

American Volkssport Association, Inc.
Profit & Loss Budget vs. Actual
 July 2018 through June 2019

11:09 AM
 10/30/2019
 Accrual Basis

	TOTAL			
	Jul '18 - Jun 19	Budget	\$ Over Budget	% of Budget
Income				
40000 · OPERATIONS REVENUE				
40100 · PROGRAM INCOME				
40110 · PARTICIPATION FEES				
40111 · YRE/SEASONAL EVENTS	92,731.25	76,900.00	15,831.25	120.59%
40112 · TRADITIONAL EVENTS	51,702.75	79,000.00	-27,297.25	65.45%
40113 · RD EVENTS	1,349.00	1,000.00	349.00	134.9%
40114 · PPSF EVENTS	1,575.00	1,200.00	375.00	131.25%
40115 · ACE EVENTS	160.00	0.00	160.00	100.0%
Total 40110 · PARTICIPATION FEES	147,518.00	158,100.00	-10,582.00	93.31%
40210 · SANCTION FEES	83,961.00	90,340.00	-6,379.00	92.94%
40250 · NATIONAL PROGRAM INCOME	2,415.25	5,000.00	-2,584.75	48.31%
40260 · SPECIAL PROGRAM INCOME	985.00	600.00	385.00	164.17%
40270 · VIRTUAL ONLINE PROGRAM INCOME	6,391.92	6,000.00	391.92	106.53%
40280 · YOUTH PROGRAM INCOME	765.00	2,000.00	-1,235.00	38.25%
Total 40100 · PROGRAM INCOME	242,036.17	262,040.00	-20,003.83	92.37%
40300 · MEMBERSHIP INCOME	34,593.00	30,000.00	4,593.00	115.31%
40340 · CHARTER INCOME - NEW CLUB	200.00	300.00	-100.00	66.67%
40345 · ANNUAL CLUB DUES	22,080.41	16,950.00	5,130.41	130.27%
40350 · MERCHANDISE INCOME	41,452.35	44,300.00	-2,847.65	93.57%
40360 · ADVERTISING INCOME	3,755.00	5,500.00	-1,745.00	68.27%
40500 · FUND DEVELOPMENT REVENUE	90,955.08	89,500.00	1,455.08	101.63%
Total 40000 · OPERATIONS REVENUE	435,072.01	448,590.00	-13,517.99	96.99%
40600 · SALES RETURNS & ALLOWANCES	0.00	-50.00	50.00	0.0%
40700 · CLUB / MEMBER DISCOUNTS	-6,108.70	-6,500.00	391.30	93.98%
40760 · CONVENTION 2019 INCOME	145,478.89	118,851.00	26,627.89	122.4%
40800 · INCOME-OTHER	5,052.92	7,000.00	-1,947.08	72.19%
40900 · INCOME-INTEREST & INVESTMENT	26,258.94	5,100.00	21,158.94	514.88%
Total Income	605,754.06	572,991.00	32,763.06	105.72%
Cost of Goods Sold				
50000 · COST OF GOODS SOLD	29,569.88	23,000.00	6,569.88	128.57%
Total COGS	29,569.88	23,000.00	6,569.88	128.57%
Gross Profit	576,184.18	549,991.00	26,193.18	104.76%
Expense				
60000 · EXPENSES				
60500 · BANK/CREDIT CARD/ SERVICE CHGS	6,264.98	3,200.00	3,064.98	195.78%
60600 · CLUB DEVELOPMENT/SUPPORT	1,452.90	1,835.00	-382.10	79.18%
60760 · CONVENTION 2019 EXPENSE	89,057.65	97,063.00	-8,005.35	91.75%
61000 · COMPUTER-SOFTWARE-WEBSITE EXP	3,788.67	2,500.00	1,288.67	151.55%
61500 · DEPRECIATION EXPENSE	6,305.04	5,435.00	870.04	116.01%
62000 · EQUIPMENT	14,210.55	9,340.00	4,870.55	152.15%
62500 · FUND DEVELOPMENT EXPENSE	2,077.96	2,000.00	77.96	103.9%
63200 · INSURANCE	37,427.04	38,650.00	-1,222.96	96.84%
63400 · INTEREST EXPENSE	0.00	100.00	-100.00	0.0%
63500 · INTERNATIONAL TRAVEL EXPENSE	-2,875.69	3,000.00	-5,875.69	-95.86%
63600 · IVV EXPENSE	3,448.37	3,300.00	148.37	104.5%
64000 · MARKETING & PUBLIC RELATIONS	6,016.71	6,500.00	-483.29	92.57%
64500 · MEMBERSHIP / PUBLICATIONS DUES	659.99	700.00	-40.01	94.28%
64800 · MISC. OPERATIONS EXPENSE	1,623.58	1,650.00	-26.42	98.4%
65000 · NEC TRAVEL & EXPENSES	17,294.61	39,100.00	-21,805.39	44.23%
65200 · NATIONAL OFFICE TRAVEL/ MGT EXP	0.00	0.00	0.00	0.0%
65300 · NON-DEPREC ASSET PURCHASES	3,607.50	500.00	3,107.50	721.5%

TOTAL

	Jul '18 - Jun 19	Budget	\$ Over Budget	% of Budget
65600 · OFFICE REPAIRS & MAINTENANCE	1,519.59	500.00	1,019.59	303.92%
66000 · PAYROLL BENEFITS & WAGES	301,248.07	297,975.00	3,273.07	101.1%
66100 · POSTAGE	2,304.22	3,500.00	-1,195.78	65.84%
66200 · PROFESSIONAL FEES	40,681.16	27,800.00	12,881.16	146.34%
66300 · PROGRAM EXPENSE	30,229.20	32,300.00	-2,070.80	93.59%
66400 · PROMOTIONAL PROGRAMS	0.00	0.00	0.00	0.0%
66700 · RENT	40,908.00	43,308.00	-2,400.00	94.46%
67000 · STAFF TRAINING	2,043.85	2,000.00	43.85	102.19%
67100 · SUPPLIES - NATIONAL OFFICE	4,200.12	5,000.00	-799.88	84.0%
67200 · SUSPENSE ACCOUNT	0.00			
68100 · TAW EXPENSES	27,738.12	28,000.00	-261.88	99.07%
68150 · TAXES	174.37			
68200 · TELEPHONE & UTILITY	3,948.43	3,200.00	748.43	123.39%
Total 60000 · EXPENSES	645,354.99	658,456.00	-13,101.01	98.01%
Total Expense	645,354.99	658,456.00	-13,101.01	98.01%
Net Income	-69,170.81	-108,465.00	39,294.19	63.77%