

American Guild of Organists  
STATEMENT OF OPERATING INCOME AND EXPENSES  
For Eight Months Ending April 30, 2020

<i>(All amounts are rounded to the nearest dollar.)</i>	2019-2020 YTD Actual	2019-2020 YTD Budget	2019-2020 Budget
<b>INCOME</b>			
Dues and Subscriptions	509,317	538,527	807,790
The American Organist	323,752	320,467	480,700
Educational Services	14,845	16,000	24,000
Unrestricted Gifts and Grants for Operations	100,930	271,467	427,200
Other Income	473,029	608,133	912,200
Misc. Income	112,339	175,000	210,000
National Convention Expense			25,000
Gain / (Loss) on Sale of Investments – UBS	<u>115,450</u>	<u>0</u>	<u>0</u>
<b>TOTAL OPERATING INCOME</b>	<b>1,649,662</b>	<b>1,929,594</b>	<b>2,886,890</b>
<b>EXPENSES</b>			
Volunteer Leadership	151,451	187,082	240,623
Vice President	11,643	14,502	122,700
Secretary	18,703	20,651	29,000
Treasurer	11,037	18,888	49,000
Councillor for Membership	61,258	95,900	143,850
Certification Program	29,612	29,612	60,650
Educational Resources	36,789	46,042	94,000
The New Organist	2,213	24,213	36,700
Conventions	<u>29,194</u>	<u>20,593</u>	<u>21,000</u>
Total Program Expenses	<u>351,900</u>	<u>457,483</u>	<u>797,523</u>
Total TAO	255,269	251,667	377,500
Headquarters Personnel	818,891	810,900	1,216,350
HQ Operations	136,921	133,091	199,637
Professional Services	<u>78,766</u>	<u>107,067</u>	<u>160,600</u>
Total Administrative	<u>1,034,578</u>	<u>1,051,058</u>	<u>1,576,587</u>
Depreciation and Amortization	<u>0.00</u>	<u>3,333</u>	<u>5,000</u>
<b>TOTAL EXPENSES</b>	<b><u>1,641,747</u></b>	<b><u>1,763,541</u></b>	<b><u>2,756,610</u></b>
<b>EXCESS (DEFICIT) OPERATING REVENUE OVER EXPENSES</b>	<b>7,915</b>	<b>166,053</b>	<b>130,280</b>

**American Guild of Organists**  
**STATEMENT OF TOTAL INCOME AND EXPENSES**  
**For the Month Ending April 30, 2020**

8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>INCOME</b>						
<b>DUES &amp; SUBSCRIPTIONS</b>						
Members Dues	30,435	244,652	257,257	385,885	376,138	360,000
Member Subscriptions	28,571	229,421	244,937	367,405	353,944	340,000
Chapter Disbandment Funds	0	3,476	3,333	5,000	10,322	5,000
Nat'l Sub Member Dues	1,949	16,382	16,667	25,000	26,035	25,000
Institutional Subscriptions	1,189	9,862	10,667	16,000	15,822	15,000
RCCO Inst Affil Dues	671	5,523	5,667	8,500	8,297	8,000
RCO Inst Affil Dues	0	0	0	0	0	0
	<b>62,816</b>	<b>509,317</b>	<b>538,527</b>	<b>807,790</b>	<b>790,558</b>	<b>753,000</b>
<b>THE AMERICAN ORGANIST</b>						
Display Advertising	31,980	323,723	320,000	480,000	462,570	346,928
Single Copy Sales	0	29	133	200	524	300
TAO Royalties	0	0	333	500	480	500
	<b>31,980</b>	<b>323,752</b>	<b>320,467</b>	<b>480,700</b>	<b>463,574</b>	<b>347,728</b>
<b>EDUCATIONAL SERVICES</b>						
Examination Fees	(3,100)	11,085	15,333	23,000	21,054	20,000
Exam Sales	0	93	0	0	1,976	0
Exam Study Guidelines	0	0	0	0	1,717	0
Publications and Materials	127	3,667	667	1,000	7,231	2,500
	<b>(2,973)</b>	<b>14,845</b>	<b>16,000</b>	<b>24,000</b>	<b>31,978</b>	<b>22,500</b>
<b>UNRESTRICTED GIFTS AND GRANTS</b>						
Annual Fund - Individuals	1,141	57,934	90,000	135,000	114,520	185,000
Annual Fund - Business	1	2,985	4,667	7,000	6,924	7,000
Annual Fund - Chapters	800	3,000	20,000	30,000	24,815	30,000
Silent Auction	0	0	0	20,000	0	25,000
Competition Awards	0	4,000	24,800	37,200	2,000	9,000
OrganFest Member Contributions	0	0	0	0	0	0
Project Grants	0	4,048	48,667	73,000	119,008	90,000
Bequests - Unrestricted (50%)	13,011	28,963	83,333	125,000	44,487	120,000
Gordon Young Fund (50%)	13,011	28,963	33,333	50,000	8,787	100,000
Herrmann/Swann Fund	0	0	66,667	100,000	14,128,907	500,000
	<b>27,964</b>	<b>129,893</b>	<b>371,467</b>	<b>577,200</b>	<b>14,449,447</b>	<b>1,066,000</b>
<b>TOTAL UNREST. GIFTS &amp; GRANTS FOR OPER.</b>	<b>14,953</b>	<b>100,930</b>	<b>271,467</b>	<b>427,200</b>	<b>311,753</b>	<b>466,000</b>

