

Property Records Industry Association Profit & Loss Budget vs. Actual

Accrual Basis

August 2017 through July 2018

	Aug '17 - Jul 18	Budget	\$ Over Budget	% of Budget
Income				
Membership Dues				
301.00 · Government Regular Dues	62,373.75	62,000.00	373.75	100.6%
302.00 · Government Associate Dues	8,300.00	7,600.00	700.00	109.2%
304.00 · Business Regular Dues	119,300.00	105,000.00	14,300.00	113.6%
307.00 · Retired Members	0.00	0.00	0.00	0.0%
309.00 · Limited Access Members	2,600.00	2,400.00	200.00	108.3%
Total Membership Dues	192,573.75	177,000.00	15,573.75	108.8%
Annual Conference				
321.00 · Registration Fees	72,833.00	58,000.00	14,833.00	125.6%
322.00 · Sponsorship Fees	47,375.00	45,000.00	2,375.00	105.3%
324.00 · Hotel Commissions	8,675.20	10,395.00	-1,719.80	83.5%
327.00 · Event Tickets	6,840.00	5,625.00	1,215.00	121.6%
328.00 · Tour	1,355.00	1,125.00	230.00	120.4%
Total Annual Conference	137,078.20	120,145.00	16,933.20	114.1%
Winter Symposium				
341.00 · Registration Fees	75,272.50	53,000.00	22,272.50	142.0%
341.01 · Combo Registration Fees	0.00	0.00	0.00	0.0%
342.00 · Sponsorship Fees	56,550.00	30,000.00	26,550.00	188.5%
344.00 · Hotel Commissions	11,241.50	7,800.00	3,441.50	144.1%
347.00 · Event Tickets	6,480.00	4,000.00	2,480.00	162.0%
348.00 · Tour	1,710.00	1,300.00	410.00	131.5%
Total Winter Symposium	151,254.00	96,100.00	55,154.00	157.4%
Advertising				
383.00 · Website	3,250.00	5,945.00	-2,695.00	54.7%
386.00 · Bundled Advertising	7,981.50	9,486.00	-1,504.50	84.1%
Total Advertising	11,231.50	15,431.00	-4,199.50	72.8%
Other Income				
390.00 · Webinars	1,425.00	600.00	825.00	237.5%
391.00 · Interest	1,795.75	1,400.00	395.75	128.3%
390.01 · Ernst Scholarship Award	3,806.96	3,000.00	806.96	126.9%
Total Other Income	7,027.71	5,000.00	2,027.71	140.6%
Total Income	499,165.16	413,676.00	85,489.16	120.7%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	136,250.03	136,250.00	0.03	100.0%
715.00 · Accounting/Legal Fees	3,000.00	3,000.00	0.00	100.0%
716.00 · Insurance	2,504.00	2,600.00	-96.00	96.3%
717.00 · Bank/Merchant Charges	8,762.71	7,500.00	1,262.71	116.8%
718.00 · Storage Rental	102.84	350.00	-247.16	29.4%
719.00 · Phone/Fax	1,252.94	1,400.00	-147.06	89.5%
720.00 · Postage/Mailing Services/Labels	643.36	600.00	43.36	107.2%
721.00 · Copies/Printing	622.99	750.00	-127.01	83.1%
722.00 · Plaques/Awards/Prizes/Gifts	179.54	500.00	-320.46	35.9%
723.00 · Supplies	663.44	750.00	-86.56	88.5%
725.00 · Website	6,451.44	7,500.00	-1,048.56	86.0%
732.00 · Equipment	660.00	720.00	-60.00	91.7%
728.00 · Taxes	1,658.12	500.00	1,158.12	331.6%
733.00 · Depreciation	293.40			
735.00 · Miscellaneous	317.97	500.00	-182.03	63.6%
602.07 · Constant Contact (inc. survey)	2,340.00	2,340.00	0.00	100.0%
729.00 · Professional Dues	273.00	250.00	23.00	109.2%
738.00 · Professional Memberships				
738.01 · ESRA Membership	1,000.00	1,000.00	0.00	100.0%
738.02 · ALTA Membership	460.00	460.00	0.00	100.0%
Total 738.00 · Professional Memberships	1,460.00	1,460.00	0.00	100.0%
739.00 · Ernst Scholarship Award	3,050.46	3,000.00	50.46	101.7%
Total Administrative Expenses	170,486.24	169,970.00	516.24	100.3%
Annual Conference Expenses				
452.00 · Speakers	217.82	1,102.00	-884.18	19.8%
453.00 · Hotel/Meeting Room	0.00	1,000.00	-1,000.00	0.0%
454.00 · Food & Beverage	67,905.14	40,000.00	27,905.14	169.8%
455.00 · AV	13,098.94	11,800.00	1,298.94	111.0%
456.00 · Postage/Mailing Services/Labels	444.95	750.00	-305.05	59.3%
457.00 · Phone/Fax	124.06	200.00	-75.94	62.0%
458.00 · Copies/Printing	1,350.00	2,000.00	-650.00	67.5%
459.00 · Supplies	137.97	200.00	-62.03	69.0%
461.00 · Badges/Ribbons	191.84	250.00	-58.16	76.7%
463.00 · Entertainment	646.86	1,125.00	-478.14	57.5%
464.00 · Recreational Events	15,942.15	15,000.00	942.15	106.3%
467.00 · Plaques/Awards/Prizes/Gifts	4,350.30	2,400.00	1,950.30	181.3%
468.00 · Signs	469.34	500.00	-30.66	93.9%
469.00 · Staff Expenses	3,629.79	3,000.00	629.79	121.0%
470.00 · Transportation	700.00	1,400.00	-700.00	50.0%
471.00 · In-Kind Expenses	0.00	0.00	0.00	0.0%
Total Annual Conference Expenses	109,209.16	80,727.00	28,482.16	135.3%

