FY2020 Actual vs Budget YTD

	Jan 20 Actual	Jan 20 Budget	Feb 20 Actual	Feb 20 Budget	Mar 20 Actual	Mar 20 Budget	Apr 20 Actual	Apr 20 Budget	May 20 Actual	May 20 Budget	June 20 Actual	Jun 20 Budget	July 20 Actual	July 20 Budget	August 20 Actual	August 20 Budget	Sept 20 Actual	Sept 20 Budget	Oct 20 Actual	Oct 20 Budget	Nov 20 Actual	Nov 20 Budget	Dec 20 Actual	Dec 20 Budget	Total 2020 Budget	100% % of Total Budget Spent	Jan-Dec YTD 2020 Actual	Jan-Dec YTD 2020 Budget	$ diff	% diff	Jan-Dec YTD 2019 Actual	Jan-Dec YTD 2020 Actual	% diff
Ordinary Income/Expense																																	
Income																																	
4000 · Contributions	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00	100.00	0.00	0.00	100.00	600.00	17%	100.00	600.00	(500.00)	-83%	1,539.62	100.00	-94%
4100 · Membership Dues	21,270.00	20,000.00	3,050.00	4,000.00	2,190.00	3,000.00	4,140.00	2,000.00	515.00	2,000.00	6,610.00	2,000.00	2,485.00	12,500.00	105.00	1,800.00	250.00	1,000.00	235.00	1,000.00	690.00	3,500.00	11,200.00	7,200.00	60,000.00	88%	52,740.00	60,000.00	(7,260.00)	-12%	65,559.00	52,740.00	-20%
4200 · Grant Revenue	0.00	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14,000.00	0.00	0.00	0.00	7,920.00	0.00	6,654.60	0.00	0.00	4,000.00	83,521.11	14,000.00	20,000.00	560%	112,095.71	20,000.00	92,095.71	460%	14,000.00	112,095.71	701%
4250 · Grant Revenue - Nongovernmental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,233.00	0.00	1,801.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!	3,034.00	0.00	3,034.00	#DIV/0!	2,500.00	3,034.00	21%
4300 · Royalty Income	0.00	0.00	0.00	0.00	983.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,241.68	16,200.00	0.00	0.00	0.00	2,800.00	1,837.69	0.00	0.00	0.00	19,000.00	100%	19,062.78	19,000.00	62.78	0%	19,749.39	19,062.78	-3%
4400 · Product Revenue	8,905.31	23,500.00	3,606.93	500.00	4,498.57	1,000.00	1,696.17	9,000.00	3,208.95	6,000.00	3,686.00	2,500.00	3,956.31	1,000.00	4,066.78	1,000.00	713.38	201,000.00	1,167.95	7,500.00	14,009.60	5,000.00	-2,066.44	7,000.00	265,000.00	18%	47,449.51	265,000.00	(217,550.49)	-82%	260,053.57	47,449.51	-82%
4500 · Service Revenue - Maple Public.	5,712.00	5,000.00	980.00	800.00	448.00	800.00	1,148.00	300.00	140.00	300.00	0.00	100.00	112.00	100.00	0.00	500.00	28.00	100.00	56.00	100.00	28.00	500.00	0.00	500.00	9,100.00	95%	8,652.00	9,100.00	(448.00)	-5%	10,709.00	8,652.00	-19%
4510 · Service Revenue - Events/Wkshop	10,202.00	10,500.00	3,225.00	9,000.00	1,955.00	2,500.00	-4,085.00	400.00	-2,360.00	0.00	-4,755.00	0.00	0.00	0.00	0.00	0.00	85.00	0.00	0.00	0.00	0.00	100.00	535.00	100.00	22,600.00	21%	4,802.00	22,600.00	(17,798.00)	-79%	28,112.00	4,802.00	-83%
4520 · Service Revenue - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!	0.00	0.00	0.00	#DIV/0!	0.00	0.00	#DIV/0!
