

Handbell Musicians of America

Profit & Loss

		FY2015	FY2016	Variance
Income				
	Membership Dues	341,794.00	349,345.75	7,551.75
	Misc Administrative	27,405.38	26,513.93	(891.45)
	Music Publishing	111,987.20	96,478.37	(15,508.83)
	Event Registrations	207,679.00	209,914.50	2,235.50
	Event Sponsorships	3,690.00	4,800.00	1,110.00
	Event Other Income	32,983.00	11,668.05	(21,314.95)
	Contributions to Operating	24,018.30	48,585.79	24,567.49
	Investment Income			
Total Income		749,556.88	747,306.39	(2,250.49)
Cost of Goods Sold				
	Cost of Goods Sold	30,876.88	6,636.23	(24,240.65)
Total COGS		30,876.88	6,636.23	(24,240.65)
Gross Profit		718,680.00	740,670.16	21,990.16
Expense				
	Personnel Costs	342,223.25	338,119.46	(4,103.79)
	Office Operations	49,987.56	49,407.87	(579.69)
	Marketing Expenses	11,951.38	6,944.44	(5,006.94)
	Membership Services	47,412.25	47,682.16	269.91
	Overtones	38,849.97	37,827.77	(1,022.20)
	Board of Directors	19,045.46	19,296.87	251.41
	Past Presidents/Honorary Life	1,570.72	2,256.56	685.84
	Committees	12,794.13	7,823.01	(4,971.12)
	Depreciation Expenses	12,147.67	8,858.80	(3,288.87)
	Royalties	26,546.36	27,588.46	1,042.10
	Music Publishing	24,459.55	27,429.80	2,970.25
	Event Expenses	239,826.80	187,805.90	(52,020.90)
	General Fundraising	2,106.27	3,938.84	1,832.57
Total Expense		828,921.37	764,979.94	(63,941.43)
Net Ordinary Income		(110,241.37)	(24,309.78)	85,931.59
Other Income & Expense Not Reported Above				
Other Income				
	Donations	52,181.74	19,707.77	(32,473.97)
	Investment Income	(3,214.08)	43,401.62	46,615.70
Total Other Income		48,967.66	63,109.39	14,141.73
Other COGS				
	Inventory Adjustment	-	32,492.94	32,492.94
Other Expense				
	Grants & Scholarships Given	10,819.94	8,517.72	(2,302.22)
	Investment Fees	4,565.68	5,996.44	1,430.76
	Loss on Disposition of Asset	-	(101,208.19)	(101,208.19)
Total Other Expense		15,385.62	(86,694.03)	(102,079.65)
Net Other Income		33,582.04	117,310.48	83,728.44