

# Arizona Trail Association

## Budget vs. Actuals: 2021 Board Approved Budget - FY21 P&L

January - April, 2021

	YTD Actual	YTD Budget	over(under) Budget	Annual Budget	YTD Actual less Annual Budget
<b>Income</b>					
4000 Individual Donations	41,715.45	28,533.33	13,182.12	85,600.00	(43,884.55)
4005 Memorial Donations	345.00	1,666.67	(1,321.67)	5,000.00	(4,655.00)
4010 Donor Advised Funds	10,182.73	8,333.33	1,849.40	25,000.00	(14,817.27)
4015 Temp Restricted Donations	850.00		850.00		850.00
<b>Total 4000 Individual Donations</b>	<b>53,093.18</b>	<b>38,533.33</b>	<b>14,559.85</b>	<b>115,600.00</b>	<b>(62,506.82)</b>
4050 Membership	64,331.25	44,204.00	20,127.25	132,612.00	(68,280.75)
4055 Board Member Dues		2,000.00	(2,000.00)	6,000.00	(6,000.00)
<b>Total 4050 Membership</b>	<b>64,331.25</b>	<b>46,204.00</b>	<b>18,127.25</b>	<b>138,612.00</b>	<b>(74,280.75)</b>
4100 Corporate Donations	16,770.19	15,000.00	1,770.19	45,000.00	(28,229.81)
4130 Sponsorships		1,666.67	(1,666.67)	5,000.00	(5,000.00)
4140 Business Partnerships	11,188.02	10,666.67	521.35	32,000.00	(20,811.98)
4150 Corporate Matched Funds	490.90	1,666.67	(1,175.77)	5,000.00	(4,509.10)
<b>Total 4100 Corporate Donations</b>	<b>28,449.11</b>	<b>29,000.01</b>	<b>(550.90)</b>	<b>87,000.00</b>	<b>(58,550.89)</b>
4200 Non-Government Grants	9,700.03	70,000.00	(60,299.97)	210,000.00	(200,299.97)
4250 Government Grants	137,257.72	133,333.33	3,924.39	400,000.00	(262,742.28)
4300 Program Income			0.00		
4320 Trail Building Workshops	950.00	2,400.00	(1,450.00)	7,200.00	(6,250.00)
<b>Total 4300 Program Income</b>	<b>950.00</b>	<b>2,400.00</b>	<b>(1,450.00)</b>	<b>7,200.00</b>	<b>(6,250.00)</b>
4350 Special Events	50.00	3,333.33	(3,283.33)		50.00
4360 Endurance Registration	(330.00)		(330.00)		(330.00)
<b>Total 4350 Special Events</b>	<b>(280.00)</b>	<b>3,333.33</b>	<b>(3,613.33)</b>	<b>10,000.00</b>	<b>(10,280.00)</b>
4600 Raffle Income		3,333.33	(3,333.33)	10,000.00	(10,000.00)
4700 Product Sales	22,678.34	18,333.33	4,345.01	55,000.00	(32,321.66)
4710 Wholesale	8,511.04	4,000.00	4,511.04	12,000.00	(3,488.96)
<b>Total 4700 Product Sales</b>	<b>31,189.38</b>	<b>22,333.33</b>	<b>8,856.05</b>	<b>67,000.00</b>	<b>(35,810.62)</b>
<b>Total Income</b>	<b>324,690.67</b>	<b>348,470.66</b>	<b>(23,779.99)</b>	<b>1,045,412.00</b>	<b>(720,721.33)</b>

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January - April, 2021

	YTD Actual	YTD Budget	over(under) Budget	Annual Budget	YTD Actual less Annual Budget
<b>Cost of Goods Sold</b>					
5000 Product Cost	11,735.17	9,566.67	2,168.50	28,700.00	(16,964.83)
<b>Total Cost of Goods Sold</b>	<b>11,735.17</b>	<b>9,566.67</b>	<b>2,168.50</b>	<b>28,700.00</b>	<b>(16,964.83)</b>
<b>Gross Profit</b>	<b>312,955.50</b>	<b>338,903.99</b>	<b>(25,948.49)</b>	<b>1,016,712.00</b>	<b>(703,756.50)</b>
<b>Expenses</b>					
5020 Raffle Expense		66.67	(66.67)	200.00	(200.00)
5100 Payroll & ERE	347.85		347.85		347.85
5110 Salaries & Wages	107,758.66	124,961.00	(17,202.34)	374,883.00	(267,124.34)
5115 Bonuses	5,000.00		5,000.00	14,600.00	(9,600.00)
5130 Health Insurance	2,519.55	4,866.67	(2,347.12)	27,741.00	(25,221.45)
5140 Payroll Taxes	8,672.12	9,247.00	(574.88)		8,672.12
5145 Unemployment Insurance Tax	1,245.74		1,245.74		1,245.74
5150 Staff Training	1,368.88	733.33	635.55	2,200.00	(831.12)
<b>Total 5100 Payroll &amp; ERE</b>	<b>126,912.80</b>	<b>139,808.00</b>	<b>(12,895.20)</b>	<b>419,424.00</b>	<b>(292,511.20)</b>
5200 Office rent	6,186.00	4,537.00	1,649.00	13,611.00	(7,425.00)
5205 Storage	2,294.24	2,000.00	294.24	6,000.00	(3,705.76)
5210 Office Equipment		400.00	(400.00)	1,200.00	(1,200.00)
5215 Insurance	7,113.69	6,666.67	447.02	20,000.00	(12,886.31)
5220 Printing & Reproduction	2,290.94	5,000.00	(2,709.06)	15,000.00	(12,709.06)
5225 Postage & Shipping	6,542.93	5,016.67	1,526.26	15,050.00	(8,507.07)
5250 Taxes & Fees	20.91	8.33	12.58	25.00	(4.09)
5251 Payment Processing	3,288.94	2,666.67	622.27	8,000.00	(4,711.06)
5254 Bank Charges	42.05	33.33	8.72	100.00	(57.95)
<b>Total 5250 Taxes &amp; Fees</b>	<b>3,351.90</b>	<b>2,708.33</b>	<b>643.57</b>	<b>8,125.00</b>	<b>(4,773.10)</b>
5260 Advertising	2,000.00		2,000.00		2,000.00
5265 Dues & Subscriptions	5,923.17	2,333.33	3,589.84	7,000.00	(1,076.83)
5267 Accounting	7,750.00	2,833.33	4,916.67	8,500.00	(750.00)
5268 Lobbying Expenses	5,454.54		5,454.54		5,454.54
<b>Total 5265 Dues &amp; Subscriptions</b>	<b>19,127.71</b>	<b>5,166.66</b>	<b>13,961.05</b>	<b>15,500.00</b>	<b>3,627.71</b>

