

2019 Budget Compared to Actuals 2018 and 2017

	Approved Budget 2019	Actual 2018 Total	Actual 2017 Total
Ordinary Income/Expense			
Income			
4000 · Contributions	\$1,200	\$750	\$1,037
4100 · Membership Dues	\$58,000	\$74,203	\$60,018
4150 · Partnership Program	\$0	\$0	\$0
4200 · Grant Revenue	\$23,000	\$14,000	\$14,850
4300 · Royalty Income	\$26,700	\$29,436	\$30,741
4400 · Product Revenue	\$255,900	\$208,512	\$253,537
4500 · Service Revenue - Maple Public.	\$11,500	\$12,877	\$13,214
4510 · Service Revenue - Events/Wkshop	\$23,900	\$25,836	\$24,038
4520 · Service Revenue - Other	\$2,550	\$1,750	\$4,610
4800 · Interest/Dividends	\$0	\$280	\$56
4900 · Other Income	\$5,000	\$3,798	\$1,235
Total Income	<b>\$407,750</b>	<b>\$371,442</b>	<b>\$403,336</b>
Cost of Goods Sold			
5400 · COGS - Inventory Items	\$89,700	\$86,242	\$111,434
5500 · COGS - Printing & Distribution	\$14,500	\$10,475	\$10,355
Total COGS	<b>\$104,200</b>	<b>\$96,717</b>	<b>\$121,789</b>
Gross Profit	<b>\$303,550</b>	<b>\$274,725</b>	<b>\$281,547</b>
Expense			
6000 · Wages	\$102,800	\$82,939	\$94,379
6002 · Employee Wages	\$0	\$0	\$0
6100 · Payroll Taxes	\$10,280	\$6,954	\$9,103
6300 · Advertising	\$19,350	\$17,095	\$19,025
6400 · Bank Charges	\$2,880	\$2,973	\$3,395
6450 · Dues and Subscriptions	\$11,000	\$10,676	\$11,435
6460 · Education/Training	\$0	\$0	\$1,606
6475 · Equipment Leases	\$0	\$1,745	\$216
6500 · Insurance - General Liability	\$350	\$2,296	\$1,472
6502 · Insurance - Workers Comp.	\$0	\$0	\$0
6503 · Insurance - Other	\$0	\$0	\$359
6600 · Licenses and Fees	\$25,350	\$21,702	\$35,077
6650 · Meals/Entertainment	\$11,700	\$13,678	\$11,891
6675 · Miscellaneous	\$600	\$565	\$1,980
6680 · Office Expense	\$850	\$812	\$1,107
6700 · Operating Supplies	\$3,200	\$746	\$7,864
6710 · Postage	\$2,400	\$1,064	\$2,886
6750 · Printing and Publications	\$11,500	\$12,199	\$6,921
6770 · Contractor	\$30,000	\$34,558	\$29,579
6775 · Professional Fees - Accounting	\$11,700	\$5,777	\$5,912
6778 · Professional Fees - Info. Tech.	\$5,500	\$6,200	\$14,516
6779 · Professional Fees - Other	\$4,700	\$3,616	\$6,076
7000 · Repairs and Maintenance	\$0	\$300	\$300
7050 · Rent	\$3,000	\$4,751	\$6,179
7100 · Shipping	\$7,050	\$6,509	\$6,836
7500 · Utilities	\$0	\$0	\$489
7800 · Telephone	\$1,200	\$1,475	\$1,877
7900 · Travel	\$20,100	\$15,913	\$24,081
8500 · Internet	\$1,800	\$1,211	\$1,343
8700 · Vehicle Expense	\$4,000	\$4,008	\$2,162
9700 * Depreciation	\$1,200	\$0	\$1,871
9750 · Contributions/Grants	\$13,000	\$8,724	\$16,935
9800 · Interest Expense	\$0	\$371	\$0
Total Expense	<b>\$305,510</b>	<b>\$268,857</b>	<b>\$326,872</b>
Net Ordinary Income	<b>-\$1,960</b>	<b>\$5,868</b>	<b>-\$45,325</b>
Net Income	<b>-\$1,960</b>	<b>\$5,868</b>	<b>-\$45,325</b>