

Indiana Association of Realtors
Realtors Defense Fund
For the year ending December 31, 2018

	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:									
January	1,668,539			14,736	(1,616)	(14,601)	1,667,058	84,688	1,582,370
February	1,667,058			44,001	(14,428)	(14,175)	1,682,456	114,514	1,567,942
March	1,682,456			31,659	5,141	(14,175)	1,705,081	131,998	1,573,083
April	1,705,081			31,763	(6,329)	(14,175)	1,716,340	149,586	1,566,754
May	1,716,340			32,522	3,111	(14,175)	1,737,798	167,932	1,569,866
June	1,737,798			32,760	(2,198)	(14,175)	1,754,185	186,516	1,567,669
July	1,754,185			32,794	266	(14,175)	1,773,070	205,137	1,567,933
August	1,773,070			32,860	2,692	(14,175)	1,794,447	223,822	1,570,625
September	1,794,447			33,717	(2,137)	(14,175)	1,811,852	243,364	1,568,488
October	1,811,852			47,606	(11,588)	(14,175)	1,833,695	276,795	1,556,900
November	1,833,695			39,104	5,123	(14,175)	1,863,747	301,723	1,562,024
December	1,863,747						1,863,747		
YTD Total		-	-	373,522	(21,963)	(156,351)			

REALTORS Defense Fund
Budget Performance (Summary)

November 30, 2018

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	39,104	29,033	373,522	333,175	362,208	321,269
4900 - Other Income	0	0	0	0	0	142,129
Total Income	39,104	29,033	373,522	333,175	362,208	463,398
Expense						
5000 - Personnel Costs						
5010 - Compensation	11,813	13,111	130,297	132,893	146,005	129,942
5030 - Contract Labor / Temp Help	0	0	0	0	0	1,200
5100 - Benefits & Taxes	2,362	2,624	26,054	26,578	29,200	25,984
Total 5000 - Personnel Costs	14,175	15,735	156,351	159,471	175,205	157,126
5700 - Technology & Equipment	0	0	0	0	0	10,998
7100 - Programmatic Costs	0	4,624	0	50,876	55,500	398,731
Total Expense	14,175	20,359	156,351	210,347	230,705	566,855
Net Ordinary Income	24,929	8,674	217,171	122,828	131,503	(103,457)
Other Income/Expense						
Other Income						
4800 - Investment Income	5,123	0	(21,963)	0	0	46,567
Total Other Income	5,123	0	(21,963)	0	0	46,567
Net Other Income (Expense)	5,123	0	(21,963)	0	0	46,567
Net Income (Loss)	30,052	8,674	195,208	122,828	131,503	(56,890)

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

November 30, 2018

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
Income					
4000 - Membership Income					
4030 - RDF Dues	33,389	29,033	364,777	333,175	362,208
4035 - RDF Issues Income	5,715	0	8,745	0	0
Total 4000 - Membership Income	<u>39,104</u>	<u>29,033</u>	<u>373,522</u>	<u>333,175</u>	<u>362,208</u>
Total Income	39,104	29,033	373,522	333,175	362,208
Expense					
5000 - Personnel Costs					
5010 - Compensation	11,813	13,111	130,297	132,893	146,005
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	1,181	1,312	13,027	13,289	14,600
5160 - Payroll Taxes	1,181	1,312	13,027	13,289	14,600
Total 5100 - Benefits & Taxes	<u>2,362</u>	<u>2,624</u>	<u>26,054</u>	<u>26,578</u>	<u>29,200</u>
Total 5000 - Personnel Costs	<u>14,175</u>	<u>15,735</u>	<u>156,351</u>	<u>159,471</u>	<u>175,205</u>
7100 - Programmatic Costs					
7120 - Catering	0	2,083	0	22,917	25,000
7310 - Other Program Costs	0	583	0	6,417	7,000
7420 - Outreach	0	417	0	4,583	5,000
7440 - Issue Research	0	708	0	7,792	8,500
7450 - Legislative Advocacy	0	833	0	9,167	10,000
Total 7100 - Programmatic Costs	<u>0</u>	<u>4,624</u>	<u>0</u>	<u>50,876</u>	<u>55,500</u>
Total Expense	<u>14,175</u>	<u>20,359</u>	<u>156,351</u>	<u>210,347</u>	<u>230,705</u>
Net Ordinary Income	<u>24,929</u>	<u>8,674</u>	<u>217,171</u>	<u>122,828</u>	<u>131,503</u>
Other Income/Expense					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	2,191	0	23,791	0	0
4815 - Unrealized Gains/Losses	2,932	0	(26,617)	0	0
4820 - Realized Gains/Losses	0	0	(11,240)	0	0
4830 - Investment Management Fees	0	0	(7,897)	0	0
Total 4800 - Investment Income	<u>5,123</u>	<u>0</u>	<u>(21,963)</u>	<u>0</u>	<u>0</u>
Total Other Income	<u>5,123</u>	<u>0</u>	<u>(21,963)</u>	<u>0</u>	<u>0</u>
Net Other Income (Expense)	<u>5,123</u>	<u>0</u>	<u>(21,963)</u>	<u>0</u>	<u>0</u>
Net Income (Loss)	<u>30,052</u>	<u>8,674</u>	<u>195,208</u>	<u>122,828</u>	<u>131,503</u>