gains/Losses	0	0	18,778	0	0
4830 - Investment Management Fees	0	0	(5,437)	0	0

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

September 30, 2016

	1 Month Actual	1 Month Budget 2016	YTD Actual	YTD Budget 2016	Annual Budget 2016
Total 4800 - Investment Income	3,276	0	70,502	0	0
Total Other Income	3,276	0	70,502	0	0
Net Other Income	3,276	0	70,502	0	0
<b>Net Income</b>	<b>19,674</b>	<b>16,771</b>	<b>161,261</b>	<b>131,566</b>	<b>181,877</b>