

Property Records Industry Association
Profit & Loss Budget Performance
August 2020 through April 2021

	Aug '20 - Apr 21	Budget	Aug '20 - Apr 21	YTD Budget	Annual Budget
Income					
Membership Dues					
301.00 · Government Regular Dues	71,342.50	55,073.00	71,342.50	55,073.00	55,073.00
302.00 · Government Associate Dues	11,302.50	9,325.00	11,302.50	9,325.00	9,325.00
304.00 · Business Regular Dues	132,400.00	99,263.00	132,400.00	99,263.00	99,263.00
305.00 · Business Associate Dues	25.00	0.00	25.00	0.00	0.00
307.00 · Retired Members	400.00	187.00	400.00	187.00	187.00
309.00 · Limited Access Members	3,000.00	1,950.00	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	218,470.00	165,798.00	218,470.00	165,798.00	165,798.00
Annual Conference					
321.00 · Registration Fees	17,034.00	7,425.00	17,034.00	7,425.00	7,425.00
322.00 · Sponsorship Fees	12,400.00	8,500.00	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	29,434.00	15,925.00	29,434.00	15,925.00	15,925.00
Winter Symposium					
341.00 · Registration Fees	20,124.00	13,600.00	20,124.00	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	16,900.00	12,150.00	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	37,024.00	25,750.00	37,024.00	25,750.00	25,750.00
Advertising					
383.00 · Website	3,400.00	2,475.00	3,400.00	2,475.00	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	12,405.00	11,000.00	12,405.00	11,000.00	11,000.00
Total Advertising	15,805.00	13,475.00	15,805.00	13,475.00	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	275.00	950.00	275.00	950.00	1,250.00
390.01 · Ernst Scholarship Award	0.00	3,000.00	0.00	3,000.00	3,000.00
391.00 · Interest	1,168.67	3,725.00	1,168.67	3,725.00	5,000.00
392.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
394.00 · Unrealized Gains/Losses	5,744.81	0.00	5,744.81	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	7,188.48	7,675.00	7,188.48	7,675.00	9,250.00
Total Income	307,921.48	228,623.00	307,921.48	228,623.00	231,023.00
Expense					
Administrative Expenses					
714.00 · Administrative Fees	125,006.25	121,353.75	125,006.25	121,353.75	161,805.00
715.00 · Accounting/Legal Fees	3,150.00	3,100.00	3,150.00	3,100.00	3,100.00
716.00 · Insurance	2,606.00	2,745.00	2,606.00	2,745.00	2,745.00
717.00 · Bank/Merchant Charges	7,348.32	4,500.00	7,348.32	4,500.00	6,000.00
718.00 · Storage Rental	281.21	225.00	281.21	225.00	300.00
719.00 · Phone/Fax	53.02	168.00	53.02	168.00	225.00
720.00 · Postage/Mailing Services/Labels	30.57	76.00	30.57	76.00	100.00
721.00 · Copies/Printing	237.24	75.00	237.24	75.00	100.00
722.00 · Plaques/Awards/Prizes/Gifts	0.00	1,000.00	0.00	1,000.00	1,000.00
723.00 · Supplies	73.18	300.00	73.18	300.00	400.00
725.00 · Website	7,081.58	5,625.00	7,081.58	5,625.00	7,500.00
728.00 · Taxes	-777.06	1,000.00	-777.06	1,000.00	1,000.00
732.00 · Equipment	0.00	0.00	0.00	0.00	0.00
735.00 · Miscellaneous	197.89	74.00	197.89	74.00	100.00
602.07 · Constant Contact (inc. survey)	2,109.00	1,755.00	2,109.00	1,755.00	2,340.00
729.00 · Professional Dues	0.00	749.00	0.00	749.00	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

