

# Indiana Association of Realtors Inc.

## September 2019

### EXECUTIVE SUMMARY

#### Balance Sheet

- The Association's cash balances decreased during September by \$166,000 with an ending balance of \$1,779,000.
- Accounts receivable decreased by \$1,000 with an ending balance of \$11,000 – this balance represents amounts due from local associations for Realist services.
- Accrued interest receivable increased by \$6,000 with an ending balance of \$102,000 – this balance represents interest due from One Forty Three LLC related to the note receivable.
- Note Receivable due from One Forty Three remained unchanged with an ending balance of \$1,749,000.
- Prepaid expense increased by \$8,000 due deposits made for Stakeholders conference and annual license for website domains. Ending balance was \$56,000 and will be amortized over future months.
- The amount due from ISRE decreased by \$12,500 during the month with an ending balance of \$199,000.
- The amount due from One Forty Three LLC remained unchanged with an ending balance was \$5,540,000.
- The amount due from One Forty Three MT decreased by \$37,000 due to transfer made between ONB accounts to cover IAR loan payments thru November. Ending balance was \$213,000.
- IAR investments increased by \$6,000 during the month due to unrealized gains with an ending balance of \$2,008,000
- RDF investments decreased by \$7,000 during the month due to unrealized loss with an ending balance of \$1,665,000. IAR also holds cash for RDF purposes in the amount of \$348,000 – this amount is deducted from cash and equivalents on the balance sheet and added back under the investment section for RDF.
- Alerus 457(b) Investments remained the same with an ending balance of \$318,000 (balance is adjusted at year end). This asset is offset by a corresponding liability.
- Accounts Payable decreased by \$71,000 with an ending balance of \$37,000. This decrease is due to various invoices paid in September.
- Amounts due to ONB:
  - Line of Credit with ONB remained unchanged with an ending balance of \$1,049,000.
  - Note Payable with ONB decreased by \$11,000 with an ending balance of \$597,000 due to loan payments made in September.
  - See Note Receivable from One Forty Three LLC in the asset section which offsets these amounts due to ONB.
- The ending balance in accrued payables was \$8,000 which represents accrued PTO recorded for the 2018 audit – this balance will be adjusted annually as part of the audit.
- RPAC Payable (Transmittal) increased by \$14,000 due to cash activity during the month. These funds represent personal RPAC contributions (net of amounts vetted back to NAR) that are due to RPAC. This amount is also included in cash and equivalents on the balance sheet, and therefore, nets to zero on IAR's balance sheet.
- RPAC Payable (contributions) decreased by \$2,000 with an ending balance of \$2,000. These funds represent RPAC contributions collected in September with 2019 dues payments and will be remitted to RPAC in October.
- Dues payable (even year) increased by \$15,000 which represents 2020 dues collected in September. This will be recorded as income next year.

# Indiana Association of Realtors Inc.

## September 2019

### EXECUTIVE SUMMARY (continued)

- Dues payable (odd year) decreased by \$341,000, from \$1,383,000 to \$1,041,000 due to amortization of dues revenue for September. The balance in this account will be amortized over the remaining months of the year and recognized as income.

