

Property Records Industry Association
Profit & Loss Prev Year Comparison
 August 2019 through July 2020

	Aug '19 - Jul 20	Aug '18 - Jul 19	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	73,013.75	69,115.00	3,898.75	5.6%
302.00 · Government Associate Dues	11,900.00	8,925.00	2,975.00	33.3%
304.00 · Business Regular Dues	130,700.00	124,350.00	6,350.00	5.1%
307.00 · Retired Members	250.00	200.00	50.00	25.0%
309.00 · Limited Access Members	2,600.00	3,000.00	-400.00	-13.3%
Total Membership Dues	218,463.75	205,590.00	12,873.75	6.3%
Annual Conference				
321.00 · Registration Fees	71,920.00	63,660.00	8,260.00	13.0%
322.00 · Sponsorship Fees	53,200.00	42,800.00	10,400.00	24.3%
324.00 · Hotel Commissions	8,357.00	9,379.50	-1,022.50	-10.9%
327.00 · Event Tickets	50.00	15.00	35.00	233.3%
328.00 · Tour	1,800.00	1,500.00	300.00	20.0%
Total Annual Conference	135,327.00	117,354.50	17,972.50	15.3%
Winter Symposium				
341.00 · Registration Fees	73,805.00	51,970.00	21,835.00	42.0%
342.00 · Sponsorship Fees	54,700.00	36,800.00	17,900.00	48.6%
344.00 · Hotel Commissions	6,718.12	7,571.70	-853.58	-11.3%
347.00 · Event Tickets	0.00	40.00	-40.00	-100.0%
348.00 · Tour	1,605.00	1,500.00	105.00	7.0%
349.00 · Miscellaneous Income	70.00	83.94	-13.94	-16.6%
Total Winter Symposium	136,898.12	97,965.64	38,932.48	39.7%
Advertising				
383.00 · Website	3,335.00	3,335.00	0.00	0.0%
386.00 · Bundled Advertising	12,444.00	11,334.72	1,109.28	9.8%
Total Advertising	15,779.00	14,669.72	1,109.28	7.6%
Other Income				
390.00 · Webinars	750.00	1,750.00	-1,000.00	-57.1%
390.01 · Ernst Scholarship Award	2,974.06	4,293.98	-1,319.92	-30.7%
391.00 · Interest	4,498.53	4,420.33	78.20	1.8%
392.00 · Miscellaneous Income	0.00	760.00	-760.00	-100.0%
394.00 · Unrealized Gains/Losses	-13.93	35.18	-49.11	-139.6%
Total Other Income	8,208.66	11,259.49	-3,050.83	-27.1%
Total Income	514,676.53	446,839.35	67,837.18	15.2%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	167,105.04	147,250.04	19,855.00	13.5%
715.00 · Accounting/Legal Fees	3,100.00	7,519.50	-4,419.50	-58.8%
716.00 · Insurance	2,745.00	2,725.00	20.00	0.7%
717.00 · Bank/Merchant Charges	8,548.98	8,451.86	97.12	1.2%
718.00 · Storage Rental	229.32	223.33	5.99	2.7%
719.00 · Phone/Fax	158.44	1,309.46	-1,151.02	-87.9%
720.00 · Postage/Mailing Services/Labels	71.69	641.70	-570.01	-88.8%
721.00 · Copies/Printing	0.00	609.07	-609.07	-100.0%
722.00 · Plaques/Awards/Prizes/Gifts	264.70	1,113.52	-848.82	-76.2%
723.00 · Supplies	682.91	662.05	20.86	3.2%
725.00 · Website	7,687.25	7,097.35	589.90	8.3%
728.00 · Taxes	1,657.73	1,406.20	251.53	17.9%
732.00 · Equipment	0.00	660.00	-660.00	-100.0%
733.00 · Depreciation	0.00	293.40	-293.40	-100.0%
735.00 · Miscellaneous	23.96	174.90	-150.94	-86.3%
602.07 · Constant Contact (inc. survey)	2,340.00	2,340.00	0.00	0.0%
729.00 · Professional Dues	946.89	133.50	813.39	609.3%

Property Records Industry Association
Profit & Loss Prev Year Comparison
August 2019 through July 2020