4800 · Interest/Dividends	13.80	15.00	12.47	15.00	14.27	15.00	13.36	15.00	12.63	15.00	13.01	15.00	12.61	15.00	1.22	15.00	13.78	15.00	5.98	15.00	6.00	15.00	5.92	15.00	180.00	69%	125.05	180.00	(54.95)	-31%	162.68	125.05	-23%
4875 · Advanced Web Listing	1,350.00	3,200.00	300.00	1,400.00	1,942.19	100.00	100.00	0.00	100.00	0.00	0.00	0.00	-1,792.19	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	4,700.00	45%	2,100.00	4,700.00	(2,600.00)	-55%	2,400.00	2,100.00	-13%
4900 · Other Income	0.00	0.00	0.00	0.00	210.00	0.00	0.00	0.00	0.00	6,000.00	131.05	3,250.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,350.00	4%	341.05	9,350.00	(9,008.95)	-96%	6,275.07	341.05	-95%
Total Income	47,453.11	64,215.00	11,174.40	15,815.00	12,241.44	7,415.00	3,012.53	11,815.00	1,616.58	14,315.00	6,918.06	7,965.00	20,574.73	13,715.00	20,414.68	19,615.00	9,010.16	202,115.00	8,219.53	11,515.00	16,671.29	13,115.00	93,195.59	28,915.00	410,530.00	61%	250,502.10	410,530.00	(160,027.90)	-39%	411,060.33	250,502.10	-39%
Cost of Goods Sold																																	
5400 · COGS - Inventory Items	0.00	0.00	0.00	0.00	229.89	0.00	326.00	400.00	0.00	0.00	0.00	1,400.00	819.92	7,800.00	2,756.24	1,000.00	4,910.48	20,000.00	0.00	45,000.00	2,700.00	2,000.00	923.18	2,000.00	79,600.00	16%	12,665.71	79,600.00	(66,934.29)	-84%	91,236.85	12,665.71	-86%
5500 · COGS - Printing & Distribution	0.00	7,500.00	5,350.00	0.00	7,500.00	1,500.00	1,975.00	0.00	0.00	3,000.00	350.00	0.00	0.00	1,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	1,500.00	15,700.00	97%	15,175.00	15,700.00	(525.00)	-3%	13,017.52	15,175.00	17%
Total COGS	0.00	7,500.00	5,350.00	0.00	7,729.89	1,500.00	2,301.00	400.00	0.00	3,000.00	350.00	1,400.00	819.92	9,000.00	2,756.24	1,000.00	4,910.48	20,000.00	0.00	45,000.00	2,700.00	3,000.00	923.18	3,500.00	95,300.00	29%	27,840.71	95,300.00	-67,459.29	-71%	104,254.37	27,840.71	-73%
Gross Profit	47,453.11	56,715.00	5,824.40	15,815.00	4,511.55	5,915.00	711.53	11,415.00	1,616.58	11,315.00	6,568.06	6,565.00	19,754.81	4,715.00	17,658.44	18,615.00	4,099.68	182,115.00	8,219.53	-33,485.00	13,971.29	10,115.00	92,272.41	25,415.00	315,230.00	71%	222,661.39	315,230.00	(92,568.61)	-29%	306,805.96	222,661.39	-27%
Expense																																	
6000 · Wages	15,100.01	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	10,970.84	11,400.00	136,800.00	99%	135,779.25	136,800.00	(1,020.75)	-1%	100,199.47	135,779.25	36%
6100 · Payroll Taxes	1,360.35	912.00	947.67	912.00	916.31	912.00	888.28	912.00	853.28	912.00	853.28	912.00	853.28	912.00	853.28	912.00	832.28	912.00	840.73	912.00	839.18	912.00	839.28	912.00	10,944.00	99%	10,877.20	10,944.00	(66.80)	-1%	7,982.14	10,877.20	36%
6300 · Advertising	0.00	900.00	75.00	0.00	8,900.32	4,500.00	1,294.26	4,000.00	30.00	1,400.00	0.00	3,400.00	-210.60	0.00	0.00	0.00	0.00	0.00	20.00	900.00	30.00	600.00	125.00	1,200.00	16,900.00	61%	10,263.98	16,900.00	(6,636.02)	-39%	16,209.73	10,263.98	-37%
6400 · Bank Charges	816.14	800.00	288.95	300.00	197.19	200.00	41.59	50.00	52.76	0.00	3.00	0.00	95.86	0.00	15.14	100.00	81.94	50.00	51.30	50.00	28.73	250.00	1,083.39	250.00	2,050.00	134%	2,755.99	2,050.00	705.99	34%	2,333.45	2,755.99	18%
6425 · Conferences	0.00	0.00	349.50	0.00	220.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!	569.50	0.00	569.50	#DIV/0!	0.00	569.50	#DIV/0!
6450 · Dues and Subscriptions	126.17	0.00	784.03	1,300.00	36.00	1,200.00	0.00	100.00	4,254.00	400.00	367.00	3,800.00	84.00	50.00	0.00	50.00	0.00	50.00	3,758.40	50.00	164.88	1,000.00	109.00	1,000.00	9,000.00	108%	9,683.48	9,000.00	683.48	8%	11,622.24	9,683.48	-17%
6460 · Education/Training	0.00	0.00	0.00	0.00	21.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!	21.39	0.00	21.39	#DIV/0!	140.00	21.39	-85%
6500 · Insurance - General Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,197.00	0.00	0.00	1,200.00	0.00	400.00	0.00	0.00	0.00	0.00	1,600.00	75%	1,197.00	1,600.00	(403.00)	-25%	1,146.00	1,197.00	4%
6502 · Insurance - Workers Comp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	952.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!	952.00	0.00	952.00	#DIV/0!	0.00	952.00	#DIV/0!