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Winter Symposium Expenses				
524.00 · In-Kind Expenses	1,426.99	0.00	1,426.99	100.0%
501.00 · Committee Activities	0.00	0.00	0.00	0.0%
502.00 · Speakers	2,825.37	2,000.00	825.37	141.3%
503.00 · Hotel/Meeting Room	113.00	1,000.00	-887.00	11.3%
504.00 · Food & beverage	73,813.70	45,000.00	28,813.70	164.0%
505.00 · AV	14,836.47	12,000.00	2,836.47	123.8%
506.00 · Postage/Mailing Services/Labels	455.89	1,000.00	-544.11	45.6%
507.00 · Phone/Fax	129.30	200.00	-70.70	64.7%
508.00 · Copies/Printing	2,364.72	2,000.00	364.72	118.2%
509.00 · Supplies	1,485.63	200.00	1,285.63	742.8%
511.00 · Badges/Ribbons	215.28	500.00	-284.72	43.1%
513.00 · Entertainment	0.00	500.00	-500.00	0.0%
514.00 · Recreational Events	19,523.78	10,000.00	9,523.78	195.2%
517.00 · Plaques/Awards/Prizes/Gifts	1,045.02	2,400.00	-1,354.98	43.5%
518.00 · Signs	0.00	500.00	-500.00	0.0%
519.00 · Staff Expenses	4,843.90	3,000.00	1,843.90	161.5%
523.00 · Transportation	1,864.13	1,400.00	464.13	133.2%
Total Winter Symposium Expenses	124,943.18	81,700.00	43,243.18	152.9%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	422.56	500.00	-77.44	84.5%
558.00 · Copies/Printing	0.00	200.00	-200.00	0.0%
Total Monthly Board Meetings	422.56	700.00	-277.44	60.4%
Board Planning Retreat Expenses				
419.00 · Food & Beverage	5,900.58	6,500.00	-599.42	90.8%
420.00 · AV	1,648.66	2,000.00	-351.34	82.4%
424.00 · Staff Expenses	1,879.24	2,000.00	-120.76	94.0%
417.00 · Speakers	5,562.74	7,000.00	-1,437.26	79.5%
425.00 · Transportation	0.00	0.00	0.00	0.0%
Total Board Planning Retreat Expenses	14,991.22	17,500.00	-2,508.78	85.7%
Total Board Activities	15,413.78	18,200.00	-2,786.22	84.7%
President's Discretionary				
676.00 · President's Travel	0.00	1,000.00	-1,000.00	0.0%
677.00 · Contingency	0.00	15,000.00	-15,000.00	0.0%
Total President's Discretionary	0.00	16,000.00	-16,000.00	0.0%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	77.16	500.00	-422.84	15.4%
653.00 · Postage/Mailing Services/Labels	69.96	500.00	-430.04	14.0%
657.00 · Supplies/Collateral	19.28	100.00	-80.72	19.3%
Total Membership Maintenance	166.40	1,100.00	-933.60	15.1%
Membership Marketing				
602.01 · Copies/Printing	0.00	3,200.00	-3,200.00	0.0%
602.02 · Phone/Fax/Telemarketing	32.35	360.00	-327.65	9.0%
