

## Property Records Industry Association Profit & Loss Prev Year Comparison

Accrual Basis

August 2017 through July 2018

	Aug '17 - Jul 18	Aug '16 - Jul 17	\$ Change	% Change
<b>Income</b>				
<b>Membership Dues</b>				
301.00 · Government Regular Dues	62,373.75	61,291.00	1,082.75	1.8%
302.00 · Government Associate Dues	8,300.00	7,625.00	675.00	8.9%
304.00 · Business Regular Dues	119,300.00	109,005.00	10,295.00	9.4%
309.00 · Limited Access Members	2,600.00	2,600.00	0.00	0.0%
<b>Total Membership Dues</b>	<b>192,573.75</b>	<b>180,521.00</b>	<b>12,052.75</b>	<b>6.7%</b>
<b>Annual Conference</b>				
321.00 · Registration Fees	72,833.00	58,295.00	14,538.00	24.9%
322.00 · Sponsorship Fees	47,375.00	33,100.00	14,275.00	43.1%
324.00 · Hotel Commissions	8,675.20	3,891.30	4,783.90	122.9%
327.00 · Event Tickets	6,840.00	0.00	6,840.00	100.0%
328.00 · Tour	1,355.00	1,275.00	80.00	6.3%
<b>Total Annual Conference</b>	<b>137,078.20</b>	<b>96,561.30</b>	<b>40,516.90</b>	<b>42.0%</b>
<b>Winter Symposium</b>				
341.00 · Registration Fees	75,272.50	50,891.00	24,381.50	47.9%
342.00 · Sponsorship Fees	56,550.00	32,675.00	23,875.00	73.1%
344.00 · Hotel Commissions	11,241.50	6,461.70	4,779.80	74.0%
347.00 · Event Tickets	6,480.00	2,814.00	3,666.00	130.3%
348.00 · Tour	1,710.00	1,305.00	405.00	31.0%
<b>Total Winter Symposium</b>	<b>151,254.00</b>	<b>94,146.70</b>	<b>57,107.30</b>	<b>60.7%</b>
<b>Advertising</b>				
383.00 · Website	3,250.00	5,945.00	-2,695.00	-45.3%
386.00 · Bundled Advertising	7,981.50	8,721.00	-739.50	-8.5%
<b>Total Advertising</b>	<b>11,231.50</b>	<b>14,666.00</b>	<b>-3,434.50</b>	<b>-23.4%</b>
<b>Board Planning Retreat</b>				
361.00 · Registration Fees	0.00	-375.00	375.00	100.0%
<b>Total Board Planning Retreat</b>	<b>0.00</b>	<b>-375.00</b>	<b>375.00</b>	<b>100.0%</b>
<b>Other Income</b>				
390.00 · Webinars	1,425.00	1,025.00	400.00	39.0%
391.00 · Interest	1,795.75	1,494.07	301.68	20.2%
397.00 · Promotional Items	0.00	40.00	-40.00	-100.0%
390.01 · Ernst Scholarship Award	3,806.96	2,270.55	1,536.41	67.7%
<b>Total Other Income</b>	<b>7,027.71</b>	<b>4,829.62</b>	<b>2,198.09</b>	<b>45.5%</b>
<b>Total Income</b>	<b>499,165.16</b>	<b>390,349.62</b>	<b>108,815.54</b>	<b>27.9%</b>
<b>Expense</b>				
