

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

	Aug '20 - Jul 21	Budget	Aug '20 - Jul 21	YTD Budget	Annual Budget
<b>Income</b>					
<b>Membership Dues</b>					
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
<b>Total Membership Dues</b>	<b>218,470.00</b>	<b>165,798.00</b>	<b>218,470.00</b>	<b>165,798.00</b>	<b>165,798.00</b>
<b>Annual Conference</b>					
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
<b>Total Annual Conference</b>	<b>29,434.00</b>	<b>15,925.00</b>	<b>29,434.00</b>	<b>15,925.00</b>	<b>15,925.00</b>
<b>Winter Symposium</b>					
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
<b>Total Winter Symposium</b>	<b>37,024.00</b>	<b>25,750.00</b>	<b>37,024.00</b>	<b>25,750.00</b>	<b>25,750.00</b>
<b>Advertising</b>					
383.00 · Website	3,400.00	3,300.00	3,400.00	3,300.00	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
<b>Total Advertising</b>	<b>15,805.00</b>	<b>14,300.00</b>	<b>15,805.00</b>	<b>14,300.00</b>	<b>14,300.00</b>
<b>Board Planning Retreat</b>					
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
<b>Total Board Planning Retreat</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Other Income</b>					
390.00 · Webinars	675.00	1,250.00	675.00	1,250.00	1,250.00
390.01 · Ernst Scholarship Award	395.00	3,000.00	395.00	3,000.00	3,000.00
391.00 · Interest	3,569.22	5,000.00	3,569.22	5,000.00	5,000.00
392.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
394.00 · Unrealized Gains/Losses	11,973.38	0.00	11,973.38	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
<b>Total Other Income</b>	<b>16,612.60</b>	<b>9,250.00</b>	<b>16,612.60</b>	<b>9,250.00</b>	<b>9,250.00</b>
<b>Total Income</b>	<b>317,345.60</b>	<b>231,023.00</b>	<b>317,345.60</b>	<b>231,023.00</b>	<b>231,023.00</b>
<b>Expense</b>					
<b>Administrative Expenses</b>					
714.00 · Administrative Fees	185,995.00	161,805.00	185,995.00	161,805.00	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	10,859.95	6,000.00	10,859.95	6,000.00	6,000.00
718.00 · Storage Rental	421.62	300.00	421.62	300.00	300.00
719.00 · Phone/Fax	53.02	225.00	53.02	225.00	225.00
720.00 · Postage/Mailing Services/Labels	43.07	100.00	43.07	100.00	100.00
721.00 · Copies/Printing	237.24	100.00	237.24	100.00	100.00
722.00 · Plaques/Awards/Prizes/Gifts	0.00	1,000.00	0.00	1,000.00	1,000.00
723.00 · Supplies	565.79	400.00	565.79	400.00	400.00
725.00 · Website	8,168.43	7,500.00	8,168.43	7,500.00	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	100.00	197.89	100.00	100.00
602.07 · Constant Contact (inc. survey)	2,109.00	2,340.00	2,109.00	2,340.00	2,340.00
729.00 · Professional Dues	899.50	1,000.00	899.50	1,000.00	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					
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
<b>Total 738.00 · Professional Memberships</b>	<b>2,160.00</b>	<b>1,460.00</b>	<b>2,160.00</b>	<b>1,460.00</b>	<b>1,460.00</b>
739.00 · Ernst Scholarship Award	0.00	3,000.00	0.00	3,000.00	3,000.00
<b>Total Administrative Expenses</b>	<b>216,689.45</b>	<b>192,175.00</b>	<b>216,689.45</b>	<b>192,175.00</b>	<b>192,175.00</b>
<b>Annual Conference Expenses</b>					

**Property Records Industry Association**  
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	Aug '20 - Jul 21	Budget	Aug '20 - Jul 21	YTD Budget	Annual Budget
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
<b>Total Annual Conference Expenses</b>	<b>2,412.12</b>	<b>2,400.00</b>	<b>2,412.12</b>	<b>2,400.00</b>	<b>2,400.00</b>
<b>Winter Symposium Expenses</b>					
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
<b>Total Winter Symposium Expenses</b>	<b>9,545.32</b>	<b>13,550.00</b>	<b>9,545.32</b>	<b>13,550.00</b>	<b>13,550.00</b>
<b>Board Activities</b>					
<b>Monthly Board Meetings</b>					
551.00 · Conference Calls	158.35	750.00	158.35	750.00	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
<b>Total Monthly Board Meetings</b>	<b>158.35</b>	<b>750.00</b>	<b>158.35</b>	<b>750.00</b>	<b>750.00</b>
<b>Board Planning Retreat Expenses</b>					
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	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	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	2,000.00	0.00	2,000.00	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
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	0.00
<b>Total Board Planning Retreat Expenses</b>	<b>0.00</b>	<b>9,700.00</b>	<b>0.00</b>	<b>9,700.00</b>	<b>9,700.00</b>
<b>Total Board Activities</b>	<b>158.35</b>	<b>10,450.00</b>	<b>158.35</b>	<b>10,450.00</b>	<b>10,450.00</b>
<b>Board's Discretionary</b>					
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
<b>Total Board's Discretionary</b>	<b>0.00</b>	<b>1,000.00</b>	<b>0.00</b>	<b>1,000.00</b>	<b>1,000.00</b>
<b>Administration &amp; Infrastructure</b>					
<b>Administrative Committee</b>					
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
<b>Total Administrative Committee</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

