

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

	Dec 20	Budget	Aug - Dec 20	YTD Budget	Annual Budget
<b>Income</b>					
<b>Membership Dues</b>					
301.00 · Government Regular Dues	1,181.25	6,884.00	65,927.50	34,421.00	55,073.00
302.00 · Government Associate Dues	350.00	915.00	10,177.50	8,375.00	9,325.00
304.00 · Business Regular Dues	2,600.00	3,200.00	121,350.00	90,214.00	99,263.00
305.00 · Business Associate Dues	0.00	0.00	0.00	0.00	0.00
307.00 · Retired Members	0.00	0.00	350.00	187.00	187.00
309.00 · Limited Access Members	400.00	325.00	3,000.00	1,625.00	1,950.00
310.00 · Membership Incentives	0.00	0.00	0.00	0.00	0.00
<b>Total Membership Dues</b>	<b>4,531.25</b>	<b>11,324.00</b>	<b>200,805.00</b>	<b>134,822.00</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	1,424.00	0.00	1,424.00	0.00	34,625.00
341.01 · Combo Registration Fees	0.00	0.00	0.00	0.00	0.00
342.00 · Sponsorship Fees	13,400.00	0.00	13,400.00	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>14,824.00</b>	<b>0.00</b>	<b>14,824.00</b>	<b>0.00</b>	<b>66,707.00</b>
<b>Advertising</b>					
383.00 · Website	1,732.50	275.00	1,732.50	1,375.00	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	624.00	0.00	12,405.00	11,000.00	11,000.00
<b>Total Advertising</b>	<b>2,356.50</b>	<b>275.00</b>	<b>14,137.50</b>	<b>12,375.00</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	0.00	125.00	150.00	500.00	1,250.00
390.01 · Ernst Scholarship Award	0.00	0.00	0.00	3,000.00	3,000.00
391.00 · Interest	19.96	425.00	107.79	2,050.00	5,000.00
392.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
394.00 · Unrealized Gains/Losses	-4.43	0.00	21.74	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>15.53</b>	<b>550.00</b>	<b>279.53</b>	<b>5,550.00</b>	<b>9,250.00</b>
<b>Total Income</b>	<b>21,727.28</b>	<b>12,149.00</b>	<b>259,480.03</b>	<b>168,672.00</b>	<b>271,980.00</b>
<b>Expense</b>					
<b>Administrative Expenses</b>					
714.00 · Administrative Fees	13,483.75	13,483.75	67,418.75	67,418.75	161,805.00
715.00 · Accounting/Legal Fees	0.00	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	290.22	500.00	4,381.96	2,500.00	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	92.00	225.00
720.00 · Postage/Mailing Services/Labels	19.50	8.00	26.50	42.00	100.00
721.00 · Copies/Printing	0.00	8.00	237.24	42.00	100.00
722.00 · Plaques/Awards/Prizes/Gifts	0.00	0.00	0.00	500.00	1,000.00
723.00 · Supplies	4.50	33.00	22.22	166.00	400.00
725.00 · Website	245.00	625.00	5,837.06	3,125.00	7,500.00
728.00 · Taxes	0.00	0.00	278.03	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	164.95	41.00	100.00
602.07 · Constant Contact (inc. survey)	0.00	195.00	2,109.00	975.00	2,340.00
729.00 · Professional Dues	0.00	83.00	0.00	416.00	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

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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	460.00	460.00	460.00
<b>Total 738.00 · Professional Memberships</b>	<b>0.00</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>14,042.97</b>	<b>14,962.75</b>	<b>84,638.73</b>	<b>79,452.75</b>	<b>192,175.00</b>
<b>Annual Conference Expenses</b>					
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	2.90	0.00	79.88	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>2.90</b>	<b>0.00</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	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	1,250.00	0.00	1,250.00	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>1,250.00</b>	<b>0.00</b>	<b>1,250.00</b>	<b>0.00</b>	<b>67,090.00</b>
<b>Board Activities</b>					
<b>Monthly Board Meetings</b>					
551.00 · Conference Calls	8.76	62.00	149.09	311.00	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>8.76</b>	<b>62.00</b>	<b>149.09</b>	<b>311.00</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

