

Property Records Industry Association
Profit & Loss Budget vs. Actual
August 2019 through July 2020

	Aug '19 - Jul 20	Budget	\$ Over Budget	% of Budget
Income				
Membership Dues				
301.00 · Government Regular Dues	73,013.75	76,655.00	-3,641.25	95.2%
302.00 · Government Associate Dues	11,900.00	9,600.00	2,300.00	124.0%
304.00 · Business Regular Dues	130,700.00	123,250.00	7,450.00	106.0%
307.00 · Retired Members	250.00	150.00	100.00	166.7%
309.00 · Limited Access Members	2,600.00	2,400.00	200.00	108.3%
Total Membership Dues	218,463.75	212,055.00	6,408.75	103.0%
Annual Conference				
321.00 · Registration Fees	71,920.00	68,000.00	3,920.00	105.8%
322.00 · Sponsorship Fees	53,200.00	40,500.00	12,700.00	131.4%
324.00 · Hotel Commissions	8,357.00	9,590.00	-1,233.00	87.1%
327.00 · Event Tickets	50.00	0.00	50.00	100.0%
328.00 · Tour	1,800.00	1,500.00	300.00	120.0%
Total Annual Conference	135,327.00	119,590.00	15,737.00	113.2%
Winter Symposium				
341.00 · Registration Fees	73,805.00	63,410.00	10,395.00	116.4%
341.01 · Combo Registration Fees	0.00	0.00	0.00	0.0%
342.00 · Sponsorship Fees	54,700.00	36,000.00	18,700.00	151.9%
344.00 · Hotel Commissions	6,718.12	9,450.00	-2,731.88	71.1%
347.00 · Event Tickets	0.00	0.00	0.00	0.0%
348.00 · Tour	1,605.00	1,500.00	105.00	107.0%
349.00 · Miscellaneous Income	70.00	0.00	70.00	100.0%
Total Winter Symposium	136,898.12	110,360.00	26,538.12	124.0%
Advertising				
383.00 · Website	3,335.00	3,300.00	35.00	101.1%
384.00 · eNewsletter In Touch	0.00	0.00	0.00	0.0%
385.00 · PREP Newsletter	0.00	0.00	0.00	0.0%
386.00 · Bundled Advertising	12,444.00	11,000.00	1,444.00	113.1%
Total Advertising	15,779.00	14,300.00	1,479.00	110.3%
Board Planning Retreat				
361.00 · Registration Fees	0.00	0.00	0.00	0.0%
364.00 · Hotel Commissions	0.00	0.00	0.00	0.0%
Total Board Planning Retreat	0.00	0.00	0.00	0.0%
Other Income				
390.00 · Webinars	750.00	1,250.00	-500.00	60.0%
390.01 · Ernst Scholarship Award	2,974.06	3,000.00	-25.94	99.1%
391.00 · Interest	4,498.53	7,200.00	-2,701.47	62.5%
392.00 · Miscellaneous Income	0.00	0.00	0.00	0.0%
394.00 · Unrealized Gains/Losses	-13.93	0.00	-13.93	100.0%
395.00 · Realized Gains/Losses	0.00	0.00	0.00	0.0%
397.00 · Promotional Items	0.00	0.00	0.00	0.0%
399.00 · Equipment Rental	0.00	0.00	0.00	0.0%
Total Other Income	8,208.66	11,450.00	-3,241.34	71.7%
Total Income	514,676.53	467,755.00	46,921.53	110.0%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	167,105.04	167,105.00	0.04	100.0%
715.00 · Accounting/Legal Fees	3,100.00	3,100.00	0.00	100.0%
716.00 · Insurance	2,745.00	2,800.00	-55.00	98.0%
717.00 · Bank/Merchant Charges	8,548.98	7,000.00	1,548.98	122.1%
718.00 · Storage Rental	229.32	200.00	29.32	114.7%
719.00 · Phone/Fax	158.44	380.00	-221.56	41.7%
720.00 · Postage/Mailing Services/Labels	71.69	200.00	-128.31	35.8%
721.00 · Copies/Printing	0.00	100.00	-100.00	0.0%
722.00 · Plaques/Awards/Prizes/Gifts	264.70	1,000.00	-735.30	26.5%
723.00 · Supplies	682.91	500.00	182.91	136.6%
725.00 · Website	7,687.25	7,000.00	687.25	109.8%
728.00 · Taxes	1,657.73	1,000.00	657.73	165.8%
732.00 · Equipment	0.00	0.00	0.00	0.0%
735.00 · Miscellaneous	23.96	500.00	-476.04	4.8%
602.07 · Constant Contact (inc. survey)	2,340.00	1,950.00	390.00	120.0%
729.00 · Professional Dues	946.89	250.00	696.89	378.8%
734.00 · Other Professional services	0.00	0.00	0.00	0.0%
736.00 · Bad Dept Expense	0.00	0.00	0.00	0.0%
737.00 · PRIA Products	0.00	0.00	0.00	0.0%

