

**Rails-to-Trails Conservancy**

	REVENUE			EXPENSES			Change in Net Assets		
	<u>FY15 Dec Ref</u>	<u>FY16 Budget</u>	<u>Variance from Dec Ref</u>	<u>FY15 Dec Ref</u>	<u>FY16 Budget</u>	<u>Variance from Dec Ref</u>	<u>FY15 Dec Ref</u>	<u>FY16 Budget</u>	<u>Variance from Dec Ref</u>
<b>DEVELOPMENT</b>									
21-Acquisition	\$ 962,079	\$ 1,045,515	\$ 83,436	\$ 544,014	\$ 468,456	\$ 75,558	\$ 418,065	\$ 577,059	\$ 158,994
22-Renewals	2,183,312	2,285,791	102,479	345,286	417,254	(71,968)	1,838,026	1,868,536	\$ 30,510
23-Appeals	1,652,606	1,813,077	160,471	482,643	451,750	30,894	1,169,963	1,361,327	\$ 191,365
24-Merchandise	56,380	59,500	3,120	47,896	67,500	(19,605)	8,484	(8,000)	\$ (16,485)
25-Workplace Giving	146,837	157,588	10,751	20,783	26,622	(5,839)	126,054	130,966	\$ 4,912
26-Corporate Giving	15,928	20,000	4,072	39,325	43,023	(3,698)	(23,397)	(23,023)	\$ 374
27-Major Donor	1,008,197	1,086,971	78,774	335,334	396,182	(60,848)	672,863	690,789	\$ 17,926
28-Direct Mail General	14,442	-	(14,442)	362,759	347,248	15,511	(348,317)	(347,248)	\$ 1,069
29-Foundation Support Serv.	70,000	70,000	-	111,156	113,039	(1,883)	(41,156)	(43,039)	\$ (1,883)
<b>Total Development</b>	<b>\$ 6,109,781</b>	<b>\$ 6,538,442</b>	<b>\$ 428,661</b>	<b>\$ 2,289,196</b>	<b>\$ 2,331,075</b>	<b>\$ (41,880)</b>	<b>\$ 3,820,585</b>	<b>\$ 4,207,367</b>	<b>\$ 386,781</b>
Allocated Resources	8,330	-	(8,330)	-	-	-	8,330	-	(8,330)
<b>Net Development</b>	<b>\$ 6,118,111</b>	<b>\$ 6,538,442</b>	<b>\$ 420,331</b>	<b>\$ 2,289,196</b>	<b>\$ 2,331,075</b>	<b>\$ (41,880)</b>	<b>\$ 3,828,915</b>	<b>\$ 4,207,367</b>	<b>\$ 378,451</b>
<b>COMMUNICATIONS</b>									
41- Online Communications	\$ -	\$ -	\$ -	\$ 260,244	\$ 269,500	\$ (9,257)	\$ (260,244)	\$ (269,500)	\$ (9,257)
43-Media	1,000	-	(1,000)	137,903	148,568	(10,664)	(136,903)	(148,568)	(11,664)
44-Web Services	-	-	-	135,524	162,917	(27,393)	(135,524)	(162,917)	(27,393)
46-Magazine	-	-	-	321,675	322,045	(370)	(321,675)	(322,045)	(370)
<b>Total Communications</b>	<b>\$ 1,000</b>	<b>\$ -</b>	<b>\$ (1,000)</b>	<b>\$ 855,346</b>	<b>\$ 903,031</b>	<b>\$ (47,684)</b>	<b>\$ (854,346)</b>	<b>\$ (903,031)</b>	<b>\$ (48,684)</b>
<b>PROGRAM NATIONAL</b>									
69-Program Management	\$ 47,419	\$ 45,900	\$ (1,519)	\$ 179,626	\$ 202,794	\$ (23,168)	\$ (132,207)	\$ (156,894)	\$ (24,687)
70-Trail Projects National Sig	\$ 809,300	\$ 942,000	\$ 132,700	\$ 925,164	\$ 1,170,105	\$ (244,941)	\$ (115,864)	\$ (228,105)	\$ (112,241)
71-Trail Projects Local	130,328	145,000	14,672	294,477	315,996	(21,519)	(164,149)	(170,996)	(6,847)
72-Traillink	179,943	267,800	87,857	696,666	823,381	(126,715)	(516,723)	(555,581)	(38,858)
74-Technical Assistance	500	-	(500)	217,301	214,483	2,818	(216,801)	(214,483)	2,318
75-Regranting	168,750	275,000	106,250	177,076	269,796	(92,720)	(8,326)	5,204	13,530
76-Events	251,245	518,750	267,505	224,124	497,658	(273,534)	27,121	21,092	(6,029)
80-Legal	-	-	-	50,899	50,000	899	(50,899)	(50,000)	899
82-Federal Contracts	-	-	-	5	-	5	(5)	-	5
85-National Policy	-	-	-	255,745	276,156	(20,412)	(255,745)	(276,156)	(20,412)
88-Lobbying	-	50,000	50,000	150,487	141,369	9,118	(150,487)	(91,369)	59,118
91-Partnership for AT	260,173	200,000	(60,173)	378,589	359,368	19,221	(118,416)	(159,368)	(40,952)
92-State and Regional Policy	55,000	20,000	(35,000)	312,697	471,901	(159,205)	(257,697)	(451,901)	(194,205)
93- Research	161,998	177,609	15,611	427,779	446,482	(18,703)	(265,781)	(268,873)	(3,092)
<b>Total Program National</b>	<b>\$ 2,064,656</b>	<b>\$ 2,642,059</b>	<b>\$ 577,403</b>	<b>\$ 4,290,633</b>	<b>\$ 5,239,488</b>	<b>\$ (948,855)</b>	<b>\$ (2,225,977)</b>	<b>\$ (2,597,429)</b>	<b>\$ (371,452)</b>
11-Administrative	\$ 63,275	\$ 61,828	\$ (1,447)	\$ 327,498	\$ 234,837	\$ 92,660	\$ (264,223)	\$ (173,009)	\$ 91,213
15-Finance	10,898	1,200	(9,698)	410,949	442,151	(31,202)	(400,051)	(440,951)	(40,900)
<b>Total Admin/Finance</b>	<b>\$ 74,173</b>	<b>\$ 63,028</b>	<b>\$ (11,145)</b>	<b>\$ 738,447</b>	<b>\$ 676,988</b>	<b>\$ 61,459</b>	<b>\$ (664,274)</b>	<b>\$ (613,960)</b>	<b>\$ 50,314</b>
<b>Total</b>	<b>\$ 8,257,940</b>	<b>\$ 9,243,529</b>	<b>\$ 985,589</b>	<b>\$ 8,173,622</b>	<b>\$ 9,150,581</b>	<b>\$ (976,960)</b>	<b>\$ 84,318</b>	<b>\$ 92,947</b>	<b>\$ 8,629</b>