

# American Orff-Schulwerk Association 2019-2020 Annual Budget



	<b>EXPENSE Category</b>	<b>2019-2020 Budget</b>	<b>2018-2019 Budget</b>
60000	Payroll	\$ 201,085.00	\$ 193,900.00
60100	Postage	\$ 15,000.00	\$ 15,000.00
60200	Phone	\$ 4,500.00	\$ 6,000.00
60400	Supplies	\$ 6,500.00	\$ 6,500.00
60500	Rent	\$ 25,200.00	\$ 25,200.00
60600	Utilities	\$ 2,000.00	\$ 1,750.00
60700	Rent Conference Center	\$ 14,000.00	\$ 50,000.00
60800	Printing	\$ 30,000.00	\$ 30,000.00
60900	Honoraria	\$ 3,000.00	\$ 5,000.00
61100	Lodging	\$ 14,000.00	\$ 13,000.00
61200	Grants/Assistance	\$ 3,500.00	\$ 6,000.00
61300	Travel	\$ 40,000.00	\$ 38,000.00
61400	Contract Services	\$ 146,393.00	\$ 148,543.00
61700	Insurance	\$ 27,350.00	\$ 26,500.00
61900	Conference Worker Registration Refund	\$ 5,000.00	\$ 5,000.00
62200-62300	Employee Taxes	\$ 18,000.00	\$ 14,500.00
62300	SUI - State Unemployment Taxes	\$ 400.00	\$ 500.00
62400	Income Tax 990T	\$ 800.00	\$ 800.00
62410	Retirement Plan	\$ -	\$ 4,000.00
62500	Meals	\$ 55,000.00	\$ 55,000.00
62600	AV Expenses	\$ 55,000.00	\$ 58,000.00
62700	planning/priorities	\$ 1,000.00	\$ 1,500.00
62800	Advocacy/Outreach	\$ 5,000.00	\$ 3,000.00
63300	Membership Development	\$ 500.00	\$ 500.00
63500	Depreciation	\$ 950.00	\$ 950.00
63600	Equipment Purchase/Repair/Insurance	\$ 1,000.00	\$ 3,000.00
63800	Equipment Transport	\$ 9,000.00	\$ 9,000.00
63900	Marketing-Special Projects	\$ 7,000.00	\$ 9,250.00
64000	Transfer to other account	\$ 500.00	\$ 500.00
69000	Other Expenses	\$ 35,000.00	\$ 37,550.00
	<b>TOTAL</b>	<b>\$ 726,678.00</b>	<b>\$ 768,443.00</b>
	<b>INCOME Category</b>		
40000	Membership	\$ 255,000.00	\$ 255,000.00
40100	Product Sales	\$ 6,000.00	\$ 18,000.00
40300	Interest Income	\$ 5,000.00	\$ 6,000.00
40500	Advertising Income	\$ 63,500.00	\$ 75,000.00
40600	Conference Income	\$ 340,700.00	\$ 348,800.00
40800	Miscellaneous Income	\$ 15,000.00	\$ 15,000.00
40900	Contributions	\$ 27,000.00	\$ 35,000.00
41000	Postage Reimbursement	\$ 2,500.00	\$ 3,000.00
41100	Education Income	\$ 4,000.00	\$ 4,000.00
39100	Grant Income/Transfer In	\$ 8,000.00	\$ 8,700.00
	<b>TOTAL</b>	<b>\$ 726,700.00</b>	<b>\$ 768,500.00</b>
	<b>Net Income (Loss)</b>	<b>\$ 22.00</b>	<b>\$ 57.00</b>