

**Property Records Industry Association**  
**Profit & Loss Prev Year Comparison**  
 August 2020 through January 2021

	Aug '20 - Jan 21	Aug '19 - Jan 20	\$ Change	% Change
<b>Income</b>				
<b>Membership Dues</b>				
301.00 · Government Regular Dues	69,090.00	70,548.75	-1,458.75	-2.1%
302.00 · Government Associate Dues	10,752.50	11,125.00	-372.50	-3.4%
304.00 · Business Regular Dues	131,800.00	129,200.00	2,600.00	2.0%
305.00 · Business Associate Dues	25.00	0.00	25.00	100.0%
307.00 · Retired Members	350.00	300.00	50.00	16.7%
309.00 · Limited Access Members	3,000.00	2,200.00	800.00	36.4%
<b>Total Membership Dues</b>	<b>215,017.50</b>	<b>213,373.75</b>	<b>1,643.75</b>	<b>0.8%</b>
<b>Annual Conference</b>				
321.00 · Registration Fees	17,034.00	73,345.00	-56,311.00	-76.8%
322.00 · Sponsorship Fees	12,400.00	53,200.00	-40,800.00	-76.7%
324.00 · Hotel Commissions	0.00	8,357.00	-8,357.00	-100.0%
327.00 · Event Tickets	0.00	50.00	-50.00	-100.0%
328.00 · Tour	0.00	3,150.00	-3,150.00	-100.0%
<b>Total Annual Conference</b>	<b>29,434.00</b>	<b>138,102.00</b>	<b>-108,668.00</b>	<b>-78.7%</b>
<b>Winter Symposium</b>				
341.00 · Registration Fees	15,323.00	67,035.00	-51,712.00	-77.1%
342.00 · Sponsorship Fees	16,400.00	46,900.00	-30,500.00	-65.0%
<b>Total Winter Symposium</b>	<b>31,723.00</b>	<b>113,935.00</b>	<b>-82,212.00</b>	<b>-72.2%</b>
<b>Advertising</b>				
383.00 · Website	3,400.00	0.00	3,400.00	100.0%
386.00 · Bundled Advertising	12,405.00	12,444.00	-39.00	-0.3%
<b>Total Advertising</b>	<b>15,805.00</b>	<b>12,444.00</b>	<b>3,361.00</b>	<b>27.0%</b>
<b>Other Income</b>				
390.00 · Webinars	150.00	750.00	-600.00	-80.0%
390.01 · Ernst Scholarship Award	0.00	1,427.99	-1,427.99	-100.0%
391.00 · Interest	161.01	2,696.66	-2,535.65	-94.0%
394.00 · Unrealized Gains/Losses	12.36	22.74	-10.38	-45.7%
<b>Total Other Income</b>	<b>323.37</b>	<b>4,897.39</b>	<b>-4,574.02</b>	<b>-93.4%</b>
<b>Total Income</b>	<b>292,302.87</b>	<b>482,752.14</b>	<b>-190,449.27</b>	<b>-39.5%</b>
<b>Expense</b>				
<b>Administrative Expenses</b>				
714.00 · Administrative Fees	81,242.50	83,552.52	-2,310.02	-2.8%
715.00 · Accounting/Legal Fees	3,150.00	3,100.00	50.00	1.6%
716.00 · Insurance	2,606.00	2,745.00	-139.00	-5.1%
717.00 · Bank/Merchant Charges	5,011.21	5,511.78	-500.57	-9.1%
718.00 · Storage Rental	159.49	153.85	5.64	3.7%
719.00 · Phone/Fax	53.02	130.92	-77.90	-59.5%
720.00 · Postage/Mailing Services/Labels	27.00	52.69	-25.69	-48.8%
721.00 · Copies/Printing	237.24	0.00	237.24	100.0%
722.00 · Plaques/Awards/Prizes/Gifts	0.00	264.70	-264.70	-100.0%
723.00 · Supplies	38.30	80.86	-42.56	-52.6%
725.00 · Website	6,082.06	5,724.66	357.40	6.2%
728.00 · Taxes	278.03	220.24	57.79	26.2%
735.00 · Miscellaneous	164.95	0.00	164.95	100.0%
602.07 · Constant Contact (inc. survey)	2,109.00	1,170.00	939.00	80.3%
729.00 · Professional Dues	0.00	279.50	-279.50	-100.0%
<b>738.00 · Professional Memberships</b>				
738.01 · ESRA Membership	1,700.00	1,000.00	700.00	70.0%
738.02 · ALTA Membership	460.00	460.00	0.00	0.0%
<b>Total 738.00 · Professional Memberships</b>	<b>2,160.00</b>	<b>1,460.00</b>	<b>700.00</b>	<b>48.0%</b>
739.00 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%
<b>Total Administrative Expenses</b>	<b>103,318.80</b>	<b>105,464.71</b>	<b>-2,145.91</b>	<b>-2.0%</b>
<b>Annual Conference Expenses</b>				

