

DRAFT 2020 BUDGET

	2020	ACTUALS			
		2019	2018	2017	2016
Income					
4000 Contributions					
4010 Individual Donations	84,000	87,850	73,262	33,225	24,875
4020 Corporate Donations	80,000	87,772	67,903	74,870	77,315
4021 Donor Advised Funds	4,500	350			
4025 Corporate Matched Funds	8,000				
4030 Sponsorships	10,000	9,993	26,950	17,120	17,872
4040 Memorial Donations	2,500	2,750	843	1,156	5,087
Total 4000 Contributions	189,000	188,715	168,958	126,370	125,150
4100 Non-Government Grants	370,000	200,821	127,420	123,242	127,358
4009 Other Contributions	-	-	6,086	5,552	5,592
4200 Membership	110,000	100,762	79,706	80,216	83,239
4210 Board Member Dues	6,000	6,160	10,803	5,956	5,957
4220 Business Partnerships	28,000	28,602	22,102	22,841	19,666
Total 4200 Membership	144,000	135,524	112,611	109,013	108,862
4300 Program Income	-	2,071			
4310 Race Registration	140,000	136,637	96,929	91,697	68,938
4320 Trail Building Workshops	8,000	6,908	2,425	3,702	-
4330 Other Special Events	12,500	4,525	27,548	3,524	2,680
Total 4300 Program Income	160,500	150,140	126,902	98,924	71,618
4400 Government Grants	225,000	221,532	61,184	269,943	120,386
4620 BLM Challenge Cost Share	-		118,577	46,357	36,210
4630 Arizona State Fund	-		-	-	7,800
4600 Gaming (Raffle) Income	7,500	6,280	8,757	14,355	2,677
4610 Silent Auction & Special Event	2,500	2,932			
4700 Product Sales	45,000	48,191	37,034	40,613	37,164
4710 Wholesale	15,000	330			
4999 Miscellaneous	-	550	17,081	1,518	3,031
4500 Fiscal Sponsor Income	-		-	9,377	-
Total Income	1,158,500	955,015	784,609	845,264	645,847
Cost of Goods Sold	-	-			
5000 Product Cost	31,350	25,426	24,314	16,262	22,979
Total Cost of Goods Sold	31,350	25,426	24,314	16,262	22,979
Gross Profit	1,127,150	929,588	760,295	829,001	622,868
Expenses	-	-			
5100 Payroll and ERE	-	-			
5110 Salaries & Wages	341,160	316,581	280,943	236,055	196,480
5130 Health Insurance	11,314	6,617	9,618	3,200	-
5140 Payroll Taxes	25,654	23,806	22,795	17,937	14,644
Total 5100 Payroll and ERE	378,128	347,004	313,356	257,191	211,124
5200 Office rent	14,400	10,799	9,874	9,446	8,904
5205 Storage	3,780	2,147	1,700	816	562

5210 Office Equipment	2,500	1,253	3,646	10,122	20
5215 Insurance	26,000	24,659	17,019	15,427	14,478
5220 Printing & Reproduction	20,000	17,643	11,282	8,264	7,727
5225 Postage & Shipping	11,000	10,789	8,827	9,908	8,328
5250 Taxes and Fees	1,200	186	90	5,137	-
5253 PayPal Processing Fees	6,000	5,591	4,337	4,549	-
5254 Bank Service Charges	-	83	42	(31)	60
Total 5250 Taxes and Fees	7,200	5,860	4,469	9,655	60
5260 Advertising	4,400	2,308	2,533	797	3,717
5265 Dues & Subscriptions	7,500	3,284	2,755	4,077	2,985
5270 Communications	3,500	3,319	1,397	388	190
5271 Newsletter Expense	1,320	767	891	2,876	6,973
5272 Database Mgt/Software	12,000	13,174	5,936	510	1,029
5273 Telephone & Internet	6,000	5,855	5,481	4,160	4,229
Total 5270 Communications	22,820	23,115	13,705	7,933	12,420
5290 Depreciation Expense	21,000	14,735			
5310 Food & beverage			14,948	14,579	11,889
15% 6000 Youth Outreach			5,774	4,839	3,723
5310 Food & beverage	25,000	32,257	20,722	19,418	15,612
5130 Supplies			9,262	5,342	9,179
5420 Trail Maintenance			35,568	81,374	111,527
5300 Event Expenses			1,120	226	259
5330 Event Supplies			24,361	28,967	23,851
20% 6000 Youth Outreach			7,699	6,452	4,964
5320 Supplies	80,000	47,494	78,011	122,361	149,780
5340 Entertainment	2,500	2,000	1,300	1,750	4,491
5350 Venue Cost	4,000	4,061	4,499	3,788	3,083
5360 Awards	17,000	16,968	2,626	4,112	3,012
5365 Raffle Prize Expense	2,000	2,500	8,521	9,972	10,758
5370 Member Fulfillment Items	6,000	6,397	5,200	9,918	12,098
5700 Travel and Meeting			25,762	21,655	20,981
5195 Vehicle Expenses			6,529	6,145	3,359
55% 6000 Youth Outreach			21,172	17,743	13,651
5400 Travel	43,770	31,383	53,463	45,542	37,991
5500 Professional Fees					
5400 Trail Building & Maintenance			-	647	-
5540 Other Consultants			116,268	96,058	88,341
5320 Event Management			23,916	7,212	9,000
5450 Trail Development			20,714	49,683	-
5440 Trail Construction			52,348	106,966	-
5430 Trail Worker Expenses			4,221	4,871	4,012
5710 Training/Seminars			4,755	2,171	2,330
5530 GIS Services			1,323	1,107	2,520
5510 Direct Labor	215,536	228,158	223,544	268,714	106,203
5510 Accounting			8,530	6,060	5,750

5520 Legal Fees			103	-	-
10% 6000 Youth Outreach			3,850	3,226	2,482
5515 Indirect Labor	12,500	10,910	12,482	9,286	8,232
Total 5500 Professional Fees	228,036	239,068	236,026	278,000	114,435
5999 Misc. Expenses	-	205	100	750	3,822
6000 Youth Outreach Expenses (deleted)		20,799			
Uncategorized Expense		15,303			
Total Expenses	927,034	882,032	799,634	829,248	625,407
Net Operating Income	200,116	47,557	(39,339)	(246)	(2,540)
Other Income	-	-			
8000 Interest Income	1,400	800			
8002 Dividend Income	7,500	4,846			
8005 Realized Gain/Loss on Investment	-	3			
8100 Unrealized gain/loss on investments	700	519			
8200 In-Kind Contributions - Tangible	7,000	9,986			
8201 In-Kind Contributions - Intangible	4,000	5,507			
Rebates	2,000	1,730			
Total Other Income	22,600	23,391			
Other Expenses	-	-			
9000 Interest Expense	-	160			
9101 In-Kind Expenses - Intangible	4,000	5,507			
Total Other Expenses	4,000	5,667			
Net Other Income	18,600	17,724			
Net Income	218,716	65,280			

Notes:

2020 budgeted surplus is largely due to the Rosemont Income that will be reallocated from contingent income to the income statement

"Youth Expenses" was deleted and disbursed according to expense category.