

Property Records Industry Association
Profit & Loss Prev Year Comparison
August 2020 through July 2021

	Aug '20 - Jul 21	Aug '19 - Jul 20	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	71,342.50	73,013.75	-1,671.25	-2.3%
302.00 · Government Associate Dues	11,302.50	11,900.00	-597.50	-5.0%
304.00 · Business Regular Dues	132,400.00	130,700.00	1,700.00	1.3%
305.00 · Business Associate Dues	25.00	0.00	25.00	100.0%
307.00 · Retired Members	400.00	250.00	150.00	60.0%
309.00 · Limited Access Members	3,000.00	2,600.00	400.00	15.4%
Total Membership Dues	218,470.00	218,463.75	6.25	0.0%
Annual Conference				
321.00 · Registration Fees	17,034.00	71,920.00	-54,886.00	-76.3%
322.00 · Sponsorship Fees	12,400.00	53,200.00	-40,800.00	-76.7%
324.00 · Hotel Commissions	0.00	8,357.00	-8,357.00	-100.0%
327.00 · Event Tickets	0.00	50.00	-50.00	-100.0%
328.00 · Tour	0.00	1,800.00	-1,800.00	-100.0%
Total Annual Conference	29,434.00	135,327.00	-105,893.00	-78.3%
Winter Symposium				
341.00 · Registration Fees	20,124.00	73,805.00	-53,681.00	-72.7%
342.00 · Sponsorship Fees	16,900.00	54,700.00	-37,800.00	-69.1%
344.00 · Hotel Commissions	0.00	6,718.12	-6,718.12	-100.0%
348.00 · Tour	0.00	1,605.00	-1,605.00	-100.0%
349.00 · Miscellaneous Income	0.00	70.00	-70.00	-100.0%
Total Winter Symposium	37,024.00	136,898.12	-99,874.12	-73.0%
Advertising				
383.00 · Website	3,400.00	3,335.00	65.00	2.0%
386.00 · Bundled Advertising	12,405.00	12,444.00	-39.00	-0.3%
Total Advertising	15,805.00	15,779.00	26.00	0.2%
Other Income				
390.00 · Webinars	675.00	750.00	-75.00	-10.0%
390.01 · Ernst Scholarship Award	395.00	2,974.06	-2,579.06	-86.7%
391.00 · Interest	3,569.22	4,498.53	-929.31	-20.7%
394.00 · Unrealized Gains/Losses	11,973.38	-13.93	11,987.31	86,053.9%
Total Other Income	16,612.60	8,208.66	8,403.94	102.4%
Total Income	317,345.60	514,676.53	-197,330.93	-38.3%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	185,995.00	167,105.04	18,889.96	11.3%
715.00 · Accounting/Legal Fees	3,150.00	3,100.00	50.00	1.6%
716.00 · Insurance	2,606.00	2,745.00	-139.00	-5.1%
717.00 · Bank/Merchant Charges	10,859.95	8,548.98	2,310.97	27.0%
718.00 · Storage Rental	421.62	307.12	114.50	37.3%
719.00 · Phone/Fax	53.02	158.44	-105.42	-66.5%
720.00 · Postage/Mailing Services/Labels	43.07	71.69	-28.62	-39.9%
721.00 · Copies/Printing	237.24	0.00	237.24	100.0%
722.00 · Plaques/Awards/Prizes/Gifts	0.00	264.70	-264.70	-100.0%
723.00 · Supplies	565.79	682.91	-117.12	-17.2%
725.00 · Website	8,168.43	7,687.25	481.18	6.3%
728.00 · Taxes	-777.06	1,967.20	-2,744.26	-139.5%
733.00 · Depreciation	0.00	678.24	-678.24	-100.0%
735.00 · Miscellaneous	197.89	23.96	173.93	725.9%
602.07 · Constant Contact (inc. survey)	2,109.00	2,340.00	-231.00	-9.9%
729.00 · Professional Dues	899.50	946.89	-47.39	-5.0%
738.00 · Professional Memberships				
738.01 · ESRA Membership	1,700.00	1,000.00	700.00	70.0%
738.02 · ALTA Membership	460.00	460.00	0.00	0.0%
Total 738.00 · Professional Memberships	2,160.00	1,460.00	700.00	48.0%
739.00 · Ernst Scholarship Award	0.00	2,564.06	-2,564.06	-100.0%
Total Administrative Expenses	216,689.45	200,651.48	16,037.97	8.0%
Annual Conference Expenses				
452.00 · Speakers	0.00	9,745.34	-9,745.34	-100.0%
454.00 · Food & Beverage	0.00	49,609.92	-49,609.92	-100.0%
455.00 · AV	0.00	13,782.01	-13,782.01	-100.0%
456.00 · Postage/Mailing Services/Labels	835.81	440.07	395.74	89.9%
457.00 · Phone/Fax	79.88	380.79	-300.91	-79.0%
458.00 · Copies/Printing	17.28	539.70	-522.42	-96.8%

