

**Property Records Industry Association
Profit & Loss Budget Performance
October 2020**

	Oct 20	Budget	Aug - Oct 20	YTD Budget	Annual Budget
Income					
Membership Dues					
301.00 · Government Regular Dues	9,665.00	6,885.00	60,215.00	20,653.00	55,073.00
302.00 · Government Associate Dues	1,527.50	1,865.00	9,627.50	5,595.00	9,325.00
304.00 · Business Regular Dues	11,600.00	25,000.00	115,550.00	83,814.00	99,263.00
305.00 · Business Associate Dues	0.00	0.00	0.00	0.00	0.00
307.00 · Retired Members	50.00	0.00	250.00	187.00	187.00
309.00 · Limited Access Members	200.00	325.00	2,200.00	975.00	1,950.00
310.00 · Membership Incentives	0.00	0.00	0.00	0.00	0.00
Total Membership Dues	23,042.50	34,075.00	187,842.50	111,224.00	165,798.00
Annual Conference					
321.00 · Registration Fees	-50.00	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	-50.00	0.00	29,434.00	15,925.00	15,925.00
Winter Symposium					
341.00 · Registration Fees	0.00	0.00	0.00	0.00	34,625.00
341.01 · Combo Registration Fees	0.00	0.00	0.00	0.00	0.00
342.00 · Sponsorship Fees	0.00	0.00	0.00	0.00	25,000.00
344.00 · Hotel Commissions	0.00	0.00	0.00	0.00	6,132.00
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	900.00
349.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	50.00
Total Winter Symposium	0.00	0.00	0.00	0.00	66,707.00
Advertising					
383.00 · Website	0.00	275.00	0.00	825.00	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	11,781.00	11,000.00	11,000.00
Total Advertising	0.00	275.00	11,781.00	11,825.00	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	125.00	100.00	250.00	1,250.00
390.01 · Ernst Scholarship Award	0.00	0.00	0.00	0.00	3,000.00
391.00 · Interest	21.47	400.00	66.98	1,225.00	5,000.00
392.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
394.00 · Unrealized Gains/Losses	3.83	0.00	30.11	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	100.30	525.00	197.09	1,475.00	9,250.00
Total Income	23,092.80	34,875.00	229,254.59	140,449.00	271,980.00
Expense					
Administrative Expenses					
714.00 · Administrative Fees	13,483.75	13,483.75	40,451.25	40,451.25	161,805.00
715.00 · Accounting/Legal Fees	0.00	0.00	0.00	0.00	3,100.00
716.00 · Insurance	0.00	0.00	500.00	600.00	2,745.00
717.00 · Bank/Merchant Charges	673.94	500.00	3,816.23	1,500.00	6,000.00
718.00 · Storage Rental	0.00	75.00	0.00	75.00	300.00
719.00 · Phone/Fax	13.26	18.00	53.02	54.00	225.00
720.00 · Postage/Mailing Services/Labels	1.00	9.00	5.50	26.00	100.00
721.00 · Copies/Printing	0.00	8.00	0.00	25.00	100.00
722.00 · Plaques/Awards/Prizes/Gifts	0.00	0.00	0.00	500.00	1,000.00
723.00 · Supplies	5.03	34.00	15.65	100.00	400.00
725.00 · Website	173.12	625.00	4,671.96	1,875.00	7,500.00
728.00 · Taxes	0.00	0.00	195.50	0.00	1,000.00
732.00 · Equipment	0.00	0.00	0.00	0.00	0.00
735.00 · Miscellaneous	0.00	8.00	64.95	24.00	100.00
602.07 · Constant Contact (inc. survey)	0.00	195.00	2,109.00	585.00	2,340.00
729.00 · Professional Dues	0.00	83.00	0.00	249.00	1,000.00
734.00 · Other Professional services	0.00	0.00	0.00	0.00	0.00

