

Property Records Industry Association Profit & Loss Budget Performance February 2021

	Feb 21	Budget	Aug '20 - Feb 21	YTD Budget	Annual Budget
Income					
Membership Dues					
301.00 · Government Regular Dues	1,342.50	6,884.00	70,432.50	48,189.00	55,073.00
302.00 · Government Associate Dues	150.00	0.00	10,902.50	9,325.00	9,325.00
304.00 · Business Regular Dues	600.00	3,000.00	132,400.00	96,263.00	99,263.00
305.00 · Business Associate Dues	0.00	0.00	25.00	0.00	0.00
307.00 · Retired Members	50.00	0.00	400.00	187.00	187.00
309.00 · Limited Access Members	0.00	0.00	3,000.00	1,950.00	1,950.00
310.00 · Membership Incentives	0.00	0.00	0.00	0.00	0.00
Total Membership Dues	2,142.50	9,884.00	217,160.00	155,914.00	165,798.00
Annual Conference					
321.00 · Registration Fees	0.00	0.00	17,034.00	7,425.00	7,425.00
322.00 · Sponsorship Fees	0.00	0.00	12,400.00	8,500.00	8,500.00
324.00 · Hotel Commissions	0.00	0.00	0.00	0.00	0.00
327.00 · Event Tickets	0.00	0.00	0.00	0.00	0.00
328.00 · Tour	0.00	0.00	0.00	0.00	0.00
Total Annual Conference	0.00	0.00	29,434.00	15,925.00	15,925.00
Winter Symposium					
341.00 · Registration Fees	5,076.00	6,800.00	20,399.00	13,600.00	13,600.00
341.01 · Combo Registration Fees	0.00	0.00	0.00	0.00	0.00
342.00 · Sponsorship Fees	500.00	6,075.00	16,900.00	12,150.00	12,150.00
344.00 · Hotel Commissions	0.00	0.00	0.00	0.00	0.00
347.00 · Event Tickets	0.00	0.00	0.00	0.00	0.00
348.00 · Tour	0.00	0.00	0.00	0.00	0.00
349.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
Total Winter Symposium	5,576.00	12,875.00	37,299.00	25,750.00	25,750.00
Advertising					
383.00 · Website	0.00	275.00	3,400.00	1,925.00	3,300.00
384.00 · eNewsletter In Touch	0.00	0.00	0.00	0.00	0.00
385.00 · PREP Newsletter	0.00	0.00	0.00	0.00	0.00
386.00 · Bundled Advertising	0.00	0.00	12,405.00	11,000.00	11,000.00
Total Advertising	0.00	275.00	15,805.00	12,925.00	14,300.00
Board Planning Retreat					
361.00 · Registration Fees	0.00	0.00	0.00	0.00	0.00
364.00 · Hotel Commissions	0.00	0.00	0.00	0.00	0.00
Total Board Planning Retreat	0.00	0.00	0.00	0.00	0.00
Other Income					
390.00 · Webinars	0.00	125.00	150.00	750.00	1,250.00