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02/12/21

Accrual Basis

	Aug '20 - Jan 21	Aug '19 - Jan 20	\$ Change	% Change
452.00 · Speakers	0.00	9,745.34	-9,745.34	-100.0%
454.00 · Food & Beverage	0.00	49,609.92	-49,609.92	-100.0%
455.00 · AV	0.00	13,782.01	-13,782.01	-100.0%
456.00 · Postage/Mailing Services/Labels	835.81	440.07	395.74	89.9%
457.00 · Phone/Fax	79.88	191.91	-112.03	-58.4%
458.00 · Copies/Printing	17.28	539.70	-522.42	-96.8%
459.00 · Supplies	0.00	1,459.00	-1,459.00	-100.0%
461.00 · Badges/Ribbons	0.00	135.00	-135.00	-100.0%
463.00 · Entertainment	0.00	1,144.00	-1,144.00	-100.0%
464.00 · Recreational Events	0.00	9,228.17	-9,228.17	-100.0%
467.00 · Plaques/Awards/Prizes/Gifts	1,479.15	1,456.91	22.24	1.5%
468.00 · Signs	0.00	99.74	-99.74	-100.0%
469.00 · Staff Expenses	0.00	6,970.79	-6,970.79	-100.0%
470.00 · Transportation	0.00	1,080.00	-1,080.00	-100.0%
471.00 · In-Kind Expenses	0.00	1,750.69	-1,750.69	-100.0%
<b>Total Annual Conference Expenses</b>	<b>2,412.12</b>	<b>97,633.25</b>	<b>-95,221.13</b>	<b>-97.5%</b>
<b>Winter Symposium Expenses</b>				
502.00 · Speakers	2,500.00	0.00	2,500.00	100.0%
505.00 · AV	1,250.00	5,874.50	-4,624.50	-78.7%
508.00 · Copies/Printing	0.00	192.50	-192.50	-100.0%
509.00 · Supplies	45.25	1,350.00	-1,304.75	-96.7%
517.00 · Plaques/Awards/Prizes/Gifts	24.44	0.00	24.44	100.0%
519.00 · Staff Expenses	0.00	865.21	-865.21	-100.0%
<b>Total Winter Symposium Expenses</b>	<b>3,819.69</b>	<b>8,282.21</b>	<b>-4,462.52</b>	<b>-53.9%</b>
<b>Board Activities</b>				
Monthly Board Meetings				
551.00 · Conference Calls	158.23	302.20	-143.97	-47.6%
<b>Total Monthly Board Meetings</b>	<b>158.23</b>	<b>302.20</b>	<b>-143.97</b>	<b>-47.6%</b>
Board Planning Retreat Expenses				
424.00 · Staff Expenses	0.00	0.00	0.00	0.0%
<b>Total Board Planning Retreat Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Board Activities</b>	<b>158.23</b>	<b>302.20</b>	<b>-143.97</b>	<b>-47.6%</b>
<b>Membership Marketing Committee</b>				
Membership Maintenance				
651.00 · Copies/Printing	204.96	106.92	98.04	91.7%
653.00 · Postage/Mailing Services/Labels	236.75	194.25	42.50	21.9%
657.00 · Supplies/Collateral	0.00	13.92	-13.92	-100.0%
<b>Total Membership Maintenance</b>	<b>441.71</b>	<b>315.09</b>	<b>126.62</b>	<b>40.2%</b>
Membership Marketing				
602.01 · Copies/Printing	0.00	113.44	-113.44	-100.0%
602.02 · Phone/Fax/Telemarketing	10.53	60.94	-50.41	-82.7%
602.03 · Postage/Mailing Services/Labels	0.00	516.52	-516.52	-100.0%
602.04 · Supplies	22.63	48.66	-26.03	-53.5%
<b>Total Membership Marketing</b>	<b>33.16</b>	<b>739.56</b>	<b>-706.40</b>	<b>-95.5%</b>
<b>Total Membership Marketing Committee</b>	<b>474.87</b>	<b>1,054.65</b>	<b>-579.78</b>	<b>-55.0%</b>
<b>Communications Committee</b>				
670.01 · Phone/Conference Calls	9.83	13.39	-3.56	-26.6%
<b>Total Communications Committee</b>	<b>9.83</b>	<b>13.39</b>	<b>-3.56</b>	<b>-26.6%</b>
<b>Standards and Best Practices</b>				
680.01 · Phone/Conference Calls	349.88	256.35	93.53	36.5%
680.02 · Copies/Printing	0.00	34.08	-34.08	-100.0%
680.03 · Postage/Mailing	0.00	2,049.11	-2,049.11	-100.0%
685.00 · S&BP Special Projects	1,012.51	3,503.08	-2,490.57	-71.1%

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<b>Total Standards and Best Practices</b>	1,362.39	5,842.62	-4,480.23	-76.7%
<b>Governance Committee</b>				
690.01 · Phone/Conference Calls	93.42	114.62	-21.20	-18.5%
690.05 · Marketing/Branding	-2,500.00	11,540.93	-14,040.93	-121.7%
<b>Total Governance Committee</b>	-2,406.58	11,655.55	-14,062.13	-120.7%
<b>Education Committee</b>				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	30.96	82.16	-51.20	-62.3%
609.04 · Webinar Provider Services	149.90	1,068.00	-918.10	-86.0%
<b>Total 609.00 · Education Workgroup</b>	180.86	1,150.16	-969.30	-84.3%
<b>PRIA Local</b>				
617.00 · PRIA Local Admin	4,250.00	3,600.00	650.00	18.1%
617.06 · PRIA Local Phone/Internet Srv.	450.00	375.00	75.00	20.0%
617.08 · PRIA Local Website/eNewsletter	1,500.00	1,340.00	160.00	11.9%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
<b>Total PRIA Local</b>	6,200.00	5,315.00	885.00	16.7%
<b>Total Education Committee</b>	6,380.86	6,465.16	-84.30	-1.3%
<b>Total Expense</b>	115,530.21	236,713.74	-121,183.53	-51.2%
<b>Net Income</b>	<b>176,772.66</b>	<b>246,038.40</b>	<b>-69,265.74</b>	<b>-28.2%</b>