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08/07/20

Accrual Basis

	Aug '19 - Jul 20	Budget	\$ Over Budget	% of Budget
738.00 · Professional Memberships				
738.01 · ESRA Membership	1,000.00	1,000.00	0.00	100.0%
738.02 · ALTA Membership	460.00	460.00	0.00	100.0%
Total 738.00 · Professional Memberships	1,460.00	1,460.00	0.00	100.0%
739.00 · Ernst Scholarship Award	2,564.06	3,000.00	-435.94	85.5%
Total Administrative Expenses	199,585.97	197,545.00	2,040.97	101.0%
Annual Conference Expenses				
452.00 · Speakers	9,745.34	15,000.00	-5,254.66	65.0%
453.00 · Hotel/Meeting Room	0.00	0.00	0.00	0.0%
454.00 · Food & Beverage	49,609.92	66,000.00	-16,390.08	75.2%
455.00 · AV	13,782.01	11,500.00	2,282.01	119.8%
456.00 · Postage/Mailing Services/Labels	440.07	300.00	140.07	146.7%
457.00 · Phone/Fax	380.79	100.00	280.79	380.8%
458.00 · Copies/Printing	539.70	1,000.00	-460.30	54.0%
459.00 · Supplies	1,459.00	750.00	709.00	194.5%
461.00 · Badges/Ribbons	135.00	300.00	-165.00	45.0%
463.00 · Entertainment	1,144.00	500.00	644.00	228.8%
464.00 · Recreational Events	9,228.17	8,000.00	1,228.17	115.4%
467.00 · Plaques/Awards/Prizes/Gifts	1,456.91	500.00	956.91	291.4%
468.00 · Signs	99.74	200.00	-100.26	49.9%
469.00 · Staff Expenses	6,970.79	4,200.00	2,770.79	166.0%
470.00 · Transportation	1,080.00	600.00	480.00	180.0%
471.00 · In-Kind Expenses	1,750.69	1,200.00	550.69	145.9%
Total Annual Conference Expenses	97,822.13	110,150.00	-12,327.87	88.8%
Winter Symposium Expenses				
501.00 · Committee Activities	0.00	0.00	0.00	0.0%
502.00 · Speakers	3,826.78	1,500.00	2,326.78	255.1%
503.00 · Hotel/Meeting Room	0.00	0.00	0.00	0.0%
504.00 · Food & beverage	97,948.10	87,000.00	10,948.10	112.6%
505.00 · AV	14,129.30	11,500.00	2,629.30	122.9%
506.00 · Postage/Mailing Services/Labels	561.76	0.00	561.76	100.0%
507.00 · Phone/Fax	0.00	200.00	-200.00	0.0%
508.00 · Copies/Printing	207.14	1,000.00	-792.86	20.7%
509.00 · Supplies	1,371.97	250.00	1,121.97	548.8%
511.00 · Badges/Ribbons	35.78	100.00	-64.22	35.8%
513.00 · Entertainment	0.00	0.00	0.00	0.0%
514.00 · Recreational Events	861.77	0.00	861.77	100.0%
517.00 · Plaques/Awards/Prizes/Gifts	2,167.47	1,000.00	1,167.47	216.7%
518.00 · Signs	0.00	300.00	-300.00	0.0%
519.00 · Staff Expenses	6,763.86	5,000.00	1,763.86	135.3%
522.00 · Conference Recording	0.00	0.00	0.00	0.0%
523.00 · Transportation	675.62	2,000.00	-1,324.38	33.8%
524.00 · In-Kind Expenses	999.47	1,200.00	-200.53	83.3%
Total Winter Symposium Expenses	129,549.02	111,050.00	18,499.02	116.7%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	601.88	450.00	151.88	133.8%
554.00 · Food & Beverage	0.00	0.00	0.00	0.0%
555.00 · AV	0.00	0.00	0.00	0.0%
556.00 · Postage/Mailing Services/Labels	0.00	0.00	0.00	0.0%
557.00 · Phone/Fax	0.00	0.00	0.00	0.0%
558.00 · Copies/Printing	0.00	0.00	0.00	0.0%
559.00 · Supplies	0.00	0.00	0.00	0.0%
568.00 · Staff Expenses	0.00	0.00	0.00	0.0%
Total Monthly Board Meetings	601.88	450.00	151.88	133.8%