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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>8.76</b>	<b>62.00</b>	<b>149.09</b>	<b>311.00</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>
<b>Total Administration &amp; Infrastructure</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<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	0.50	21.00	236.75	103.00	250.00
657.00 · Supplies/Collateral	0.00	8.00	0.00	41.00	100.00
<b>Total Membership Maintenance</b>	<b>0.50</b>	<b>29.00</b>	<b>441.71</b>	<b>394.00</b>	<b>600.00</b>
<b>Membership Marketing</b>					
602.01 · Copies/Printing	0.00	158.00	0.00	791.00	1,900.00
602.02 · Phone/Fax/Telemarketing	0.00	17.00	10.53	85.00	200.00
602.03 · Postage/Mailing Services/Labels	0.00	125.00	0.00	625.00	1,500.00
602.04 · Supplies	0.00	21.00	0.00	105.00	250.00
602.05 · Marketing Collateral	0.00	208.00	0.00	1,041.00	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>	<b>0.00</b>	<b>529.00</b>	<b>10.53</b>	<b>2,647.00</b>	<b>6,350.00</b>
<b>Volunteer Coordination</b>					
675.00 · Phone/Conference Calls	0.00	0.00	0.00	0.00	0.00
<b>Total Volunteer Coordination</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<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>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Membership Marketing Committee</b>	<b>0.50</b>	<b>558.00</b>	<b>452.24</b>	<b>3,041.00</b>	<b>6,950.00</b>
613.00 · Land Fraud Committee	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>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Communications Committee</b>					
670.01 · Phone/Conference Calls	0.00	42.00	9.83	210.00	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>	<b>0.00</b>	<b>42.00</b>	<b>9.83</b>	<b>210.00</b>	<b>500.00</b>
<b>Standards and Best Practices</b>					
680.01 · Phone/Conference Calls	11.23	63.00	349.88	313.00	750.00
680.02 · Copies/Printing	0.00	8.00	0.00	41.00	100.00
680.03 · Postage/Mailing	0.00	8.00	0.00	41.00	100.00
680.04 · Supplies	0.00	0.00	0.00	0.00	0.00

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685.00 · S&BP Special Projects	0.00	1,000.00	1,012.51	2,300.00	3,000.00
<b>Total Standards and Best Practices</b>	11.23	1,079.00	1,362.39	2,695.00	3,950.00
<b>Governance Committee</b>					
690.01 · Phone/Conference Calls	0.00	25.00	93.42	125.00	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	1,041.00	2,500.00
<b>Total Governance Committee</b>	0.00	233.00	-2,406.58	1,166.00	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	6.04	21.00	30.96	103.00	250.00
609.03 · Product Development	0.00	249.00	0.00	1,245.00	2,988.00
609.04 · Webinar Provider Services	0.00	99.00	149.90	495.00	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>	6.04	369.00	180.86	1,843.00	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	600.00	833.00	3,600.00	4,166.00	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	15.00	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	375.00	355.00	850.00
617.07 · PRIA Local Shipping & Postage	0.00	2.00	0.00	10.00	25.00
617.08 · PRIA Local Website/eNewsletter	220.00	333.00	1,130.00	1,666.00	4,000.00
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.00	0.00
<b>Total PRIA Local</b>	895.00	1,242.00	5,105.00	6,212.00	14,910.00
<b>Total Education Committee</b>	901.04	1,611.00	5,285.86	8,055.00	19,336.00
<b>Total Expense</b>	16,217.40	18,547.75	93,153.68	98,330.75	306,651.00
<b>Net Income</b>	<b>5,509.88</b>	<b>-6,398.75</b>	<b>166,326.35</b>	<b>70,341.25</b>	<b>-34,671.00</b>