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737.00 · PRIA Products	0.00	0.00	0.00	0.00	0.00
738.00 · Professional Memberships					
738.01 · ESRA Membership	1,700.00	1,000.00	1,700.00	1,000.00	1,000.00
738.02 · ALTA Membership	460.00	460.00	460.00	460.00	460.00
Total 738.00 · Professional Memberships	2,160.00	1,460.00	2,160.00	1,460.00	1,460.00
739.00 · Ernst Scholarship Award	0.00	3,000.00	0.00	3,000.00	3,000.00
Total Administrative Expenses	149,557.20	147,205.75	149,557.20	147,205.75	192,175.00
Annual Conference Expenses					
452.00 · Speakers	0.00	500.00	0.00	500.00	500.00
453.00 · Hotel/Meeting Room	0.00	0.00	0.00	0.00	0.00
454.00 · Food & Beverage	0.00	0.00	0.00	0.00	0.00
455.00 · AV	0.00	100.00	0.00	100.00	100.00
456.00 · Postage/Mailing Services/Labels	835.81	0.00	835.81	0.00	0.00
457.00 · Phone/Fax	79.88	300.00	79.88	300.00	300.00
458.00 · Copies/Printing	17.28	0.00	17.28	0.00	0.00
459.00 · Supplies	0.00	100.00	0.00	100.00	100.00
461.00 · Badges/Ribbons	0.00	0.00	0.00	0.00	0.00
463.00 · Entertainment	0.00	500.00	0.00	500.00	500.00
464.00 · Recreational Events	0.00	0.00	0.00	0.00	0.00
467.00 · Plaques/Awards/Prizes/Gifts	1,479.15	900.00	1,479.15	900.00	900.00
468.00 · Signs	0.00	0.00	0.00	0.00	0.00
469.00 · Staff Expenses	0.00	0.00	0.00	0.00	0.00
470.00 · Transportation	0.00	0.00	0.00	0.00	0.00
471.00 · In-Kind Expenses	0.00	0.00	0.00	0.00	0.00
Total Annual Conference Expenses	2,412.12	2,400.00	2,412.12	2,400.00	2,400.00
Winter Symposium Expenses					
501.00 · Committee Activities	0.00	0.00	0.00	0.00	0.00
502.00 · Speakers	5,000.00	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	0.00
504.00 · Food & beverage	0.00	0.00	0.00	0.00	0.00
505.00 · AV	1,343.15	5,000.00	1,343.15	5,000.00	5,000.00
506.00 · Postage/Mailing Services/Labels	1,060.62	900.00	1,060.62	900.00	900.00
507.00 · Phone/Fax	0.00	100.00	0.00	100.00	100.00
508.00 · Copies/Printing	14.28	0.00	14.28	0.00	0.00
509.00 · Supplies	45.25	0.00	45.25	0.00	0.00
511.00 · Badges/Ribbons	0.00	50.00	0.00	50.00	50.00
513.00 · Entertainment	0.00	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	2,082.02	2,500.00	2,082.02	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	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	9,545.32	13,550.00	9,545.32	13,550.00	13,550.00
Board Activities					
Monthly Board Meetings					
551.00 · Conference Calls	158.35	562.00	158.35	562.00	750.00
554.00 · Food & Beverage	0.00	0.00	0.00	0.00	0.00
555.00 · AV	0.00	0.00	0.00	0.00	0.00
556.00 · Postage/Mailing Services/Labels	0.00	0.00	0.00	0.00	0.00
557.00 · Phone/Fax	0.00	0.00	0.00	0.00	0.00
558.00 · Copies/Printing	0.00	0.00	0.00	0.00	0.00
559.00 · Supplies	0.00	0.00	0.00	0.00	0.00
568.00 · Staff Expenses	0.00	0.00	0.00	0.00	0.00
Total Monthly Board Meetings	158.35	562.00	158.35	562.00	750.00
Board Planning Retreat Expenses					
416.00 · Committee Activities	0.00	0.00	0.00	0.00	0.00
417.00 · Speakers	0.00	0.00	0.00	0.00	0.00
418.00 · Hotel/Meeting Room	0.00	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	0.00
422.00 · Phone/Fax	0.00	0.00	0.00	0.00	0.00
423.00 · Copies/Printing	0.00	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	0.00
426.00 · Supplies	0.00	0.00	0.00	0.00	0.00
427.00 · Badges/Ribbons	0.00	0.00	0.00	0.00	0.00

