

Arizona Trail Association

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

January - August, 2021

	YTD Actual	YTD Budget	over(under) Budget	Annual Budget	YTD Actual less Annual Budget
Income					
4000 Individual Donations	60,588.21	57,066.66	3,521.55	85,600.00	(25,011.79)
4005 Memorial Donations	2,460.94	3,333.34	(872.40)	5,000.00	(2,539.06)
4010 Donor Advised Funds	13,838.72	16,666.66	(2,827.94)	25,000.00	(11,161.28)
4015 Temp Restricted Donations	1,075.00		1,075.00		1,075.00
Total 4000 Individual Donations	77,962.87	77,066.66	896.21	115,600.00	(37,637.13)
4050 Membership	92,054.25	88,408.00	3,646.25	132,612.00	(40,557.75)
4055 Board Member Dues	500.00	4,000.00	(3,500.00)	6,000.00	(5,500.00)
Total 4050 Membership	92,554.25	92,408.00	146.25	138,612.00	(46,057.75)
4100 Corporate Donations	69,734.60	30,000.00	39,734.60	45,000.00	24,734.60
4130 Sponsorships		3,333.34	(3,333.34)	5,000.00	(5,000.00)
4140 Business Partnerships	19,652.16	21,333.34	(1,681.18)	32,000.00	(12,347.84)
4150 Corporate Matched Funds	1,041.23	3,333.34	(2,292.11)	5,000.00	(3,958.77)
Total 4100 Corporate Donations	90,427.99	58,000.02	32,427.97	87,000.00	3,427.99
4200 Non-Government Grants	114,740.57	140,000.00	(25,259.43)	210,000.00	(95,259.43)
4250 Government Grants	212,350.40	266,666.66	(54,316.26)	400,000.00	(187,649.60)
4300 Program Income					
4320 Trail Building Workshops	1,975.00	4,800.00	(2,825.00)	7,200.00	(5,225.00)
Total 4300 Program Income	1,975.00	4,800.00	(2,825.00)	7,200.00	(5,225.00)
4310 Race Registration	155.00		155.00		155.00
4350 Special Events	100.00	6,666.66	(6,566.66)	10,000.00	(9,900.00)
4360 Endurance Registration	57,149.75		57,149.75		57,149.75
Total 4350 Special Events	57,249.75	6,666.66	50,583.09	10,000.00	47,249.75
4600 Raffle Income	1,625.00	6,666.66	(5,041.66)	10,000.00	(8,375.00)
4700 Product Sales	42,794.63	36,666.66	6,127.97	55,000.00	(12,205.37)
4710 Wholesale	13,018.68	8,000.00	5,018.68	12,000.00	1,018.68
Total 4700 Product Sales	55,813.31	44,666.66	11,146.65	67,000.00	(11,186.69)
Total Income	704,854.14	696,941.32	7,912.82	1,045,412.00	(340,557.86)

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Cost of Goods Sold					
5000 Product Cost	33,185.00	19,133.34	14,051.66	28,700.00	4,485.00
Total Cost of Goods Sold	33,185.00	19,133.34	14,051.66	28,700.00	4,485.00
Gross Profit	671,669.14	677,807.98	(6,138.84)	1,016,712.00	(345,042.86)
Expenses					
5020 Raffle Expense		133.34	(133.34)	200.00	(200.00)
5100 Payroll & ERE	978.33		978.33		978.33
5110 Salaries & Wages	238,098.93	249,922.00	(11,823.07)	374,883.00	(136,784.07)
5115 Bonuses	5,000.00		5,000.00	14,600.00	(9,600.00)
5130 Health Insurance	5,039.10	9,733.34	(4,694.24)	27,741.00	(22,701.90)
5140 Payroll Taxes	18,395.22	18,494.00	(98.78)		18,395.22
5145 Unemployment Insurance Tax	2,567.66		2,567.66		2,567.66
5150 Staff Training	2,247.44	1,466.66	780.78	2,200.00	47.44
Total 5100 Payroll & ERE	272,326.68	279,616.00	(7,289.32)	419,424.00	(147,097.32)
5200 Office rent	11,134.80	9,074.00	2,060.80	13,611.00	(2,476.20)
5205 Storage	4,637.72	4,000.00	637.72	6,000.00	(1,362.28)
5210 Office Equipment	84.55	800.00	(715.45)	1,200.00	(1,115.45)
5215 Insurance	21,013.40	13,333.34	7,680.06	20,000.00	1,013.40
5220 Printing & Reproduction	2,467.47	10,000.00	(7,532.53)	15,000.00	(12,532.53)
5225 Postage & Shipping	10,784.04	10,033.34	750.70	15,050.00	(4,265.96)
5250 Taxes & Fees	20.91	16.66	4.25	25.00	(4.09)
5251 Payment Processing	5,336.40	5,333.34	3.06	8,000.00	(2,663.60)
5254 Bank Charges	60.79	66.66	(5.87)	100.00	(39.21)
Total 5250 Taxes & Fees	5,418.10	5,416.66	1.44	8,125.00	(2,706.90)
5260 Advertising	4,500.00		4,500.00		4,500.00
5265 Dues & Subscriptions	6,907.50	4,666.66	2,240.84	7,000.00	(92.50)
5267 Accounting	13,275.00	5,666.66	7,608.34	8,500.00	4,775.00
5268 Lobbying Expenses	12,727.26		12,727.26		12,727.26
Total 5265 Dues & Subscriptions	32,909.76	10,333.32	22,576.44	15,500.00	17,409.76