#### Income Statement

- Net income of \$212,000 was recorded for the month, which represents net ordinary income of \$211,000 and net investment income (net of interest expense) of \$1,000. Budgeted net loss for September was \$32,000.
- YTD net income was \$1,395,000, which represents net ordinary income of \$1,116,000 and net investment income of \$279,000. Budgeted net income YTD was \$194,000.
- Compared to the prior year
  - a. YTD net ordinary income was \$560,000 higher than the prior YTD net ordinary income of \$555,000 – this increase is due to higher dues revenue and lower expenses in 2019.
  - b. YTD net investment income was \$313,000 higher due to unrealized gains on investments in 2019.
- Total income for September was \$417,000, which was above the monthly budget of \$356,000 by \$61,000 or 17%.
- Total income YTD was \$3,818,000, which was above the YTD budget of \$3,208,000 by \$610,000 or 19%.
- Compared to the prior year, total YTD income was higher by \$417,000 (12%) than the prior YTD income of \$3,401,000.
- Total expenses for the month were \$207,000, and were below the monthly budget of \$391,000 by \$184,000 or 47% - under budget due to personnel, travel/entertainment, technology and programmatic costs. Programmatic costs are under budget due to Stakeholder conference expenses being budgeted for September, so this is a timing difference that will be resolved after October.
- YTD expenses were \$2,703,000, and were below the YTD budget of \$3,033,000 by \$331,000 or 11%, mostly due to personnel and programmatic costs. See note above regarding programmatic costs.
- Compared to the prior year, YTD expenses were lower by \$143,000 (5%), mostly due to decrease in costs for personnel, technology and programmatic costs.

**Indiana Association of Realtors, Inc.**  
**Balance Sheet (Summary)**  
September 30, 2019

	09/30/2019	08/31/2019	Difference
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
1000 - Cash Accounts	1,779,328	1,945,325	(165,997)
Total Checking/Savings	<u>1,779,328</u>	<u>1,945,325</u>	<u>(165,997)</u>
Other Current Assets			
1200 - Accounts Receivable	1,866,011	1,861,566	4,444
1300 - Other Current Assets	56,952	49,254	7,699
Total Other Current Assets	<u>1,922,963</u>	<u>1,910,820</u>	<u>12,143</u>
Total Current Assets	<u>3,702,291</u>	<u>3,856,145</u>	<u>(153,854)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.	348,859	348,859	0
Total Fixed Assets	<u>348,859</u>	<u>348,859</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable	5,951,347	6,000,541	(49,194)
1500 - Investments	4,156,000	4,136,913	19,087
1700 - Capitalized Loan and Lease Costs	3,133	3,134	0
Total Other Assets	<u>10,110,480</u>	<u>10,140,588</u>	<u>(30,107)</u>
<b>Total ASSETS</b>	<b><u>14,161,630</u></b>	<b><u>14,345,592</u></b>	<b><u>(183,961)</u></b>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	36,547	107,628	(71,081)
Total Accounts Payable	<u>36,547</u>	<u>107,628</u>	<u>(71,081)</u>
Other Current Liabilities			
2025 - Other Current Liabilities	1,772,885	1,771,571	1,314
2100 - Payroll Liabilities	366,667	366,667	0
2400 - Deferred Dues & Other Revenue	1,056,694	1,382,613	(325,919)
Total Other Current Liabilities	<u>3,196,246</u>	<u>3,520,851</u>	<u>(324,605)</u>
Total Current Liabilities	<u>3,232,793</u>	<u>3,628,479</u>	<u>(395,686)</u>
Total Liabilities	<u>3,232,793</u>	<u>3,628,479</u>	<u>(395,686)</u>
EQUITY			
Member Capital			
Undesignated	8,816,433	8,615,494	200,940
Board Designated	2,112,404	2,101,619	10,785
Total Member Capital	<u>10,928,837</u>	<u>10,717,113</u>	<u>211,725</u>
Total Equity	<u>10,928,837</u>	<u>10,717,113</u>	<u>211,725</u>
<b>Total LIABILITIES &amp; EQUITY</b>	<b><u>14,161,630</u></b>	<b><u>14,345,592</u></b>	<b><u>(183,961)</u></b>