6503 · Insurance - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	529.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!	529.00	0.00	529.00	#DIV/0!	359.00	529.00	47%
6600 · Licenses and Fees	43.09	0.00	25.00	0.00	70.00	0.00	0.00	0.00	474.50	0.00	0.00	100.00	25.00	0.00	12.75	0.00	12.75	0.00	0.00	0.00	27.00	0.00	17.50	**25,000.00**	25,100.00	3%	707.59	25,100.00	(24,392.41)	-97%	26,291.68	707.59	-97%
6650 · Meals/Entertainment	7,170.67	8,700.00	4,493.24	200.00	75.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	400.00	0.00	0.00	9,900.00	119%	11,738.91	9,900.00	1,838.91	19%	15,248.12	11,738.91	-23%
6675 · Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	83.79	0.00	0.00	0.00	64.20	2,000.00	419.46	0.00	452.62	0.00	18.48	0.00	5.29	0.00	-5.29	0.00	2,000.00	52%	1,038.55	2,000.00	(961.45)	-48%	509.22	1,038.55	104%
6680 · Office Expense	1,128.88	50.00	780.46	50.00	381.81	50.00	15.18	50.00	0.00	50.00	0.00	50.00	0.00	50.00	0.00	50.00	20.20	50.00	71.01	50.00	81.79	50.00	19.85	50.00	600.00	417%	2,499.18	600.00	1,899.18	317%	766.31	2,499.18	226%
6700 · Operating Supplies	0.00	0.00	594.71	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	841.25	0.00	4.34	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00	96%	1,440.30	1,500.00	(59.70)	-4%	1,679.73	1,440.30	-14%
6710 · Postage	3.49	0.00	0.00	0.00	218.04	0.00	53.00	0.00	36.52	0.00	0.00	0.00	16.29	400.00	0.00	0.00	0.00	100.00	490.50	0.00	0.00	0.00	692.25	500.00	1,000.00	151%	1,510.09	1,000.00	510.09	51%	226.71	1,510.09	566%
6750 · Printing and Publications	0.00	4,000.00	9,793.77	300.00	3,162.83	8,000.00	1,268.04	0.00	0.00	0.00	0.00	2,200.00	1,224.35	0.00	0.00	0.00	1,259.31	0.00	0.00	2,000.00	1,276.98	0.00	797.41	600.00	17,100.00	110%	18,782.69	17,100.00	1,682.69	10%	13,005.32	18,782.69	44%
6770 · Contractor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,000.00	0.00	20,000.00	0.00	0.00	0.00	0.00	28,000.00	0%	0.00	28,000.00	(28,000.00)	-100%	27,320.00	0.00	-100%
6775 · Professional Fees - Accounting	82.70	100.00	169.73	1,400.00	653.48	100.00	85.98	100.00	83.78	1,200.00	1,802.43	100.00	83.78	0.00	2,678.78	0.00	83.78	200.00	83.78	0.00	294.78	200.00	158.78	200.00	3,600.00	174%	6,261.78	3,600.00	2,661.78	74%	13,002.68	6,261.78	-52%
6778 · Professional Fees - Info. Tech.	0.00	250.00	0.00	250.00	0.00	250.00	0.00	250.00	1,750.00	250.00	0.00	250.00	875.00	250.00	437.50	250.00	0.00	250.00	0.00	250.00	887.50	250.00	0.00	250.00	3,000.00	132%	3,950.00	3,000.00	950.00	32%	1,500.00	3,950.00	163%
6779 · Professional Fees - Other	0.00	300.00	1,279.98	300.00	0.00	300.00	850.20	300.00	0.00	300.00	766.37	300.00	337.50	300.00	452.50	300.00	648.75	300.00	353.50	300.00	1,115.75	300.00	632.25	300.00	3,600.00	179%	6,436.80	3,600.00	2,836.80	79%	3,991.95	6,436.80	61%
7050 · Rent	0.00	2,400.00	572.00	200.00	0.00	400.00	180.00	100.00	0.00	200.00	180.00	200.00	200.00	100.00	360.00	100.00	20.00	400.00	380.00	100.00	420.00	200.00	220.00	200.00	4,600.00	55%	2,532.00	4,600.00	(2,068.00)	-45%	5,311.77	2,532.00	-52%
7075 · Royalties Paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,767.99	0.00	0.00	0.00	0.00	0.00	1,837.69	0.00	0.00	0.00	0.00	#DIV/0!	4,605.68	0.00	4,605.68	#DIV/0!	0.00	4,605.68	#DIV/0!
