

Arizona Trail Association

Budget vs. Actuals: Board Approved Budget - FY20 P&L

January 1 - September 30, 2020

	YTD Actual	YTD Budget	over/(under) Budget	Annual Budget	YTD Actual less Annual Budget
Income					
4000 Individual Donations	46,787	60,000	(13,213)	80,000	(33,213)
4005 Memorial Donations	5,350	3,750	1,600	5,000	350
4010 Donor Advised Funds	12,286	8,625	3,661	11,500	786
4015 Temporary Restricted Donations	3,185	4,875	(1,690)	6,500	(3,315)
Total 4000 Individual Donations	67,608	77,250	(9,642)	103,000	(35,392)
4050 Membership	87,695	94,500	(6,805)	126,000	(38,305)
4055 Board Member Dues	5,735	4,500	1,235	6,000	(265)
Total 4050 Membership	93,430	99,000	(5,570)	132,000	(38,570)
4100 Corporate Donations	34,963	24,713	10,250	32,950	2,013
4130 Sponsorships	1,950	3,525	(1,575)	4,700	(2,750)
4140 Business Partnerships	28,420	18,750	9,670	25,000	3,420
4150 Corporate Matched Funds	2,574	2,025	549	2,700	(126)
Total 4100 Corporate Donations	67,906	49,013	18,894	65,350	2,556
4200 Non-Government Grants	186,155	127,500	58,655	170,000	16,155
4250 Government Grants	124,560	246,000	(121,440)	328,000	(203,440)
4300 Program Income	-	-	-	-	-
4320 Trail Building Workshops	3,110	1,538	1,573	2,050	1,060
Total 4300 Program Income	3,110	1,538	1,573	2,050	1,060
4350 Special Events	11,970	8,250	3,720	11,000	970
4360 Race Registration	27,898	45,000	(17,102)	60,000	(32,102)
Total 4350 Special Events	39,868	53,250	(13,382)	71,000	(31,132)

4600 Gaming (Raffle) Income	196	5,625	(5,429)	7,500	(7,304)
4650 Lobbying	900	-	900	-	900
4700 Product Sales	36,823	34,500	2,323	46,000	(9,177)
4710 Wholesale	1,895	4,500	(2,605)	6,000	(4,105)
Total 4700 Product Sales	38,719	39,000	(281)	52,000	(13,281)
4998 Uncategorized Income	-	-	-	-	-
Total Income	622,452	698,175	(75,723)	930,900	(308,448)
Cost of Goods Sold		-	-		
5000 Product Cost	20,162	21,750	(1,588)	29,000	(8,838)
Total Cost of Goods Sold	20,162	21,750	(1,588)	29,000	(8,838)
Gross Profit	602,290	676,425	(74,135)	901,900	(299,610)
Expenses		-	-		
5100 Payroll and ERE	-	-	-	-	-
5110 Salaries & Wages	227,068	255,000	(27,932)	340,000	(112,932)
5130 Health Insurance	10,225	14,250	(4,025)	19,000	(8,775)
5140 Payroll Taxes	21,570	20,250	1,320	27,000	(5,430)
Total 5100 Payroll and ERE	258,863	289,500	(30,637)	386,000	(127,137)
5200 Office rent	9,899	11,138	(1,238)	14,850	(4,951)
5205 Storage	5,059	4,875	184	6,500	(1,441)
5210 Office Equipment	2,071	1,500	571	2,000	71
5215 Insurance	13,705	18,000	(4,295)	24,000	(10,295)
5220 Printing & Reproduction	8,945	14,625	(5,680)	19,500	(10,555)
5225 Postage & Shipping	11,274	11,850	(576)	15,800	(4,526)
5250 Taxes and Fees	-	-	-	-	-
5251 Payment Processing Fees	5,680	6,000	(320)	8,000	(2,320)
5254 Bank Service Charges	60	53	8	70	(10)
Total 5250 Taxes and Fees	5,740	6,053	(313)	8,070	(2,330)
5260 Advertising	(52)	750	(802)	1,000	(1,052)
5265 Dues & Subscriptions	6,267	5,625	642	7,500	(1,233)

5266 Legal Fees	-	188	(188)	250	(250)
5267 Accounting & Licensing	6,750	-	6,750	-	6,750
Total 5265 Dues & Subscriptions	13,017	5,813	7,204	7,750	5,267
5270 Communications	1,480	900	580	1,200	280
5271 Newsletter Expense	1,256	-	1,256	-	1,256
5272 Database Mgt/Software	9,433	8,625	808	11,500	(2,067)
5273 Telephone & Internet	5,341	5,625	(284)	7,500	(2,159)
Total 5270 Communications	17,511	15,150	2,361	20,200	(2,689)
5290 Depreciation Expense	16,044	16,050	(6)	21,400	(5,356)
5310 Food & beverage	3,066	6,000	(2,934)	8,000	(4,934)
5320 Supplies	20,440	57,750	(37,310)	77,000	(56,560)
5340 Entertainment	-	1,875	(1,875)	2,500	(2,500)
5350 Venue Cost	1,850	3,000	(1,150)	4,000	(2,150)
5360 Awards	5,237	7,500	(2,263)	10,000	(4,763)
5370 Member Fulfillment Items	-	4,500	(4,500)	6,000	(6,000)
5400 Travel	10,099	32,850	(22,751)	43,800	(33,701)
5401 Vehicle Maintenance	2,014	1,688	327	2,250	(236)
5402 Van Rental	868	1,125	(257)	1,500	(632)
Total 5400 Travel	12,981	35,663	(22,682)	47,550	(34,569)
5500 Professional Fees	-	-	-	-	-
5510 Direct Labor	82,660	150,000	(67,340)	200,000	(117,340)
5515 Indirect Labor	1,602	8,250	(6,648)	11,000	(9,398)
Total 5500 Professional Fees	84,262	158,250	(73,988)	211,000	(126,738)
5550 Grants to Charity	300	225	75	300	-
7000 Improvements to Public Lands	26,602	-	26,602	-	26,602
Total Expenses	516,815	670,065	(153,250)	893,420	(376,605)
Net Operating Income	85,475	6,360	79,115	8,480	76,995
Other Income	-	-	-	-	-
8000 Interest Income	-	-	-	-	-

8001 Cash Back	2,074	1,500	574	2,000	74
8002 Dividend Income	1,962	3,225	(1,263)	4,300	(2,338)
8005 Realized Gain/Loss on Investment	-	-	-	-	-
8100 Unrealized gain/loss on investments	56	-	56	-	56
8201 In-Kind Contributions - Intangible	260	-	260	-	260
Total Other Income	4,352	4,725	(373)	6,300	(1,948)
Net Other Income	4,352	4,725	(373)	6,300	(1,948)
Net Income	89,828	11,085	78,743	14,780	75,048