# Indiana Association of Realtors, Inc.

## Balance Sheet (Detail)

September 30, 2019

	09/30/2019	08/31/2019	Difference
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
1000 - Cash Accounts			
1020 - IAR Checking-Regions	1,946,964	2,128,368	(181,404)
1029 - First Merchants Checking	10,362	10,367	(4)
1032 - IAR Checking-ONB	38,529	17,699	20,829
1040 - Transmittal Checking Account	116,882	102,675	14,207
1118 - REALTORS Federal Credit Union	86	86	0
1125 - IAR-Prof Standards Escrow	14,500	14,500	0
1199 - Cash Owed (to) by RDF	(347,995)	(328,370)	(19,625)
Total 1000 - Cash Accounts	1,779,328	1,945,325	(165,997)
Total Checking/Savings	1,779,328	1,945,325	(165,997)
Other Current Assets			
1200 - Accounts Receivable			
1200 - Accounts Receivable	11,276	12,515	(1,239)
1211 - Dues Receivable	3,594	3,594	0
1245 - Accrued Interest Receivable	101,901	96,218	5,683
1270 - Note Receivable	1,749,240	1,749,239	0
Total 1200 - Accounts Receivable	1,866,011	1,861,566	4,444
1300 - Other Current Assets			
1310 - Prepaid Expense	56,364	48,665	7,699
1340 - Postage Deposits	588	589	0
Total 1300 - Other Current Assets	56,952	49,254	7,699
Total Other Current Assets	1,922,963	1,910,820	12,143
Total Current Assets	3,702,291	3,856,145	(153,854)
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.			
1625 - Leasehold improvements-IAR	16,335	16,335	0
1630 - Furniture, Fixtures & Equipmen	411,405	411,405	0
Total 1605 - Land, Buildings & Equipment	427,740	427,740	0
1672 - Accum. Depreciation - Improvem	(2,199)	(2,199)	0
1680 - Accum. Depreciation - FF&E	(76,682)	(76,682)	0
Total 1655 - Accumulated Depreciation	(78,881)	(78,881)	0
Total 1600 - Fixed Assets, Net of Deprec.	348,859	348,859	0
Total Fixed Assets	348,859	348,859	0
Other Assets			
1203 - Intercompany Loans Receivable			
1260 - Due from ISRE	199,106	211,694	(12,588)
1203 - Due From 143 LLC	5,539,670	5,539,670	0
1206 - Due From 143 MT	212,571	249,177	(36,606)
Total - 1203 - Intercompany Loans Receivable	5,951,347	6,000,541	(49,194)
1500 - Investments			
1510 - SEI Investments	2,007,713	2,001,321	6,392
1520 - Realtor's Defense Fund Assets			
1525 - Realtors Defense Fund Invest	1,665,300	1,672,230	(6,930)
1599 - Cash Owed by (to) IAR	347,995	328,370	19,625
Total 1520 - Realtor's Defense Fund Assets	2,013,295	2,000,600	12,695
1540 - Alerus - 457(b) Investments	318,198	318,198	0

