

We shortened our fiscal year in 2020-2021, so I want to run a report with ten months' transactions against TWELVE month's budget.

American Harp Society, Inc.

Instead this allocates the budget equally over the 10 months which does NOT give me what I need. Number is want added in blue.

Budget vs. Actuals: AHS 2020-2021 Budget - FY21 P&L
September 2020 - June 2021

	ANNUAL BUDGET	ACTUAL	BUDGET	TOTAL		% OF BUDGET	% REMAINING
				OVER BUDGET	REMAINING		
Revenue							
4100 Membership Dues Income							
4110 Dues - Regular		94,458.50	133,333.30	-38,874.80	38,874.80	70.84 %	29.16 %
4120 Dues - Lifetime		3,625.00	2,083.30	1,541.70	-1,541.70	174.00 %	-74.00 %
Total 4100 Membership Dues Income	162,500	98,083.50	135,416.60	-37,333.10	37,333.10	72.43 %	27.57 %
4200 Conference/Institute Income							
4210 Conference Registrations		366.78	74,666.70	-74,299.92	74,299.92	0.49 %	99.51 %
4220 Sponsorships		358.00	15,000.00	-14,642.00	14,642.00	2.39 %	97.61 %
4230 Grants/Contributions		225.00	4,166.70	-3,941.70	3,941.70	5.40 %	94.60 %
4240 Exhibitors		0.00	12,500.00	-12,500.00	12,500.00	0.00 %	100.00 %
4250 Program ads			6,250.00	-6,250.00	6,250.00		100.00 %
4260 Activity fees		459.00	1,250.00	-791.00	791.00	36.72 %	63.28 %
4270 Meals/Banquets			1,458.30	-1,458.30	1,458.30		100.00 %
Total 4200 Conference/Institute Income	138,350	1,408.78	115,291.70	-113,882.92	113,882.92	1.22 %	98.78 %
4300 Competition Income		5,378.11	4,166.70	1,211.41	-1,211.41	129.07 %	-29.07 %
4400 Publication Income							
4410 Advertising		11,884.50	12,500.00	-615.50	615.50	95.08 %	4.92 %
4420 Teacher Directory		4,576.00	3,750.00	826.00	-826.00	122.03 %	-22.03 %
4430 Subscriptions		1,572.00	2,500.00	-928.00	928.00	62.88 %	37.12 %
4440 Back issues & other misc. incom			416.70	-416.70	416.70		100.00 %
Total 4400 Publication Income	23,000	18,032.50	19,166.70	-1,134.20	1,134.20	94.08 %	5.92 %
4500 Product Sales							
4510 Products	etc. on down						
4511 Salzedo Fund Products		249.89	333.30	-83.41	83.41	74.97 %	25.03 %
4512 Grandjany Fund Products			145.80	-145.80	145.80		100.00 %
4513 Escosa Fund		351.88	166.70	185.18	-185.18	211.09 %	-111.09 %
4515 Product Sales Cookbook		15.00	25.00	-10.00	10.00	60.00 %	40.00 %
Total 4510 Products		616.77	670.80	-54.03	54.03	91.95 %	8.05 %
4520 Shipping & Handling Fees		-17.37	125.00	-142.37	142.37	-13.90 %	113.90 %
Total 4500 Product Sales		599.40	795.80	-196.40	196.40	75.32 %	24.68 %
4600 Interest & Dividends							
4610 Endowment Interest			6,666.70	-6,666.70	6,666.70		100.00 %
4620 Fedl Natl Mtg Assn MA-2.5%		3,278.11	2,500.00	778.11	-778.11	131.12 %	-31.12 %
4650 Wells Fargo			208.30	-208.30	208.30		100.00 %
4660 Stifel Interest							
4665 Stifel Interest - Salzedo		17.01	208.30	-191.29	191.29	8.17 %	91.83 %
Total 4660 Stifel Interest		17.01	208.30	-191.29	191.29	8.17 %	91.83 %
4680 Everbank Interest		93.63	333.30	-239.67	239.67	28.09 %	71.91 %
4681 JPMorgan Chase Interest			83.30	-83.30	83.30		100.00 %
Total 4600 Interest & Dividends		3,388.75	9,999.90	-6,611.15	6,611.15	33.89 %	66.11 %
4683 Miscellaneous Investments Income		2.17	250.00	-247.83	247.83	0.87 %	99.13 %

American Harp Society, Inc.

