

Property Records Industry Association
Profit & Loss Budget vs. Actual

Accrual Basis

August 2018 through July 2019

	Aug '18 - Jul 19	Budget	\$ Over Budget	% of Budget
Income				
Membership Dues				
301.00 · Government Regular Dues	69,115.00	61,000.00	8,115.00	113.3%
302.00 · Government Associate Dues	8,925.00	8,300.00	625.00	107.5%
304.00 · Business Regular Dues	124,350.00	112,000.00	12,350.00	111.0%
307.00 · Retired Members	200.00	50.00	150.00	400.0%
309.00 · Limited Access Members	3,000.00	2,600.00	400.00	115.4%
Total Membership Dues	205,590.00	183,950.00	21,640.00	111.8%
Annual Conference				
321.00 · Registration Fees	63,660.00	60,000.00	3,660.00	106.1%
322.00 · Sponsorship Fees	42,800.00	38,000.00	4,800.00	112.6%
324.00 · Hotel Commissions	9,379.50	8,400.00	979.50	111.7%
327.00 · Event Tickets	15.00	0.00	15.00	100.0%
328.00 · Tour	1,500.00	1,200.00	300.00	125.0%
Total Annual Conference	117,354.50	107,600.00	9,754.50	109.1%
Winter Symposium				
341.00 · Registration Fees	51,970.00	62,000.00	-10,030.00	83.8%
341.01 · Combo Registration Fees	0.00	0.00	0.00	0.0%
342.00 · Sponsorship Fees	36,800.00	40,000.00	-3,200.00	92.0%
344.00 · Hotel Commissions	7,571.70	9,300.00	-1,728.30	81.4%
347.00 · Event Tickets	40.00	0.00	40.00	100.0%
348.00 · Tour	1,500.00	1,200.00	300.00	125.0%
349.00 · Miscellaneous Income	83.94			
Total Winter Symposium	97,965.64	112,500.00	-14,534.36	87.1%
Advertising				
383.00 · Website	3,335.00	4,105.00	-770.00	81.2%
386.00 · Bundled Advertising	11,334.72	7,982.00	3,352.72	142.0%
Total Advertising	14,669.72	12,087.00	2,582.72	121.4%
Other Income				
390.00 · Webinars	1,750.00	1,200.00	550.00	145.8%
390.01 · Ernst Scholarship Award	4,293.98	3,000.00	1,293.98	143.1%
391.00 · Interest	4,420.33	4,200.00	220.33	105.2%
392.00 · Miscellaneous Income	760.00			
394.00 · Unrealized Gains/Losses	35.18			
Total Other Income	11,259.49	8,400.00	2,859.49	134.0%
Total Income	446,839.35	424,537.00	22,302.35	105.3%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	147,250.04	136,250.00	11,000.04	108.1%
715.00 · Accounting/Legal Fees	7,519.50	3,100.00	4,419.50	242.6%
716.00 · Insurance	2,725.00	2,600.00	125.00	104.8%
717.00 · Bank/Merchant Charges	8,451.86	7,500.00	951.86	112.7%
718.00 · Storage Rental	223.33	200.00	23.33	111.7%
719.00 · Phone/Fax	1,309.46	1,350.00	-40.54	97.0%
720.00 · Postage/Mailing Services/Labels	641.70	650.00	-8.30	98.7%
721.00 · Copies/Printing	609.07	750.00	-140.93	81.2%
722.00 · Plaques/Awards/Prizes/Gifts	1,113.52	850.00	263.52	131.0%
723.00 · Supplies	662.05	750.00	-87.95	88.3%
725.00 · Website	7,097.35	9,000.00	-1,902.65	78.9%
728.00 · Taxes	1,406.20	800.00	606.20	175.8%
732.00 · Equipment	660.00	720.00	-60.00	91.7%
733.00 · Depreciation	293.40			
735.00 · Miscellaneous	174.90	500.00	-325.10	35.0%
602.07 · Constant Contact (inc. survey)	2,340.00	1,950.00	390.00	120.0%
729.00 · Professional Dues	133.50	250.00	-116.50	53.4%
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	3,491.84	3,000.00	491.84	116.4%
Total Administrative Expenses	187,562.72	171,680.00	15,882.72	109.3%