390.01 · Ernst Scholarship Award	0.00	0.00	0.00	3,000.00	3,000.00
391.00 · Interest	15.49	425.00	176.50	2,900.00	5,000.00
392.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
394.00 · Unrealized Gains/Losses	-5,228.42	0.00	-5,216.06	0.00	0.00
395.00 · Realized Gains/Losses	0.00	0.00	0.00	0.00	0.00
397.00 · Promotional Items	0.00	0.00	0.00	0.00	0.00
399.00 · Equipment Rental	0.00	0.00	0.00	0.00	0.00
Total Other Income	-5,212.93	550.00	-4,889.56	6,650.00	9,250.00
Total Income	2,505.57	23,584.00	294,808.44	217,164.00	231,023.00
Expense					
Administrative Expenses					
714.00 · Administrative Fees	13,483.75	13,483.75	94,726.25	94,386.25	161,805.00
715.00 · Accounting/Legal Fees	0.00	3,100.00	3,150.00	3,100.00	3,100.00
716.00 · Insurance	0.00	0.00	2,606.00	2,745.00	2,745.00
717.00 · Bank/Merchant Charges	654.63	500.00	5,665.84	3,500.00	6,000.00
718.00 · Storage Rental	0.00	0.00	159.49	150.00	300.00
719.00 · Phone/Fax	0.00	19.00	53.02	130.00	225.00
720.00 · Postage/Mailing Services/Labels	3.06	9.00	30.06	60.00	100.00
721.00 · Copies/Printing	0.00	9.00	237.24	59.00	100.00
722.00 · Plaques/Awards/Prizes/Gifts	0.00	500.00	0.00	1,000.00	1,000.00
723.00 · Supplies	0.00	33.00	38.30	233.00	400.00
725.00 · Website	245.00	625.00	6,327.06	4,375.00	7,500.00
728.00 · Taxes	67.81	0.00	345.84	1,000.00	1,000.00
732.00 · Equipment	0.00	0.00	0.00	0.00	0.00
735.00 · Miscellaneous	32.94	8.00	197.89	57.00	100.00
602.07 · Constant Contact (inc. survey)	0.00	195.00	2,109.00	1,365.00	2,340.00
729.00 · Professional Dues	0.00	83.00	0.00	582.00	1,000.00
734.00 · Other Professional services	0.00	0.00	0.00	0.00	0.00
736.00 · Bad Dept Expense	0.00	0.00	0.00	0.00	0.00
737.00 · PRIA Products	0.00	0.00	0.00	0.00	0.00
738.00 · Professional Memberships	0.00	0.00	0.00	0.00	0.00
738.01 · ESRA Membership	0.00	1,000.00	1,700.00	1,000.00	1,000.00
738.02 · ALTA Membership	0.00	0.00	460.00	460.00	460.00
Total 738.00 · Professional Memberships	0.00	1,000.00	2,160.00	1,460.00	1,460.00
739.00 · Ernst Scholarship Award	0.00	0.00	0.00	3,000.00	3,000.00
Total Administrative Expenses	14,487.19	19,564.75	117,805.99	117,202.25	192,175.00
Annual Conference Expenses					