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

September 30, 2019

	09/30/2019	08/31/2019	Difference
1810 - Investment in ISRE	(195,489)	(195,489)	0
1820 - Investment in 143 MM	12,283	12,283	0
<b>Total 1500 - Investments</b>	<b>4,156,000</b>	<b>4,136,913</b>	<b>19,087</b>
1700 - Capitalized Loan and Lease Costs			
1715 - Capitalized Loan Costs	4,000	4,000	0
1716 - Accum Amort - Capitalized Loan Costs	(867)	(866)	0
<b>Total 1700 - Capitalized Loan and Lease Costs</b>	<b>3,133</b>	<b>3,134</b>	<b>0</b>
Total Other Assets	10,110,480	10,140,588	(30,107)
<b>Total ASSETS</b>	<b>14,161,630</b>	<b>14,345,592</b>	<b>(183,961)</b>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	36,547	107,628	(71,081)
<b>Total Accounts Payable</b>	<b>36,547</b>	<b>107,628</b>	<b>(71,081)</b>
Other Current Liabilities			
2025 - Other Current Liabilities			
2036 - Line of Credit-ONB (\$1.3mil)	1,049,239	1,049,239	0
2037 - Note Payable-ONB (\$700K)	596,583	607,169	(10,586)
2040 - Accrued Payables	7,691	7,691	0
2080 - RPAC Payable (Transmittal)	116,882	102,675	14,207
2081 - RPAC Payable (Contributions)	1,990	4,297	(2,307)
2095 - Prof Stds Escrow Liability	500	500	0
<b>Total 2025 - Other Current Liabilities</b>	<b>1,772,885</b>	<b>1,771,571</b>	<b>1,314</b>
2100 - Payroll Liabilities			
2110 - FSA Plan Payable	767	767	0
2120 - Post Retirement Benefit Obliga	47,701	47,702	0
2150 - 457 Plan Liabilities	318,199	318,198	0
<b>Total 2100 - Payroll Liabilities</b>	<b>366,667</b>	<b>366,667</b>	<b>0</b>
2400 - Deferred Dues & Other Revenue			
2410 - Dues Payable, Even Year	15,270	0	15,270
2415 - Dues Payable, Odd Year	1,041,424	1,382,613	(341,189)
<b>Total 2400 - Deferred Dues &amp; Other Revenue</b>	<b>1,056,694</b>	<b>1,382,613</b>	<b>(325,919)</b>
<b>Total Other Current Liabilities</b>	<b>3,196,246</b>	<b>3,520,851</b>	<b>(324,605)</b>
<b>Total Current Liabilities</b>	<b>3,232,793</b>	<b>3,628,479</b>	<b>(395,686)</b>
<b>Total Liabilities</b>	<b>3,232,793</b>	<b>3,628,479</b>	<b>(395,686)</b>
EQUITY			
Member Capital			
Undesignated	8,816,433	8,615,494	200,940
Board Designated			
3020 - RDF Investments	2,013,294	2,000,599	12,695
3021 - RPAC (Contributions)	1,990	4,297	(2,307)
3022 - Local Legislative Issues	92,925	92,528	397
3023 - RDF Issues (RPAC opt outs)	4,195	4,195	0
<b>Total Board Designated</b>	<b>2,112,404</b>	<b>2,101,619</b>	<b>10,785</b>
<b>Total Member Capital</b>	<b>10,928,837</b>	<b>10,717,113</b>	<b>211,725</b>
<b>Total Equity</b>	<b>10,928,837</b>	<b>10,717,113</b>	<b>211,725</b>
<b>Total LIABILITIES &amp; EQUITY</b>	<b>14,161,630</b>	<b>14,345,592</b>	<b>(183,961)</b>

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

September 30, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
<b>Income</b>						
4000 - Membership Income	403,526	343,208	3,611,388	3,088,876	4,118,500	3,277,476
4200 - Contract Fees & Event Income	6,660	5,000	30,686	30,500	30,500	23,140
4300 - Royalties, Rent & Product Sales	0	583	6,240	5,251	7,000	8,808
4900 - Other Income	7,200	7,642	170,014	83,774	106,700	91,641
Total Income	<u>417,386</u>	<u>356,433</u>	<u>3,818,328</u>	<u>3,208,401</u>	<u>4,262,700</u>	<u>3,401,065</u>
<b>Expense</b>						
5000 - Personnel Costs	138,539	157,355	1,293,566	1,446,197	1,988,262	1,348,152
5300 - Travel & Entertainment	10,806	23,035	165,031	160,995	249,350	152,233
5600 - Professional Fees	17,438	17,979	167,689	161,813	215,750	168,592
5700 - Technology & Equipment	12,597	62,842	476,734	490,574	654,100	508,473
5900 - Office Costs	7,045	5,976	84,992	71,772	91,700	79,372
6100 - Facility Costs	15,849	20,133	168,365	182,201	243,600	172,532
7100 - Programmatic Costs	4,545	103,590	346,398	519,748	665,480	416,542
Total Expense	<u>206,819</u>	<u>390,910</u>	<u>2,702,775</u>	<u>3,033,300</u>	<u>4,108,242</u>	<u>2,845,896</u>
Net Income (Loss) from Operations	<u>210,567</u>	<u>(34,477)</u>	<u>1,115,553</u>	<u>175,101</u>	<u>154,458</u>	<u>555,169</u>
<b>Other Income/Expense</b>						
Other Income	7,743	2,083	343,929	18,751	25,000	2,991
Other Expense	6,585	0	64,465	0	4,990	36,590
Net Other Income (Expense)	<u>1,158</u>	<u>2,083</u>	<u>279,464</u>	<u>18,751</u>	<u>20,010</u>	<u>(33,599)</u>
<b>Net Income (Loss)</b>	<u><b>211,725</b></u>	<u><b>(32,394)</b></u>	<u><b>1,395,017</b></u>	<u><b>193,852</b></u>	<u><b>174,468</b></u>	<u><b>521,570</b></u>

