

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

	Aug - Sep 20	Aug - Sep 19	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	50,550.00	57,020.00	-6,470.00	-11.4%
302.00 · Government Associate Dues	8,100.00	9,000.00	-900.00	-10.0%
304.00 · Business Regular Dues	103,950.00	103,650.00	300.00	0.3%
307.00 · Retired Members	200.00	150.00	50.00	33.3%
309.00 · Limited Access Members	2,000.00	1,600.00	400.00	25.0%
Total Membership Dues	164,800.00	171,420.00	-6,620.00	-3.9%
Annual Conference				
321.00 · Registration Fees	17,084.00	72,490.00	-55,406.00	-76.4%
322.00 · Sponsorship Fees	12,400.00	53,200.00	-40,800.00	-76.7%
327.00 · Event Tickets	0.00	50.00	-50.00	-100.0%
328.00 · Tour	0.00	1,830.00	-1,830.00	-100.0%
Total Annual Conference	29,484.00	127,570.00	-98,086.00	-76.9%
Winter Symposium				
341.00 · Registration Fees	0.00	-100.00	100.00	100.0%
342.00 · Sponsorship Fees	0.00	21,800.00	-21,800.00	-100.0%
Total Winter Symposium	0.00	21,700.00	-21,700.00	-100.0%
Advertising				
386.00 · Bundled Advertising	11,781.00	12,444.00	-663.00	-5.3%
Total Advertising	11,781.00	12,444.00	-663.00	-5.3%
Other Income				
390.00 · Webinars	25.00	425.00	-400.00	-94.1%
391.00 · Interest	45.51	1,075.37	-1,029.86	-95.8%
394.00 · Unrealized Gains/Losses	26.28	10.96	15.32	139.8%
Total Other Income	96.79	1,511.33	-1,414.54	-93.6%
Total Income	206,161.79	334,645.33	-128,483.54	-38.4%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	26,967.50	22,708.34	4,259.16	18.8%
716.00 · Insurance	500.00	500.00	0.00	0.0%
717.00 · Bank/Merchant Charges	3,142.29	3,419.44	-277.15	-8.1%
719.00 · Phone/Fax	39.76	68.10	-28.34	-41.6%
720.00 · Postage/Mailing Services/Labels	4.50	8.50	-4.00	-47.1%
722.00 · Plaques/Awards/Prizes/Gifts	0.00	264.70	-264.70	-100.0%
723.00 · Supplies	10.62	26.27	-15.65	-59.6%
725.00 · Website	4,498.84	4,155.25	343.59	8.3%
728.00 · Taxes	195.50	0.00	195.50	100.0%
735.00 · Miscellaneous	64.95	0.00	64.95	100.0%
602.07 · Constant Contact (inc. survey)	2,109.00	390.00	1,719.00	440.8%
729.00 · Professional Dues	0.00	279.50	-279.50	-100.0%
739.00 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%
Total Administrative Expenses	37,532.96	32,838.09	4,694.87	14.3%
Annual Conference Expenses				
452.00 · Speakers	0.00	8,908.86	-8,908.86	-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	75.20	77.31	-2.11	-2.7%
458.00 · Copies/Printing	17.28	420.50	-403.22	-95.9%
459.00 · Supplies	0.00	109.00	-109.00	-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	800.00	679.15	84.9%
468.00 · Signs	0.00	99.74	-99.74	-100.0%

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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	2,407.44	94,556.06	-92,148.62	-97.5%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	128.08	64.47	63.61	98.7%
Total Monthly Board Meetings	128.08	64.47	63.61	98.7%
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	128.08	64.47	63.61	98.7%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	137.28	20.52	116.76	569.0%
653.00 · Postage/Mailing Services/Labels	165.75	107.86	57.89	53.7%
657.00 · Supplies/Collateral	0.00	13.92	-13.92	-100.0%
Total Membership Maintenance	303.03	142.30	160.73	113.0%
Membership Marketing				
602.02 · Phone/Fax/Telemarketing	10.53	20.28	-9.75	-48.1%
602.03 · Postage/Mailing Services/Labels	0.00	18.66	-18.66	-100.0%
Total Membership Marketing	10.53	38.94	-28.41	-73.0%
Total Membership Marketing Committee	313.56	181.24	132.32	73.0%
Communications Committee				
670.01 · Phone/Conference Calls	9.83	0.00	9.83	100.0%
Total Communications Committee	9.83	0.00	9.83	100.0%
Standards and Best Practices				
680.01 · Phone/Conference Calls	209.69	38.02	171.67	451.5%
685.00 · S&BP Special Projects	1,012.51	0.00	1,012.51	100.0%
Total Standards and Best Practices	1,222.20	38.02	1,184.18	3,114.6%
Governance Committee				
690.01 · Phone/Conference Calls	69.27	20.71	48.56	234.5%
690.05 · Marketing/Branding	-2,500.00	4,990.80	-7,490.80	-150.1%
Total Governance Committee	-2,430.73	5,011.51	-7,442.24	-148.5%
Education Committee				
609.00 · Education Workgroup				
609.04 · Webinar Provider Services	149.90	0.00	149.90	100.0%
Total 609.00 · Education Workgroup	149.90	0.00	149.90	100.0%
PRIA Local				
617.00 · PRIA Local Admin	1,570.00	1,340.00	230.00	17.2%
617.06 · PRIA Local Phone/Internet Srv.	150.00	75.00	75.00	100.0%
617.08 · PRIA Local Website/eNewsletter	460.00	240.00	220.00	91.7%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	2,180.00	1,655.00	525.00	31.7%
Total Education Committee	2,329.90	1,655.00	674.90	40.8%
Total Expense	41,513.24	134,344.39	-92,831.15	-69.1%
Net Income	164,648.55	200,300.94	-35,652.39	-17.8%