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Board Planning Retreat Expenses				
416.00 · Committee Activities	0.00	0.00	0.00	0.0%
417.00 · Speakers	0.00	0.00	0.00	0.0%
418.00 · Hotel/Meeting Room	0.00	0.00	0.00	0.0%
419.00 · Food & Beverage	0.00	5,500.00	-5,500.00	0.0%
420.00 · AV	0.00	1,200.00	-1,200.00	0.0%
421.00 · Postage/Mailing Services/Labels	0.00	0.00	0.00	0.0%
422.00 · Phone/Fax	0.00	0.00	0.00	0.0%
423.00 · Copies/Printing	0.00	0.00	0.00	0.0%
424.00 · Staff Expenses	0.00	2,000.00	-2,000.00	0.0%
425.00 · Transportation	0.00	0.00	0.00	0.0%
426.00 · Supplies	0.00	100.00	-100.00	0.0%
427.00 · Badges/Ribbons	0.00	0.00	0.00	0.0%
428.00 · In-kind Services	0.00	1,000.00	-1,000.00	0.0%
429.00 · Hotel Accommodations	0.00	0.00	0.00	0.0%
Total Board Planning Retreat Expenses	0.00	9,800.00	-9,800.00	0.0%
Total Board Activities	601.88	10,250.00	-9,648.12	5.9%
Board's Discretionary				
676.00 · Travel	0.00	1,000.00	-1,000.00	0.0%
677.00 · Contingency	0.00	0.00	0.00	0.0%
Total Board's Discretionary	0.00	1,000.00	-1,000.00	0.0%
Administration & Infrastructure				
Administrative Committee				
601.00 · Administration & Infrastructure	0.00	0.00	0.00	0.0%
603.00 · Budget Committee	0.00	0.00	0.00	0.0%
604.00 · Financial Oversight	0.00	0.00	0.00	0.0%
612.00 · Nominating Committee	0.00	0.00	0.00	0.0%
616.00 · Strategic Plan Oversight Comm.	0.00	0.00	0.00	0.0%
622.00 · Bylaws Committee	0.00	0.00	0.00	0.0%
Total Administrative Committee	0.00	0.00	0.00	0.0%
Total Administration & Infrastructure	0.00	0.00	0.00	0.0%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	106.92	500.00	-393.08	21.4%
652.00 · Phone/Fax	0.00	0.00	0.00	0.0%
653.00 · Postage/Mailing Services/Labels	194.25	400.00	-205.75	48.6%
657.00 · Supplies/Collateral	13.92	100.00	-86.08	13.9%
Total Membership Maintenance	315.09	1,000.00	-684.91	31.5%
Membership Marketing				
602.01 · Copies/Printing	113.44	3,800.00	-3,686.56	3.0%
602.02 · Phone/Fax/Telemarketing	93.10	200.00	-106.90	46.6%
602.03 · Postage/Mailing Services/Labels	516.52	3,000.00	-2,483.48	17.2%
602.04 · Supplies	48.66	250.00	-201.34	19.5%
602.05 · Marketing Collateral	1,000.48	5,000.00	-3,999.52	20.0%
602.06 · Committee Travel	0.00	0.00	0.00	0.0%
Membership Marketing - Other	0.00	0.00	0.00	0.0%
Total Membership Marketing	1,772.20	12,250.00	-10,477.80	14.5%
Volunteer Coordination				
675.00 · Phone/Conference Calls	0.00	0.00	0.00	0.0%
Total Volunteer Coordination	0.00	0.00	0.00	0.0%
Speakers Bureau				
608.03 · Speakers Bureau Postage/Mailing	0.00	0.00	0.00	0.0%
Total Speakers Bureau	0.00	0.00	0.00	0.0%
Total Membership Marketing Committee	2,087.29	13,250.00	-11,162.71	15.8%
613.00 · Land Fraud Committee	0.00	0.00	0.00	0.0%
605.00 · Records Access & Privacy Policy				
605.02 · Records Protection & Redaction	0.00	0.00	0.00	0.0%
605.03 · Legislator Education Workgroup	0.00	0.00	0.00	0.0%
605.00 · Records Access & Privacy Policy - Other	0.00	0.00	0.00	0.0%
Total 605.00 · Records Access & Privacy Policy	0.00	0.00	0.00	0.0%

