

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

	Aug - Nov 20	Aug - Nov 19	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	64,746.25	67,661.25	-2,915.00	-4.3%
302.00 · Government Associate Dues	9,827.50	10,650.00	-822.50	-7.7%
304.00 · Business Regular Dues	118,750.00	119,550.00	-800.00	-0.7%
307.00 · Retired Members	350.00	200.00	150.00	75.0%
309.00 · Limited Access Members	2,600.00	1,800.00	800.00	44.4%
Total Membership Dues	196,273.75	199,861.25	-3,587.50	-1.8%
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	150.00	575.00	-425.00	-73.9%
390.01 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%
391.00 · Interest	87.83	1,922.15	-1,834.32	-95.4%
394.00 · Unrealized Gains/Losses	26.17	89.45	-63.28	-70.7%
Total Other Income	264.00	3,604.59	-3,340.59	-92.7%
Total Income	237,752.75	365,179.84	-127,427.09	-34.9%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	53,935.00	55,701.68	-1,766.68	-3.2%
715.00 · Accounting/Legal Fees	3,150.00	3,100.00	50.00	1.6%
716.00 · Insurance	500.00	500.00	0.00	0.0%
717.00 · Bank/Merchant Charges	4,091.74	4,441.94	-350.20	-7.9%
718.00 · Storage Rental	0.00	65.30	-65.30	-100.0%
719.00 · Phone/Fax	53.02	117.74	-64.72	-55.0%
720.00 · Postage/Mailing Services/Labels	7.00	14.80	-7.80	-52.7%
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	17.72	47.30	-29.58	-62.5%
725.00 · Website	5,592.06	5,132.76	459.30	9.0%
728.00 · Taxes	587.50	0.00	587.50	100.0%
735.00 · Miscellaneous	164.95	0.00	164.95	100.0%
602.07 · Constant Contact (inc. survey)	2,109.00	780.00	1,329.00	170.4%
729.00 · Professional Dues	0.00	279.50	-279.50	-100.0%
738.00 · Professional Memberships				
738.02 · ALTA Membership	460.00	460.00	0.00	0.0%
Total 738.00 · Professional Memberships	460.00	460.00	0.00	0.0%
739.00 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%
Total Administrative Expenses	70,905.23	71,923.71	-1,018.48	-1.4%
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%

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457.00 · Phone/Fax	76.98	128.69	-51.71	-40.2%
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	96,220.03	-93,810.81	-97.5%
Winter Symposium Expenses				
519.00 · Staff Expenses	0.00	507.10	-507.10	-100.0%
Total Winter Symposium Expenses	0.00	507.10	-507.10	-100.0%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	140.33	173.94	-33.61	-19.3%
Total Monthly Board Meetings	140.33	173.94	-33.61	-19.3%
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	140.33	173.94	-33.61	-19.3%
Membership Marketing Committee				
Membership Maintenance				
651.00 · Copies/Printing	204.96	106.92	98.04	91.7%
653.00 · Postage/Mailing Services/Labels	236.25	153.33	82.92	54.1%
657.00 · Supplies/Collateral	0.00	13.92	-13.92	-100.0%
Total Membership Maintenance	441.21	274.17	167.04	60.9%
Membership Marketing				
602.01 · Copies/Printing	0.00	45.12	-45.12	-100.0%
602.02 · Phone/Fax/Telemarketing	10.53	41.71	-31.18	-74.8%
602.03 · Postage/Mailing Services/Labels	0.00	18.66	-18.66	-100.0%
Total Membership Marketing	10.53	105.49	-94.96	-90.0%
Total Membership Marketing Committee	451.74	379.66	72.08	19.0%
Communications Committee				
670.01 · Phone/Conference Calls	9.83	13.39	-3.56	-26.6%
Total Communications Committee	9.83	13.39	-3.56	-26.6%
Standards and Best Practices				
680.01 · Phone/Conference Calls	338.65	116.68	221.97	190.2%
680.03 · Postage/Mailing	0.00	2,049.11	-2,049.11	-100.0%
685.00 · S&BP Special Projects	1,012.51	3,503.08	-2,490.57	-71.1%
Total Standards and Best Practices	1,351.16	5,668.87	-4,317.71	-76.2%
Governance Committee				
690.01 · Phone/Conference Calls	93.42	51.76	41.66	80.5%
690.05 · Marketing/Branding	-2,500.00	10,790.93	-13,290.93	-123.2%
Total Governance Committee	-2,406.58	10,842.69	-13,249.27	-122.2%
Education Committee				
609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	24.92	20.72	4.20	20.3%

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609.04 · Webinar Provider Services	149.90	1,068.00	-918.10	-86.0%
Total 609.00 · Education Workgroup	174.82	1,088.72	-913.90	-83.9%
PRIA Local				
617.00 · PRIA Local Admin	3,000.00	2,620.00	380.00	14.5%
617.06 · PRIA Local Phone/Internet Srv.	300.00	225.00	75.00	33.3%
617.08 · PRIA Local Website/eNewsletter	910.00	700.00	210.00	30.0%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	4,210.00	3,545.00	665.00	18.8%
Total Education Committee	4,384.82	4,633.72	-248.90	-5.4%
Total Expense	77,245.75	190,363.11	-113,117.36	-59.4%
Net Income	<u>160,507.00</u>	<u>174,816.73</u>	<u>-14,309.73</u>	<u>-8.2%</u>