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459.00 · Supplies	0.00	1,459.00	-1,459.00	-100.0%
461.00 · Badges/Ribbons	0.00	135.00	-135.00	-100.0%
463.00 · Entertainment	0.00	1,144.00	-1,144.00	-100.0%
464.00 · Recreational Events	0.00	9,228.17	-9,228.17	-100.0%
467.00 · Plaques/Awards/Prizes/Gifts	1,479.15	1,456.91	22.24	1.5%
468.00 · Signs	0.00	99.74	-99.74	-100.0%
469.00 · Staff Expenses	0.00	6,970.79	-6,970.79	-100.0%
470.00 · Transportation	0.00	1,080.00	-1,080.00	-100.0%
471.00 · In-Kind Expenses	0.00	1,750.69	-1,750.69	-100.0%
Total Annual Conference Expenses	2,412.12	97,822.13	-95,410.01	-97.5%
Winter Symposium Expenses				
502.00 · Speakers	5,000.00	3,826.78	1,173.22	30.7%
504.00 · Food & beverage	0.00	97,948.10	-97,948.10	-100.0%
505.00 · AV	1,343.15	14,129.30	-12,786.15	-90.5%
506.00 · Postage/Mailing Services/Labels	1,060.62	561.76	498.86	88.8%
508.00 · Copies/Printing	14.28	207.14	-192.86	-93.1%
509.00 · Supplies	45.25	1,371.97	-1,326.72	-96.7%
511.00 · Badges/Ribbons	0.00	35.78	-35.78	-100.0%
514.00 · Recreational Events	0.00	861.77	-861.77	-100.0%
517.00 · Plaques/Awards/Prizes/Gifts	2,082.02	2,167.47	-85.45	-3.9%
519.00 · Staff Expenses	0.00	6,763.86	-6,763.86	-100.0%
523.00 · Transportation	0.00	675.62	-675.62	-100.0%
524.00 · In-Kind Expenses	0.00	999.47	-999.47	-100.0%
Total Winter Symposium Expenses	9,545.32	129,549.02	-120,003.70	-92.6%
Board Activities				
Monthly Board Meetings				
511.00 · Conference Calls	158.35	601.88	-443.53	-73.7%
Total Monthly Board Meetings	158.35	601.88	-443.53	-73.7%
Board Planning Retreat Expenses				
424.00 · Staff Expenses	0.00	0.00	0.00	0.0%
Total Board Planning Retreat Expenses	0.00	0.00	0.00	0.0%
Total Board Activities	158.35	601.88	-443.53	-73.7%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	204.96	106.92	98.04	91.7%
653.00 · Postage/Mailing Services/Labels	236.75	194.25	42.50	21.9%
657.00 · Supplies/Collateral	0.00	13.92	-13.92	-100.0%
Total Membership Maintenance	441.71	315.09	126.62	40.2%
Membership Marketing				
602.01 · Copies/Printing	15.24	113.44	-98.20	-86.6%
602.02 · Phone/Fax/Telemarketing	10.53	93.10	-82.57	-88.7%
602.03 · Postage/Mailing Services/Labels	22.00	516.52	-494.52	-95.7%
602.04 · Supplies	22.63	48.66	-26.03	-53.5%
602.05 · Marketing Collateral	1,291.26	1,000.48	290.78	29.1%
Total Membership Marketing	1,361.66	1,772.20	-410.54	-23.2%
Total Membership Marketing Committee	1,803.37	2,087.29	-283.92	-13.6%
Communications Committee				
670.01 · Phone/Conference Calls	10.10	62.85	-52.75	-83.9%
Total Communications Committee	10.10	62.85	-52.75	-83.9%
Standards and Best Practices				
680.01 · Phone/Conference Calls	349.88	851.87	-501.99	-58.9%
680.02 · Copies/Printing	1,166.73	34.08	1,132.65	3,323.5%
680.03 · Postage/Mailing	934.35	2,049.11	-1,114.76	-54.4%
685.00 · S&BP Special Projects	1,199.03	6,073.48	-4,874.45	-80.3%
Total Standards and Best Practices	3,649.99	9,008.54	-5,358.55	-59.5%
Governance Committee				
690.01 · Phone/Conference Calls	93.44	317.22	-223.78	-70.5%
690.05 · Marketing/Branding	-2,500.00	1,087.80	-3,587.80	-329.8%
Total Governance Committee	-2,406.56	1,405.02	-3,811.58	-271.3%
Education Committee				
609.00 · Education Workgroup				

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Accrual Basis

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609.02 · Phone/Fax.Conference Calls	30.96	176.48	-145.52	-82.5%
609.03 · Product Development	2,988.00	2,964.79	23.21	0.8%
609.04 · Webinar Provider Services	1,674.37	1,770.27	-95.90	-5.4%
Total 609.00 · Education Workgroup	4,693.33	4,911.54	-218.21	-4.4%
PRIA Local				
617.00 · PRIA Local Admin	8,390.00	9,520.00	-1,130.00	-11.9%
617.06 · PRIA Local Phone/Internet Srv.	900.00	900.00	0.00	0.0%
617.08 · PRIA Local Website/eNewsletter	3,320.00	3,230.00	90.00	2.8%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	12,610.00	13,650.00	-1,040.00	-7.6%
Total Education Committee	17,303.33	18,561.54	-1,258.21	-6.8%
Total Expense	249,165.47	459,749.75	-210,584.28	-45.8%
Net Income	68,180.13	54,926.78	13,253.35	24.1%