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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	0.00
Total Board Planning Retreat Expenses	0.00	0.00	0.00	0.00	9,700.00
Total Board Activities	158.35	562.00	158.35	562.00	10,450.00
Board's Discretionary					
676.00 · Travel	0.00	1,000.00	0.00	1,000.00	1,000.00
677.00 · Contingency	0.00	0.00	0.00	0.00	0.00
Total Board's Discretionary	0.00	1,000.00	0.00	1,000.00	1,000.00
Administration & Infrastructure					
Administrative Committee					
601.00 · Administration & Infrastructure	0.00	0.00	0.00	0.00	0.00
603.00 · Budget Committee	0.00	0.00	0.00	0.00	0.00
604.00 · Financial Oversight	0.00	0.00	0.00	0.00	0.00
612.00 · Nominating Committee	0.00	0.00	0.00	0.00	0.00
616.00 · Strategic Plan Oversight Comm.	0.00	0.00	0.00	0.00	0.00
622.00 · Bylaws Committee	0.00	0.00	0.00	0.00	0.00
Total Administrative Committee	0.00	0.00	0.00	0.00	0.00
Total Administration & Infrastructure	0.00	0.00	0.00	0.00	0.00
Membership Marketing Committee					
Membership Maintenance					
651.00 · Copies/Printing	204.96	250.00	204.96	250.00	250.00
652.00 · Phone/Fax	0.00	0.00	0.00	0.00	0.00
653.00 · Postage/Mailing Services/Labels	236.75	187.00	236.75	187.00	250.00
657.00 · Supplies/Collateral	0.00	74.00	0.00	74.00	100.00
Total Membership Maintenance	441.71	511.00	441.71	511.00	600.00
Membership Marketing					
602.01 · Copies/Printing	0.00	1,425.00	0.00	1,425.00	1,900.00
602.02 · Phone/Fax/Telemarketing	10.53	151.00	10.53	151.00	200.00
602.03 · Postage/Mailing Services/Labels	0.00	1,125.00	0.00	1,125.00	1,500.00
602.04 · Supplies	22.63	188.00	22.63	188.00	250.00
602.05 · Marketing Collateral	1,051.26	1,875.00	1,051.26	1,875.00	2,500.00
602.06 · Committee Travel	0.00	0.00	0.00	0.00	0.00
Membership Marketing - Other	0.00	0.00	0.00	0.00	0.00
Total Membership Marketing	1,084.42	4,764.00	1,084.42	4,764.00	6,350.00
Volunteer Coordination					
675.00 · Phone/Conference Calls	0.00	0.00	0.00	0.00	0.00
Total Volunteer Coordination	0.00	0.00	0.00	0.00	0.00
Speakers Bureau					
608.03 · Speakers Bureau Postage/Mailing	0.00	0.00	0.00	0.00	0.00
Total Speakers Bureau	0.00	0.00	0.00	0.00	0.00
Total Membership Marketing Committee	1,526.13	5,275.00	1,526.13	5,275.00	6,950.00
613.00 · Land Fraud Committee	0.00	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	0.00
605.03 · Legislator Education Workgroup	0.00	0.00	0.00	0.00	0.00
605.00 · Records Access & Privacy Policy - Other	0.00	0.00	0.00	0.00	0.00
Total 605.00 · Records Access & Privacy Policy	0.00	0.00	0.00	0.00	0.00
Communications Committee					
670.01 · Phone/Conference Calls	10.10	376.00	10.10	376.00	500.00
670.02 · Copies/Printing	0.00	0.00	0.00	0.00	0.00
670.03 · Postage/Mailing	0.00	0.00	0.00	0.00	0.00
670.04 · Supplies	0.00	0.00	0.00	0.00	0.00
Total Communications Committee	10.10	376.00	10.10	376.00	500.00
Standards and Best Practices					
680.01 · Phone/Conference Calls	349.88	563.00	349.88	563.00	750.00
680.02 · Copies/Printing	0.00	75.00	0.00	75.00	100.00
680.03 · Postage/Mailing	0.00	75.00	0.00	75.00	100.00
680.04 · Supplies	0.00	0.00	0.00	0.00	0.00

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685.00 · S&BP Special Projects	1,012.51	2,700.00	1,012.51	2,700.00	3,000.00
Total Standards and Best Practices	1,362.39	3,413.00	1,362.39	3,413.00	3,950.00
Governance Committee					
690.01 · Phone/Conference Calls	93.44	225.00	93.44	225.00	300.00
690.02 · Copies/Printing	0.00	0.00	0.00	0.00	0.00
690.03 · Postage/Mailing	0.00	0.00	0.00	0.00	0.00
690.04 · Supplies	0.00	0.00	0.00	0.00	0.00
690.05 · Marketing/Branding	-2,500.00	1,875.00	-2,500.00	1,875.00	2,500.00
Total Governance Committee	-2,406.56	2,100.00	-2,406.56	2,100.00	2,800.00
Education Committee					
609.00 · Education Workgroup					
609.01 · Copies/Printing	0.00	0.00	0.00	0.00	0.00
609.02 · Phone/Fax.Conference Calls	30.96	187.00	30.96	187.00	250.00
609.03 · Product Development	2,988.00	2,241.00	2,988.00	2,241.00	2,988.00
609.04 · Webinar Provider Services	1,674.37	891.00	1,674.37	891.00	1,188.00
609.00 · Education Workgroup - Other	0.00	0.00	0.00	0.00	0.00
Total 609.00 · Education Workgroup	4,693.33	3,319.00	4,693.33	3,319.00	4,426.00
608.06 · Speakers Bureau-Travel	0.00	0.00	0.00	0.00	0.00
PRIA Local					
617.00 · PRIA Local Admin	5,850.00	7,500.00	5,850.00	7,500.00	10,000.00
617.01 · PRIA Local Conference Expense	0.00	0.00	0.00	0.00	0.00
617.03 · PRIA Local Printing/Copies	0.00	27.00	0.00	27.00	35.00
617.04 · PRIA Local Supplies/Misc	0.00	0.00	0.00	0.00	0.00
617.06 · PRIA Local Phone/Internet Srv.	600.00	638.00	600.00	638.00	850.00
617.07 · PRIA Local Shipping & Postage	0.00	18.00	0.00	18.00	25.00
617.08 · PRIA Local Website/eNewsletter	2,100.00	3,000.00	2,100.00	3,000.00	4,000.00
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.00	0.00
Total PRIA Local	8,550.00	11,183.00	8,550.00	11,183.00	14,910.00
Total Education Committee	13,243.33	14,502.00	13,243.33	14,502.00	19,336.00
Total Expense	175,408.38	190,383.75	175,408.38	190,383.75	253,111.00
Net Income	132,513.10	38,239.25	132,513.10	38,239.25	-22,088.00