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5270 Communication	75.00	1,113.34	(1,038.34)	1,670.00	(1,595.00)
5271 Newsletter	42.42	1,600.00	(1,557.58)	2,400.00	(2,357.58)
5272 Database/Software	9,752.46	8,000.00	1,752.46	12,000.00	(2,247.54)
5273 Phone & Internet	5,229.71	4,600.00	629.71	6,900.00	(1,670.29)
Total 5270 Communication	15,099.59	15,313.34	(213.75)	22,970.00	(7,870.41)
5290 Depreciation Expense	10,004.20	12,121.34	(2,117.14)	18,182.00	(8,177.80)
5310 Food & beverage	3,975.42	4,333.34	(357.92)	6,500.00	(2,524.58)
5320 Supplies	31,599.50	12,000.00	19,599.50	18,000.00	13,599.50
5345 Direct Donor Benefits		1,466.66	(1,466.66)	2,200.00	(2,200.00)
5350 Venue Cost	158.00		158.00		158.00
5360 Awards	5,958.00	1,600.00	4,358.00	2,400.00	3,558.00
5365 Raffle Prize Expense	1,500.00		1,500.00		1,500.00
5370 Member Fulfillment Items	2,841.23	2,073.34	767.89	3,110.00	(268.77)
5400 Travel	12,058.19	15,233.34	(3,175.15)	22,850.00	(10,791.81)
5401 Vehicle Maintenance	9,144.26	2,266.66	6,877.60	3,400.00	5,744.26
Total 5400 Travel	21,202.45	17,500.00	3,702.45	26,250.00	(5,047.55)
5500 Professional Fee					
5505 Professional Services	2,797.01		2,797.01		2,797.01
5510 Direct Labor	225,491.62	213,333.34	12,158.28	320,000.00	(94,508.38)
5515 Indirect Labor	2,100.00	1,333.34	766.66	2,000.00	100.00
Total 5500 Professional Fee	230,388.63	214,666.68	15,721.95	322,000.00	(91,611.37)
5999 Misc. Expenses	185.35		185.35		185.35
7000 Improvements to Public Lands	21,197.10	21,333.34	(136.24)	32,000.00	(10,802.90)
Total Expenses	709,385.99	645,148.04	64,237.95	967,722.00	(258,336.01)
Net Operating Income	(37,716.85)	32,659.94	(70,376.79)	48,990.00	(86,706.85)

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Other Income					
8001 Cash Back	1,225.94	1,333.34	(107.40)	2,000.00	(774.06)
8002 Dividend Income	64.39	1,333.34	(1,268.95)	2,000.00	(1,935.61)
8100 Unrealized Gain/Loss on Investments	482.95		482.95		482.95
8200 In-Kind Contributions - Tangible	6,553.97	1,866.66	4,687.31	2,800.00	3,753.97
8201 In-Kind Contributions - Intangible	15,233.35		15,233.35		15,233.35
Total Other Income	23,560.60	4,533.34	19,027.26	6,800.00	16,760.60
Net Other Income	23,560.60	4,533.34	19,027.26	6,800.00	16,760.60
Net Income	(14,156.25)	37,193.28	(51,349.53)	55,790.00	(69,946.25)