

Arizona I rail Association
Income Statement
January 1 – August 31, 2018

	Prior Year		2018 Budget	\$ Over Budget
	2017	Actual		
Income				
4000 Contributions				
4002 Corporate Donations	74,869.65	53,210.00	75,000.00	-21,790.00
4004 Board Member Dues & Contributions	5,955.80	6,150.00	6,000.00	150.00
4005 Business Partnerships	22,840.70	14,191.99	28,000.00	-13,808.01
4006 Individual Contributions	33,224.74	22,462.37	29,000.00	-6,537.63
4007 Memorial Contributions	1,155.80	718.00	3,750.00	-3,032.00
4008 Grants	123,241.84	94,576.00	100,000.00	-5,424.00
4009 Other Contributions	5,552.43	2,993.00	4,000.00	-1,007.00
Total 4000 Contributions	\$ 266,840.96	\$ 194,301.36	\$ 245,750.00	-\$ 51,448.64
4100 Membership Dues Income	80,216.08	52,175.50	80,000.00	-27,824.50
4200 Special Event Income	3,523.94	751.33	25,000.00	-24,248.67
4210 Sponsors	17,120.00	7,450.00	25,000.00	-17,550.00
4215 Registration	91,697.38	57,989.25	90,000.00	-32,010.75
4225 In-Kind Donations	0.00	0.00	0.00	0.00
Total 4200 Special Event Income	\$ 112,341.32	\$ 66,190.58	\$ 140,000.00	-\$ 73,809.42
4230 Raffle Income	14,354.75	0.00	10,000.00	-10,000.00
4400 Training Workshops	3,702.20	1,875.00	2,500.00	-625.00
4500 Fiscal Sponsorship Income	9,377.42	0.00	3,500.00	-3,500.00
4610 Forest Service Cost Share	269,943.02	44,595.86	185,000.00	-140,404.14
4620 BLM Challenge Cost Share	46,356.90	118,576.69	55,000.00	63,576.69
4630 Arizona State Fund	0.00	0.00	0.00	0.00
4700 Product Sales	40,612.81	24,104.04	35,000.00	-10,895.96
4999 Miscellaneous	1,518.18	16,013.83	1,000.00	15,013.83
Total Income	\$ 845,263.64	\$ 517,832.86	\$ 757,750.00	-\$ 239,917.14
Cost of Goods Sold				
4720 Product Cost	16,262.29	18,410.35	18,000.00	410.35
Total Cost of Goods Sold	\$ 16,262.29	\$ 18,410.35	\$ 18,000.00	\$ 410.35
Gross Profit	\$ 829,001.35	\$ 499,422.51	\$ 739,750.00	-\$ 240,327.49
Expenses				
5000 Payroll and ERE				
5010 Salaries & Wages	236,054.59	184,550.73	240,000.00	-55,449.27
5040 Payroll Taxes	17,936.76	15,500.03	18,240.00	-2,739.97
5050 Health Insurance	3,200.00	6,498.60	8,260.00	-1,761.40
Total 5000 Payroll and ERE	\$ 257,191.35	\$ 206,549.36	\$ 266,500.00	\$ 59,950.64
5100 Office rent	9,446.03	6,501.05	9,500.00	-2,998.95
5110 Office Equipment	10,122.49	3,299.26	1,200.00	2,099.26
5115 Insurance	15,426.60	13,718.40	15,500.00	-1,781.60
5120 Printing & Reproduction	8,264.44	12,511.51	8,000.00	4,511.51
5125 Postage & Shipping	9,907.52	5,346.79	9,500.00	-4,153.21
5130 Supplies	5,342.36	1,732.37	5,000.00	-3,267.63
5135 Dues & Subscriptions	4,076.90	1,813.22	3,400.00	-1,586.78
5140 Advertising	796.95	1,628.63	1,000.00	628.63
5145 Storage	816.00	862.43	1,000.00	-137.57
5155 Bank Service Charges	-31.17	42.00	100.00	-58.00
5156 Benevity Processing Fees	44.20	41.30	50.00	-8.70
5157 Credit Card Processing Fees	6.48	0.00	10.00	-10.00

