

Indiana Association of Realtors  
 Realtors Defense Fund  
 For the year ending December 31, 2019

	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	1,668,539			420,832	(11,886)	(245,526)	1,831,959	259,858	1,572,101
<b>2019:</b>									
January	1,831,959			17,344	19,674	(11,130)	1,857,847	266,072	1,591,775
February	1,857,847			49,239	2,985	(84,580)	1,825,491	230,731	1,594,760
March	1,825,491			25,151	9,914	(13,530)	1,847,026	242,353	1,604,673
April	1,847,026			30,759	921	(11,130)	1,867,576	261,981	1,605,595
May	1,867,576			31,307	10,369	(13,530)	1,895,722	279,759	1,615,963
June	1,895,722			31,642	26,800	(12,330)	1,941,834	299,072	1,642,763
July	1,941,834			31,290	2,402	(22,330)	1,953,196	308,032	1,645,164
August	1,953,196			32,668	27,065	(12,330)	2,000,599	328,369	1,672,230
September	2,000,599						2,000,599	2,000,599	
October	2,000,599						2,000,599	2,000,599	
November	2,000,599						2,000,599	2,000,599	
December	2,000,599						2,000,599	2,000,599	
YTD Total		-	-	249,400	100,129	(180,890)			

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

August 31, 2019

	<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>Income</b>						
4000 - Membership Income	32,668	30,517	249,400	244,140	366,208	253,096
Total Income	<u>32,668</u>	<u>30,517</u>	<u>249,400</u>	<u>244,140</u>	<u>366,208</u>	<u>253,096</u>
<b>Expense</b>						
5000 - Personnel Costs	12,330	14,881	97,440	119,050	178,574	227,226
7100 - Programmatic Costs	0	4,624	83,450	36,992	55,500	0
Total Expense	<u>12,330</u>	<u>19,505</u>	<u>180,890</u>	<u>156,042</u>	<u>234,074</u>	<u>227,226</u>
Net Ordinary Income	<u>20,338</u>	<u>11,012</u>	<u>68,510</u>	<u>88,098</u>	<u>132,134</u>	<u>25,870</u>
<b>Other Income/Expense</b>						
Other Income	27,065	0	100,129	0	0	(13,362)
Net Other Income (Expense)	<u>27,065</u>	<u>0</u>	<u>100,129</u>	<u>0</u>	<u>0</u>	<u>(13,362)</u>
<b>Net Income (Loss)</b>	<u><b>47,403</b></u>	<u><b>11,012</b></u>	<u><b>168,639</b></u>	<u><b>88,098</b></u>	<u><b>132,134</b></u>	<u><b>12,508</b></u>

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

August 31, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
<b>Income</b>						
4000 - Membership Income						
4030 - RDF Dues	32,668	30,184	246,105	241,472	362,208	253,096
4035 - RDF Issues Income	0	333	3,295	2,668	4,000	0
Total 4000 - Membership Income	<u>32,668</u>	<u>30,517</u>	<u>249,400</u>	<u>244,140</u>	<u>366,208</u>	<u>253,096</u>
Total Income	32,668	30,517	249,400	244,140	366,208	253,096
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	9,628	11,201	77,024	91,288	136,092	189,362
5030 - Contract Labor / Temp Help	1,200	1,200	8,400	8,400	13,200	0
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	751	1,240	6,008	9,681	14,641	18,932
5160 - Payroll Taxes	751	1,240	6,008	9,681	14,641	18,932
Total 5100 - Benefits & Taxes	<u>1,502</u>	<u>2,480</u>	<u>12,016</u>	<u>19,362</u>	<u>29,282</u>	<u>37,864</u>
Total 5000 - Personnel Costs	<u>12,330</u>	<u>14,881</u>	<u>97,440</u>	<u>119,050</u>	<u>178,574</u>	<u>227,226</u>
7100 - Programmatic Costs						
7120 - Catering	0	2,083	25,000	16,664	25,000	0
7310 - Other Program Costs	0	583	48,450	4,664	7,000	0
7420 - Outreach	0	417	0	3,336	5,000	0
7440 - Issue Research	0	708	0	5,664	8,500	0
7450 - Legislative Advocacy	0	833	10,000	6,664	10,000	0
Total 7100 - Programmatic Costs	<u>0</u>	<u>4,624</u>	<u>83,450</u>	<u>36,992</u>	<u>55,500</u>	<u>0</u>
Total Expense	<u>12,330</u>	<u>19,505</u>	<u>180,890</u>	<u>156,042</u>	<u>234,074</u>	<u>227,226</u>
Net Ordinary Income	<u>20,338</u>	<u>11,012</u>	<u>68,510</u>	<u>88,098</u>	<u>132,134</u>	<u>25,870</u>
<b>Other Income/Expense</b>						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	2,446	0	18,461	0	0	17,447
4815 - Unrealized Gains/Losses	24,619	0	87,008	0	0	(9,166)
4820 - Realized Gains/Losses	0	0	744	0	0	(15,741)
4830 - Investment Management Fees	0	0	(6,084)	0	0	(5,902)
Total 4800 - Investment Income	<u>27,065</u>	<u>0</u>	<u>100,129</u>	<u>0</u>	<u>0</u>	<u>(13,362)</u>
Total Other Income	<u>27,065</u>	<u>0</u>	<u>100,129</u>	<u>0</u>	<u>0</u>	<u>(13,362)</u>
Net Other Income (Expense)	<u>27,065</u>	<u>0</u>	<u>100,129</u>	<u>0</u>	<u>0</u>	<u>(13,362)</u>
<b>Net Income (Loss)</b>	<b><u>47,403</u></b>	<b><u>11,012</u></b>	<b><u>168,639</u></b>	<b><u>88,098</u></b>	<b><u>132,134</u></b>	<b><u>12,508</u></b>