

**Arizona Trail Association**  
**Budget vs. Actuals: 2019 Budget - FY19 P&L**  
 January - August, 2019

	Jan - Aug Actual	Jan - Aug Budget	over Budget	% of Budget
<b>Income</b>				
<b>4000 Contributions</b>				
4002 Corporate Donations	72,670	46,667	26,004	156%
4004 Board Member Dues & Contributions	4,143	8,000	(3,857)	52%
4005 Business Partnerships	23,843	20,000	3,843	119%
4006 Individual contributions	40,891	53,333	(12,442)	77%
4007 Memorial Contributions	675	1,000	(325)	68%
4008 Grants	112,622	83,333	29,289	135%
4009 Other Contributions		38,333	(38,333)	0%
<b>Total 4000 Contributions</b>	<b>254,845</b>	<b>250,667</b>	<b>4,178</b>	<b>102%</b>
4100 Membership Dues Income	67,107	56,667	10,441	118%
4200 Special Event Income	1,019	1,667	(648)	61%
4210 Sponsors	4,806	13,333	(8,528)	36%
4215 Registration	90,298	66,667	23,632	135%
<b>Total 4200 Special Event Income</b>	<b>96,123</b>	<b>81,667</b>	<b>14,457</b>	<b>118%</b>
4230 Raffle Income	2,020	6,000	(3,980)	34%
4400 Training Workshops	4,933	1,667	3,266	296%
4610 Forest Service Cost Share	106,237	166,000	(59,763)	64%
4700 Product Sales	35,756	26,667	9,090	134%
4999 Miscellaneous	0	667	(667)	0%
<b>Total Income</b>	<b>567,021</b>	<b>590,000</b>	<b>(22,979)</b>	<b>96%</b>
<b>Cost of Goods Sold</b>				
4720 Product Cost	21,206	18,000	3,206	118%
<b>Total Cost of Goods Sold</b>	<b>21,206</b>	<b>18,000</b>	<b>3,206</b>	<b>118%</b>
<b>Gross Profit</b>	<b>545,816</b>	<b>572,000</b>	<b>(26,184)</b>	<b>95%</b>
<b>Expenses</b>				
5000 Payroll and ERE			0	
5010 Salaries & Wages	204,885	214,667	(9,782)	95%
5040 Payroll Taxes	15,137	16,432	(1,295)	92%
5050 Health Insurance	5,003	8,000	(2,997)	63%
<b>Total 5000 Payroll and ERE</b>	<b>225,025</b>	<b>239,099</b>	<b>(14,074)</b>	<b>94%</b>
5100 Office rent	6,827	6,650	177	103%
5110 Office Equipment	474	1,667	(1,193)	28%
5115 Insurance	17,666	17,667	(1)	100%
5120 Printing & Reproduction	7,601	6,667	935	114%
5125 Postage & Shipping	6,841	5,000	1,841	137%
5130 Supplies	2,843	6,667	(3,824)	43%
5135 Dues & Subscriptions	3,183	2,000	1,183	159%
5140 Advertising	1,651	1,600	51	103%

	Jan - Aug Actual	Jan - Aug Budget	over Budget	% of Budget
5145 Storage	1,712	1,133	579	151%
5155 Bank Service Charges	30	67	(37)	45%
5158 PayPal Processing Fees	3,595	3,333	261	108%
5160 Telephone & Internet	3,690	3,000	690	123%
5165 Database Mgt/Software	9,341	8,333	1,008	112%
5170 Website	3,840	1,000	2,840	384%
5180 Newsletter Expense		667	(667)	0%
5185 Taxes	90	67	23	135%
5195 Vehicle Expenses	2,248	5,000	(2,752)	45%
5200 Volunteer Recognition	1,727	2,000	(273)	86%
5205 Member Fulfillment Items	4,632	3,667	966	126%
5300 Event Expenses	1,504	667	837	226%
5310 Food & beverage	12,235	10,000	2,235	122%
5320 Event Management	9,217	10,000	(783)	92%
5330 Event Supplies	15,541	16,000	(459)	97%
5340 Entertainment	1,000	1,333	(333)	75%
5350 Venue Cost	4,117	2,333	1,784	176%
5360 Prizes	3,945	4,667	(722)	85%
<b>Total 5300 Event Expenses</b>	<b>47,559</b>	<b>45,000</b>	<b>2,559</b>	<b>106%</b>
5400 Trail Building & Maintenance	69	0	69	
5410 Trail Equipment	981		981	
5420 Trail Maintenance	2,561	30,000	(27,439)	9%
5430 Trail Worker Expenses	2,145	1,667	478	129%
5440 Trail Construction	38,126	45,000	(6,874)	85%
5450 Trail Development	40,373	33,333	7,040	121%
<b>Total 5400 Trail Building &amp; Maintenance</b>	<b>84,256</b>	<b>110,000</b>	<b>(25,744)</b>	<b>77%</b>
5500 Professional Fees			0	
5510 Accounting	9,875	8,333	1,542	119%
5530 GIS Services	2,709	2,250	459	120%
5540 Other Consultants	77,341	46,667	30,674	166%
<b>Total 5500 Professional Fees</b>	<b>89,925</b>	<b>57,250</b>	<b>32,675</b>	<b>157%</b>
5700 Travel and Meeting	20,588	16,667	3,921	124%
5710 Training/Seminars	1,561	2,000	(439)	78%
6000 Youth Outreach Expenses	16,575	25,000	(8,425)	66%
Uncategorized Expense	5,000	0	5,000	
<b>Total Expenses</b>	<b>568,479</b>	<b>571,199</b>	<b>(2,720)</b>	<b>100%</b>
<b>Net Operating Income</b>	<b>(22,663)</b>	<b>801</b>	<b>(23,465)</b>	<b>-2828%</b>
<b>Other Income</b>				
8000 Interest Income	800		800	
8002 Dividend Income	2,067		2,067	
8100 Unrealized gain/loss on investments	197		197	
8200 In-Kind Revenue - Tangible	5,346		5,346	
8201 In-Kind Revenue - Intangible	2,050		2,050	

	<b>Jan - Aug</b>	<b>Jan - Aug</b>		
	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>% of Budget</b>
<b>Rebates</b>	1,730		1,730	
<b>Total Other Income</b>	<b>12,189</b>	<b>0</b>	<b>12,189</b>	
<b>Other Expenses</b>				
<b>9000 Interest Expense</b>	142		142	
<b>9100 In-Kind Expenses - Tangible</b>	5,346		5,346	
<b>9101 In-Kind Expenses - Intangible</b>	2,050		2,050	
<b>Total Other Expenses</b>	<b>7,539</b>	<b>0</b>	<b>7,539</b>	
<b>Net Other Income</b>	<b>4,651</b>	<b>0</b>	<b>4,651</b>	
<b>Net Income</b>	<b>(18,012)</b>	<b>801</b>	<b>(18,814)</b>	<b>-2248%</b>