

Property Records Industry Association
Profit & Loss Budget Performance
May 2021

	May 21	Budget	Aug '20 - May 21	YTD Budget	Annual Budget
Income					
Membership Dues					
301.00 · Government Regular Dues	0.00	0.00	71,342.50	55,073.00	55,073.00
302.00 · Government Associate Dues	0.00	0.00	11,302.50	9,325.00	9,325.00
304.00 · Business Regular Dues	0.00	0.00	132,400.00	99,263.00	99,263.00
305.00 · Business Associate Dues	0.00	0.00	25.00	0.00	0.00
307.00 · Retired Members	0.00	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	0.00	0.00	218,470.00	165,798.00	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	0.00	0.00	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	0.00	0.00	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	0.00	0.00	37,024.00	25,750.00	25,750.00
Advertising					
383.00 · Website	0.00	275.00	3,400.00	2,750.00	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	13,750.00	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	75.00	100.00	350.00	1,050.00	1,250.00
390.01 · Ernst Scholarship Award	0.00	0.00	0.00	3,000.00	3,000.00
391.00 · Interest	289.07	425.00	1,457.74	4,150.00	5,000.00
392.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
394.00 · Unrealized Gains/Losses	2,773.02	0.00	8,517.83	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	3,137.09	525.00	10,325.57	8,200.00	9,250.00
Total Income	3,137.09	800.00	311,058.57	229,423.00	231,023.00
Expense					
Administrative Expenses					
714.00 · Administrative Fees	16,796.25	13,483.75	141,802.50	134,837.50	161,805.00
715.00 · Accounting/Legal Fees	0.00	0.00	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	88.45	500.00	7,436.77	5,000.00	6,000.00
718.00 · Storage Rental	0.00	0.00	281.21	225.00	300.00
719.00 · Phone/Fax	0.00	19.00	53.02	187.00	225.00
720.00 · Postage/Mailing Services/Labels	4.31	8.00	34.88	84.00	100.00
721.00 · Copies/Printing	0.00	9.00	237.24	84.00	100.00
722.00 · Plaques/Awards/Prizes/Gifts	0.00	0.00	0.00	1,000.00	1,000.00
723.00 · Supplies	485.02	33.00	558.20	333.00	400.00
725.00 · Website	245.00	625.00	7,326.58	6,250.00	7,500.00
728.00 · Taxes	0.00	0.00	-777.06	1,000.00	1,000.00
732.00 · Equipment	0.00	0.00	0.00	0.00	0.00
735.00 · Miscellaneous	0.00	8.00	197.89	82.00	100.00
602.07 · Constant Contact (inc. survey)	0.00	195.00	2,109.00	1,950.00	2,340.00
729.00 · Professional Dues	700.00	83.00	700.00	832.00	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	1,700.00	1,000.00	1,000.00
738.01 · ESRA Membership	0.00	0.00	460.00	460.00	460.00
738.02 · ALTA Membership	0.00	0.00	0.00	0.00	0.00
Total 738.00 · Professional Memberships	0.00	0.00	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	18,319.03	14,963.75	167,876.23	162,169.50	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	0.00	0.00	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	0.00	0.00	1,343.15	5,000.00	5,000.00
506.00 · Postage/Mailing Services/Labels	0.00	0.00	1,060.62	900.00	900.00
507.00 · Phone/Fax	0.00	0.00	0.00	100.00	100.00
508.00 · Copies/Printing	0.00	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	50.00	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	0.00	0.00	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
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	0.00	0.00	9,545.32	13,550.00	13,550.00
Board Activities					
Monthly Board Meetings					
551.00 · Conference Calls	0.00	62.00	158.35	624.00	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	158.35	624.00	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	5,500.00	0.00	5,500.00	5,500.00
420.00 · AV	0.00	1,200.00	0.00	1,200.00	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	2,000.00	0.00	2,000.00	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	1,000.00	0.00	1,000.00	1,000.00
429.00 · Hotel Accommodations	0.00		0.00	0.00	0.00
Total Board Planning Retreat Expenses	0.00	9,700.00	0.00	9,700.00	9,700.00
Total Board Activities	0.00	9,762.00	158.35	10,324.00	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

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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	208.00	250.00
657.00 · Supplies/Collateral	0.00	8.00	0.00	82.00	100.00
Total Membership Maintenance	0.00	29.00	441.71	540.00	600.00
Membership Marketing					
602.01 · Copies/Printing	0.00	158.00	0.00	1,583.00	1,900.00
602.02 · Phone/Fax/Telemarketing	0.00	16.00	10.53	167.00	200.00
602.03 · Postage/Mailing Services/Labels	0.00	125.00	0.00	1,250.00	1,500.00
602.04 · Supplies	0.00	21.00	22.63	209.00	250.00
602.05 · Marketing Collateral	0.00	208.00	1,051.26	2,083.00	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	0.00	528.00	1,084.42	5,292.00	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	0.00	557.00	1,526.13	5,832.00	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	10.10	417.00	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	10.10	417.00	500.00
Standards and Best Practices					
680.01 · Phone/Conference Calls	0.00	62.00	349.88	625.00	750.00
680.02 · Copies/Printing	0.00	8.00	0.00	83.00	100.00
680.03 · Postage/Mailing	0.00	8.00	0.00	83.00	100.00
680.04 · Supplies	0.00		0.00	0.00	0.00
685.00 · S&BP Special Projects	79.94	100.00	1,092.45	2,800.00	3,000.00
Total Standards and Best Practices	79.94	178.00	1,442.33	3,591.00	3,950.00
Governance Committee					
690.01 · Phone/Conference Calls	0.00	25.00	93.44	250.00	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	2,083.00	2,500.00
Total Governance Committee	0.00	233.00	-2,406.56	2,333.00	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	208.00	250.00
609.03 · Product Development	0.00	249.00	2,988.00	2,490.00	2,988.00
609.04 · Webinar Provider Services	0.00	99.00	1,674.37	990.00	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	4,693.33	3,688.00	4,426.00
608.06 · Speakers Bureau-Travel	0.00		0.00	0.00	0.00
PRIA Local					
617.00 · PRIA Local Admin	680.00	833.00	6,530.00	8,333.00	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	30.00	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	675.00	709.00	850.00
617.07 · PRIA Local Shipping & Postage	0.00	2.00	0.00	20.00	25.00
617.08 · PRIA Local Website/eNewsletter	280.00	333.00	2,380.00	3,333.00	4,000.00
617.09 · PRIA Local Travel	0.00		0.00	0.00	0.00
Total PRIA Local	1,035.00	1,242.00	9,585.00	12,425.00	14,910.00

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	<u>May 21</u>	<u>Budget</u>	<u>Aug '20 - May 21</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total Education Committee	1,035.00	1,611.00	14,278.33	16,113.00	19,336.00
Total Expense	19,433.97	27,345.75	194,842.35	217,729.50	253,111.00
Net Income	<u>-16,296.88</u>	<u>-26,545.75</u>	<u>116,216.22</u>	<u>11,693.50</u>	<u>-22,088.00</u>