Budget vs. Actuals: AHS 2020-2021 Budget - FY21 P&L

September 2020 - June 2021

	TOTAL					
	ACTUAL	BUDGET	OVER BUDGET	REMAINING	% OF BUDGET	% REMAINING
4690 Redemption	111,366.54		111,366.54	-111,366.54		
4700 Contributions & Grants						
4710 Contributions	7,703.72	4,166.70	3,537.02	-3,537.02	184.89 %	-84.89 %
4730 Grants		2,083.30	-2,083.30	2,083.30		100.00 %
Total 4700 Contributions & Grants	7,703.72	6,250.00	1,453.72	-1,453.72	123.26 %	-23.26 %
4950 Misc Income	9,900.00		9,900.00	-9,900.00		
Total Revenue	\$255,863.47	\$291,337.40	\$ -35,473.93	\$35,473.93	87.82 %	12.18 %
Cost of Goods Sold						
5500 Product Sales Expense						
5520 Shipping & handling		166.70	-166.70	166.70		100.00 %
5525 Other Costs of Services - COS	240.16		240.16	-240.16		
Total 5500 Product Sales Expense	240.16	166.70	73.46	-73.46	144.07 %	-44.07 %
Total Cost of Goods Sold	\$240.16	\$166.70	\$73.46	\$ -73.46	144.07 %	-44.07 %
GROSS PROFIT	\$255,623.31	\$291,170.70	\$ -35,547.39	\$35,547.39	87.79 %	12.21 %
Expenditures						
5100 Membership Expense						
5110 Membership Directory	-38.00		-38.00	38.00		
5120 Member Mailings						
5122 Printing	364.69	1,875.00	-1,510.31	1,510.31	19.45 %	80.55 %
5123 Mailhouse	130.00	625.00	-495.00	495.00	20.80 %	79.20 %
5124 Postage	175.86	1,250.00	-1,074.14	1,074.14	14.07 %	85.93 %
Total 5120 Member Mailings	670.55	3,750.00	-3,079.45	3,079.45	17.88 %	82.12 %
5130 Software/Online Services	5,082.68	4,166.70	915.98	-915.98	121.98 %	-21.98 %
Total 5100 Membership Expense	5,715.23	7,916.70	-2,201.47	2,201.47	72.19 %	27.81 %
5200 Conference/Summer Institute						
5201 Contract Labor		10,416.70	-10,416.70	10,416.70		100.00 %
5204 Facilities		1,666.70	-1,666.70	1,666.70		100.00 %
5207 Fees, honorariums, & stipends		12,500.00	-12,500.00	12,500.00		100.00 %
5210 Food & Beverage		26,041.70	-26,041.70	26,041.70		100.00 %
5213 Hospitality		6,250.00	-6,250.00	6,250.00		100.00 %
5216 Lodging		7,083.30	-7,083.30	7,083.30		100.00 %
5219 Mktg & PR	500.00	3,333.30	-2,833.30	2,833.30	15.00 %	85.00 %
5221 Office Supplies		166.70	-166.70	166.70		100.00 %
5224 Postage		250.00	-250.00	250.00		100.00 %
5227 Printing		3,750.00	-3,750.00	3,750.00		100.00 %
5230 Production Services	5,586.56	15,416.70	-9,830.14	9,830.14	36.24 %	63.76 %
5233 Transportation & Travel		4,166.70	-4,166.70	4,166.70		100.00 %
5236 AHS Archive Audio/Video Recording		6,666.70	-6,666.70	6,666.70		100.00 %
5239 Web & IT		1,041.70	-1,041.70	1,041.70		100.00 %
5242 Paypal/Bank Fees-Nat'l Events		1,250.00	-1,250.00	1,250.00		100.00 %

American Harp Society, Inc.