5158 PayPal Processing Fees	4,548.68	2,580.93	5,000.00	-2,419.07
5160 Telephone & Internet	4,159.52	3,461.82	4,500.00	-1,038.18
5165 Database Mgt/Software	510.23	4,029.00	2,200.00	1,829.00
5170 Website	387.68	3,329.66	500.00	2,829.66
5175 Depreciation Expense	0.00	0.00	0.00	0.00
5180 Newsletter Expense	2,876.04	890.90	3,000.00	-2,109.10
5185 Taxes	5,137.17	89.94	5,000.00	-4,910.06
5195 Vehicle Expenses	6,144.76	3,745.76	7,000.00	-3,254.24
5200 Volunteer Recognition	4,112.01	2,001.95	3,500.00	-1,498.05
5205 Member Fulfillment Items	9,917.77	5,200.30	10,000.00	-4,799.70
5300 Event Expenses	226.03	38.17	250.00	-211.83
5310 Food & beverage	14,578.82	10,007.19	15,000.00	-4,992.81
5320 Event Management	7,211.89	14,722.00	7,500.00	7,222.00
5330 Event Supplies	28,966.77	13,001.51	30,000.00	-16,998.49
5340 Entertainment	1,750.00	900.00	2,000.00	-1,100.00
5350 Venue Cost	3,788.08	3,556.80	3,750.00	-193.20
5360 Prizes	9,971.99	3,526.16	10,000.00	-6,473.84
Total 5300 Event Expenses	\$ 66,493.58	\$ 45,751.83	\$ 68,500.00	-\$ 22,748.17
5390 Raffle Expense	646.75	0.00	590.00	-590.00
5400 Trail Building & Maintenance	0.00	0.00	0.00	0.00
5410 Chief Steward	0.00	0.00	0.00	0.00
5420 Trail Maintenance	81,374.35	29,323.96	60,000.00	-30,676.04
5430 Trail Worker Expenses	4,870.68	896.65	7,500.00	-6,603.35
5440 Trail Construction	106,965.74	29,000.00	74,000.00	-45,000.00
5450 Trail Development	49,682.85	18,914.30	20,000.00	-1,085.70
Total 5400 Trail Building & Maintenance	\$ 242,893.62	\$ 78,134.91	\$ 161,500.00	-\$ 83,365.09
5500 Professional Fees				
5510 Accounting	6,060.00	4,300.00	17,000.00	-12,700.00
5520 Legal Fees	0.00	102.50	0.00	102.50
5530 GIS Services	1,107.00	1,323.00	1,200.00	123.00
5540 Other Consultants	96,057.80	71,178.57	60,000.00	11,178.57
5560 National Restorations Labor	0.00	16,500.00	0.00	16,500.00
Total 5500 Professional Fees	\$ 103,224.80	\$ 93,404.07	\$ 78,200.00	\$ 15,204.07
5700 Travel and Meeting	21,655.07	15,465.70	22,000.00	-6,534.30
5710 Training/Seminars	2,171.03	3,328.06	2,500.00	828.06
5999 Natural Restoration Expenses	750.00	550.75	0.00	550.75
6000 Youth Outreach Expenses	32,259.39	25,758.92	35,000.00	-9,241.08
Uncategorized Expense	0.00	100.00	0.00	100.00
Total Expenses	\$ 829,298.25	\$ 541,870.82	\$ 729,750.00	-\$ 187,879.18
Net Operating Income	-\$ 296.90	-\$ 42,448.31	\$ 10,000.00	-\$ 52,448.31
Other Income				
8000 Interest Income	2,161.50	1,029.87	2,000.00	-970.13
8002 Dividend Income	824.94	985.25	900.00	85.25
8005 Realized Gain/Loss on Investment	0.00	0.00	0.00	0.00
8100 Unrealized Gain/Loss On Investments	-70,451.07	-238.85	750.00	-988.85
8200 In-Kind Revenue – Tangible	14,203.65	32.00	15,000.00	-14,968.00
8201 In-Kind Revenue – Intangible	7,100.75	0.00	5,000.00	-5,000.00
Total Other Income	-\$ 46,160.23	\$ 1,808.27	\$ 23,650.00	-\$ 21,841.73
Other Expenses				
9000 Interest Expense	\$ 778.28	\$ 362.62	\$ 0.00	\$ 362.62
9100 In-Kind Expenses – Tangible	\$ 14,203.65	\$ 32.00	\$ 15,000.00	-\$ 14,968.00
9101 In-Kind Expenses – Intangible	\$ 7,100.75	\$ 0.00	\$ 5,000.00	-\$ 5,000.00
9200 Suspense	-\$ 70,000.00	\$ 0.00	\$ 0.00	\$ 0.00
Total Other Expenses	-\$ 47,917.32	\$ 394.62	\$ 20,000.00	-\$ 19,605.38

Net Other Income	\$ 1,757.09	\$ 1,413.65	\$ 3,650.00	-\$ 2,236.35
Net Income	\$ 1,460.19	-\$ 41,034.66	\$ 13,650.00	-\$ 54,684.66