

	2019B	2019A
<b><u>INCOME</u></b>		
Dues/Membership	\$ 19,000.00	\$ 14,009.59
Annual Appeal	\$ 8,000.00	\$ 10,835.82
Interest	\$ 300.00	\$ 665.68
Trail guide sales	\$ 2,500.00	\$ 1,709.51
Donations	\$ 5,000.00	\$ 32,067.04
Grants	\$ -	\$ 1,000.00
CTG Projects	\$ -	\$ 450.00
Trail-Gala	\$ 19,000.00	\$ 17,271.95
Blaze The Trail South	\$ -	\$ 59,415.00
Other Projects	\$ -	\$ 102.53
Kiosk/Trail Enhancements	\$ 3,000.00	\$ 20,000.00
Me. Lighthouse Ride	\$ 136,000.00	\$ 97,262.83
MEND 10K	\$ 5,000.00	\$ 3,258.87
John Andrews 5K	\$ 15,000.00	\$ 18,028.26
Jersey Sales	\$ 6,000.00	\$ 3,034.34
Apparel Sales	\$ 100.00	\$ 324.61
Sponsorships	\$ -	\$ -
Annual Meeting	\$ 2,000.00	\$ 1,455.00
Economic Impact Study	\$ 1,000.00	\$ 1,000.00
<b>Total</b>	<b>\$ 221,900.00</b>	<b>\$ 281,891.03</b>
<b><u>EXPENSES</u></b>		
<b><u>Office</u></b>		
Rent	\$ 2,050.00	\$ 2,307.50
Phone & Internet	\$ 700.00	\$ 449.57
Supplies & Printing	\$ 3,000.00	\$ 2,982.81
Computer Support	\$ 350.00	\$ 264.00
Computer Hardware/Software	\$ 1,000.00	\$ 2,399.48
Postage & PO Box, Permit	\$ 1,000.00	\$ 1,265.31
Credit Card & Paypal Fees	\$ 360.00	\$ 360.00
Paint/New Floor in Office	\$ -	\$ -
Donor Perfect License	\$ 2,300.00	\$ 2,256.00
New Software{quickbooks/database}	\$ -	\$ -
Misc.	\$ 200.00	\$ 754.12
Staff	\$ 78,800.00	\$ 74,247.40
Consulting	\$ 500.00	\$ -
Payroll Taxes	\$ 5,430.00	\$ 5,214.51
Payroll Bank Charges	\$ 750.00	\$ 810.35
<b>Total</b>	<b>\$ 96,440.00</b>	<b>\$ 93,311.05</b>
<b><u>Board</u></b>		
Insurance	\$ 1,400.00	\$ 1,212.00
ETMD & Other Dues	\$ 6,800.00	\$ 7,235.00
Sales Tax	\$ 450.00	\$ 311.10
Audit., Tax Return	\$ -	\$ -
Training/Conferences	\$ 1,000.00	\$ -
Travel-Mileage & Tolls	\$ 2,000.00	\$ 663.80
Website, Fees, Etc.	\$ 1,000.00	\$ 1,478.39
Website Redesign	\$ -	\$ -
Misc., Fees	\$ 60.00	\$ 163.57
<b>Total</b>	<b>\$ 12,710.00</b>	<b>\$ 11,063.86</b>
<b><u>Misc.</u></b>		
Annual Appeal	\$ 1,000.00	\$ 998.35
Misc.,PR Award, Promos, Mtgs.	\$ 1,000.00	\$ 400.35
Annual Meeting	\$ 3,500.00	\$ 3,000.19
Me. Lighthouse Ride	\$ 50,000.00	\$ 35,382.23
Apparel Costs	\$ 1,000.00	\$ -
Trail Guide	\$ 500.00	\$ -
Kiosk/Trail Enhancements	\$ 3,000.00	\$ 7,617.39
Jersey Costs	\$ 3,500.00	\$ -
Close the Gap	\$ -	\$ 144.20
Trail-Gala	\$ 7,000.00	\$ 5,544.11
MEND 10K	\$ 1,200.00	\$ 1,793.25
Campaign Transfer	\$ 37,300.00	\$ -
Blazing the Trail South	\$ 2,000.00	\$ 28,500.00
John Andrews 5K	\$ 500.00	\$ 450.00

Economic Impact Study	\$ 1,000.00	\$ 623.00
Other Projects	\$ 250.00	\$ 189.44
<b>Total</b>	<b>\$ 112,750.00</b>	<b>\$ 84,642.51</b>
<b>Expense Total</b>	<b>\$ 221,900.00</b>	<b>\$ 189,017.42</b>