

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

	Aug - Oct 20	Aug - Oct 19	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	60,215.00	66,270.00	-6,055.00	-9.1%
302.00 · Government Associate Dues	9,627.50	10,150.00	-522.50	-5.2%
304.00 · Business Regular Dues	115,550.00	107,550.00	8,000.00	7.4%
307.00 · Retired Members	250.00	200.00	50.00	25.0%
309.00 · Limited Access Members	2,200.00	1,800.00	400.00	22.2%
Total Membership Dues	187,842.50	185,970.00	1,872.50	1.0%
Annual Conference				
321.00 · Registration Fees	17,034.00	72,490.00	-55,456.00	-76.5%
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	29,434.00	127,570.00	-98,136.00	-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	100.00	525.00	-425.00	-81.0%
390.01 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%
391.00 · Interest	66.98	1,468.74	-1,401.76	-95.4%
394.00 · Unrealized Gains/Losses	30.11	130.87	-100.76	-77.0%
Total Other Income	197.09	3,142.60	-2,945.51	-93.7%
Total Income	229,254.59	350,826.60	-121,572.01	-34.7%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	40,451.25	41,776.26	-1,325.01	-3.2%
716.00 · Insurance	500.00	500.00	0.00	0.0%
717.00 · Bank/Merchant Charges	3,816.23	3,872.91	-56.68	-1.5%
718.00 · Storage Rental	0.00	65.30	-65.30	-100.0%
719.00 · Phone/Fax	53.02	93.40	-40.38	-43.2%
720.00 · Postage/Mailing Services/Labels	5.50	13.80	-8.30	-60.1%
722.00 · Plaques/Awards/Prizes/Gifts	0.00	264.70	-264.70	-100.0%
723.00 · Supplies	15.65	34.43	-18.78	-54.6%
725.00 · Website	4,671.96	4,426.46	245.50	5.6%
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	585.00	1,524.00	260.5%
729.00 · Professional Dues	0.00	279.50	-279.50	-100.0%
738.00 · Professional Memberships				
738.02 · ALTA Membership	0.00	460.00	-460.00	-100.0%
Total 738.00 · Professional Memberships	0.00	460.00	-460.00	-100.0%
739.00 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%
Total Administrative Expenses	51,883.06	53,389.75	-1,506.69	-2.8%

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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	76.98	77.31	-0.33	-0.4%
458.00 · Copies/Printing	17.28	539.70	-522.42	-96.8%
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	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	2,409.22	96,168.65	-93,759.43	-97.5%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	139.92	114.34	25.58	22.4%
Total Monthly Board Meetings	139.92	114.34	25.58	22.4%
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	139.92	114.34	25.58	22.4%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	204.96	106.92	98.04	91.7%
653.00 · Postage/Mailing Services/Labels	234.10	107.86	126.24	117.0%
657.00 · Supplies/Collateral	0.00	13.92	-13.92	-100.0%
Total Membership Maintenance	439.06	228.70	210.36	92.0%
Membership Marketing				
602.02 · Phone/Fax/Telemarketing	10.53	30.34	-19.81	-65.3%
602.03 · Postage/Mailing Services/Labels	0.00	18.66	-18.66	-100.0%
Total Membership Marketing	10.53	49.00	-38.47	-78.5%
Total Membership Marketing Committee	449.59	277.70	171.89	61.9%
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	308.36	64.73	243.63	376.4%
685.00 · S&BP Special Projects	1,012.51	3,503.08	-2,490.57	-71.1%
Total Standards and Best Practices	1,320.87	3,567.81	-2,246.94	-63.0%
Governance Committee				
690.01 · Phone/Conference Calls	82.66	43.23	39.43	91.2%
690.05 · Marketing/Branding	-2,500.00	5,400.30	-7,900.30	-146.3%
Total Governance Committee	-2,417.34	5,443.53	-7,860.87	-144.4%

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Accrual Basis

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Education Committee				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	15.17	0.00	15.17	100.0%
609.04 · Webinar Provider Services	149.90	1,068.00	-918.10	-86.0%
Total 609.00 · Education Workgroup	<u>165.07</u>	<u>1,068.00</u>	<u>-902.93</u>	<u>-84.5%</u>
PRIA Local				
617.00 · PRIA Local Admin	2,340.00	1,840.00	500.00	27.2%
617.06 · PRIA Local Phone/Internet Srv.	225.00	150.00	75.00	50.0%
617.08 · PRIA Local Website/eNewsletter	710.00	500.00	210.00	42.0%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	<u>3,275.00</u>	<u>2,490.00</u>	<u>785.00</u>	<u>31.5%</u>
Total Education Committee	<u>3,440.07</u>	<u>3,558.00</u>	<u>-117.93</u>	<u>-3.3%</u>
Total Expense	<u>57,235.22</u>	<u>162,519.78</u>	<u>-105,284.56</u>	<u>-64.8%</u>
Net Income	<u><u>172,019.37</u></u>	<u><u>188,306.82</u></u>	<u><u>-16,287.45</u></u>	<u><u>-8.7%</u></u>