

## Property Records Industry Association Profit & Loss Budget Performance

November 2020

|  | Nov 20           | Budget           | Aug - Nov 20      | YTD Budget        | Annual Budget     |
|--|------------------|------------------|-------------------|-------------------|-------------------|
| <b>Income</b>                                  |                  |                  |                   |                   |                   |
| <b>Membership Dues</b>                         |                  |                  |                   |                   |                   |
| 301.00 · Government Regular Dues               | 4,531.25         | 6,884.00         | 64,746.25         | 27,537.00         | 55,073.00         |
| 302.00 · Government Associate Dues             | 200.00           | 1,865.00         | 9,827.50          | 7,460.00          | 9,325.00          |
| 304.00 · Business Regular Dues                 | 3,200.00         | 3,200.00         | 118,750.00        | 87,014.00         | 99,263.00         |
| 305.00 · Business Associate Dues               | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              |
| 307.00 · Retired Members                       | 100.00           | 0.00             | 350.00            | 187.00            | 187.00            |
| 309.00 · Limited Access Members                | 400.00           | 325.00           | 2,600.00          | 1,300.00          | 1,950.00          |
| 310.00 · Membership Incentives                 | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              |
| <b>Total Membership Dues</b>                   | <b>8,431.25</b>  | <b>12,274.00</b> | <b>196,273.75</b> | <b>123,498.00</b> | <b>165,798.00</b> |
| <b>Annual Conference</b>                       |                  |                  |                   |                   |                   |
| 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              |
| <b>Total Annual Conference</b>                 | <b>0.00</b>      | <b>0.00</b>      | <b>29,434.00</b>  | <b>15,925.00</b>  | <b>15,925.00</b>  |
| <b>Winter Symposium</b>                        |                  |                  |                   |                   |                   |
| 341.00 · Registration Fees                     | 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             |
| <b>Total Winter Symposium</b>                  | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>       | <b>0.00</b>       | <b>66,707.00</b>  |
| <b>Advertising</b>                             |                  |                  |                   |                   |                   |
| 383.00 · Website                               | 0.00             | 275.00           | 0.00              | 1,100.00          | 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         |
| <b>Total Advertising</b>                       | <b>0.00</b>      | <b>275.00</b>    | <b>11,781.00</b>  | <b>12,100.00</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                              | 50.00            | 125.00           | 150.00            | 375.00            | 1,250.00          |
| 390.01 · Ernst Scholarship Award               | 0.00             | 3,000.00         | 0.00              | 3,000.00          | 3,000.00          |
| 391.00 · Interest                              | 20.85            | 400.00           | 87.83             | 1,625.00          | 5,000.00          |
| 392.00 · Miscellaneous Income                  | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              |
| 394.00 · Unrealized Gains/Losses               | -3.94            | 0.00             | 26.17             | 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>66.91</b>     | <b>3,525.00</b>  | <b>264.00</b>     | <b>5,000.00</b>   | <b>9,250.00</b>   |
| <b>Total Income</b>                            | <b>8,498.16</b>  | <b>16,074.00</b> | <b>237,752.75</b> | <b>156,523.00</b> | <b>271,980.00</b> |
| <b>Expense</b>                                 |                  |                  |                   |                   |                   |
| <b>Administrative Expenses</b>                 |                  |                  |                   |                   |                   |
| 714.00 · Administrative Fees                   | 13,483.75        | 13,483.75        | 53,935.00         | 53,935.00         | 161,805.00        |
| 715.00 · Accounting/Legal Fees                 | 3,150.00         | 0.00             | 3,150.00          | 0.00              | 3,100.00          |
| 716.00 · Insurance                             | 0.00             | 0.00             | 500.00            | 600.00            | 2,745.00          |
| 717.00 · Bank/Merchant Charges                 | 275.51           | 500.00           | 4,091.74          | 2,000.00          | 6,000.00          |
| 718.00 · Storage Rental                        | 0.00             | 0.00             | 0.00              | 75.00             | 300.00            |
| 719.00 · Phone/Fax                             | 0.00             | 19.00            | 53.02             | 73.00             | 225.00            |
| 720.00 · Postage/Mailing Services/Labels       | 1.50             | 8.00             | 7.00              | 34.00             | 100.00            |
| 721.00 · Copies/Printing                       | 237.24           | 9.00             | 237.24            | 34.00             | 100.00            |
| 722.00 · Plaques/Awards/Prizes/Gifts           | 0.00             | 0.00             | 0.00              | 500.00            | 1,000.00          |
| 723.00 · Supplies                              | 2.07             | 33.00            | 17.72             | 133.00            | 400.00            |
| 725.00 · Website                               | 920.10           | 625.00           | 5,592.06          | 2,500.00          | 7,500.00          |
| 728.00 · Taxes                                 | 392.00           | 0.00             | 587.50            | 0.00              | 1,000.00          |
| 732.00 · Equipment                             | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              |
| 735.00 · Miscellaneous                         | 100.00           | 9.00             | 164.95            | 33.00             | 100.00            |
| 602.07 · Constant Contact (inc. survey)        | 0.00             | 195.00           | 2,109.00          | 780.00            | 2,340.00          |
| 729.00 · Professional Dues                     | 0.00             | 84.00            | 0.00              | 333.00            | 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                       | 0.00             | 0.00             | 0.00              | 0.00              | 1,000.00          |
| 738.02 · ALTA Membership                       | 460.00           | 0.00             | 460.00            | 460.00            | 460.00            |
| <b>Total 738.00 · Professional Memberships</b> | <b>460.00</b>    | <b>0.00</b>      | <b>460.00</b>     | <b>460.00</b>     | <b>1,460.00</b>   |
| 739.00 · Ernst Scholarship Award               | 0.00             | 0.00             | 0.00              | 3,000.00          | 3,000.00          |
| <b>Total Administrative Expenses</b>           | <b>19,022.17</b> | <b>14,965.75</b> | <b>70,905.23</b>  | <b>64,490.00</b>  | <b>192,175.00</b> |
| <b>Annual Conference Expenses</b>              |                  |                  |                   |                   |                   |