**American Guild of Organists**  
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For the Month Ending **April 30, 2020**

8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>OTHER INCOME</b>						
Regional Convention Income	0	16,929	0	0	3,416	0
National Convention Income	0	0	50,000	75,000	0	0
Interest - Other - Income	0	38	67	100	0	90
Druce Business Income -UBS	1,405	29,112	33,333	50,000	16,069	60,000
Herrmann/Swann Fund Income - UBS	21,593	314,252	400,000	600,000	143,069	600,000
Lifetime Membership Income - UBS	285	3,589	3,467	5,200	5,496	5,300
Mailing List Rental	0	380	667	1,000	1,904	1,000
Nita Akin Comp Fund Income (80%) - UBS	100	3,062	2,000	3,000	3,174	4,500
Gordon Young Fund Income (20%)- UBS	202	2,611	2,533	3,800	3,754	3,900
Endowment Fund Income - UBS	2,350	43,802	41,667	62,500	61,604	72,000
New Organist Fund Income (80%) - UBS	932	12,471	11,000	16,500	16,921	20,000
Film Project-40% Sales	0	5	67	100	17	25
Insurance Royalties, etc.	0	28	3,333	5,000	5,313	4,500
In-kind Services	0	0	3,333	5,000	8,421	8,500
Misc Income	2	95	0	0	97	100
NYACOP / NCOI App Fees	0	1,622	1,667	2,500	0	0
Sonata in Sea - RCYO	0	0	0	0	0	0
Web Site Income	759	28,488	44,200	66,300	56,183	45,000
Web Site Advertising	1,023	13,779	8,000	12,000	15,338	15,000
AGO Electronic Newsletter	200	2,765	2,800	4,200	4,095	4,000
<b>TOTAL OTHER INCOME</b>	<b>28,852</b>	<b>473,029</b>	<b>608,133</b>	<b>912,200</b>	<b>344,869</b>	<b>843,915</b>
Net Assets Released-Restricted To Unrestricted	5,346	112,339	175,000	210,000	138,616	155,000
<b>TOTAL MISC. INCOME</b>	<b>5,346</b>	<b>112,339</b>	<b>175,000</b>	<b>210,000</b>	<b>138,616</b>	<b>155,000</b>
<b>TOTAL UNRESTRICTED INCOME</b>	<b>153,985</b>	<b>1,563,175</b>	<b>2,029,593</b>	<b>3,011,890</b>	<b>16,219,042</b>	<b>3,188,143</b>
National Convention Hotel Rebates	0	0	0	25,000	0	0
St. Cecilia Recital Expenses	0	0	0	(60,000)	0	0
Kansas City 2018 Convention Expenses	0	0	0	0	0	0
Atlanta 2020 Convention Expenses	0	0	0	(40,000)	0	0
OrganFest 2020	0	0	0	0	0	0
Convention Cancellation Fees	0	0	0	0	0	0
<b>TOTAL CONVENTION EXPENSES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(75,000)</b>	<b>0</b>	<b>0</b>
<b>TOTAL OPERATING INCOME</b>	<b>140,974</b>	<b>1,534,211</b>	<b>1,929,593</b>	<b>2,786,890</b>	<b>2,081,348</b>	<b>2,588,143</b>

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**For the Month Ending April 30, 2020**

