

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

	Aug - Dec 20	Aug - Dec 19	\$ Change	% Change
Income				
Membership Dues				
301.00 · Government Regular Dues	65,927.50	68,236.25	-2,308.75	-3.4%
302.00 · Government Associate Dues	10,177.50	10,850.00	-672.50	-6.2%
304.00 · Business Regular Dues	121,350.00	119,600.00	1,750.00	1.5%
307.00 · Retired Members	350.00	250.00	100.00	40.0%
309.00 · Limited Access Members	3,000.00	1,800.00	1,200.00	66.7%
Total Membership Dues	200,805.00	200,736.25	68.75	0.0%
Annual Conference				
321.00 · Registration Fees	17,034.00	72,765.00	-55,731.00	-76.6%
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	2,220.00	-2,220.00	-100.0%
Total Annual Conference	29,434.00	128,235.00	-98,801.00	-77.1%
Winter Symposium				
341.00 · Registration Fees	1,424.00	18,905.00	-17,481.00	-92.5%
342.00 · Sponsorship Fees	13,400.00	25,100.00	-11,700.00	-46.6%
Total Winter Symposium	14,824.00	44,005.00	-29,181.00	-66.3%
Advertising				
383.00 · Website	1,732.50	0.00	1,732.50	100.0%
386.00 · Bundled Advertising	12,405.00	12,444.00	-39.00	-0.3%
Total Advertising	14,137.50	12,444.00	1,693.50	13.6%
Other Income				
390.00 · Webinars	150.00	650.00	-500.00	-76.9%
390.01 · Ernst Scholarship Award	0.00	1,017.99	-1,017.99	-100.0%
391.00 · Interest	107.79	2,092.05	-1,984.26	-94.9%
394.00 · Unrealized Gains/Losses	21.74	21.03	0.71	3.4%
Total Other Income	279.53	3,781.07	-3,501.54	-92.6%
Total Income	259,480.03	389,201.32	-129,721.29	-33.3%
Expense				
Administrative Expenses				
714.00 · Administrative Fees	67,418.75	69,627.10	-2,208.35	-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	4,381.96	4,682.77	-300.81	-6.4%
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	26.50	41.75	-15.25	-36.5%
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	22.22	57.43	-35.21	-61.3%
725.00 · Website	5,837.06	5,467.76	369.30	6.8%
728.00 · Taxes	278.03	220.24	57.79	26.2%
735.00 · Miscellaneous	164.95	0.00	164.95	100.0%
602.07 · Constant Contact (inc. survey)	2,109.00	975.00	1,134.00	116.3%
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	84,638.73	86,877.28	-2,238.55	-2.6%
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%

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456.00 · Postage/Mailing Services/Labels	835.81	440.07	395.74	89.9%
457.00 · Phone/Fax	79.88	165.66	-85.78	-51.8%
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	2,412.12	96,257.00	-93,844.88	-97.5%
Winter Symposium Expenses				
505.00 · AV	1,250.00	0.00	1,250.00	100.0%
519.00 · Staff Expenses	0.00	507.10	-507.10	-100.0%
Total Winter Symposium Expenses	1,250.00	507.10	742.90	146.5%
Board Activities				
Monthly Board Meetings				
551.00 · Conference Calls	149.09	244.23	-95.14	-39.0%
Total Monthly Board Meetings	149.09	244.23	-95.14	-39.0%
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	149.09	244.23	-95.14	-39.0%
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	153.33	83.42	54.4%
657.00 · Supplies/Collateral	0.00	13.92	-13.92	-100.0%
Total Membership Maintenance	441.71	274.17	167.54	61.1%
Membership Marketing				
602.01 · Copies/Printing	0.00	45.12	-45.12	-100.0%
602.02 · Phone/Fax/Telemarketing	10.53	48.22	-37.69	-78.2%
602.03 · Postage/Mailing Services/Labels	0.00	18.66	-18.66	-100.0%
Total Membership Marketing	10.53	112.00	-101.47	-90.6%
Total Membership Marketing Committee	452.24	386.17	66.07	17.1%
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	349.88	200.93	148.95	74.1%
680.02 · Copies/Printing	0.00	34.08	-34.08	-100.0%
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	1,362.39	5,787.20	-4,424.81	-76.5%
Governance Committee				
690.01 · Phone/Conference Calls	93.42	95.16	-1.74	-1.8%
690.05 · Marketing/Branding	-2,500.00	11,540.93	-14,040.93	-121.7%
Total Governance Committee	-2,406.58	11,636.09	-14,042.67	-120.7%
Education Committee				

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Accrual Basis

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609.00 · Education Workgroup				
609.02 · Phone/Fax.Conference Calls	30.96	43.94	-12.98	-29.5%
609.04 · Webinar Provider Services	149.90	1,068.00	-918.10	-86.0%
Total 609.00 · Education Workgroup	180.86	1,111.94	-931.08	-83.7%
PRIA Local				
617.00 · PRIA Local Admin	3,600.00	3,130.00	470.00	15.0%
617.06 · PRIA Local Phone/Internet Srv.	375.00	300.00	75.00	25.0%
617.08 · PRIA Local Website/eNewsletter	1,130.00	1,040.00	90.00	8.7%
617.09 · PRIA Local Travel	0.00	0.00	0.00	0.0%
Total PRIA Local	5,105.00	4,470.00	635.00	14.2%
Total Education Committee	5,285.86	5,581.94	-296.08	-5.3%
Total Expense	93,153.68	207,290.40	-114,136.72	-55.1%
Net Income	166,326.35	181,910.92	-15,584.57	-8.6%