

Property Records Industry Association
Profit & Loss Prev Year Comparison
August 2018 through July 2019

11/19/19

Accrual Basis

	Aug '18 - Jul 19	Aug '17 - Jul 18	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	69,115.00	62,373.75	6,741.25	10.8%
302.00 · Government Associate Dues	8,925.00	8,300.00	625.00	7.5%
304.00 · Business Regular Dues	124,350.00	119,300.00	5,050.00	4.2%
307.00 · Retired Members	200.00	0.00	200.00	100.0%
309.00 · Limited Access Members	3,000.00	2,600.00	400.00	15.4%
Total Membership Dues	205,590.00	192,573.75	13,016.25	6.8%
Annual Conference				
321.00 · Registration Fees	63,660.00	72,833.00	-9,173.00	-12.6%
322.00 · Sponsorship Fees	42,800.00	47,375.00	-4,575.00	-9.7%
324.00 · Hotel Commissions	9,379.50	8,675.20	704.30	8.1%
327.00 · Event Tickets	15.00	6,840.00	-6,825.00	-99.8%
328.00 · Tour	1,500.00	1,355.00	145.00	10.7%
Total Annual Conference	117,354.50	137,078.20	-19,723.70	-14.4%
Winter Symposium				
341.00 · Registration Fees	51,970.00	75,272.50	-23,302.50	-31.0%
342.00 · Sponsorship Fees	36,800.00	56,550.00	-19,750.00	-34.9%
344.00 · Hotel Commissions	7,571.70	11,241.50	-3,669.80	-32.7%
347.00 · Event Tickets	40.00	6,480.00	-6,440.00	-99.4%
348.00 · Tour	1,500.00	1,710.00	-210.00	-12.3%
349.00 · Miscellaneous Income	83.94	0.00	83.94	100.0%
Total Winter Symposium	97,965.64	151,254.00	-53,288.36	-35.2%
Advertising				
383.00 · Website	3,335.00	3,250.00	85.00	2.6%
386.00 · Bundled Advertising	11,334.72	7,981.50	3,353.22	42.0%
Total Advertising	14,669.72	11,231.50	3,438.22	30.6%
Other Income				
390.00 · Webinars	1,750.00	1,425.00	325.00	22.8%
390.01 · Ernst Scholarship Award	4,293.98	3,806.96	487.02	12.8%
391.00 · Interest	4,420.33	1,795.75	2,624.58	146.2%
392.00 · Miscellaneous Income	760.00	0.00	760.00	100.0%
394.00 · Unrealized Gains/Losses	35.18	0.00	35.18	100.0%
Total Other Income	11,259.49	7,027.71	4,231.78	60.2%
Total Income	446,839.35	499,165.16	-52,325.81	-10.5%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	147,250.04	136,250.03	11,000.01	8.1%
715.00 · Accounting/Legal Fees	7,519.50	3,000.00	4,519.50	150.7%
716.00 · Insurance	2,725.00	2,504.00	221.00	8.8%
717.00 · Bank/Merchant Charges	8,451.86	8,762.71	-310.85	-3.6%
718.00 · Storage Rental	223.33	102.84	120.49	117.2%
719.00 · Phone/Fax	1,309.46	1,252.94	56.52	4.5%
720.00 · Postage/Mailing Services/Labels	641.70	643.36	-1.66	-0.3%
721.00 · Copies/Printing	609.07	622.99	-13.92	-2.2%
722.00 · Plaques/Awards/Prizes/Gifts	1,113.52	179.54	933.98	520.2%
723.00 · Supplies	662.05	663.44	-1.39	-0.2%
725.00 · Website	7,097.35	6,451.44	645.91	10.0%
728.00 · Taxes	1,406.20	1,658.12	-251.92	-15.2%
732.00 · Equipment	660.00	660.00	0.00	0.0%
733.00 · Depreciation	293.40	293.40	0.00	0.0%
735.00 · Miscellaneous	174.90	317.97	-143.07	-45.0%
602.07 · Constant Contact (inc. survey)	2,340.00	2,340.00	0.00	0.0%
729.00 · Professional Dues	133.50	273.00	-139.50	-51.1%
738.00 · Professional Memberships				
738.01 · ESRA Membership	1,000.00	1,000.00	0.00	0.0%
738.02 · ALTA Membership	460.00	460.00	0.00	0.0%
Total 738.00 · Professional Memberships	1,460.00	1,460.00	0.00	0.0%
739.00 · Ernst Scholarship Award	3,491.84	3,050.46	441.38	14.5%
Total Administrative Expenses	187,562.72	170,486.24	17,076.48	10.0%