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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	0.00	0.00	0.00	0.00	1,000.00
738.02 · ALTA Membership	0.00	0.00	0.00	460.00	460.00
Total 738.00 · Professional Memberships	0.00	0.00	0.00	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	14,350.10	15,038.75	51,883.06	49,524.25	192,175.00
Annual Conference Expenses					
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	0.00
454.00 · Food & Beverage	0.00	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	0.00	835.81	0.00	0.00
457.00 · Phone/Fax	1.78	0.00	76.98	300.00	300.00
458.00 · Copies/Printing	0.00	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	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	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	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	1.78	0.00	2,409.22	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	0.00	0.00	0.00	0.00	0.00
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	40,725.00
505.00 · AV	0.00	0.00	0.00	0.00	14,500.00
506.00 · Postage/Mailing Services/Labels	0.00	0.00	0.00	0.00	500.00
507.00 · Phone/Fax	0.00	0.00	0.00	0.00	200.00
508.00 · Copies/Printing	0.00	0.00	0.00	0.00	500.00
509.00 · Supplies	0.00	0.00	0.00	0.00	500.00
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	0.00
514.00 · Recreational Events	0.00	0.00	0.00	0.00	500.00
517.00 · Plaques/Awards/Prizes/Gifts	0.00	0.00	0.00	0.00	1,900.00
518.00 · Signs	0.00	0.00	0.00	0.00	100.00
519.00 · Staff Expenses	0.00	0.00	0.00	0.00	4,785.00
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	1,000.00
524.00 · In-Kind Expenses	0.00	0.00	0.00	0.00	1,830.00
Total Winter Symposium Expenses	0.00	0.00	0.00	0.00	67,090.00
Board Activities					
Monthly Board Meetings					
551.00 · Conference Calls	11.84	63.00	139.92	187.00	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	11.84	63.00	139.92	187.00	750.00

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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
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	11.84	63.00	139.92	187.00	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	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	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	67.68	150.00	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	68.35	20.00	234.10	61.00	250.00
657.00 · Supplies/Collateral	0.00	8.00	0.00	24.00	100.00
Total Membership Maintenance	136.03	178.00	439.06	335.00	600.00
Membership Marketing					
602.01 · Copies/Printing	0.00	158.00	0.00	474.00	1,900.00
602.02 · Phone/Fax/Telemarketing	0.00	17.00	10.53	51.00	200.00
602.03 · Postage/Mailing Services/Labels	0.00	125.00	0.00	375.00	1,500.00
602.04 · Supplies	0.00	21.00	0.00	63.00	250.00
602.05 · Marketing Collateral	0.00	209.00	0.00	625.00	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	0.00	530.00	10.53	1,588.00	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	136.03	708.00	449.59	1,923.00	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

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Communications Committee					
670.01 · Phone/Conference Calls	0.00	42.00	9.83	126.00	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	0.00	42.00	9.83	126.00	500.00
Standards and Best Practices					
680.01 · Phone/Conference Calls	98.67	63.00	308.36	188.00	750.00
680.02 · Copies/Printing	0.00	9.00	0.00	25.00	100.00
680.03 · Postage/Mailing	0.00	9.00	0.00	25.00	100.00
680.04 · Supplies	0.00	0.00	0.00	0.00	0.00
685.00 · S&BP Special Projects	0.00	100.00	1,012.51	1,200.00	3,000.00
Total Standards and Best Practices	98.67	181.00	1,320.87	1,438.00	3,950.00
Governance Committee					
690.01 · Phone/Conference Calls	13.39	25.00	82.66	75.00	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	0.00	209.00	-2,500.00	625.00	2,500.00
Total Governance Committee	13.39	234.00	-2,417.34	700.00	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	15.17	21.00	15.17	62.00	250.00
609.03 · Product Development	0.00	249.00	0.00	747.00	2,988.00
609.04 · Webinar Provider Services	0.00	99.00	149.90	297.00	1,188.00
609.00 · Education Workgroup - Other	0.00	0.00	0.00	0.00	0.00
Total 609.00 · Education Workgroup	15.17	369.00	165.07	1,106.00	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	770.00	834.00	2,340.00	2,500.00	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	3.00	0.00	9.00	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.	75.00	71.00	225.00	213.00	850.00
617.07 · PRIA Local Shipping & Postage	0.00	2.00	0.00	6.00	25.00
617.08 · PRIA Local Website/eNewsletter	250.00	334.00	710.00	1,000.00	4,000.00
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.00	0.00
Total PRIA Local	1,095.00	1,244.00	3,275.00	3,728.00	14,910.00
Total Education Committee	1,110.17	1,613.00	3,440.07	4,834.00	19,336.00
Total Expense	15,721.98	17,879.75	57,235.22	62,132.25	306,651.00
Net Income	7,370.82	16,995.25	172,019.37	78,316.75	-34,671.00