

Handbell Musicians of America Profit and Loss

		FY2018	FY2019	Variance
Income				
	Membership Dues	328,676.00	305,315.00	(23,361.00)
	Misc Administrative	18,281.41	16,103.45	(2,177.96)
	Music Publishing	76,707.64	71,688.19	(5,019.45)
	Event Registrations	238,484.00	206,880.25	(31,603.75)
	Event Sponsorships	7,730.00	10,320.00	2,590.00
	Event Other Income	8,982.10	9,323.24	341.14
	Contributions to Operating	66,617.67	90,101.54	23,483.87
	Total Income	745,478.82	709,731.67	(35,747.15)
Cost of Goods Sold				
	Cost of Goods Sold	272.95	-	(272.95)
	Total COGS	272.95	-	(272.95)
	Gross Profit	745,205.87	709,731.67	(35,474.20)
Expense				
	Personnel Costs	338,663.06	333,115.59	(5,547.47)
	Office Operations	45,339.45	56,497.70	11,158.25
	Marketing Expenses	1,315.79	2,002.65	686.86
	Membership Services	39,272.88	32,457.08	(6,815.80)
	Overtones	22,897.37	20,954.29	(1,943.08)
	Board of Directors	23,448.52	25,735.89	2,287.37
	Past Presidents/Honorary Life	1,463.92	2,318.53	854.61
	Committees	10,808.23	11,260.89	452.66
	Depreciation Expenses	2,819.51	2,438.00	(381.51)
	Royalties	11,888.84	20,025.51	8,136.67
	Music Publishing	21,928.23	13,230.95	(8,697.28)
	Event Expenses	216,303.26	182,211.91	(34,091.35)
	General Fundraising	17,859.31	15,740.68	(2,118.63)
	Total Expense	754,008.37	717,989.67	(36,018.70)
	Net Ordinary Income	(8,802.50)	(8,258.00)	544.50
Other Income & Expense Not Reported Above				
Other Income	Donations	14,173.36	11,846.25	(2,327.11)
	Investment Income	56,778.84	20,908.07	(35,870.77)
	Total Other Income	70,952.20	32,754.32	(38,197.88)
Other Expense	Grants & Scholarships Given	14,219.59	9,314.23	(4,905.36)
	Investment Fees	6,608.45	6,720.20	111.75
	Loss on Disposition of Asset	-	-	-
	Total Other Expense	20,828.04	16,034.43	(4,793.61)
	Net Other Income	50,124.16	16,719.89	(33,404.27)