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Annual Conference Expenses				
452.00 · Speakers	8,310.97	217.82	8,093.15	3,715.5%
454.00 · Food & Beverage	53,666.78	67,905.14	-14,238.36	-21.0%
455.00 · AV	10,418.42	13,098.94	-2,680.52	-20.5%
456.00 · Postage/Mailing Services/Labels	274.80	444.95	-170.15	-38.2%
457.00 · Phone/Fax	55.26	124.06	-68.80	-55.5%
458.00 · Copies/Printing	704.17	1,350.00	-645.83	-47.8%
459.00 · Supplies	783.24	137.97	645.27	467.7%
461.00 · Badges/Ribbons	280.57	191.84	88.73	46.3%
463.00 · Entertainment	595.00	646.86	-51.86	-8.0%
464.00 · Recreational Events	8,343.70	15,942.15	-7,598.45	-47.7%
467.00 · Plaques/Awards/Prizes/Gifts	800.00	4,350.30	-3,550.30	-81.6%
468.00 · Signs	32.10	469.34	-437.24	-93.2%
469.00 · Staff Expenses	4,193.97	3,629.79	564.18	15.5%
470.00 · Transportation	1,520.00	700.00	820.00	117.1%
471.00 · In-Kind Expenses	491.13	0.00	491.13	100.0%
Total Annual Conference Expenses	90,470.11	109,209.16	-18,739.05	-17.2%
Winter Symposium Expenses				
502.00 · Speakers	10,537.04	2,825.37	7,711.67	272.9%
503.00 · Hotel/Meeting Room	0.00	113.00	-113.00	-100.0%
504.00 · Food & beverage	41,273.39	73,813.70	-32,540.31	-44.1%
505.00 · AV	12,214.03	14,836.47	-2,622.44	-17.7%
506.00 · Postage/Mailing Services/Labels	0.00	455.89	-455.89	-100.0%
507.00 · Phone/Fax	228.89	129.30	99.59	77.0%
508.00 · Copies/Printing	1,039.51	2,364.72	-1,325.21	-56.0%
509.00 · Supplies	210.97	1,485.63	-1,274.66	-85.8%
511.00 · Badges/Ribbons	53.32	215.28	-161.96	-75.2%
514.00 · Recreational Events	11,130.00	19,523.78	-8,393.78	-43.0%
517.00 · Plaques/Awards/Prizes/Gifts	3,140.89	1,045.02	2,095.87	200.6%
518.00 · Signs	411.81	0.00	411.81	100.0%
519.00 · Staff Expenses	6,877.38	4,843.90	2,033.48	42.0%
523.00 · Transportation	3,125.00	1,864.13	1,260.87	67.6%
524.00 · In-Kind Expenses	534.43	1,426.99	-892.56	-62.6%
Total Winter Symposium Expenses	90,776.66	124,943.18	-34,166.52	-27.4%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	456.52	422.56	33.96	8.0%
Total Monthly Board Meetings	456.52	422.56	33.96	8.0%
Board Planning Retreat Expenses				
417.00 · Speakers	0.00	5,562.74	-5,562.74	-100.0%
419.00 · Food & Beverage	5,104.39	5,900.58	-796.19	-13.5%
420.00 · AV	1,064.52	1,648.66	-584.14	-35.4%
424.00 · Staff Expenses	678.30	1,879.24	-1,200.94	-63.9%
425.00 · Transportation	521.57	0.00	521.57	100.0%
426.00 · Supplies	100.00	0.00	100.00	100.0%
428.00 · In-kind Services	1,035.15	0.00	1,035.15	100.0%
Total Board Planning Retreat Expenses	8,503.93	14,991.22	-6,487.29	-43.3%
Total Board Activities	8,960.45	15,413.78	-6,453.33	-41.9%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	315.85	77.16	238.69	309.3%
653.00 · Postage/Mailing Services/Labels	434.31	69.96	364.35	520.8%
657.00 · Supplies/Collateral	17.51	19.28	-1.77	-9.2%
Total Membership Maintenance	767.67	166.40	601.27	361.3%
Membership Marketing				
602.01 · Copies/Printing	2,606.05	0.00	2,606.05	100.0%
602.02 · Phone/Fax/Telemarketing	66.23	32.35	33.88	104.7%
602.03 · Postage/Mailing Services/Labels	1,024.99	469.06	555.93	118.5%
602.04 · Supplies	43.61	0.00	43.61	100.0%
602.05 · Marketing Collateral	6,312.52	1,611.59	4,700.93	291.7%
Total Membership Marketing	10,053.40	2,113.00	7,940.40	375.8%
Total Membership Marketing Committee	10,821.07	2,279.40	8,541.67	374.7%

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Standards and Best Practices				
680.01 · Phone/Conference Calls	739.39	1,062.08	-322.69	-30.4%
680.02 · Copies/Printing	550.00	113.83	436.17	383.2%
680.03 · Postage/Mailing	53.00	1,129.57	-1,076.57	-95.3%
680.04 · Supplies	0.00	806.25	-806.25	-100.0%
Total Standards and Best Practices	1,342.39	3,111.73	-1,769.34	-56.9%
Governance Committee				
690.01 · Phone/Conference Calls	282.38	133.79	148.59	111.1%
690.02 · Copies/Printing	24.12	0.00	24.12	100.0%
690.03 · Postage/Mailing	3.00	0.00	3.00	100.0%
690.05 · Marketing/Branding	25,614.70	0.00	25,614.70	100.0%
Total Governance Committee	25,924.20	133.79	25,790.41	19,276.8%
Education Committee				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	62.49	235.04	-172.55	-73.4%
609.03 · Product Development	2,215.06	0.00	2,215.06	100.0%
609.04 · Webinar Provider Services	1,068.00	1,068.00	0.00	0.0%
609.00 · Education Workgroup - Other	18.13	0.00	18.13	100.0%
Total 609.00 · Education Workgroup	3,363.68	1,303.04	2,060.64	158.1%
608.06 · Speakers Bureau-Travel	444.58	0.00	444.58	100.0%
PRIA Local				
617.00 · PRIA Local Admin	9,286.00	9,220.00	66.00	0.7%
617.06 · PRIA Local Phone/Internet Srv.	900.00	900.00	0.00	0.0%
617.08 · PRIA Local Website/eNewsletter	3,754.00	3,810.00	-56.00	-1.5%
617.09 · PRIA Local Travel	917.18	1,760.47	-843.29	-47.9%
Total PRIA Local	14,857.18	15,690.47	-833.29	-5.3%
Total Education Committee	18,665.44	16,993.51	1,671.93	9.8%
Total Expense	434,523.04	442,570.79	-8,047.75	-1.8%
Net Income	12,316.31	56,594.37	-44,278.06	-78.2%