<b>Administrative Expenses</b>				
714.00 · Administrative Fees	136,250.03	132,500.04	3,749.99	2.8%
715.00 · Accounting/Legal Fees	3,000.00	2,950.00	50.00	1.7%
716.00 · Insurance	2,504.00	2,566.00	-62.00	-2.4%
717.00 · Bank/Merchant Charges	8,762.71	8,781.73	-19.02	-0.2%
718.00 · Storage Rental	102.84	286.37	-183.53	-64.1%
719.00 · Phone/Fax	1,252.94	1,429.32	-176.38	-12.3%
720.00 · Postage/Mailing Services/Labels	643.36	520.98	122.38	23.5%
721.00 · Copies/Printing	622.99	664.44	-41.45	-6.2%
722.00 · Plaques/Awards/Prizes/Gifts	179.54	331.14	-151.60	-45.8%
723.00 · Supplies	663.44	1,123.34	-459.90	-40.9%
725.00 · Website	6,451.44	7,581.53	-1,130.09	-14.9%
732.00 · Equipment	660.00	720.00	-60.00	-8.3%
728.00 · Taxes	1,658.12	492.85	1,165.27	236.4%
733.00 · Depreciation	293.40	293.40	0.00	0.0%
735.00 · Miscellaneous	317.97	52.96	265.01	500.4%
602.07 · Constant Contact (inc. survey)	2,340.00	2,145.00	195.00	9.1%
729.00 · Professional Dues	273.00	290.70	-17.70	-6.1%
738.00 · Professional Memberships				
738.01 · ESRA Membership	1,000.00	1,415.00	-415.00	-29.3%
738.02 · ALTA Membership	460.00	460.00	0.00	0.0%
738.00 · Professional Memberships - Other	0.00	0.00	0.00	0.0%
<b>Total 738.00 · Professional Memberships</b>	<b>1,460.00</b>	<b>1,875.00</b>	<b>-415.00</b>	<b>-22.1%</b>
739.00 · Ernst Scholarship Award	3,050.46	1,520.55	1,529.91	100.6%
<b>Total Administrative Expenses</b>	<b>170,486.24</b>	<b>166,125.35</b>	<b>4,360.89</b>	<b>2.6%</b>
<b>Annual Conference Expenses</b>				
452.00 · Speakers	217.82	897.15	-679.33	-75.7%
454.00 · Food & Beverage	67,905.14	25,253.47	42,651.67	168.9%
455.00 · AV	13,098.94	2,176.39	10,922.55	501.9%
456.00 · Postage/Mailing Services/Labels	444.95	607.09	-162.14	-26.7%
457.00 · Phone/Fax	124.06	148.54	-24.48	-16.5%
458.00 · Copies/Printing	1,350.00	1,335.60	14.40	1.1%
459.00 · Supplies	137.97	144.42	-6.45	-4.5%
461.00 · Badges/Ribbons	191.84	223.37	-31.53	-14.1%
463.00 · Entertainment	646.86	900.00	-253.14	-28.1%
464.00 · Recreational Events	15,942.15	6,134.96	9,807.19	159.9%
467.00 · Plaques/Awards/Prizes/Gifts	4,350.30	2,450.00	1,900.30	77.6%
468.00 · Signs	469.34	396.86	72.48	18.3%
469.00 · Staff Expenses	3,629.79	2,696.22	933.57	34.6%
470.00 · Transportation	700.00	1,650.00	-950.00	-57.6%