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452.00 · Speakers	0.00	0.00	0.00	500.00	500.00
453.00 · Hotel/Meeting Room	0.00		0.00	0.00	0.00
454.00 · Food & Beverage	0.00		0.00	0.00	0.00
455.00 · AV	0.00	0.00	0.00	100.00	100.00
456.00 · Postage/Mailing Services/Labels	0.00		835.81	0.00	0.00
457.00 · Phone/Fax	0.00	0.00	79.88	300.00	300.00
458.00 · Copies/Printing	0.00		17.28	0.00	0.00
459.00 · Supplies	0.00	0.00	0.00	100.00	100.00
461.00 · Badges/Ribbons	0.00		0.00	0.00	0.00
463.00 · Entertainment	0.00	0.00	0.00	500.00	500.00
464.00 · Recreational Events	0.00		0.00	0.00	0.00
467.00 · Plaques/Awards/Prizes/Gifts	0.00	0.00	1,479.15	900.00	900.00
468.00 · Signs	0.00		0.00	0.00	0.00
469.00 · Staff Expenses	0.00		0.00	0.00	0.00
470.00 · Transportation	0.00		0.00	0.00	0.00
471.00 · In-Kind Expenses	0.00		0.00	0.00	0.00
Total Annual Conference Expenses	0.00	0.00	2,412.12	2,400.00	2,400.00
Winter Symposium Expenses					
501.00 · Committee Activities	0.00		0.00	0.00	0.00
502.00 · Speakers	2,500.00	5,000.00	5,000.00	5,000.00	5,000.00
503.00 · Hotel/Meeting Room	0.00		0.00	0.00	0.00
504.00 · Food & beverage	0.00	0.00	0.00	0.00	0.00
505.00 · AV	93.15	0.00	1,343.15	0.00	5,000.00
506.00 · Postage/Mailing Services/Labels	921.45	0.00	921.45	0.00	900.00
507.00 · Phone/Fax	0.00	0.00	0.00	0.00	100.00
508.00 · Copies/Printing	14.28	0.00	14.28	0.00	0.00
509.00 · Supplies	0.00	0.00	45.25	0.00	0.00
511.00 · Badges/Ribbons	0.00	0.00	0.00	0.00	50.00
513.00 · Entertainment	0.00		0.00	0.00	0.00
514.00 · Recreational Events	0.00	0.00	0.00	0.00	0.00
517.00 · Plaques/Awards/Prizes/Gifts	1,401.67	0.00	1,426.11	2,500.00	2,500.00
518.00 · Signs	0.00	0.00	0.00	0.00	0.00
519.00 · Staff Expenses	0.00	0.00	0.00	0.00	0.00
522.00 · Conference Recording	0.00		0.00	0.00	0.00
523.00 · Transportation	0.00	0.00	0.00	0.00	0.00
524.00 · In-Kind Expenses	0.00	0.00	0.00	0.00	0.00
Total Winter Symposium Expenses	4,930.55	5,000.00	8,750.24	7,500.00	13,550.00
Board Activities					
Monthly Board Meetings					
551.00 · Conference Calls	0.00	62.00	158.23	436.00	750.00
554.00 · Food & Beverage	0.00		0.00	0.00	0.00
555.00 · AV	0.00		0.00	0.00	0.00
556.00 · Postage/Mailing Services/Labels	0.00		0.00	0.00	0.00
557.00 · Phone/Fax	0.00		0.00	0.00	0.00
558.00 · Copies/Printing	0.00		0.00	0.00	0.00
559.00 · Supplies	0.00		0.00	0.00	0.00
568.00 · Staff Expenses	0.00		0.00	0.00	0.00
Total Monthly Board Meetings	0.00	62.00	158.23	436.00	750.00
Board Planning Retreat Expenses					
416.00 · Committee Activities	0.00		0.00	0.00	0.00
417.00 · Speakers	0.00		0.00	0.00	0.00
418.00 · Hotel/Meeting Room	0.00		0.00	0.00	0.00
419.00 · Food & Beverage	0.00	0.00	0.00	0.00	5,500.00
420.00 · AV	0.00	0.00	0.00	0.00	1,200.00
421.00 · Postage/Mailing Services/Labels	0.00		0.00	0.00	0.00
422.00 · Phone/Fax	0.00		0.00	0.00	0.00
423.00 · Copies/Printing	0.00		0.00	0.00	0.00
424.00 · Staff Expenses	0.00	0.00	0.00	0.00	2,000.00
425.00 · Transportation	0.00		0.00	0.00	0.00
426.00 · Supplies	0.00		0.00	0.00	0.00
427.00 · Badges/Ribbons	0.00		0.00	0.00	0.00
428.00 · In-kind Services	0.00	0.00	0.00	0.00	1,000.00
429.00 · Hotel Accommodations	0.00		0.00	0.00	0.00
Total Board Planning Retreat Expenses	0.00	0.00	0.00	0.00	9,700.00
Total Board Activities	0.00	62.00	158.23	436.00	10,450.00
Board's Discretionary					
676.00 · Travel	0.00	0.00	0.00	1,000.00	1,000.00
677.00 · Contingency	0.00		0.00	0.00	0.00
Total Board's Discretionary	0.00	0.00	0.00	1,000.00	1,000.00
Administration & Infrastructure					
Administrative Committee					
601.00 · Administration & Infrastructure	0.00		0.00	0.00	0.00
603.00 · Budget Committee	0.00		0.00	0.00	0.00
604.00 · Financial Oversight	0.00		0.00	0.00	0.00
612.00 · Nominating Committee	0.00		0.00	0.00	0.00
616.00 · Strategic Plan Oversight Comm.	0.00		0.00	0.00	0.00
622.00 · Bylaws Committee	0.00		0.00	0.00	0.00
Total Administrative Committee	0.00		0.00	0.00	0.00