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<b>Total Administration &amp; Infrastructure</b>	0.00	0.00	0.00	0.00	0.00
<b>Membership Marketing Committee</b>					
<b>Membership Maintenance</b>					
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	250.00	236.75	250.00	250.00
657.00 · Supplies/Collateral	0.00	100.00	0.00	100.00	100.00
<b>Total Membership Maintenance</b>	441.71	600.00	441.71	600.00	600.00
<b>Membership Marketing</b>					
602.01 · Copies/Printing	15.24	1,900.00	15.24	1,900.00	1,900.00
602.02 · Phone/Fax/Telemarketing	10.53	200.00	10.53	200.00	200.00
602.03 · Postage/Mailing Services/Labels	22.00	1,500.00	22.00	1,500.00	1,500.00
602.04 · Supplies	22.63	250.00	22.63	250.00	250.00
602.05 · Marketing Collateral	1,291.26	2,500.00	1,291.26	2,500.00	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
<b>Total Membership Marketing</b>	1,361.66	6,350.00	1,361.66	6,350.00	6,350.00
<b>Volunteer Coordination</b>					
675.00 · Phone/Conference Calls	0.00	0.00	0.00	0.00	0.00
<b>Total Volunteer Coordination</b>	0.00	0.00	0.00	0.00	0.00
<b>Speakers Bureau</b>					
608.03 · Speakers Bureau Postage/Mailing	0.00	0.00	0.00	0.00	0.00
<b>Total Speakers Bureau</b>	0.00	0.00	0.00	0.00	0.00
<b>Total Membership Marketing Committee</b>	1,803.37	6,950.00	1,803.37	6,950.00	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
<b>Total 605.00 · Records Access &amp; Privacy Policy</b>	0.00	0.00	0.00	0.00	0.00
<b>Communications Committee</b>					
670.01 · Phone/Conference Calls	10.10	500.00	10.10	500.00	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
<b>Total Communications Committee</b>	10.10	500.00	10.10	500.00	500.00
<b>Standards and Best Practices</b>					
680.01 · Phone/Conference Calls	349.88	750.00	349.88	750.00	750.00
680.02 · Copies/Printing	1,166.73	100.00	1,166.73	100.00	100.00
680.03 · Postage/Mailing	934.35	100.00	934.35	100.00	100.00
680.04 · Supplies	0.00	0.00	0.00	0.00	0.00
685.00 · S&BP Special Projects	1,199.03	3,000.00	1,199.03	3,000.00	3,000.00
<b>Total Standards and Best Practices</b>	3,649.99	3,950.00	3,649.99	3,950.00	3,950.00
<b>Governance Committee</b>					
690.01 · Phone/Conference Calls	93.44	300.00	93.44	300.00	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	2,500.00	-2,500.00	2,500.00	2,500.00
<b>Total Governance Committee</b>	-2,406.56	2,800.00	-2,406.56	2,800.00	2,800.00
<b>Education Committee</b>					
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	250.00	30.96	250.00	250.00
609.03 · Product Development	2,988.00	2,988.00	2,988.00	2,988.00	2,988.00
609.04 · Webinar Provider Services	1,674.37	1,188.00	1,674.37	1,188.00	1,188.00
609.00 · Education Workgroup - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 609.00 · Education Workgroup</b>	4,693.33	4,426.00	4,693.33	4,426.00	4,426.00
608.06 · Speakers Bureau-Travel	0.00	0.00	0.00	0.00	0.00
<b>PRIA Local</b>					
617.00 · PRIA Local Admin	8,390.00	10,000.00	8,390.00	10,000.00	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	35.00	0.00	35.00	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.	900.00	850.00	900.00	850.00	850.00
617.07 · PRIA Local Shipping & Postage	0.00	25.00	0.00	25.00	25.00
617.08 · PRIA Local Website/eNewsletter	3,320.00	4,000.00	3,320.00	4,000.00	4,000.00
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.00	0.00
<b>Total PRIA Local</b>	12,610.00	14,910.00	12,610.00	14,910.00	14,910.00

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	<u>Aug '20 - Jul 21</u>	<u>Budget</u>	<u>Aug '20 - Jul 21</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Total Education Committee</b>	17,303.33	19,336.00	17,303.33	19,336.00	19,336.00
<b>Total Expense</b>	249,165.47	253,111.00	249,165.47	253,111.00	253,111.00
<b>Net Income</b>	<u>68,180.13</u>	<u>-22,088.00</u>	<u>68,180.13</u>	<u>-22,088.00</u>	<u>-22,088.00</u>