

**Arizona Trail Association
2020 Recession Budget
DRAFT**

	Board Approved Budget	Revised Budget	Increase / (Decrease)
Income			
4000 Individual Donations	84,000	80,000	(4,000)
4005 Memorial Donations	2,500	5,000	2,500
4010 Donor Advised Funds	4,500	11,500	7,000
4015 Temporary Restricted Donations	-	6,500	6,500
Total 4000 Individual Donations	91,000	103,000	12,000
4050 Membership	110,000	126,000	16,000
4055 Board Member Dues	6,000	6,000	-
Total 4050 Membership	116,000	132,000	16,000
4100 Corporate Donations	80,000	32,950	(47,050)
4130 Sponsorships	10,000	4,700	(5,300)
4140 Business Partnerships	28,000	25,000	(3,000)
4150 Corporate Matched Funds	8,000	2,700	(5,300)
Total 4100 Corporate Donations	126,000	65,350	(60,650)
4200 Non-Government Grants	370,000	170,000	(200,000)
4250 Government Grants	225,000	328,000	103,000
4300 Program Income	-	-	-
4310 Race Registration	140,000	60,000	(80,000)
4320 Trail Building Workshops	8,000	2,050	(5,950)
4330 Other Events	12,500	11,000	(1,500)
Total 4300 Program Income	160,500	73,050	(87,450)
4600 Gaming (Raffle) Income	7,500	7,500	-
4610 Silent Auction	2,500	-	(2,500)
4650 Lobbying	-	-	-
4700 Product Sales	45,000	46,000	1,000
4710 Wholesale	15,000	6,000	(9,000)
Total 4700 Product Sales	60,000	52,000	(8,000)
4998 Uncategorized Income	-	-	-
Total Income	1,158,500	930,900	(227,600)
Cost of Goods Sold	-	-	-
5000 Product Cost	31,350	29,000	(2,350)
Total Cost of Goods Sold	31,350	29,000	(2,350)
Gross Profit	1,127,150	901,900	(225,250)
Expenses			
5100 Payroll and ERE	-	-	-
5110 Salaries & Wages	341,160	340,000	(1,160)
5130 Health Insurance	11,314	19,000	7,686
5140 Payroll Taxes	25,654	27,000	1,346
Total 5100 Payroll and ERE	378,128	386,000	7,872
5200 Office rent	14,400	14,850	450
5205 Storage	3,780	6,500	2,720
5210 Office Equipment	2,500	2,000	(500)
5215 Insurance	26,000	24,000	(2,000)
5220 Printing & Reproduction	20,000	19,500	(500)

5225 Postage & Shipping	11,000	15,800	4,800
5250 Taxes and Fees	1,200	-	(1,200)
5251 Payment Processing Fees	6,000	8,000	2,000
5254 Bank Service Charges	-	70	70
Total 5250 Taxes and Fees	7,200	8,070	870
5260 Advertising	4,400	1,000	(3,400)
5265 Dues & Subscriptions	7,500	7,500	-
5266 Licenses and Legal	-	250	250
Total 5265 Dues & Subscriptions	7,500	7,750	250
5270 Communications	3,500	1,200	(2,300)
5271 Newsletter Expense	1,320		(1,320)
5272 Database Mgt/Software	12,000	11,500	(500)
5273 Telephone & Internet	6,000	7,500	1,500
Total 5270 Communications	22,820	20,200	(2,620)
5290 Depreciation Expense	21,000	21,400	400
5310 Food & beverage	25,000	8,000	(17,000)
5320 Supplies	80,000	77,000	(3,000)
5340 Entertainment	2,500	2,500	0
5350 Venue Cost	4,000	4,000	0
5360 Awards	17,000	10,000	(7,000)
5365 Raffle Prize Expense	2,000		(2,000)
5370 Member Fulfillment Items	6,000	6,000	-
5400 Travel	43,770	43,800	30
5401 Vehicle Maintenance	-	2,250	2,250
5402 Van Rental	-	1,500	1,500
Total 5400 Travel	43,770	47,550	3,780
5500 Professional Fees			-
5510 Direct Labor	215,536	200,000	(15,536)
5515 Indirect Labor	12,500	11,000	(1,500)
Total 5500 Professional Fees	228,036	211,000	(17,036)
5550 Grants to Charity	-	300	300
Total Expenses	927,034	893,420	(33,614)
Net Operating Income	200,116	8,480	(191,636)
Other Income			-
8000 Interest Income	1,400	-	(1,400)
8001 Cash Back	2,000	2,000	(0)
8002 Dividend Income	7,500	4,300	(3,200)
8005 Realized Gain/Loss on Investment	-	-	-
8100 Unrealized gain/loss on investments	700	-	(700)
8200 In-Kind Contributions - Tangible	7,000	-	(7,000)
8201 In-Kind Contributions - Intangible	4,000		(4,000)
Total Other Income	22,600	6,300	(16,300)
Other Expenses	-		-
9101 In-Kind Expenses - Intangible	4,000		(4,000)
Total Other Expenses	4,000	-	(4,000)
Net Other Income	18,600	6,300	(12,300)
Net Income	218,716	14,780	(203,936)