

Handbell Musicians of America Profit & Loss

		FY2017	FY2018	Variance
Income				
	Membership Dues	334,803.50	328,676.00	(6,127.50)
	Misc Administrative	24,986.44	18,281.41	(6,705.03)
	Music Publishing	73,275.17	76,707.64	3,432.47
	Event Registrations	162,847.50	238,484.00	75,636.50
	Event Sponsorships	10,645.00	7,730.00	(2,915.00)
	Event Other Income	18,141.00	8,982.10	(9,158.90)
	Contributions to Operating	68,367.32	66,617.67	(1,749.65)
Total Income		693,065.93	745,478.82	52,412.89
Cost of Goods Sold				
	Cost of Goods Sold	720.88	272.95	(447.93)
Total COGS		720.88	272.95	(447.93)
Gross Profit		692,345.05	745,205.87	52,860.82
Expense				
	Personnel Costs	312,993.63	338,663.06	25,669.43
	Office Operations	42,193.32	45,339.45	3,146.13
	Marketing Expenses	1,936.88	1,315.79	(621.09)
	Membership Services	44,696.07	39,272.88	(5,423.19)
	Overtones	29,930.36	22,897.37	(7,032.99)
	Board of Directors	25,359.20	23,448.52	(1,910.68)
	Past Presidents/Honorary Life	1,880.04	1,463.92	(416.12)
	Committees	10,619.92	10,808.23	188.31
	Depreciation Expenses	2,836.92	2,819.51	(17.41)
	Royalties	29,850.22	11,888.84	(17,961.38)
	Music Publishing	26,444.93	21,928.23	(4,516.70)
	Event Expenses	192,331.28	216,303.26	23,971.98
	General Fundraising	6,689.56	17,859.31	11,169.75
Total Expense		727,762.33	754,008.37	26,246.04
Net Ordinary Income		(35,417.28)	(8,802.50)	26,614.78
Other Income & Expense Not Reported Above				
Other Income	Donations	16,473.66	14,173.36	(2,300.30)
	Investment Income	55,994.59	56,778.84	784.25
Total Other Income		72,468.25	70,952.20	(1,516.05)
Other Expense	Grants & Scholarships Given	11,432.43	14,219.59	2,787.16
	Investment Fees	5,909.65	6,608.45	698.80
	Loss on Disposition of Asset	1,799.60	-	(1,799.60)
Total Other Expense		19,141.68	20,828.04	1,686.36
Net Other Income		53,326.57	50,124.16	(3,202.41)