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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            | 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                           | 0.00        | 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             |
| <b>Total Annual Conference Expenses</b>      | <b>0.00</b> | <b>0.00</b>  | <b>2,409.22</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                            | 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         |
| <b>Total Winter Symposium Expenses</b>       | <b>0.00</b> | <b>0.00</b>  | <b>0.00</b>     | <b>0.00</b>     | <b>67,090.00</b> |
| <b>Board Activities</b>                      |             |              |                 |                 |                  |
| <b>Monthly Board Meetings</b>                |             |              |                 |                 |                  |
| 551.00 · Conference Calls                    | 0.41        | 62.00        | 140.33          | 249.00          | 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>0.41</b> | <b>62.00</b> | <b>140.33</b>   | <b>249.00</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        | 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             |
| <b>Total Board Planning Retreat Expenses</b> | <b>0.00</b> | <b>0.00</b>  | <b>0.00</b>     | <b>0.00</b>     | <b>9,700.00</b>  |
| <b>Total Board Activities</b>                | <b>0.41</b> | <b>62.00</b> | <b>140.33</b>   | <b>249.00</b>   | <b>10,450.00</b> |
| <b>Board's Discretionary</b>                 |             |              |                 |                 |                  |
| 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             |
| <b>Total Board's Discretionary</b>           | <b>0.00</b> | <b>0.00</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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November 2020