8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>RESTRICTED GIFTS AND GRANTS</b>						
Endowment Fund Contributions	481	14,949	33,333	50,000	152,488	75,000
Nita Akin Fund Contributions	0	250	333	500	375	500
S. Lewis Elmer Fund	0	650	333	500	725	500
New Organist Fund Contributions	111	28,934	23,333	35,000	43,259	35,000
<b>TOTAL RESTRICTED GIFTS AND GRANTS</b>	<b>592</b>	<b>44,783</b>	<b>57,333</b>	<b>86,000</b>	<b>196,847</b>	<b>111,000</b>
<b>TEMP. RESTRICTED GIFTS, GRANTS AND DUES</b>						
Lifetime Membership Dues	0	8,530	10,000	15,000	8,500	12,000
<b>TOTAL TEMP REST. GIFTS, GRANTS &amp; DUES</b>	<b>0</b>	<b>8,530</b>	<b>10,000</b>	<b>15,000</b>	<b>8,500</b>	<b>12,000</b>
<b>RESTRICTED INCOME</b>						
St. Cecilia Recital Fund Income (20%) - UBS	466	6,509	5,733	8,600	8,956	9,000
<b>TOTAL RESTRICTED INCOME</b>	<b>466</b>	<b>6,509</b>	<b>5,733</b>	<b>8,600</b>	<b>8,956</b>	<b>9,000</b>
<b>TEMPORARILY RESTRICTED INCOME</b>						
Gordon Young Fund Income (80%)- UBS	809	10,442	10,000	15,000	15,017	15,000
Pogorzelski Yankee Scholarship Fund Income - UBS	2,946	45,417	43,333	65,000	67,723	65,000
Pogorzelski Yankee Competition Fund Income - UBS	471	12,487	11,133	16,700	16,574	17,000
Pogorzelski Yankee Organ Fund Income - UBS	27	7,491	7,667	11,500	10,702	12,000
New Organist Fund Income (20%) - UBS	233	3,118	2,667	4,000	4,230	4,000
Nita Akin Comp. Fund Income (20%) - UBS	25	766	500	750	794	800
S. Lewis Elmer Fund Income - UBS	4	852	733	1,100	1,120	1,200
St. Cecilia Recital Fund Income (80%) - UBS	1,863	26,036	26,667	40,000	35,824	35,000
<b>TOTAL TEMPORARILY RESTRICTED INCOME</b>	<b>6,378</b>	<b>106,608</b>	<b>102,700</b>	<b>154,050</b>	<b>151,984</b>	<b>150,000</b>
<b>RELEASED FROM RESTRICTED</b>						
Net Assets Released-Restricted To Unrestricted	(5,346)	(112,339)	(175,000)	(210,000)	(138,616)	(155,000)
<b>TOTAL RELEASED FROM RESTRICTED</b>	<b>(5,346)</b>	<b>(112,339)</b>	<b>(175,000)</b>	<b>(210,000)</b>	<b>(138,616)</b>	<b>(155,000)</b>
<b>TOTAL INCOME</b>	<b>156,074</b>	<b>1,617,266</b>	<b>2,030,360</b>	<b>2,990,540</b>	<b>16,446,713</b>	<b>3,315,143</b>

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	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>EXPENSES</b>						
<b>PROGRAM EXPENSES</b>						
<b>VOLUNTEER LEADERSHIP</b>						
National Council Meetings	0	28,323	33,333	50,000	40,474	20,000
Denominational Music Org. Symposium	0	0	0	0	0	22,282
Board of Regional Councillors	0	11,476	13,333	20,000	13,678	0
Strategic Planning	7,500	70,767	80,000	80,000	41,650	20,000
Leadership Training	0	33,582	20,000	30,000	47,513	0
President Travel & Meetings	0	0	2,000	3,000	1,940	0
Chaplain's Expense	0	0	2,000	3,000	669	500
AGOYO	0	154	4,833	7,250	1,391	0
Northeast AGOYO	0	0	333	500	0	0
Northeast Region	0	191	4,522	6,783	365	0
Mid-Atlantic Region	0	217	3,667	5,500	1,210	0
Southeast Region	0	41	3,000	4,500	1,610	0
Great Lakes Region	0	1,945	3,333	5,000	4,569	0
North Central Region	0	213	3,000	4,500	1,520	0
Southwest Region	0	1,046	2,000	3,000	2,938	0
West Region	0	2,239	4,000	6,000	3,696	0
Election Expenses	0	0	5,000	7,500	0	0
Nominating (Governance) Committee	0	256	800	1,200	2,269	0
Personnel Committee	0	0	0	0	0	0
Zoom Video Conferences	70	585	160	240	546	1,200
Task Force on Denom. Music Org.	0	417	1,600	2,400	1,755	0
Sexual Harassment Review Board	0	0	167	250	54	0
<b>TOTAL VOLUNTEER LEADERSHIP</b>	<b>7,570</b>	<b>151,451</b>	<b>187,082</b>	<b>240,623</b>	<b>167,847</b>	<b>63,982</b>