Budget vs. Actuals: AHS 2020-2021 Budget - FY21 P&L

September 2020 - June 2021

	TOTAL					
	ACTUAL	BUDGET	OVER BUDGET	REMAINING	% OF BUDGET	% REMAINING
Total 5200 Conference/Summer Institute	6,086.56	100,000.20	-93,913.64	93,913.64	6.09 %	93.91 %
5300 Competition Expense						
5310 Staff	1,500.00	2,916.70	-1,416.70	1,416.70	51.43 %	48.57 %
5320 Application Processing	2,500.00	2,083.30	416.70	-416.70	120.00 %	-20.00 %
5330 Awards	22,250.00	25,208.30	-2,958.30	2,958.30	88.26 %	11.74 %
5340 Fees, honorariums, & stipend	640.00	333.30	306.70	-306.70	192.02 %	-92.02 %
5350 Production Expenses	17,558.02	1,458.30	16,099.72	-16,099.72	1,204.01 %	-1,104.01 %
5360 Judges	1,500.00	2,083.30	-583.30	583.30	72.00 %	28.00 %
5370 Music & Strings	955.89		955.89	-955.89		
5380 Office & administration costs		416.70	-416.70	416.70		100.00 %
5390 Travel & Lodging						
5393 Winners Outreach	400.00	1,000.00	-600.00	600.00	40.00 %	60.00 %
5394 Concert Artist	1,622.01	2,500.00	-877.99	877.99	64.88 %	35.12 %
Total 5390 Travel & Lodging	2,022.01	3,500.00	-1,477.99	1,477.99	57.77 %	42.23 %
Total 5300 Competition Expense	48,925.92	37,999.90	10,926.02	-10,926.02	128.75 %	-28.75 %
5400 Publication (AHJ) Expense						
5410 Editor		10,000.00	-10,000.00	10,000.00		100.00 %
5411 Editor Search Expense		1,250.00	-1,250.00	1,250.00		100.00 %
5412 Associate Editor	7,000.00	4,166.70	2,833.30	-2,833.30	168.00 %	-68.00 %
5415 Graphic Design	5,065.00	8,750.00	-3,685.00	3,685.00	57.89 %	42.11 %
5420 Circulation Manager	2,056.11	2,083.30	-27.19	27.19	98.69 %	1.31 %
5430 Advertising Mgr	5,000.00	4,166.70	833.30	-833.30	120.00 %	-20.00 %
5440 Printing	12,288.00	16,666.70	-4,378.70	4,378.70	73.73 %	26.27 %
5450 Postage	10,082.73	6,250.00	3,832.73	-3,832.73	161.32 %	-61.32 %
5460 Supplies	708.00	416.70	291.30	-291.30	169.91 %	-69.91 %
5480 Publication Expense Back Issue Storage Unit Rental	1,254.56	1,250.00	4.56	-4.56	100.36 %	-0.36 %
5490 Publication digitization		833.30	-833.30	833.30		100.00 %
Total 5400 Publication (AHJ) Expense	43,454.40	55,833.40	-12,379.00	12,379.00	77.83 %	22.17 %
5600 Grants Program Expense	20,200.00	16,666.70	3,533.30	-3,533.30	121.20 %	-21.20 %
5610 Special Initiatives						
5611 Research Grant		4,166.70	-4,166.70	4,166.70		100.00 %
5612 Internship - BYU Archives		4,166.70	-4,166.70	4,166.70		100.00 %
5613 Under-resourced Communities		2,916.70	-2,916.70	2,916.70		100.00 %
Total 5610 Special Initiatives		11,250.10	-11,250.10	11,250.10		100.00 %
5700 Committees & Groups						
5705 Archives/Lending Library	5,000.00	4,166.70	833.30	-833.30	120.00 %	-20.00 %
5710 Chapter Cmte & Chapter of the Year	575.00	375.00	200.00	-200.00	153.33 %	-53.33 %
5715 Harp Literature	0.00	833.30	-833.30	833.30	0.00 %	100.00 %
5720 Interview Series		270.80	-270.80	270.80		100.00 %

American Harp Society, Inc.