|   | Nov 20 | Budget   | Aug - Nov 20 | YTD Budget | Annual Budget |
|---|--------|----------|--------------|------------|---------------|
| <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                                  | 0.00   | 0.00     | 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                  | 2.15   | 21.00    | 236.25       | 82.00      | 250.00        |
| 657.00 · Supplies/Collateral                              | 0.00   | 9.00     | 0.00         | 33.00      | 100.00        |
| <b>Total Membership Maintenance</b>                       | 2.15   | 30.00    | 441.21       | 365.00     | 600.00        |
| <b>Membership Marketing</b>                               |        |          |              |            |               |
| 602.01 · Copies/Printing                                  | 0.00   | 159.00   | 0.00         | 633.00     | 1,900.00      |
| 602.02 · Phone/Fax/Telemarketing                          | 0.00   | 17.00    | 10.53        | 68.00      | 200.00        |
| 602.03 · Postage/Mailing Services/Labels                  | 0.00   | 125.00   | 0.00         | 500.00     | 1,500.00      |
| 602.04 · Supplies   | 0.00   | 21.00    | 0.00         | 84.00      | 250.00        |
| 602.05 · Marketing Collateral                             | 0.00   | 208.00   | 0.00         | 833.00     | 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>                         | 0.00   | 530.00   | 10.53        | 2,118.00   | 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>               | 2.15   | 560.00   | 451.74       | 2,483.00   | 6,950.00      |
| <b>613.00 · Land Fraud Committee</b>                      | 0.00   | 0.00     | 0.00         | 0.00       | 0.00          |
| <b>605.00 · Records Access &amp; Privacy Policy</b>       |        |          |              |            |               |
| 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                           | 0.00   | 42.00    | 9.83         | 168.00     | 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>                     | 0.00   | 42.00    | 9.83         | 168.00     | 500.00        |
| <b>Standards and Best Practices</b>                       |        |          |              |            |               |
| 680.01 · Phone/Conference Calls                           | 30.29  | 62.00    | 338.65       | 250.00     | 750.00        |
| 680.02 · Copies/Printing                                  | 0.00   | 8.00     | 0.00         | 33.00      | 100.00        |
| 680.03 · Postage/Mailing                                  | 0.00   | 8.00     | 0.00         | 33.00      | 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     | 1,300.00   | 3,000.00      |
| <b>Total Standards and Best Practices</b>                 | 30.29  | 178.00   | 1,351.16     | 1,616.00   | 3,950.00      |
| <b>Governance Committee</b>                               |        |          |              |            |               |
| 690.01 · Phone/Conference Calls                           | 10.76  | 25.00    | 93.42        | 100.00     | 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   | 208.00   | -2,500.00    | 833.00     | 2,500.00      |
| <b>Total Governance Committee</b>                         | 10.76  | 233.00   | -2,406.58    | 933.00     | 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                       | 9.75   | 20.00    | 24.92        | 82.00      | 250.00        |
| 609.03 · Product Development                              | 0.00   | 249.00   | 0.00         | 996.00     | 2,988.00      |
| 609.04 · Webinar Provider Services                        | 0.00   | 99.00    | 149.90       | 396.00     | 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>                 | 9.75   | 368.00   | 174.82       | 1,474.00   | 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                                 | 660.00 | 833.00   | 3,000.00     | 3,333.00   | 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         | 12.00      | 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    | 300.00       | 284.00     | 850.00        |
| 617.07 · PRIA Local Shipping & Postage                    | 0.00   | 2.00     | 0.00         | 8.00       | 25.00         |
| 617.08 · PRIA Local Website/eNewsletter                   | 200.00 | 333.00   | 910.00       | 1,333.00   | 4,000.00      |
| 617.09 · PRIA Local Travel                                | 0.00   | 0.00     | 0.00         | 0.00       | 0.00          |
| <b>Total PRIA Local</b>                                   | 935.00 | 1,242.00 | 4,210.00     | 4,970.00   | 14,910.00     |

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

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|                           | <u>Nov 20</u>     | <u>Budget</u>    | <u>Aug - Nov 20</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---------------------------|-------------------|------------------|---------------------|-------------------|----------------------|
| Total Education Committee | 944.75            | 1,610.00         | 4,384.82            | 6,444.00          | 19,336.00            |
| Total Expense             | 20,010.53         | 17,650.75        | 77,245.75           | 79,783.00         | 306,651.00           |
| Net Income                | <u>-11,512.37</u> | <u>-1,576.75</u> | <u>160,507.00</u>   | <u>76,740.00</u>  | <u>-34,671.00</u>    |