7100 · Shipping	0.00	200.00	1,506.23	700.00	0.00	100.00	1,888.87	100.00	0.00	3,200.00	109.89	300.00	62.94	200.00	360.64	500.00	82.98	1,200.00	46.05	500.00	639.09	500.00	819.02	600.00	8,100.00	68%	5,515.71	8,100.00	(2,584.29)	-32%	8,034.88	5,515.71	-31%
7500 · Utilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!	0.00	0.00	0.00	#DIV/0!	41.10	0.00	-100%
7700 · Taxes - Sales Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400.00	0.00	0.00	0.00	0.00	87.79	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	294.35	0.00	800.00	48%	382.14	800.00	(417.86)	-52%	358.54	382.14	7%
7800 · Telephone	100.54	100.00	113.15	100.00	101.86	100.00	59.36	100.00	103.11	100.00	146.80	100.00	98.31	100.00	131.85	100.00	77.43	100.00	121.24	100.00	77.50	100.00	77.50	100.00	1,200.00	101%	1,208.65	1,200.00	8.65	1%	857.23	1,208.65	41%
7900 · Travel	0.00	250.00	0.00	250.00	1,082.96	250.00	0.00	250.00	0.00	250.00	0.00	250.00	0.00	250.00	0.00	250.00	0.00	250.00	0.00	13,000.00	0.00	250.00	0.00	250.00	15,750.00	7%	1,082.96	15,750.00	(14,667.04)	-93%	14,254.89	1,082.96	-92%
8500 · Internet	263.37	200.00	212.44	200.00	159.94	200.00	89.95	200.00	211.83	200.00	281.82	200.00	347.83	200.00	265.78	200.00	391.83	200.00	281.82	200.00	242.55	200.00	279.40	200.00	2,400.00	126%	3,028.56	2,400.00	628.56	26%	3,012.90	3,028.56	1%
8700 · Vehicle Mileage Reimbursement	165.41	200.00	823.98	200.00	301.30	200.00	294.00	200.00	255.99	200.00	0.00	200.00	0.00	200.00	139.15	200.00	0.00	150.00	0.00	1,600.00	0.00	100.00	0.00	200.00	3,650.00	54%	1,979.83	3,650.00	(1,670.17)	-46%	3,471.82	1,979.83	-43%
9700 · Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,911.00	1,200.00	1,200.00	159%	1,911.00	1,200.00	711.00	59%	2,675.00	1,911.00	-29%
9750 · Contributions/Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,780.00	0.00	0.00	0.00	0.00	4,780.00	0%	0.00	4,780.00	(4,780.00)	-100%	4,780.00	0.00	-100%
Total Expense	26,360.82	30,762.00	33,780.68	18,062.00	27,469.27	28,162.00	17,979.55	18,512.00	19,160.40	20,162.00	15,481.43	23,762.00	16,057.62	16,812.00	21,067.00	14,412.00	16,415.71	26,812.00	17,487.65	56,592.00	18,939.55	16,712.00	19,041.53	44,412.00	315,174.00	79%	249,241.21	315,174.00	(65,932.79)	-21%	286,331.88	249,241.21	-13%
Net Ordinary Income	21,092.29	25,953.00	(27,956.28)	(2,247.00)	(22,957.72)	(22,247.00)	(17,268.02)	(7,097.00)	(17,543.82)	(8,847.00)	(8,913.37)	(17,197.00)	3,697.19	(12,097.00)	(3,408.56)	4,203.00	(12,316.03)	155,303.00	(9,268.12)	(90,077.00)	(4,968.26)	(6,597.00)	73,230.88	(18,997.00)	56.00	-47464%	(26,579.82)	56.00	(26,635.82)	-47564%	20,474.08	(26,579.82)	-230%
Net Income	**21,092.29**	**25,953.00**	**(27,956.28)**	**(2,247.00)**	**(22,957.72)**	**(22,247.00)**	**(17,268.02)**	**(7,097.00)**	**(17,543.82)**	**(8,847.00)**	**(8,913.37)**	**(17,197.00)**	**3,697.19**	**(12,097.00)**	**(3,408.56)**	**4,203.00**	**(12,316.03)**	**155,303.00**	**(9,268.12)**	**(90,077.00)**	**(4,968.26)**	**(6,597.00)**	**73,230.88**	**(18,997.00)**	**56.00**	-47464%	**(26,579.82)**	**56.00**	**(26,635.82)**	-47564%	**20,474.08**	**(26,579.82)**	-230%