

	2019 Budget	2019 Actual	Surplus/(Loss)
<b>Income</b>			
<b>4000 Contributions</b>			
4010 Individual Donations	80,000	87,850	7,850
4020 Corporate Donations	70,000	87,772	17,772
4021 Donor Advised Funds	-	350	350
4030 Sponsorships	20,000	9,993	(10,007)
4040 Memorial Donations	1,500	2,750	1,250
<b>Total 4000 Contributions</b>	<b>171,500</b>	<b>188,715</b>	<b>16,865</b>
<b>4100 Non-Government Grants</b>	182,500	200,821	18,321
<b>4200 Membership</b>			
4210 Board Member Dues	12,000	6,160	(5,840)
4220 Business Partnerships	30,000	28,602	(1,398)
<b>Total 4200 Membership</b>	<b>127,000</b>	<b>135,524</b>	<b>8,524</b>
<b>4300 Program Income</b>			
4310 Race Registration	100,000	136,637	36,637
4320 Trail Building Workshops	2,500	6,908	4,408
4330 Other Special Events	2,500	4,525	2,025
<b>Total 4300 Program Income</b>	<b>105,000</b>	<b>150,140</b>	<b>45,140</b>
<b>4400 Government Grants</b>	249,000	221,532	(27,468)
<b>4600 Gaming (Raffle) Income</b>			
4610 Silent Auction & Special Event	-	2,932	2,932
<b>4700 Product Sales</b>	40,000	48,191	8,191
4710 Wholesale	-	330	330
<b>4999 Miscellaneous</b>	1,000	550	(450)
<b>Total Income</b>	<b>885,000</b>	<b>955,015</b>	<b>70,015</b>
<b>Cost of Goods Sold</b>			
5000 Product Cost	27,000	25,426	(1,574)
<b>Total Cost of Goods Sold</b>	<b>27,000</b>	<b>25,426</b>	<b>(1,574)</b>
<b>Gross Profit</b>	<b>858,000</b>	<b>929,588</b>	<b>71,588</b>
<b>Expenses</b>			
<b>5100 Payroll and ERE</b>			
5110 Salaries & Wages	322,000	316,581	(5,419)
5130 Health Insurance	12,000	6,617	(5,383)
5140 Payroll Taxes	24,648	23,806	(842)
<b>Total 5100 Payroll and ERE</b>	<b>358,648</b>	<b>347,004</b>	<b>(11,644)</b>
<b>5200 Office rent</b>	9,975	10,799	824
<b>5205 Storage</b>	1,700	2,147	447
<b>5210 Office Equipment</b>	2,500	1,253	(1,247)
<b>5215 Insurance</b>	26,500	24,659	(1,841)
<b>5220 Printing &amp; Reproduction</b>	10,000	17,643	7,643
<b>5225 Postage &amp; Shipping</b>	7,500	10,789	3,289
<b>5250 Taxes and Fees</b>	100	186	86

5253 PayPal Processing Fees	5,000	5,591	591
5254 Bank Service Charges	100	83	(17)
<b>Total 5250 Taxes and Fees</b>	<b>5,200</b>	<b>5,860</b>	<b>660</b>
5260 Advertising	2,400	2,308	(92)
5265 Dues & Subscriptions	3,000	3,284	284
5270 Communications	1,500	3,319	1,819
5271 Newsletter Expense	1,000	767	(233)
5272 Database Mgt/Software	12,500	13,174	674
5273 Telephone & Internet	4,500	5,855	1,355
<b>Total 5270 Communications</b>	<b>19,500</b>	<b>23,115</b>	<b>3,615</b>
5290 Depreciation Expense	-	14,735	14,735
5310 Food & beverage	15,000	32,257	17,257
5320 Supplies	80,000	47,494	(32,506)
5340 Entertainment	2,000	2,000	-
5350 Venue Cost	3,500	4,061	561
5360 Awards	3,000	16,968	13,968
5365 Raffle Prize Expense	7,000	2,500	(4,500)
5370 Member Fulfillment Items	5,500	6,397	897
5400 Travel	32,500	31,383	(1,117)
5500 Professional Fees			
5510 Direct Labor	211,375	228,158	16,783
5515 Indirect Labor	12,500	10,910	(1,590)
<b>Total 5500 Professional Fees</b>	<b>223,875</b>	<b>239,068</b>	<b>15,193</b>
5999 Misc. Expenses		205	205
6000 Youth Outreach Expenses (deleted)	37,500	20,799	(16,701)
Uncategorized Expense		15,303	15,303
<b>Total Expenses</b>	<b>856,798</b>	<b>882,032</b>	<b>25,234</b>
<b>Net Operating Income</b>	<b>1,202</b>	<b>47,557</b>	<b>46,355</b>
<b>Other Income</b>	-	-	-
8000 Interest Income		800	800
8002 Dividend Income		4,846	4,846
8005 Realized Gain/Loss on Investment		3	3
8100 Unrealized gain/loss on investments		519	519
8200 In-Kind Contributions - Tangible		9,986	9,986
8201 In-Kind Contributions - Intangible		5,507	5,507
Rebates		1,730	1,730
<b>Total Other Income</b>		<b>23,391</b>	<b>23,391</b>
<b>Other Expenses</b>		-	-
9000 Interest Expense		160	160
9101 In-Kind Expenses - Intangible		5,507	5,507
<b>Total Other Expenses</b>		<b>5,667</b>	<b>5,667</b>
<b>Net Other Income</b>		<b>17,724</b>	<b>17,724</b>
<b>Net Income</b>		<b>65,280</b>	<b>65,280</b>