

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
2019:									
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			31,955	(6,930)	(12,330)	2,013,294	347,994	1,665,300
October	2,013,294			32,653	6,144	(13,530)	2,038,561	367,119	1,671,443
November	2,038,561			32,470	(5,166)	(11,130)	2,054,735	388,459	1,666,277
December	2,054,735								
YTD Total		-	-	346,478	94,177	(217,880)			

REALTORS Defense Fund
Budget Performance (Summary)

November 30, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
Income						
4000 - Membership Income	32,470	30,517	346,478	335,691	366,208	365,227
Total Income	<u>32,470</u>	<u>30,517</u>	<u>346,478</u>	<u>335,691</u>	<u>366,208</u>	<u>365,227</u>
Expense						
5000 - Personnel Costs	11,130	14,881	134,430	163,693	178,574	312,276
7100 - Programmatic Costs	0	4,624	83,450	50,864	55,500	0
Total Expense	<u>11,130</u>	<u>19,505</u>	<u>217,880</u>	<u>214,557</u>	<u>234,074</u>	<u>312,276</u>
Net Income (Loss) from Operations	<u>21,340</u>	<u>11,012</u>	<u>128,598</u>	<u>121,134</u>	<u>132,134</u>	<u>52,951</u>
Other Income/Expense						
Other Income	(5,166)	0	94,177	0	0	(21,963)
Net Other Income (Expense)	<u>(5,166)</u>	<u>0</u>	<u>94,177</u>	<u>0</u>	<u>0</u>	<u>(21,963)</u>
Net Income (Loss)	<u>16,174</u>	<u>11,012</u>	<u>222,775</u>	<u>121,134</u>	<u>132,134</u>	<u>30,988</u>

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

November 30, 2019

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior Year Actual
Income						
4000 - Membership Income						
4030 - RDF Dues	31,810	30,184	342,173	332,024	362,208	364,777
4035 - RDF Issues Income	660	333	4,305	3,667	4,000	450
Total 4000 - Membership Income	<u>32,470</u>	<u>30,517</u>	<u>346,478</u>	<u>335,691</u>	<u>366,208</u>	<u>365,227</u>
Total Income	32,470	30,517	346,478	335,691	366,208	365,227
Expense						
5000 - Personnel Costs						
5010 - Compensation	9,628	11,201	105,908	124,891	136,092	260,240
5030 - Contract Labor / Temp Help	0	1,200	12,000	12,000	13,200	0
5100 - Benefits & Taxes						
5110 - Health & Life Insurance	751	1,240	8,261	13,401	14,641	26,018
5160 - Payroll Taxes	751	1,240	8,261	13,401	14,641	26,018
Total 5100 - Benefits & Taxes	<u>1,502</u>	<u>2,480</u>	<u>16,522</u>	<u>26,802</u>	<u>29,282</u>	<u>52,036</u>
Total 5000 - Personnel Costs	<u>11,130</u>	<u>14,881</u>	<u>134,430</u>	<u>163,693</u>	<u>178,574</u>	<u>312,276</u>
7100 - Programmatic Costs						
7120 - Catering	0	2,083	25,000	22,913	25,000	0
7310 - Other Program Costs	0	583	48,450	6,413	7,000	0
7420 - Outreach	0	417	0	4,587	5,000	0
7440 - Issue Research	0	708	0	7,788	8,500	0
7450 - Legislative Advocacy	0	833	10,000	9,163	10,000	0
Total 7100 - Programmatic Costs	<u>0</u>	<u>4,624</u>	<u>83,450</u>	<u>50,864</u>	<u>55,500</u>	<u>0</u>
Total Expense	<u>11,130</u>	<u>19,505</u>	<u>217,880</u>	<u>214,557</u>	<u>234,074</u>	<u>312,276</u>
Net Income (Loss) from Operations	<u>21,340</u>	<u>11,012</u>	<u>128,598</u>	<u>121,134</u>	<u>132,134</u>	<u>52,951</u>
Other Income/Expense						
Other Income						
4800 - Investment Income						
4810 - Interest & Dividend Income	2,089	0	24,915	0	0	23,791
4815 - Unrealized Gains/Losses	(7,255)	0	76,509	0	0	(26,617)
4820 - Realized Gains/Losses	0	0	885	0	0	(11,240)
4830 - Investment Management Fees	0	0	(8,132)	0	0	(7,897)
Total 4800 - Investment Income	<u>(5,166)</u>	<u>0</u>	<u>94,177</u>	<u>0</u>	<u>0</u>	<u>(21,963)</u>
Total Other Income	<u>(5,166)</u>	<u>0</u>	<u>94,177</u>	<u>0</u>	<u>0</u>	<u>(21,963)</u>
Net Other Income (Expense)	<u>(5,166)</u>	<u>0</u>	<u>94,177</u>	<u>0</u>	<u>0</u>	<u>(21,963)</u>
Net Income (Loss)	<u>16,174</u>	<u>11,012</u>	<u>222,775</u>	<u>121,134</u>	<u>132,134</u>	<u>30,988</u>