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8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>V.P. COUNC FOR COMPET &amp; NEW MUSIC</b>						
NCOI Competition Expenses	226	1,801	4,660	17,000	2,212	17,000
NCOI Awards	0	0	0	11,500	0	0
NYACOP Competition	0	1,200	1,200	33,000	5,538	500
NYACOP Awards	0	0	0	25,700	0	0
RCYO Awards/Rising Stars	0	0	0	10,500	10,946	0
Sonata in Sea - RCYO Expenses	0	0	0	0	0	0
Competitions Committee Expenses	0	0	0	5,000	0	5,000
New Music Cte Expenses	0	0	0	0	0	0
Composition Awards	0	0	0	0	4,300	4,300
New Music Adm & Promo	0	0	0	500	2,000	2,500
Student Composer Grant Initiative	0	2,100	2,100	4,500	5,055	4,500
Pogorzelski Yankee Commissioning Prize	0	5,000	5,000	10,000	10,110	10,000
Pogorzelski Yankee Compos Compet Exp	0	1,542	1,542	5,000	3,654	5,000
<b>TOTAL VICE PRESIDENT</b>	<b>226</b>	<b>11,643</b>	<b>14,502</b>	<b>122,700</b>	<b>43,815</b>	<b>48,800</b>
<b>SECRETARY</b>						
Marketing Committee	0	0	667	1,000	0	0
Cmte on Information Tech	0	0	667	1,000	0	0
Information Tech Projects	2,917	17,983	17,985	25,000	125,365	25,000
Editorial Resources Cmte	0	0	667	1,000	0	0
Licensing Fees	90	720	667	1,000	284	1,000
<b>TOTAL SECRETARY</b>	<b>3,007</b>	<b>18,703</b>	<b>20,651</b>	<b>29,000</b>	<b>125,649</b>	<b>26,000</b>
<b>TREASURER/FINANCE &amp; DEVELOP</b>						
Endowment Campaign	0	2,221	2,221	20,000	20,059	20,000
Pogorzelski/Yankee Organ Maintenance	31	2,213	4,000	6,000	4,908	6,500
Development Committee	0	0	1,333	2,000	2,410	2,500
Dev. Admin.-Appeals, Mailings	2,221	6,603	11,333	17,000	13,117	15,000
Dev. Admin.- Silent Auction Expenses	0	0	0	4,000	820	0
Budget Sub-committee	0	0	0	0	0	0
<b>TOTAL TREASURER</b>	<b>2,252</b>	<b>11,037</b>	<b>18,888</b>	<b>49,000</b>	<b>41,314</b>	<b>44,000</b>
<b>TOTAL VP, SEC, TREAS</b>	<b>5,484</b>	<b>41,383</b>	<b>54,041</b>	<b>200,700</b>	<b>210,778</b>	<b>118,800</b>