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

September 30, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
<b>Income</b>						
4000 - Membership Income						
4002 - Membership Dues	327,090	277,816	2,846,464	2,500,344	3,333,792	2,622,963
4020 - Shared Fees, Local Boards	8,483	8,000	74,135	72,000	96,000	63,476
4021 - State Application Fee (even years)	0	0	0	0	0	304,224
4023 - State Application Fee (odd years)	35,600	20,000	337,400	180,000	240,000	0
4030 - RDF Dues	31,955	30,184	278,060	271,656	362,208	286,298
4035 - RDF Issues Income	0	333	3,295	3,001	4,000	0
4040 - Local Legislative Issues Income	398	6,875	72,034	61,875	82,500	515
Total 4000 - Membership Income	403,526	343,208	3,611,388	3,088,876	4,118,500	3,277,476
4200 - Contract Fees & Event Income						
4101 - Sponsorship Income	1,000	0	4,000	10,000	10,000	5,500
4201 - Registration Income	5,660	5,000	26,686	20,500	20,500	17,640
Total 4200 - Contract Fees & Event Income	6,660	5,000	30,686	30,500	30,500	23,140
4300 - Royalties, Rent & Product Sales						
4301 - Royalty Income	0	583	6,240	5,251	7,000	8,808
Total 4300 - Royalties, Rent & Product Sales	0	583	6,240	5,251	7,000	8,808
4900 - Other Income						
4900 - Other Income	100	42	101,614	374	500	18,991
4901 - Grant Income	0	0	0	15,000	15,000	5,000
4910 - RECP Income	7,100	7,100	63,900	63,900	85,200	63,900
4920 - Professional Standards Income	0	500	4,500	4,500	6,000	3,750
Total 4900 - Other Income	7,200	7,642	170,014	83,774	106,700	91,641
Total Income	417,386	356,433	3,818,328	3,208,401	4,262,700	3,401,065
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	118,947	125,883	1,034,620	1,134,631	1,512,280	1,076,210
5020 - Bonus Pool	0	0	34,400	30,000	100,000	29,205
5030 - Contract Labor / Temp Help	1,200	2,200	9,600	18,600	25,200	0
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	6,501	8,740	37,184	78,421	104,641	67,153
5115 - Wellness Benefit	15	417	1,727	3,749	5,000	1,857
5120 - Dental Insurance	431	750	3,995	6,750	9,000	5,618
5125 - Disability Insurance	(1,174)	458	5,461	4,126	5,500	3,470
5130 - Retirement Benefits	4,880	5,542	54,062	49,874	66,500	47,434
5140 - Post-Employment Benefits	0	1,333	9,795	12,001	16,000	12,934
5150 - Workers Compensation Insuranc	665	750	6,018	6,750	9,000	5,673

NO ASSURANCE IS PROVIDED. SEE SELECT INFORMATION.

