

Arizona Trail Association

Profit and Loss

April 2021

	TOTAL	
	APR 2021	JAN - APR, 2021 (YTD)
Income		
4000 Individual Donations	20,866.19	41,715.45
4005 Memorial Donations	34.00	345.00
4010 Donor Advised Funds	4,672.83	10,182.73
4015 Temp Restricted Donations	10.00	850.00
Total 4000 Individual Donations	25,583.02	53,093.18
4050 Membership	16,967.25	64,331.25
4100 Corporate Donations	3,183.39	16,770.19
4140 Business Partnerships	2,955.92	11,188.02
4150 Corporate Matched Funds	3.85	490.90
Total 4100 Corporate Donations	6,143.16	28,449.11
4200 Non-Government Grants	10.24	9,700.03
4250 Government Grants	130,368.97	137,257.72
4300 Program Income		
4320 Trail Building Workshops	375.00	950.00
Total 4300 Program Income	375.00	950.00
4350 Special Events	25.00	50.00
4360 Endurance Registration		-330.00
Total 4350 Special Events	25.00	-280.00
4700 Product Sales	5,819.85	22,678.34
4710 Wholesale	1,635.23	8,511.04
Total 4700 Product Sales	7,455.08	31,189.38
Total Income	\$186,927.72	\$324,690.67
Cost of Goods Sold		
5000 Product Cost	1,231.50	11,735.17
Total Cost of Goods Sold	\$1,231.50	\$11,735.17
GROSS PROFIT	\$185,696.22	\$312,955.50
Expenses		
5100 Payroll & ERE	88.05	347.85
5110 Salaries & Wages	33,814.34	107,758.66
5115 Bonuses	0.00	5,000.00
5130 Health Insurance	511.50	2,519.55
5140 Payroll Taxes	2,536.09	8,672.12
5145 Unemployment Insurance Tax		1,245.74
5150 Staff Training		1,368.88
Total 5100 Payroll & ERE	36,949.98	126,912.80
5200 Office rent	1,237.20	6,186.00

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5205 Storage	573.56	2,294.24
5215 Insurance	1,493.84	7,113.69
5220 Printing & Reproduction	54.62	2,290.94
5225 Postage & Shipping	2,353.26	6,542.93
5250 Taxes & Fees	3.82	20.91
5251 Payment Processing	983.33	3,288.94
5254 Bank Charges		42.05
Total 5250 Taxes & Fees	987.15	3,351.90
5260 Advertising		2,000.00
5265 Dues & Subscriptions	494.86	5,923.17
5267 Accounting		7,750.00
5268 Lobbying Expenses	1,818.18	5,454.54
Total 5265 Dues & Subscriptions	2,313.04	19,127.71
5270 Communication		75.00
5272 Database/Software	248.17	2,795.04
5273 Phone & Internet	592.75	2,996.68
Total 5270 Communication	840.92	5,866.72
5290 Depreciation Expense	1,271.06	5,084.24
5310 Food & beverage	334.93	1,444.81
5320 Supplies	1,591.24	18,334.99
5370 Member Fulfillment Items	1,638.98	2,841.23
5400 Travel	1,846.54	6,385.01
5401 Vehicle Maintenance	1,801.23	2,896.71
Total 5400 Travel	3,647.77	9,281.72
5500 Professional Fee		
5505 Professional Services		1,313.30
5510 Direct Labor	87,362.56	180,688.14
5515 Indirect Labor	1,000.00	2,100.00
Total 5500 Professional Fee	88,362.56	184,101.44
5999 Misc. Expenses	78.21	78.21
7000 Improvements to Public Lands	6,808.65	12,890.20
Total Expenses	\$150,536.97	\$415,743.77
NET OPERATING INCOME	\$35,159.25	\$ -102,788.27
Other Income		
8001 Cash Back		1,225.94
8002 Dividend Income	2.80	12.06
8100 Unrealized Gain/Loss on Investments	157.99	267.51
8200 In-Kind Contributions - Tangible	34.00	3,458.97

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8201 In-Kind Contributions - Intangible		10,536.10
Total Other Income	\$194.79	\$15,500.58
NET OTHER INCOME	\$194.79	\$15,500.58
NET INCOME	\$35,354.04	\$ -87,287.69