

Arizona Trail Association
 Budget vs. Actuals: 2020 Board Approved Budget - FY20 P&L
 January - May, 2020

	YTD Actual	YTD Budget	over/(under) Budget	Total Annual Budget	YTD Actual less Annual Budget
Income					
4000 Individual Donations	33,101	35,000	(1,899)	84,000	(50,899)
4005 Memorial Donations	4,325	1,042	3,283	2,500	1,825
4010 Donor Advised Funds	4,680	1,875	2,805	4,500	180
4015 Temporary Restricted Donations	2,690		2,690	-	2,690
Total 4000 Individual Donations	44,796	37,917	6,879	91,000	(46,204)
4050 Membership	60,965	45,833	15,132	110,000	(49,035)
4055 Board Member Dues	5,735	2,500	3,235	6,000	(265)
Total 4050 Membership	66,700	48,333	18,367	116,000	(49,300)
4100 Corporate Donations	7,950	33,333	(25,383)	80,000	(72,050)
4130 Sponsorships	1,950	4,167	(2,217)	10,000	(8,050)
4140 Business Partnerships	18,954	11,667	7,287	28,000	(9,046)
4150 Corporate Matched Funds	1,120	3,333	(2,213)	8,000	(6,880)
Total 4100 Corporate Donations	29,974	52,500	(22,526)	126,000	(96,026)
4200 Non-Government Grants	125,426	154,167	(28,741)	370,000	(244,574)
4250 Government Grants	125,595	93,750	31,845	225,000	(99,405)
4300 Program Income			-	-	-
4310 Race Registration	29,542	58,333	(28,792)	140,000	(110,459)
4320 Trail Building Workshops	1,450	3,333	(1,883)	8,000	(6,550)
4330 Other Events	11,064	5,208	5,855	12,500	(1,437)
Total 4300 Program Income	42,055	66,875	(24,820)	160,500	(118,445)
4600 Gaming (Raffle) Income	96	3,125	(3,029)	7,500	(7,404)
4610 Silent Auction		1,042	(1,042)	2,500	(2,500)
4650 Lobbying	900		900	-	900
4700 Product Sales	19,389	18,750	639	45,000	(25,611)
4710 Wholesale	844	6,250	(5,406)	15,000	(14,156)
Total 4700 Product Sales	20,234	25,000	(4,766)	60,000	(39,766)
4998 Uncategorized Income	744		744	-	744
Total Income	456,520	482,708	(26,188)	1,158,500	(701,980)
Cost of Goods Sold				-	-
5000 Product Cost	12,157	13,063	(905)	31,350	(19,193)
Total Cost of Goods Sold	12,157	13,063	(905)	31,350	(19,193)
Gross Profit	444,363	469,646	(25,283)	1,127,150	(682,787)
Expenses				-	-

5100 Payroll and ERE			-	-	-
5110 Salaries & Wages	139,948	142,150	(2,202)	341,160	(201,212)
5130 Health Insurance	6,810	4,714	2,096	11,314	(4,504)
5140 Payroll Taxes	10,105	10,689	(584)	25,654	(15,549)
Total 5100 Payroll and ERE	156,864	157,553	(690)	378,128	(221,264)
5200 Office rent	4,951	6,000	(1,049)	14,400	(9,449)
5205 Storage	2,686	1,575	1,111	3,780	(1,094)
5210 Office Equipment	1,997	1,042	955	2,500	(503)
5215 Insurance	7,735	10,833	(3,098)	26,000	(18,265)
5220 Printing & Reproduction	8,107	8,333	(226)	20,000	(11,893)
5225 Postage & Shipping	6,587	4,583	2,004	11,000	(4,413)
5250 Taxes and Fees		500	(500)	1,200	(1,200)
5251 Payment Processing Fees	3,306	2,500	806	6,000	(2,694)
5254 Bank Service Charges	60		60	-	60
Total 5250 Taxes and Fees	3,366	3,000	366	7,200	(3,834)
5260 Advertising	15	1,833	(1,818)	4,400	(4,385)
5265 Dues & Subscriptions	5,504	3,125	2,379	7,500	(1,996)
5266 Licenses and Legal	15		15	-	15
Total 5265 Dues & Subscriptions	5,519	3,125	2,394	7,500	(1,981)
5270 Communications	1,039	1,458	(419)	3,500	(2,461)
5271 Newsletter Expense		550	(550)	1,320	(1,320)
5272 Database Mgt/Software	7,716	5,000	2,716	12,000	(4,284)
5273 Telephone & Internet	3,080	2,500	580	6,000	(2,920)
Total 5270 Communications	11,836	9,508	2,327	22,820	(10,984)
5290 Depreciation Expense	8,913	8,750	163	21,000	(12,087)
5310 Food & beverage	2,636	10,417	(7,781)	25,000	(22,364)
5320 Supplies	29,904	33,333	(3,430)	80,000	(50,096)
5340 Entertainment		1,042	(1,042)	2,500	(2,500)
5350 Venue Cost	1,850	1,667	183	4,000	(2,150)
5360 Awards	2,237	7,083	(4,846)	17,000	(14,763)
5365 Raffle Prize Expense		833	(833)	2,000	(2,000)
5370 Member Fulfillment Items		2,500	(2,500)	6,000	(6,000)
5400 Travel	6,226	18,238	(12,011)	43,770	(37,544)
5401 Vehicle Maintenance	968		968	-	968
5402 Van Rental	527		527	-	527
Total 5400 Travel	7,721	18,238	(10,517)	43,770	(36,049)
5500 Professional Fees			-	-	-
5510 Direct Labor	96,491	89,807	6,685	215,536	(119,045)
5515 Indirect Labor	2,011	5,208	(3,197)	12,500	(10,489)
Total 5500 Professional Fees	98,502	95,015	3,487	228,036	(129,534)

5550 Grants to Charity	300		300	-	300
Total Expenses	361,726	386,264	(24,538)	927,034	(565,308)
Net Operating Income	82,637	83,382	(744)	200,116	(117,479)
Other Income				-	-
8000 Interest Income	-	583	(583)	1,400	(1,400)
8001 Cash Back	2,074	833	1,240	2,000	74
8002 Dividend Income	1,788	3,125	(1,337)	7,500	(5,712)
8005 Realized Gain/Loss on Investment	-	-	-	-	-
8100 Unrealized gain/loss on investments	(318)	292	(610)	700	(1,018)
8200 In-Kind Contributions - Tangible	3,000	2,917	83	7,000	(4,000)
8201 In-Kind Contributions - Intangible		1,667	(1,667)	4,000	(4,000)
Total Other Income	6,544	9,417	(2,873)	22,600	(16,056)
Other Expenses				-	-
9101 In-Kind Expenses - Intangible		1,667	(1,667)	4,000	(4,000)
Total Other Expenses	-	1,667	(1,667)	4,000	(4,000)
Net Other Income	6,544	7,750	(1,206)	18,600	(12,056)
Net Income	89,181	91,132	(1,950)	218,716	(129,535)