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Communications Committee				
670.01 · Phone/Conference Calls	62.85	500.00	-437.15	12.6%
670.02 · Copies/Printing	0.00	0.00	0.00	0.0%
670.03 · Postage/Mailing	0.00	0.00	0.00	0.0%
670.04 · Supplies	0.00	0.00	0.00	0.0%
Total Communications Committee	62.85	500.00	-437.15	12.6%
Standards and Best Practices				
680.01 · Phone/Conference Calls	851.87	1,000.00	-148.13	85.2%
680.02 · Copies/Printing	34.08	500.00	-465.92	6.8%
680.03 · Postage/Mailing	2,049.11	1,500.00	549.11	136.6%
680.04 · Supplies	0.00	0.00	0.00	0.0%
685.00 · S&BP Special Projects	6,073.48			
Total Standards and Best Practices	9,008.54	3,000.00	6,008.54	300.3%
Governance Committee				
690.01 · Phone/Conference Calls	317.22	300.00	17.22	105.7%
690.02 · Copies/Printing	0.00	100.00	-100.00	0.0%
690.03 · Postage/Mailing	0.00	0.00	0.00	0.0%
690.04 · Supplies	0.00	0.00	0.00	0.0%
690.05 · Marketing/Branding	17,851.56	15,000.00	2,851.56	119.0%
Total Governance Committee	18,168.78	15,400.00	2,768.78	118.0%
Education Committee				
609.00 · Education Workgroup				
609.01 · Copies/Printing	0.00	0.00	0.00	0.0%
609.02 · Phone/Fax/Conference Calls	176.48	100.00	76.48	176.5%
609.03 · Product Development	2,964.79	3,000.00	-35.21	98.8%
609.04 · Webinar Provider Services	1,770.27	1,100.00	670.27	160.9%
609.00 · Education Workgroup - Other	0.00	0.00	0.00	0.0%
Total 609.00 · Education Workgroup	4,911.54	4,200.00	711.54	116.9%
608.06 · Speakers Bureau-Travel	0.00	1,500.00	-1,500.00	0.0%
PRIA Local				
617.00 · PRIA Local Admin	9,520.00	10,000.00	-480.00	95.2%
617.01 · PRIA Local Conference Expense	0.00	0.00	0.00	0.0%
617.03 · PRIA Local Printing/Copies	0.00	35.00	-35.00	0.0%
617.04 · PRIA Local Supplies/Misc	0.00	0.00	0.00	0.0%
617.06 · PRIA Local Phone/Internet Srv.	900.00	850.00	50.00	105.9%
617.07 · PRIA Local Shipping & Postage	0.00	25.00	-25.00	0.0%
617.08 · PRIA Local Website/eNewsletter	3,230.00	4,000.00	-770.00	80.8%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	13,650.00	14,910.00	-1,260.00	91.5%
Total Education Committee	18,561.54	20,610.00	-2,048.46	90.1%
Total Expense	475,448.00	482,755.00	-7,307.00	98.5%
Net Income	39,228.53	-15,000.00	54,228.53	-261.5%