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

September 30, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
5160 - Payroll Taxes	6,199	8,740	72,911	78,421	104,641	77,765
5170 - Professional Development	0	375	6,640	3,375	4,500	6,655
5180 - Dues & Subscriptions	875	2,167	17,153	19,499	26,000	14,178
Total 5100 - Benefits & Taxes	<u>18,392</u>	<u>29,272</u>	<u>214,946</u>	<u>262,966</u>	<u>350,782</u>	<u>242,737</u>
Total 5000 - Personnel Costs	138,539	157,355	1,293,566	1,446,197	1,988,262	1,348,152
<b>5300 - Travel &amp; Entertainment</b>						
<b>5310 - Staff Travel Costs</b>						
5310 - Staff Travel	1,501	1,875	16,599	12,075	17,050	12,859
5320 - Staff Lodging	500	3,358	20,773	21,026	32,400	19,011
5330 - Staff Mileage	1,242	1,085	6,349	9,995	13,750	7,671
5340 - Staff Meals	148	1,942	9,256	16,474	22,600	12,223
5350 - Staff Hospitality	0	184	921	2,148	3,200	2,143
5360 - Conference Registration Fees	450	659	4,550	5,923	10,900	4,110
Total 5310 - Staff Travel Costs	<u>3,841</u>	<u>9,103</u>	<u>58,448</u>	<u>67,641</u>	<u>99,900</u>	<u>58,017</u>
<b>5410 - Leadership Travel</b>						
5410 - Board / Volunteer Travel	114	808	16,670	12,776	20,000	17,644
5420 - Board / Volunteer Lodging	2,803	8,824	40,664	45,428	68,300	40,743
5430 - Board / Volunteer Mileage	678	1,126	5,404	7,122	10,000	4,365
5440 - Board / Volunteer Meals	3,370	2,156	31,040	21,882	34,350	23,961
5450 - Board / Volunteer Hospitality	0	835	11,455	4,495	6,500	3,693
5460 - Conference Registration Fees	0	183	1,350	1,651	10,300	3,810
Total 5410 - Leadership Travel	<u>6,965</u>	<u>13,932</u>	<u>106,583</u>	<u>93,354</u>	<u>149,450</u>	<u>94,216</u>
Total 5300 Travel & Entertainment	10,806	23,035	165,031	160,995	249,350	152,233
<b>5600 - Professional Fees</b>						
5610 - Legal Services	3,240	3,250	20,334	29,250	39,000	28,331
5620 - Audit & Tax Services	3,040	2,187	22,765	19,689	26,250	39,468
5630 - Accounting Services	9,658	10,417	111,002	93,749	125,000	87,293
5640 - Other Consulting Services	0	625	88	5,625	7,500	0
5650 - President's Stipend	1,500	1,500	13,500	13,500	18,000	13,500
Total 5600 - Professional Fees	<u>17,438</u>	<u>17,979</u>	<u>167,689</u>	<u>161,813</u>	<u>215,750</u>	<u>168,592</u>
<b>5700 - Technology &amp; Equipment</b>						
5710 - Technology Consulting Service	3,989	60,376	411,223	468,372	624,500	448,370
5720 - Equipment Repairs & Maintenance	0	83	0	751	1,000	756
5730 - Small Equipment Purchases	367	125	2,877	1,125	1,500	3,232
5740 - Equipment > \$1000	6,928	375	29,748	3,375	4,500	41,077
5750 - Equipment Lease Payments	107	833	17,452	7,501	10,000	7,124
5760 - Software & Licensing Fees	1,206	1,050	15,434	9,450	12,600	7,914
Total 5700 - Technology & Equipment	<u>12,597</u>	<u>62,842</u>	<u>476,734</u>	<u>490,574</u>	<u>654,100</u>	<u>508,473</u>



