

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

	Aug '20 - Feb 21	Aug '19 - Feb 20	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	70,432.50	72,033.75	-1,601.25	-2.2%
302.00 · Government Associate Dues	10,902.50	11,200.00	-297.50	-2.7%
304.00 · Business Regular Dues	132,400.00	129,500.00	2,900.00	2.2%
305.00 · Business Associate Dues	25.00	0.00	25.00	100.0%
307.00 · Retired Members	400.00	300.00	100.00	33.3%
309.00 · Limited Access Members	3,000.00	2,200.00	800.00	36.4%
Total Membership Dues	217,160.00	215,233.75	1,926.25	0.9%
Annual Conference				
321.00 · Registration Fees	17,034.00	72,095.00	-55,061.00	-76.4%
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	1,830.00	-1,830.00	-100.0%
Total Annual Conference	29,434.00	135,532.00	-106,098.00	-78.3%
Winter Symposium				
341.00 · Registration Fees	20,399.00	75,275.00	-54,876.00	-72.9%
342.00 · Sponsorship Fees	16,900.00	46,900.00	-30,000.00	-64.0%
348.00 · Tour	0.00	1,605.00	-1,605.00	-100.0%
349.00 · Miscellaneous Income	0.00	70.00	-70.00	-100.0%
Total Winter Symposium	37,299.00	123,850.00	-86,551.00	-69.9%
Advertising				
383.00 · Website	3,400.00	1,710.00	1,690.00	98.8%
386.00 · Bundled Advertising	12,405.00	12,444.00	-39.00	-0.3%
Total Advertising	15,805.00	14,154.00	1,651.00	11.7%
Other Income				
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	176.50	3,320.89	-3,144.39	-94.7%
394.00 · Unrealized Gains/Losses	-5,216.06	9.94	-5,226.00	-52,575.5%
Total Other Income	-4,889.56	5,508.82	-10,398.38	-188.8%
Total Income	294,808.44	494,278.57	-199,470.13	-40.4%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	94,726.25	97,477.94	-2,751.69	-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	5,665.84	6,738.32	-1,072.48	-15.9%
718.00 · Storage Rental	159.49	153.85	5.64	3.7%
719.00 · Phone/Fax	53.02	135.81	-82.79	-61.0%
720.00 · Postage/Mailing Services/Labels	30.06	56.24	-26.18	-46.6%
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	86.77	-48.47	-55.9%
725.00 · Website	6,327.06	5,980.44	346.62	5.8%
728.00 · Taxes	345.84	220.24	125.60	57.0%
735.00 · Miscellaneous	197.89	23.96	173.93	725.9%
602.07 · Constant Contact (inc. survey)	2,109.00	1,365.00	744.00	54.5%
729.00 · Professional Dues	0.00	279.50	-279.50	-100.0%
738.00 · Professional Memberships				
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%
Total 738.00 · Professional Memberships	2,160.00	1,460.00	700.00	48.0%
739.00 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%

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Total Administrative Expenses	117,805.99	121,105.76	-3,299.77	-2.7%
Annual Conference Expenses				
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	216.54	-136.66	-63.1%
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%
Total Annual Conference Expenses	2,412.12	97,657.88	-95,245.76	-97.5%
Winter Symposium Expenses				
502.00 · Speakers	5,000.00	0.00	5,000.00	100.0%
505.00 · AV	1,343.15	5,874.50	-4,531.35	-77.1%
506.00 · Postage/Mailing Services/Labels	921.45	0.00	921.45	100.0%
508.00 · Copies/Printing	14.28	207.14	-192.86	-93.1%
509.00 · Supplies	45.25	1,371.97	-1,326.72	-96.7%
511.00 · Badges/Ribbons	0.00	35.78	-35.78	-100.0%
517.00 · Plaques/Awards/Prizes/Gifts	1,426.11	0.00	1,426.11	100.0%
519.00 · Staff Expenses	0.00	1,347.74	-1,347.74	-100.0%
523.00 · Transportation	0.00	162.16	-162.16	-100.0%
Total Winter Symposium Expenses	8,750.24	8,999.29	-249.05	-2.8%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	158.23	355.10	-196.87	-55.4%
Total Monthly Board Meetings	158.23	355.10	-196.87	-55.4%
Board Planning Retreat Expenses				
424.00 · Staff Expenses	0.00	0.00	0.00	0.0%
Total Board Planning Retreat Expenses	0.00	0.00	0.00	0.0%
Total Board Activities	158.23	355.10	-196.87	-55.4%
Membership Marketing Committee				
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%
Total Membership Maintenance	441.71	315.09	126.62	40.2%
Membership Marketing				
602.01 · Copies/Printing	0.00	113.44	-113.44	-100.0%
602.02 · Phone/Fax/Telemarketing	10.53	67.74	-57.21	-84.5%
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%
602.05 · Marketing Collateral	1,051.26	0.00	1,051.26	100.0%
Total Membership Marketing	1,084.42	746.36	338.06	45.3%
Total Membership Marketing Committee	1,526.13	1,061.45	464.68	43.8%
Communications Committee				
670.01 · Phone/Conference Calls	9.83	13.39	-3.56	-26.6%
Total Communications Committee	9.83	13.39	-3.56	-26.6%

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Accrual Basis

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Standards and Best Practices				
680.01 · Phone/Conference Calls	349.88	345.08	4.80	1.4%
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%
Total Standards and Best Practices	1,362.39	5,931.35	-4,568.96	-77.0%
Governance Committee				
690.01 · Phone/Conference Calls	93.42	135.65	-42.23	-31.1%
690.05 · Marketing/Branding	-2,500.00	11,540.93	-14,040.93	-121.7%
Total Governance Committee	-2,406.58	11,676.58	-14,083.16	-120.6%
Education Committee				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	30.96	97.67	-66.71	-68.3%
609.04 · Webinar Provider Services	149.90	1,068.00	-918.10	-86.0%
Total 609.00 · Education Workgroup	180.86	1,165.67	-984.81	-84.5%
PRIA Local				
617.00 · PRIA Local Admin	4,250.00	4,260.00	-10.00	-0.2%
617.06 · PRIA Local Phone/Internet Srv.	450.00	450.00	0.00	0.0%
617.08 · PRIA Local Website/eNewsletter	1,500.00	1,660.00	-160.00	-9.6%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	6,200.00	6,370.00	-170.00	-2.7%
Total Education Committee	6,380.86	7,535.67	-1,154.81	-15.3%
Total Expense	135,999.21	254,336.47	-118,337.26	-46.5%
Net Income	158,809.23	239,942.10	-81,132.87	-33.8%