

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

	Aug '20 - Mar 21	Aug '19 - Mar 20	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	70,857.50	72,326.25	-1,468.75	-2.0%
302.00 · Government Associate Dues	11,102.50	11,700.00	-597.50	-5.1%
304.00 · Business Regular Dues	132,400.00	130,400.00	2,000.00	1.5%
305.00 · Business Associate Dues	25.00	0.00	25.00	100.0%
307.00 · Retired Members	400.00	250.00	150.00	60.0%
309.00 · Limited Access Members	3,000.00	2,400.00	600.00	25.0%
Total Membership Dues	217,785.00	217,076.25	708.75	0.3%
Annual Conference				
321.00 · Registration Fees	17,034.00	71,920.00	-54,886.00	-76.3%
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	1,800.00	-1,800.00	-100.0%
Total Annual Conference	29,434.00	135,327.00	-105,893.00	-78.3%
Winter Symposium				
341.00 · Registration Fees	20,124.00	73,805.00	-53,681.00	-72.7%
342.00 · Sponsorship Fees	16,900.00	54,700.00	-37,800.00	-69.1%
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	37,024.00	130,180.00	-93,156.00	-71.6%
Advertising				
383.00 · Website	3,400.00	2,480.00	920.00	37.1%
386.00 · Bundled Advertising	12,405.00	12,444.00	-39.00	-0.3%
Total Advertising	15,805.00	14,924.00	881.00	5.9%
Other Income				
390.00 · Webinars	200.00	750.00	-550.00	-73.3%
390.01 · Ernst Scholarship Award	0.00	2,974.06	-2,974.06	-100.0%
391.00 · Interest	852.69	3,614.58	-2,761.89	-76.4%
394.00 · Unrealized Gains/Losses	-1,816.48	20.80	-1,837.28	-8,833.1%
Total Other Income	-763.79	7,359.44	-8,123.23	-110.4%
Total Income	299,284.21	504,866.69	-205,582.48	-40.7%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	108,210.00	111,403.36	-3,193.36	-2.9%
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	6,440.93	7,164.87	-723.94	-10.1%
718.00 · Storage Rental	159.49	153.85	5.64	3.7%
719.00 · Phone/Fax	53.02	135.86	-82.84	-61.0%
720.00 · Postage/Mailing Services/Labels	30.57	66.19	-35.62	-53.8%
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	68.99	100.51	-31.52	-31.4%
725.00 · Website	6,621.06	6,249.42	371.64	6.0%
728.00 · Taxes	345.84	286.00	59.84	20.9%
735.00 · Miscellaneous	197.89	23.96	173.93	725.9%
602.07 · Constant Contact (inc. survey)	2,109.00	1,560.00	549.00	35.2%
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	2,564.06	-2,564.06	-100.0%
Total Administrative Expenses	132,390.03	137,557.28	-5,167.25	-3.8%

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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	238.39	-158.51	-66.5%
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	97,679.73	-95,267.61	-97.5%
Winter Symposium Expenses				
502.00 · Speakers	5,000.00	3,826.78	1,173.22	30.7%
504.00 · Food & beverage	0.00	97,948.10	-97,948.10	-100.0%
505.00 · AV	1,343.15	14,129.30	-12,786.15	-90.5%
506.00 · Postage/Mailing Services/Labels	1,060.62	561.76	498.86	88.8%
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%
514.00 · Recreational Events	0.00	861.77	-861.77	-100.0%
517.00 · Plaques/Awards/Prizes/Gifts	2,082.02	2,167.47	-85.45	-3.9%
519.00 · Staff Expenses	0.00	6,763.86	-6,763.86	-100.0%
523.00 · Transportation	0.00	675.62	-675.62	-100.0%
524.00 · In-Kind Expenses	0.00	663.39	-663.39	-100.0%
Total Winter Symposium Expenses	9,545.32	129,212.94	-119,667.62	-92.6%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	158.35	383.53	-225.18	-58.7%
Total Monthly Board Meetings	158.35	383.53	-225.18	-58.7%
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	158.35	383.53	-225.18	-58.7%
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	73.84	-63.31	-85.7%
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%
602.05 · Marketing Collateral	1,051.26	760.48	290.78	38.2%
Total Membership Marketing	1,084.42	1,512.94	-428.52	-28.3%
Total Membership Marketing Committee	1,526.13	1,828.03	-301.90	-16.5%
Communications Committee				
670.01 · Phone/Conference Calls	10.10	26.36	-16.26	-61.7%
Total Communications Committee	10.10	26.36	-16.26	-61.7%
Standards and Best Practices				
680.01 · Phone/Conference Calls	349.88	418.45	-68.57	-16.4%
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	6,004.72	-4,642.33	-77.3%

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Governance Committee				
690.01 · Phone/Conference Calls	93.44	159.64	-66.20	-41.5%
690.05 · Marketing/Branding	-2,500.00	11,540.93	-14,040.93	-121.7%
Total Governance Committee	-2,406.56	11,700.57	-14,107.13	-120.6%
Education Committee				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	30.96	110.60	-79.64	-72.0%
609.03 · Product Development	2,988.00	2,868.00	120.00	4.2%
609.04 · Webinar Provider Services	349.80	1,068.00	-718.20	-67.3%
Total 609.00 · Education Workgroup	3,368.76	4,046.60	-677.84	-16.8%
PRIA Local				
617.00 · PRIA Local Admin	5,110.00	5,800.00	-690.00	-11.9%
617.06 · PRIA Local Phone/Internet Srv.	525.00	525.00	0.00	0.0%
617.08 · PRIA Local Website/eNewsletter	1,760.00	1,900.00	-140.00	-7.4%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	7,395.00	8,225.00	-830.00	-10.1%
Total Education Committee	10,763.76	12,271.60	-1,507.84	-12.3%
Total Expense	155,761.64	396,664.76	-240,903.12	-60.7%
Net Income	143,522.57	108,201.93	35,320.64	32.6%