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

September 30, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
<b>5900 - Office Costs</b>						
5910 - Telephone	3,326	2,083	25,760	18,751	25,000	28,494
5920 - Postage	200	146	832	1,312	1,750	964
5925 - Shipping Expense	200	8	402	76	100	3
5930 - Office Supplies	549	396	4,752	3,562	4,750	6,052
5932 - Kitchen Supplies	260	375	6,074	3,375	4,500	2,592
5940 - Printing	0	459	3,842	4,123	5,500	8,662
5950 - Liability Insurance	771	1,167	8,184	10,499	14,000	9,204
5960 - Licenses and Fees	0	125	2,817	1,125	1,500	0
5970 - Bank & Credit Card Fees	1,739	750	27,743	23,750	28,000	22,153
5976 - Bad Debt Expense	0	0	32	0	0	0
5980 - Miscellaneous	0	467	4,554	5,199	6,600	1,248
<b>Total 5900 - Office Costs</b>	<b>7,045</b>	<b>5,976</b>	<b>84,992</b>	<b>71,772</b>	<b>91,700</b>	<b>79,372</b>
<b>6100 - Facility Costs</b>						
6110 - Office Rent & Parking	15,699	20,133	166,737	181,201	241,600	171,653
6130 - Building Maintenance & Repair	150	0	150	0	0	0
6180 - Property Taxes	0	0	1,478	1,000	2,000	879
<b>Total 6100 - Facility Costs</b>	<b>15,849</b>	<b>20,133</b>	<b>168,365</b>	<b>182,201</b>	<b>243,600</b>	<b>172,532</b>
<b>7100 - Programmatic Costs</b>						
7110 - Facility Rental	0	542	3,000	4,874	6,500	3,500
7120 - Catering	0	39,584	55,363	120,744	146,500	122,004
7130 - Honorarium/Speaker Fees	0	6,541	17,396	21,377	26,000	17,660
7140 - Speaker Travel	0	495	226	4,665	5,850	3,886
7150 - Plaques & Awards	1,058	1,541	10,795	5,877	7,500	4,631
7160 - Event Sponsorships	0	834	10,072	7,498	10,000	7,471
7170 - Curriculum	0	42	0	374	500	0
7210 - Website Development / Hosting	1,501	2,574	11,378	23,158	30,880	25,800
7220 - Internet Communications	1,398	2,833	11,956	25,501	34,000	37,553
7225 - Publications	588	2,667	9,436	9,999	12,000	10,887
7240 - Video Production & Editing	0	167	1,050	1,499	2,000	749
7250 - Media / Public Relations Proj	0	42	0	374	500	0
7310 - Other Program Costs	0	19,729	87,233	71,059	86,250	48,554
7320 - Grants	0	2,791	0	25,127	33,500	17,500
7330 - Electronic Forms	0	0	120,571	112,500	150,000	116,347
7410 - Marketing Research	0	583	(7,000)	5,251	7,000	0
7420 - Outreach	0	459	4,922	4,127	5,500	0
7430 - Legislative Issues	0	20,625	0	61,875	82,500	0
7440 - Issue Research	0	708	0	6,372	8,500	0
7450 - Legislative Advocacy	0	833	10,000	7,497	10,000	0

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

September 30, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
Total 7100 - Programmatic Costs	4,545	103,590	346,398	519,748	665,480	416,542
Total Expense	206,819	390,910	2,702,775	3,033,300	4,108,242	2,845,896
Net Income (Loss) from Operations	210,567	(34,477)	1,115,553	175,101	154,458	555,169
<b>Other Income/Expense</b>						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	6,638	2,083	74,360	18,751	25,000	39,042
4811 - Interest Income (notes payable)	5,683	0	50,587	0	0	33,452
4815 - Unrealized Gains/Losses	(4,578)	0	228,905	0	0	(29,130)
4820 - Realized Gains/Losses	0	0	3,396	0	0	(27,414)
4830 - Investment Management Fees	0	0	(13,319)	0	0	(12,959)
Total 4800 - Investment Income	7,743	2,083	343,929	18,751	25,000	2,991
Total Other Income	7,743	2,083	343,929	18,751	25,000	2,991
Other Expense						
8000 - Interest Expense	6,585	0	62,033	0	0	36,158
8100 - Priority Return-Twain	0	0	2,432	0	4,990	432
Total Other Expense	6,585	0	64,465	0	4,990	36,590
Net Other Income (Expense)	1,158	2,083	279,464	18,751	20,010	(33,599)
<b>Net Income (Loss)</b>	<b>211,725</b>	<b>(32,394)</b>	<b>1,395,017</b>	<b>193,852</b>	<b>174,468</b>	<b>521,570</b>