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<b>Total Annual Conference Expenses</b>	109,209.16	45,014.07	64,195.09	142.6%
<b>Winter Symposium Expenses</b>				
524.00 · In-Kind Expenses	1,426.99	0.00	1,426.99	100.0%
502.00 · Speakers	2,825.37	1,572.43	1,252.94	79.7%
503.00 · Hotel/Meeting Room	113.00	0.00	113.00	100.0%
504.00 · Food & beverage	73,813.70	32,987.89	40,825.81	123.8%
505.00 · AV	14,836.47	5,980.79	8,855.68	148.1%
506.00 · Postage/Mailing Services/Labels	455.89	892.85	-436.96	-48.9%
507.00 · Phone/Fax	129.30	45.27	84.03	185.6%
508.00 · Copies/Printing	2,364.72	1,248.44	1,116.28	89.4%
509.00 · Supplies	1,485.63	207.84	1,277.79	614.8%
511.00 · Badges/Ribbons	215.28	539.22	-323.94	-60.1%
513.00 · Entertainment	0.00	7,353.61	-7,353.61	-100.0%
514.00 · Recreational Events	19,523.78	0.00	19,523.78	100.0%
517.00 · Plaques/Awards/Prizes/Gifts	1,045.02	400.00	645.02	161.3%
518.00 · Signs	0.00	274.09	-274.09	-100.0%
519.00 · Staff Expenses	4,843.90	3,146.14	1,697.76	54.0%
523.00 · Transportation	1,864.13	2,325.40	-461.27	-19.8%
<b>Total Winter Symposium Expenses</b>	124,943.18	56,973.97	67,969.21	119.3%
<b>Board Activities</b>				
<b>Monthly Board Meetings</b>				
551.00 · Conference Calls	422.56	497.67	-75.11	-15.1%
554.00 · Food & Beverage	0.00	-42.08	42.08	100.0%
556.00 · Postage/Mailing Services/Labels	0.00	17.56	-17.56	-100.0%
558.00 · Copies/Printing	0.00	144.11	-144.11	-100.0%
<b>Total Monthly Board Meetings</b>	422.56	617.26	-194.70	-31.5%
<b>Board Planning Retreat Expenses</b>				
418.00 · Hotel/Meeting Room	0.00	6,990.00	-6,990.00	-100.0%
419.00 · Food & Beverage	5,900.58	6,661.11	-760.53	-11.4%
420.00 · AV	1,648.66	2,231.06	-582.40	-26.1%
426.00 · Supplies	0.00	21.45	-21.45	-100.0%
424.00 · Staff Expenses	1,879.24	1,861.30	17.94	1.0%
417.00 · Speakers	5,562.74	0.00	5,562.74	100.0%
<b>Total Board Planning Retreat Expenses</b>	14,991.22	17,764.92	-2,773.70	-15.6%
<b>Total Board Activities</b>	15,413.78	18,382.18	-2,968.40	-16.2%
<b>Membership Marketing Committee</b>				
<b>Membership Maintenance</b>				
651.00 · Copies/Printing	77.16	0.00	77.16	100.0%
653.00 · Postage/Mailing Services/Labels	69.96	83.28	-13.32	-16.0%
657.00 · Supplies/Collateral	19.28	0.00	19.28	100.0%
<b>Total Membership Maintenance</b>	166.40	83.28	83.12	99.8%
<b>Membership Marketing</b>				
602.01 · Copies/Printing	0.00	60.00	-60.00	-100.0%
602.02 · Phone/Fax/Telemarketing	32.35	25.78	6.57	25.5%
602.03 · Postage/Mailing Services/Labels	469.06	6.00	463.06	7,717.7%
602.04 · Supplies	0.00	0.00	0.00	0.0%
602.05 · Marketing Collateral	1,611.59	240.00	1,371.59	571.5%
<b>Total Membership Marketing</b>	2,113.00	331.78	1,781.22	536.9%
<b>Total Membership Marketing Committee</b>	2,279.40	415.06	1,864.34	449.2%
<b>Technology Committee</b>				
614.00 · XML Workgroup	0.00	0.00	0.00	0.0%
<b>Total Technology Committee</b>	0.00	0.00	0.00	0.0%
<b>Standards and Best Practices</b>				
680.01 · Phone/Conference Calls	1,062.08	1,777.59	-715.51	-40.3%
680.02 · Copies/Printing	113.83	300.00	-186.17	-62.1%
680.03 · Postage/Mailing	1,129.57	0.00	1,129.57	100.0%
680.04 · Supplies	806.25	0.00	806.25	100.0%
685.00 · S&BP Special Projects	0.00	16,159.69	-16,159.69	-100.0%
<b>Total Standards and Best Practices</b>	3,111.73	18,237.28	-15,125.55	-82.9%
<b>Governance Committee</b>				
690.01 · Phone/Conference Calls	133.79	68.60	65.19	95.0%
<b>Total Governance Committee</b>	133.79	68.60	65.19	95.0%
<b>Education Committee</b>				
<b>609.00 · Education Workgroup</b>				
609.02 · Phone/Fax.Conference Calls	235.04	72.91	162.13	222.4%
609.04 · Webinar Provider Services	1,068.00	1,335.00	-267.00	-20.0%
<b>Total 609.00 · Education Workgroup</b>	1,303.04	1,407.91	-104.87	-7.5%
<b>608.06 · Speakers Bureau-Travel PREP</b>	0.00	397.71	-397.71	-100.0%
617.00 · PREP Admin	9,220.00	8,661.86	558.14	6.4%
617.06 · PREP Telephone/Internet Service	900.00	900.00	0.00	0.0%
617.08 · PREP Website/eNewsletter	3,810.00	3,409.20	400.80	11.8%
617.09 · PREP Travel	1,760.47	1,931.95	-171.48	-8.9%

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August 2017 through July 2018

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	Aug '17 - Jul 18	Aug '16 - Jul 17	\$ Change	% Change
Total PREP	15,690.47	14,903.01	787.46	5.3%
Total Education Committee	16,993.51	16,708.63	284.88	1.7%
Total Expense	442,570.79	321,925.14	120,645.65	37.5%
Net Income	<u>56,594.37</u>	<u>68,424.48</u>	<u>-11,830.11</u>	<u>-17.3%</u>