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Annual Conference Expenses				
452.00 · Speakers	8,310.97	1,528.00	6,782.97	543.9%
453.00 · Hotel/Meeting Room	0.00	0.00	0.00	0.0%
454.00 · Food & Beverage	53,666.78	45,000.00	8,666.78	119.3%
455.00 · AV	10,418.42	13,000.00	-2,581.58	80.1%
456.00 · Postage/Mailing Services/Labels	274.80	600.00	-325.20	45.8%
457.00 · Phone/Fax	55.26	100.00	-44.74	55.3%
458.00 · Copies/Printing	704.17	1,000.00	-295.83	70.4%
459.00 · Supplies	783.24	200.00	583.24	391.6%
461.00 · Badges/Ribbons	280.57	200.00	80.57	140.3%
463.00 · Entertainment	595.00	500.00	95.00	119.0%
464.00 · Recreational Events	8,343.70	8,000.00	343.70	104.3%
467.00 · Plaques/Awards/Prizes/Gifts	800.00	500.00	300.00	160.0%
468.00 · Signs	32.10	300.00	-267.90	10.7%
469.00 · Staff Expenses	4,193.97	3,600.00	593.97	116.5%
470.00 · Transportation	1,520.00	1,700.00	-180.00	89.4%
471.00 · In-Kind Expenses	491.13	1,500.00	-1,008.87	32.7%
Total Annual Conference Expenses	90,470.11	77,728.00	12,742.11	116.4%
Winter Symposium Expenses				
501.00 · Committee Activities	0.00	0.00	0.00	0.0%
502.00 · Speakers	10,537.04	1,604.00	8,933.04	656.9%
503.00 · Hotel/Meeting Room	0.00	500.00	-500.00	0.0%
504.00 · Food & beverage	41,273.39	50,000.00	-8,726.61	82.5%
505.00 · AV	12,214.03	13,000.00	-785.97	94.0%
506.00 · Postage/Mailing Services/Labels	0.00	600.00	-600.00	0.0%
507.00 · Phone/Fax	228.89	200.00	28.89	114.4%
508.00 · Copies/Printing	1,039.51	1,000.00	39.51	104.0%
509.00 · Supplies	210.97	200.00	10.97	105.5%
511.00 · Badges/Ribbons	53.32	200.00	-146.68	26.7%
513.00 · Entertainment	0.00	500.00	-500.00	0.0%
514.00 · Recreational Events	11,130.00	8,000.00	3,130.00	139.1%
517.00 · Plaques/Awards/Prizes/Gifts	3,140.89	1,500.00	1,640.89	209.4%
518.00 · Signs	411.81	300.00	111.81	137.3%
519.00 · Staff Expenses	6,877.38	4,000.00	2,877.38	171.9%
523.00 · Transportation	3,125.00	1,700.00	1,425.00	183.8%
524.00 · In-Kind Expenses	534.43	1,500.00	-965.57	35.6%
Total Winter Symposium Expenses	90,776.66	84,804.00	5,972.66	107.0%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	456.52	500.00	-43.48	91.3%
558.00 · Copies/Printing	0.00	0.00	0.00	0.0%
Total Monthly Board Meetings	456.52	500.00	-43.48	91.3%
Board Planning Retreat Expenses				
417.00 · Speakers	0.00	7,000.00	-7,000.00	0.0%
419.00 · Food & Beverage	5,104.39	6,500.00	-1,395.61	78.5%
420.00 · AV	1,064.52	2,000.00	-935.48	53.2%
424.00 · Staff Expenses	678.30	2,000.00	-1,321.70	33.9%
425.00 · Transportation	521.57			
426.00 · Supplies	100.00			
428.00 · In-kind Services	1,035.15			
Total Board Planning Retreat Expenses	8,503.93	17,500.00	-8,996.07	48.6%
Total Board Activities	8,960.45	18,000.00	-9,039.55	49.8%
Board's Discretionary				
676.00 · Travel	0.00	1,000.00	-1,000.00	0.0%
677.00 · Contingency	0.00	16,005.00	-16,005.00	0.0%
Total Board's Discretionary	0.00	17,005.00	-17,005.00	0.0%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	315.85	500.00	-184.15	63.2%
653.00 · Postage/Mailing Services/Labels	434.31	500.00	-65.69	86.9%
657.00 · Supplies/Collateral	17.51	100.00	-82.49	17.5%
Total Membership Maintenance	767.67	1,100.00	-332.33	69.8%
Membership Marketing				
602.01 · Copies/Printing	2,606.05	3,200.00	-593.95	81.4%
602.02 · Phone/Fax/Telemarketing	66.23	360.00	-293.77	18.4%
602.03 · Postage/Mailing Services/Labels	1,024.99	2,700.00	-1,675.01	38.0%
602.04 · Supplies	43.61	350.00	-306.39	12.5%
602.05 · Marketing Collateral	6,312.52	6,000.00	312.52	105.2%
Total Membership Marketing	10,053.40	12,610.00	-2,556.60	79.7%
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	10,821.07	13,710.00	-2,888.93	78.9%
Communications Committee				
670.01 · Phone/Conference Calls	0.00	0.00	0.00	0.0%
Total Communications Committee	0.00	0.00	0.00	0.0%