Indiana Association of Realtors, Inc.  
Statement of Cash Flows  
Year To Date 09/30/2019

OPERATING ACTIVITIES

Net Income	1,395,017
Adjustments to reconcile Net Income to net cash provided by operations	
1200 - Accounts Receivable	4,686
1203 - Due From 143 LLC	(115,752)
1206 - Due From 143 MT	(212,571)
1211 - Dues Receivable	31,508
1220 - Other Receivables	300
1260 - Due from ISRE	127,595
1310 - Prepaid Expense	(33,245)
1540 - Alerus - 457(b) Investments	(45,090)
2010 - Accounts Payable	(68,152)
2040 - Accrued Payables	(7,800)
2080 - RPAC Payable (Transmittal)	101,938
2081 - RPAC Payable (Contributions)	(60,335)
2095 - Prof Stds Escrow Liability	(500)
2110 - FSA Plan Payable	(1,682)
2150 - 457 Plan Liabilities	45,090
2410 - Dues Payable, Even Year	15,271
2415 - Dues Payable, Odd Year	103,513
2430 - Unearned Registration Fees	(1,871)
Net cash provided by Operating Activities	1,277,920

INVESTING ACTIVITIES

1510 - SEI Investments	(167,722)
1525 - Realtors Defense Fund Invest	(93,199)
1599 - Cash Owed by (to) IAR	(88,137)
Net Cash provided by Investing Activities	(349,058)

FINANCING ACTIVITIES

1270 - Note Receivable	(74,969)
1245 - Accrued Interest Receivable	(50,587)
2036 - Line of Credit-ONB (\$1.3mil)	74,969
2037 - Note Payable-ONB (\$700K)	(93,509)
Net cash provided by Financing Activities	(144,096)

Net cash change for period	784,767
Cash at beginning of period	994,561
Cash at end of period	1,779,328

**Indiana Association of Realtors, Inc.**  
**Historical and Budgeted Financial Statements**  
**Selected Information**

**For the nine months ended September 30, 2019 and the year ending December 31, 2019**

The accompanying historical financial statements and budgeted financial statements include the following departures from accounting principles generally accepted in the United States of America and the guidelines for presentation of a forecast established by the AICPA:

**Historical**

- The financial statements omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America.
- The financial statements omit the activity of fully owned subsidiaries which include the Realtor® Building and real estate school.
- 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 in accordance with GAAP.

**Forecast/Budget**

- The forecasted financial statements omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America.
- The forecasted financial information omits the summary of significant accounting policies.

The effects of these departures have not been determined.

**Additional Information**

- The Balance Sheet includes a comparison with the period ended August 31, 2019 for additional meaningful data for management.

**Summary of Significant Assumptions**

These financial forecasts present, to the best of management's knowledge and belief, the Association's expected results of operations for the forecast periods. Accordingly, the forecasts reflect its judgment as of July, 2019, the date of these forecasts, of the expected conditions and its expected course of action. The assumptions disclosed herein are those that management believes are significant to the forecasts. There will usually be differences between the forecasted and actual results, because events and circumstances frequently do not occur as expected, and those differences may be material.

**Statement of Operations Assumptions**

- Budgeted revenue from members is expected to remain in line with the prior year budget, with no significant increase expected
- The Association will continue its current monthly lease of \$19,071 per month for office space
- Salaries, benefits, and taxes are expected to remain in line with the prior year, with no significant increase expected
- All other expenses are expected to increase by 4% over the prior year budget.