Property Records Industry Association
Profit & Loss Budget Performance
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Total Administration & Infrastructure	0.00		0.00	0.00	0.00
Membership Marketing Committee					
Membership Maintenance					
651.00 · Copies/Printing	0.00	0.00	204.96	250.00	250.00
652.00 · Phone/Fax	0.00		0.00	0.00	0.00
653.00 · Postage/Mailing Services/Labels	0.00	21.00	236.75	145.00	250.00
657.00 · Supplies/Collateral	0.00	8.00	0.00	57.00	100.00
Total Membership Maintenance	0.00	29.00	441.71	452.00	600.00
Membership Marketing					
602.01 · Copies/Printing	0.00	158.00	0.00	1,107.00	1,900.00
602.02 · Phone/Fax/Telemarketing	0.00	16.00	10.53	118.00	200.00
602.03 · Postage/Mailing Services/Labels	0.00	125.00	0.00	875.00	1,500.00
602.04 · Supplies	0.00	21.00	22.63	147.00	250.00
602.05 · Marketing Collateral	1,051.26	208.00	1,051.26	1,458.00	2,500.00
602.06 · Committee Travel	0.00		0.00	0.00	0.00
Membership Marketing - Other	0.00		0.00	0.00	0.00
Total Membership Marketing	1,051.26	528.00	1,084.42	3,705.00	6,350.00
Volunteer Coordination					
675.00 · Phone/Conference Calls	0.00		0.00	0.00	0.00
Total Volunteer Coordination	0.00		0.00	0.00	0.00
Speakers Bureau					
608.03 · Speakers Bureau Postage/Mailing	0.00		0.00	0.00	0.00
Total Speakers Bureau	0.00		0.00	0.00	0.00
Total Membership Marketing Committee	1,051.26	557.00	1,526.13	4,157.00	6,950.00
613.00 · Land Fraud Committee	0.00		0.00	0.00	0.00
605.00 · Records Access & Privacy Policy					
605.02 · Records Protection & Redaction	0.00		0.00	0.00	0.00
605.03 · Legislator Education Workgroup	0.00		0.00	0.00	0.00
605.00 · Records Access & Privacy Policy - Other	0.00		0.00	0.00	0.00
Total 605.00 · Records Access & Privacy Policy	0.00		0.00	0.00	0.00
Communications Committee					
670.01 · Phone/Conference Calls	0.00	41.00	9.83	293.00	500.00
670.02 · Copies/Printing	0.00		0.00	0.00	0.00
670.03 · Postage/Mailing	0.00		0.00	0.00	0.00
670.04 · Supplies	0.00		0.00	0.00	0.00
Total Communications Committee	0.00	41.00	9.83	293.00	500.00
Standards and Best Practices					
680.01 · Phone/Conference Calls	0.00	62.00	349.88	438.00	750.00
680.02 · Copies/Printing	0.00	8.00	0.00	58.00	100.00
680.03 · Postage/Mailing	0.00	8.00	0.00	58.00	100.00
680.04 · Supplies	0.00		0.00	0.00	0.00
685.00 · S&BP Special Projects	0.00	100.00	1,012.51	2,500.00	3,000.00
Total Standards and Best Practices	0.00	178.00	1,362.39	3,054.00	3,950.00
Governance Committee					
690.01 · Phone/Conference Calls	0.00	25.00	93.42	175.00	300.00
690.02 · Copies/Printing	0.00		0.00	0.00	0.00
690.03 · Postage/Mailing	0.00		0.00	0.00	0.00
690.04 · Supplies	0.00		0.00	0.00	0.00
690.05 · Marketing/Branding	0.00	208.00	-2,500.00	1,458.00	2,500.00
Total Governance Committee	0.00	233.00	-2,406.58	1,633.00	2,800.00
Education Committee					
609.00 · Education Workgroup					
609.01 · Copies/Printing	0.00		0.00	0.00	0.00
609.02 · Phone/Fax/Conference Calls	0.00		30.96	145.00	250.00
609.03 · Product Development	0.00	249.00	0.00	1,743.00	2,988.00
609.04 · Webinar Provider Services	0.00	99.00	149.90	693.00	1,188.00
609.00 · Education Workgroup - Other	0.00		0.00	0.00	0.00
Total 609.00 · Education Workgroup	0.00	369.00	180.86	2,581.00	4,426.00
608.06 · Speakers Bureau-Travel	0.00		0.00	0.00	0.00
PRIA Local					
617.00 · PRIA Local Admin	650.00	833.00	4,250.00	5,833.00	10,000.00
617.01 · PRIA Local Conference Expense	0.00		0.00	0.00	0.00
617.03 · PRIA Local Printing/Copies	0.00	3.00	0.00	21.00	35.00
617.04 · PRIA Local Supplies/Misc	0.00		0.00	0.00	0.00
617.06 · PRIA Local Phone/Internet Srv.	75.00	71.00	450.00	497.00	850.00
617.07 · PRIA Local Shipping & Postage	0.00	2.00	0.00	14.00	25.00
617.08 · PRIA Local Website/eNewsletter	370.00	333.00	1,500.00	2,333.00	4,000.00
617.09 · PRIA Local Travel	0.00		0.00	0.00	0.00
Total PRIA Local	1,095.00	1,242.00	6,200.00	8,698.00	14,910.00

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Accrual Basis

Property Records Industry Association Profit & Loss Budget Performance

February 2021

	<u>Feb 21</u>	<u>Budget</u>	<u>Aug '20 - Feb 21</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total Education Committee	1,095.00	1,611.00	6,380.86	11,279.00	19,336.00
Total Expense	21,564.00	27,246.75	135,999.21	148,954.25	253,111.00
Net Income	<u>-19,058.43</u>	<u>-3,662.75</u>	<u>158,809.23</u>	<u>68,209.75</u>	<u>-22,088.00</u>