602.03 · Postage/Mailing Services/Labels	469.06	2,700.00	-2,230.94	17.4%
602.04 · Supplies	0.00	350.00	-350.00	0.0%
602.05 · Marketing Collateral	1,611.59	6,000.00	-4,388.41	26.9%
Total Membership Marketing	2,113.00	12,610.00	-10,497.00	16.8%
Speakers Bureau				
608.03 · Speakers Bureau Postage/Mailing	0.00	0.00	0.00	0.0%
Total Speakers Bureau	0.00	0.00	0.00	0.0%
Total Membership Marketing Committee	2,279.40	13,710.00	-11,430.60	16.6%
Standards and Best Practices				
680.01 · Phone/Conference Calls	1,062.08	2,000.00	-937.92	53.1%
680.02 · Copies/Printing	113.83	750.00	-636.17	15.2%
680.03 · Postage/Mailing	1,129.57	600.00	529.57	188.3%
680.04 · Supplies	806.25	750.00	56.25	107.5%
685.00 · S&BP Special Projects	0.00	5,000.00	-5,000.00	0.0%
Total Standards and Best Practices	3,111.73	9,100.00	-5,988.27	34.2%
Governance Committee				
690.01 · Phone/Conference Calls	133.79	200.00	-66.21	66.9%
690.05 · Marketing/Branding	0.00	12,000.00	-12,000.00	0.0%
Total Governance Committee	133.79	12,200.00	-12,066.21	1.1%
Education Committee				
609.00 · Education Workgroup				
609.01 · Copies/Printing	0.00	0.00	0.00	0.0%
609.02 · Phone/Fax/Conference Calls	235.04	200.00	35.04	117.5%
609.03 · Product Development	0.00	1,000.00	-1,000.00	0.0%
609.04 · Webinar Provider Services	1,068.00	1,200.00	-132.00	89.0%
Total 609.00 · Education Workgroup	1,303.04	2,400.00	-1,096.96	54.3%
608.06 · Speakers Bureau-Travel	0.00	3,000.00	-3,000.00	0.0%

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August 2017 through July 2018

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PREP				
617.00 · PREP Admin	9,220.00	12,400.00	-3,180.00	74.4%
617.03 · PREP Printing/Copies	0.00	35.08	-35.08	0.0%
617.06 · PREP Telephone/Internet Service	900.00	850.00	50.00	105.9%
617.07 · PREP Shipping & Postage	0.00	25.00	-25.00	0.0%
617.08 · PREP Website/eNewsletter	3,810.00	4,000.00	-190.00	95.3%
617.09 · PREP Travel	1,760.47	2,500.00	-739.53	70.4%
Total PREP	<u>15,690.47</u>	<u>19,810.08</u>	<u>-4,119.61</u>	<u>79.2%</u>
Total Education Committee	<u>16,993.51</u>	<u>25,210.08</u>	<u>-8,216.57</u>	<u>67.4%</u>
Total Expense	<u>442,570.79</u>	<u>426,817.08</u>	<u>15,753.71</u>	<u>103.7%</u>
Net Income	<u>56,594.37</u>	<u>-13,141.08</u>	<u>69,735.45</u>	<u>-430.7%</u>