	Aug '19 - Jul 20	Aug '18 - Jul 19	\$ Change	% Change
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	2,564.06	3,491.84	-927.78	-26.6%
Total Administrative Expenses	199,585.97	187,562.72	12,023.25	6.4%
Annual Conference Expenses				
452.00 · Speakers	9,745.34	8,310.97	1,434.37	17.3%
454.00 · Food & Beverage	49,609.92	53,666.78	-4,056.86	-7.6%
455.00 · AV	13,782.01	10,418.42	3,363.59	32.3%
456.00 · Postage/Mailing Services/Labels	440.07	274.80	165.27	60.1%
457.00 · Phone/Fax	380.79	55.26	325.53	589.1%
458.00 · Copies/Printing	539.70	704.17	-164.47	-23.4%
459.00 · Supplies	1,459.00	783.24	675.76	86.3%
461.00 · Badges/Ribbons	135.00	280.57	-145.57	-51.9%
463.00 · Entertainment	1,144.00	595.00	549.00	92.3%
464.00 · Recreational Events	9,228.17	8,343.70	884.47	10.6%
467.00 · Plaques/Awards/Prizes/Gifts	1,456.91	800.00	656.91	82.1%
468.00 · Signs	99.74	32.10	67.64	210.7%
469.00 · Staff Expenses	6,970.79	4,193.97	2,776.82	66.2%
470.00 · Transportation	1,080.00	1,520.00	-440.00	-29.0%
471.00 · In-Kind Expenses	1,750.69	491.13	1,259.56	256.5%
Total Annual Conference Expenses	97,822.13	90,470.11	7,352.02	8.1%
Winter Symposium Expenses				
502.00 · Speakers	3,826.78	10,537.04	-6,710.26	-63.7%
504.00 · Food & beverage	97,948.10	41,273.39	56,674.71	137.3%
505.00 · AV	14,129.30	12,214.03	1,915.27	15.7%
506.00 · Postage/Mailing Services/Labels	561.76	0.00	561.76	100.0%
507.00 · Phone/Fax	0.00	228.89	-228.89	-100.0%
508.00 · Copies/Printing	207.14	1,039.51	-832.37	-80.1%
509.00 · Supplies	1,371.97	210.97	1,161.00	550.3%
511.00 · Badges/Ribbons	35.78	53.32	-17.54	-32.9%
514.00 · Recreational Events	861.77	11,130.00	-10,268.23	-92.3%
517.00 · Plaques/Awards/Prizes/Gifts	2,167.47	3,140.89	-973.42	-31.0%
518.00 · Signs	0.00	411.81	-411.81	-100.0%
519.00 · Staff Expenses	6,763.86	6,877.38	-113.52	-1.7%
523.00 · Transportation	675.62	3,125.00	-2,449.38	-78.4%
524.00 · In-Kind Expenses	999.47	534.43	465.04	87.0%
Total Winter Symposium Expenses	129,549.02	90,776.66	38,772.36	42.7%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	601.88	456.52	145.36	31.8%
Total Monthly Board Meetings	601.88	456.52	145.36	31.8%
Board Planning Retreat Expenses				
419.00 · Food & Beverage	0.00	5,104.39	-5,104.39	-100.0%
420.00 · AV	0.00	1,064.52	-1,064.52	-100.0%
424.00 · Staff Expenses	0.00	678.30	-678.30	-100.0%
425.00 · Transportation	0.00	521.57	-521.57	-100.0%
426.00 · Supplies	0.00	100.00	-100.00	-100.0%
428.00 · In-kind Services	0.00	1,035.15	-1,035.15	-100.0%
Total Board Planning Retreat Expenses	0.00	8,503.93	-8,503.93	-100.0%
Total Board Activities	601.88	8,960.45	-8,358.57	-93.3%

Property Records Industry Association
Profit & Loss Prev Year Comparison
August 2019 through July 2020

	Aug '19 - Jul 20	Aug '18 - Jul 19	\$ Change	% Change
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	106.92	315.85	-208.93	-66.2%
653.00 · Postage/Mailing Services/Labels	194.25	434.31	-240.06	-55.3%
657.00 · Supplies/Collateral	13.92	17.51	-3.59	-20.5%
Total Membership Maintenance	315.09	767.67	-452.58	-59.0%
Membership Marketing				
602.01 · Copies/Printing	113.44	2,606.05	-2,492.61	-95.7%
602.02 · Phone/Fax/Telemarketing	93.10	66.23	26.87	40.6%
602.03 · Postage/Mailing Services/Labels	516.52	1,024.99	-508.47	-49.6%
602.04 · Supplies	48.66	43.61	5.05	11.6%
602.05 · Marketing Collateral	1,000.48	6,312.52	-5,312.04	-84.2%
Total Membership Marketing	1,772.20	10,053.40	-8,281.20	-82.4%
Total Membership Marketing Committee	2,087.29	10,821.07	-8,733.78	-80.7%
Communications Committee				
670.01 · Phone/Conference Calls	62.85	0.00	62.85	100.0%
Total Communications Committee	62.85	0.00	62.85	100.0%
Standards and Best Practices				
680.01 · Phone/Conference Calls	851.87	739.39	112.48	15.2%
680.02 · Copies/Printing	34.08	550.00	-515.92	-93.8%
680.03 · Postage/Mailing	2,049.11	53.00	1,996.11	3,766.3%
685.00 · S&BP Special Projects	6,073.48	0.00	6,073.48	100.0%
Total Standards and Best Practices	9,008.54	1,342.39	7,666.15	571.1%
Governance Committee				
690.01 · Phone/Conference Calls	317.22	282.38	34.84	12.3%
690.02 · Copies/Printing	0.00	24.12	-24.12	-100.0%
690.03 · Postage/Mailing	0.00	3.00	-3.00	-100.0%
690.05 · Marketing/Branding	17,851.56	25,614.70	-7,763.14	-30.3%
Total Governance Committee	18,168.78	25,924.20	-7,755.42	-29.9%
Education Committee				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	176.48	62.49	113.99	182.4%
609.03 · Product Development	2,964.79	2,215.06	749.73	33.9%
609.04 · Webinar Provider Services	1,770.27	1,068.00	702.27	65.8%
609.00 · Education Workgroup - Other	0.00	18.13	-18.13	-100.0%
Total 609.00 · Education Workgroup	4,911.54	3,363.68	1,547.86	46.0%
608.06 · Speakers Bureau-Travel	0.00	444.58	-444.58	-100.0%
PRIA Local				
617.00 · PRIA Local Admin	9,520.00	9,286.00	234.00	2.5%
617.06 · PRIA Local Phone/Internet Srv.	900.00	900.00	0.00	0.0%
617.08 · PRIA Local Website/eNewsletter	3,230.00	3,754.00	-524.00	-14.0%
617.09 · PRIA Local Travel	0.00	917.18	-917.18	-100.0%
Total PRIA Local	13,650.00	14,857.18	-1,207.18	-8.1%
Total Education Committee	18,561.54	18,665.44	-103.90	-0.6%
Total Expense	475,448.00	434,523.04	40,924.96	9.4%
Net Income	39,228.53	12,316.31	26,912.22	218.5%