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	YTD Actual	YTD Budget	over(under) Budget	Annual Budget	YTD Actual less Annual Budget
5270 Communication	75.00	556.67	(481.67)	1,670.00	(1,595.00)
5271 Newsletter		800.00	(800.00)	2,400.00	(2,400.00)
5272 Database/Software	2,795.04	4,000.00	(1,204.96)	12,000.00	(9,204.96)
5273 Phone & Internet	2,996.68	2,300.00	696.68	6,900.00	(3,903.32)
<b>Total 5270 Communication</b>	<b>5,866.72</b>	<b>7,656.67</b>	<b>(1,789.95)</b>	<b>22,970.00</b>	<b>(17,103.28)</b>
5290 Depreciation Expense	5,084.24	6,060.67	(976.43)	18,182.00	(13,097.76)
5310 Food & beverage	1,444.81	2,166.67	(721.86)	6,500.00	(5,055.19)
5320 Supplies	18,334.99	6,000.00	12,334.99	18,000.00	334.99
5345 Direct Donor Benefits		733.33	(733.33)	2,200.00	(2,200.00)
5360 Awards		800.00	(800.00)	2,400.00	(2,400.00)
5370 Member Fulfillment Items	2,841.23	1,036.67	1,804.56	3,110.00	(268.77)
5400 Travel	6,385.01	7,616.67	(1,231.66)	22,850.00	(16,464.99)
5401 Vehicle Maintenance	2,896.71	1,133.33	1,763.38	3,400.00	(503.29)
<b>Total 5400 Travel</b>	<b>9,281.72</b>	<b>8,750.00</b>	<b>531.72</b>	<b>26,250.00</b>	<b>(16,968.28)</b>
5500 Professional Fee			0.00		
5505 Professional Services	1,313.30		1,313.30		1,313.30
5510 Direct Labor	180,688.14	106,666.67	74,021.47	320,000.00	(139,311.86)
5515 Indirect Labor	2,100.00	666.67	1,433.33	2,000.00	100.00
<b>Total 5500 Professional Fee</b>	<b>184,101.44</b>	<b>107,333.34</b>	<b>76,768.10</b>	<b>322,000.00</b>	<b>(137,898.56)</b>
5999 Misc. Expenses	78.21		78.21		78.21
7000 Improvements to Public Lands	12,890.20	10,666.67	2,223.53	32,000.00	(19,109.80)
<b>Total Expenses</b>	<b>415,743.77</b>	<b>322,574.02</b>	<b>93,169.75</b>	<b>967,722.00</b>	<b>(551,978.23)</b>
<b>Net Operating Income</b>	<b>(102,788.27)</b>	<b>16,329.97</b>	<b>(119,118.24)</b>	<b>48,990.00</b>	<b>(151,778.27)</b>
<b>Other Income</b>					
8001 Cash Back	1,225.94	666.67	559.27	2,000.00	(774.06)
8002 Dividend Income	12.06	666.67	(654.61)	2,000.00	(1,987.94)
8100 Unrealized Gain/Loss on Investments	267.51		267.51		267.51
8200 In-Kind Contributions - Tangible	3,458.97	933.33	2,525.64	2,800.00	658.97
8201 In-Kind Contributions - Intangible	10,536.10		10,536.10		10,536.10
<b>Total Other Income</b>	<b>15,500.58</b>	<b>2,266.67</b>	<b>13,233.91</b>	<b>6,800.00</b>	<b>8,700.58</b>
<b>Net Other Income</b>	<b>15,500.58</b>	<b>2,266.67</b>	<b>13,233.91</b>	<b>6,800.00</b>	<b>8,700.58</b>
<b>Net Income</b>	<b>(87,287.69)</b>	<b>18,596.64</b>	<b>(105,884.33)</b>	<b>55,790.00</b>	<b>(143,077.69)</b>