Budget vs. Actuals: AHS 2020-2021 Budget - FY21 P&L

September 2020 - June 2021

	TOTAL					
	ACTUAL	BUDGET	OVER BUDGET	REMAINING	% OF BUDGET	% REMAINING
5725 Lifetime Achievement Award		333.30	-333.30	333.30		100.00 %
5735 Media Group		83.30	-83.30	83.30		100.00 %
5740 Music Education	300.00	1,250.00	-950.00	950.00	24.00 %	76.00 %
5745 Regional Directors		2,250.00	-2,250.00	2,250.00		100.00 %
Total 5700 Committees & Groups	5,875.00	9,562.40	-3,687.40	3,687.40	61.44 %	38.56 %
5800 Chapter Ambassadors						
5807 Fees, Honorariums & Stipends		9,166.70	-9,166.70	9,166.70		100.00 %
Total 5800 Chapter Ambassadors		9,166.70	-9,166.70	9,166.70		100.00 %
6100 Accounting		6,041.70	-6,041.70	6,041.70		100.00 %
6200 Bank Charges						
6210 PayPal Transaction Fees	228.44	833.30	-604.86	604.86	27.41 %	72.59 %
6220 PayPal Monthly Service Fees	304.51	300.00	4.51	-4.51	101.50 %	-1.50 %
6230 Other account fees	4,585.79	7,083.30	-2,497.51	2,497.51	64.74 %	35.26 %
Total 6200 Bank Charges	5,118.74	8,216.60	-3,097.86	3,097.86	62.30 %	37.70 %
6300 Business Meals & Meetings						
6310 Board Meals		416.70	-416.70	416.70		100.00 %
6320 Staff Meals		333.30	-333.30	333.30		100.00 %
6330 Meeting Expenses		1,000.00	-1,000.00	1,000.00		100.00 %
Total 6300 Business Meals & Meetings		1,750.00	-1,750.00	1,750.00		100.00 %
6400 Contract Labor	11,466.28	17,916.70	-6,450.42	6,450.42	64.00 %	36.00 %
6500 Dues - Affiliate Memberships		541.70	-541.70	541.70		100.00 %
6600 Insurance						
6610 Commercial Liability	11,313.00	6,750.00	4,563.00	-4,563.00	167.60 %	-67.60 %
6620 Directors & Officers	1,988.00	1,666.70	321.30	-321.30	119.28 %	-19.28 %
6630 Liability Umbrella	1,665.00	1,416.70	248.30	-248.30	117.53 %	-17.53 %
6640 Bonding		458.30	-458.30	458.30		100.00 %
Total 6600 Insurance	14,966.00	10,291.70	4,674.30	-4,674.30	145.42 %	-45.42 %
6700 Development Expenses	175.98	2,083.30	-1,907.32	1,907.32	8.45 %	91.55 %
6800 Legal Services		833.30	-833.30	833.30		100.00 %
6900 Office Expense						
6910 Postage	291.89	416.70	-124.81	124.81	70.05 %	29.95 %
6920 Office Supplies	393.15	208.30	184.85	-184.85	188.74 %	-88.74 %
6930 Printing/Copying	26.40	125.00	-98.60	98.60	21.12 %	78.88 %
Total 6900 Office Expense	711.44	750.00	-38.56	38.56	94.86 %	5.14 %
6999 Uncategorized Expenses	77.15		77.15	-77.15		
7100 Payroll						
7110 Salary	47,270.94	46,666.70	604.24	-604.24	101.29 %	-1.29 %
7120 Payroll Taxes	2,624.27	3,570.80	-946.53	946.53	73.49 %	26.51 %
7130 Processing Fees	183.76	675.00	-491.24	491.24	27.22 %	72.78 %
7140 Employee Benefits	3,575.00	3,250.00	325.00	-325.00	110.00 %	-10.00 %
Total 7100 Payroll	53,653.97	54,162.50	-508.53	508.53	99.06 %	0.94 %

American Harp Society, Inc.

Budget vs. Actuals: AHS 2020-2021 Budget - FY21 P&L

September 2020 - June 2021

	ACTUAL	BUDGET	TOTAL		% OF BUDGET	% REMAINING
			OVER BUDGET	REMAINING		
7200 Travel						
7210 Board Travel		8,333.30	-8,333.30	8,333.30		100.00 %
7220 Staff Travel		3,333.30	-3,333.30	3,333.30		100.00 %
Total 7200 Travel		11,666.60	-11,666.60	11,666.60		100.00 %
7300 Website & IT	15,309.15	2,500.00	12,809.15	-12,809.15	612.37 %	-512.37 %
Unapplied Cash Bill Payment Expenditure	355.20		355.20	-355.20		
Total Expenditures	\$232,091.02	\$365,150.20	\$ -	\$133,059.18	63.56 %	36.44 %
			133,059.18			
NET OPERATING REVENUE	\$23,532.29	\$ -	\$97,511.79	\$ -	-31.81 %	131.81 %
		73,979.50		97,511.79		
NET REVENUE	\$23,532.29	\$ -	\$97,511.79	\$ -	-31.81 %	131.81 %
		73,979.50		97,511.79		