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Standards and Best Practices				
680.01 · Phone/Conference Calls	739.39	1,100.00	-360.61	67.2%
680.02 · Copies/Printing	550.00	500.00	50.00	110.0%
680.03 · Postage/Mailing	53.00	1,500.00	-1,447.00	3.5%
680.04 · Supplies	0.00	1,000.00	-1,000.00	0.0%
685.00 · S&BP Special Projects	0.00	0.00	0.00	0.0%
Total Standards and Best Practices	1,342.39	4,100.00	-2,757.61	32.7%
Governance Committee				
690.01 · Phone/Conference Calls	282.38	200.00	82.38	141.2%
690.02 · Copies/Printing	24.12	0.00	24.12	100.0%
690.03 · Postage/Mailing	3.00			
690.05 · Marketing/Branding	25,614.70	12,000.00	13,614.70	213.5%
Total Governance Committee	25,924.20	12,200.00	13,724.20	212.5%
Education Committee				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	62.49	250.00	-187.51	25.0%
609.03 · Product Development	2,215.06	1,000.00	1,215.06	221.5%
609.04 · Webinar Provider Services	1,068.00	1,200.00	-132.00	89.0%
609.00 · Education Workgroup - Other	18.13			
Total 609.00 · Education Workgroup	3,363.68	2,450.00	913.68	137.3%
608.06 · Speakers Bureau-Travel	444.58	3,000.00	-2,555.42	14.8%
PRIA Local				
617.00 · PRIA Local Admin	9,286.00	12,400.00	-3,114.00	74.9%
617.03 · PRIA Local Printing/Copies	0.00	35.00	-35.00	0.0%
617.06 · PRIA Local Phone/Internet Srv.	900.00	850.00	50.00	105.9%
617.07 · PRIA Local Shipping & Postage	0.00	25.00	-25.00	0.0%
617.08 · PRIA Local Website/eNewsletter	3,754.00	4,000.00	-246.00	93.9%
617.09 · PRIA Local Travel	917.18	2,500.00	-1,582.82	36.7%
Total PRIA Local	14,857.18	19,810.00	-4,952.82	75.0%
Total Education Committee	18,665.44	25,260.00	-6,594.56	73.9%
Total Expense	434,523.04	424,487.00	10,036.04	102.4%
Net Income	12,316.31	50.00	12,266.31	24,632.6%