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8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>COUNCILLOR FOR MEMBERSHIP</b>						
Chapter Liability Insurance	3,182	25,459	26,667	40,000	32,116	38,000
Councillor for Membership	0	0	1,000	1,500	860	1,500
Cmte on Member Dev. & Chap. Support	0	1,525	2,667	4,000	291	0
Chapter Development Projects	0	0	10,000	15,000	700	15,000
Task Force on Member Inclusivity	0	2,043	0	0	0	500
Membership Promotions	0	410	10,000	15,000	778	5,000
Director of Membership – Travel	0	12,103	16,000	24,000	4,229	0
Committee Career Dev & Sup	0	777	2,667	4,000	40	0
Cmte on Sharing Skills and Resources	0	1,563	2,667	4,000	0	0
Project Expense - Jubilees	0	2,500	2,000	3,000	1,000	3,000
Amex Credit Card Service Fees	204	2,660	4,000	6,000	5,698	6,000
Authorized.Net Credit Card Service Fees	114	1,230	1,500	2,250	2,178	2,250
Paymentech/Merchant Credit Card Service Fees	689	10,968	16,667	25,000	23,091	23,000
PayPal Credit Card Service Fees	0	20	67	100	0	100
<b>TOTAL COUNCILLOR FOR MEMBERSHIP</b>	<b>4,190</b>	<b>61,258</b>	<b>95,900</b>	<b>143,850</b>	<b>70,981</b>	<b>94,350</b>
<b>EDUCATION</b>						
<b>CERTIFICATION PROGRAM</b>						
Certification Committee Exp	0	0	0	4,000	4,403	4,000
Certification Program Advisor	250	2,000	2,000	3,000	3,000	3,000
Certification Program Administrator	3,125	25,000	25,000	37,500	36,000	37,500
Administration - Exam	474	2,376	2,376	9,000	9,334	9,000
Chapter & Center Expenses	0	236	236	4,750	4,508	4,750
Certification Exam Awards	0	0	0	2,400	1,800	2,400
<b>TOTAL CERTIFICATION PROGRAM</b>	<b>3,849</b>	<b>29,612</b>	<b>29,612</b>	<b>60,650</b>	<b>59,045</b>	<b>60,650</b>
<b>EDUCATIONAL RESOURCES</b>						
Cmte on Cont. Professional Education	0	1,000	4,000	4,000	0	0
Pedagogy Conference	0	0	2,000	3,000	0	0
Councillor for Education Meetings	0	0	1,667	2,500	0	0
Publication & Research Proj.	0	1,058	1,058	2,000	129	2,000
Public., AV Media & Mat. Prod.	52	2,394	4,000	6,000	13,411	6,000
Instructional Videos for Organists Project	0	0	1,000	1,500	0	2,000
Pogorzelski Yankee Scholarship Exp	20	32,338	32,318	75,000	60,200	61,000
<b>TOTAL EDUCATIONAL RESOURCES</b>	<b>72</b>	<b>36,789</b>	<b>46,042</b>	<b>94,000</b>	<b>73,740</b>	<b>71,000</b>

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8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>THE NEW ORGANIST</b>						
COPOE Committee Expenses	0	2,213	2,213	3,700	2,060	0
New CONO Committee Expenses	0	0	3,333	5,000	287	0
Committee Projects	0	0	1,333	2,000	0	17,000
POE (Pipe Organ Encounters)	0	0	10,000	15,000	15,650	15,000
POE (Pipe Organ Encounters) Scholarships	0	0	7,333	11,000	13,105	13,000
<b>TOTAL THE NEW ORGANIST</b>	<b>0</b>	<b>2,213</b>	<b>24,213</b>	<b>36,700</b>	<b>31,103</b>	<b>45,000</b>
<b>TOTAL EDUCATION EXPENSES</b>	<b>3,921</b>	<b>68,614</b>	<b>99,866</b>	<b>191,350</b>	<b>163,887</b>	<b>176,650</b>
<b>CONVENTIONS</b>						
Cmte for Conventions	0	8,593	8,593	9,000	4,697	0
Convention Plan/Support	4,994	20,601	12,000	12,000	23,571	0
Regional Conv. Coord. Orien.	0	0	0	0	7,429	0
<b>TOTAL CONVENTIONS</b>	<b>4,994</b>	<b>29,194</b>	<b>20,593</b>	<b>21,000</b>	<b>35,698</b>	<b>0</b>
<b>TOTAL PROGRAM EXPENSES</b>	<b>26,159</b>	<b>351,899</b>	<b>457,482</b>	<b>797,523</b>	<b>649,192</b>	<b>453,782</b>
<b>THE AMERICAN ORGANIST MAGAZINE</b>						
Printing & Production	15,943	111,845	110,000	165,000	154,380	171,800
Postage & Shipping-Members	6,785	53,818	53,333	80,000	75,853	75,000
Postage & Shipping-TAO	165	1,112	1,200	1,800	1,809	1,800
Design-Monthly	7,140	58,000	56,667	85,000	80,170	90,000
Promotion	0	0	267	400	0	0
Copyright Fees	0	0	667	1,000	760	1,000
Editor's Fund	0	0	200	300	0	100
TAO Online Services	1,876	10,221	8,000	12,000	13,393	14,000
TAO Editorial Services	2,833	20,272	21,333	32,000	29,120	32,000
TAO Advertising Services	0	0	0	0	0	0
<b>TOTAL TAO</b>	<b>34,742</b>	<b>255,269</b>	<b>251,667</b>	<b>377,500</b>	<b>355,485</b>	<b>385,700</b>



**American Guild of Organists**  
**STATEMENT OF TOTAL INCOME AND EXPENSES**  
For the Month Ending **April 30, 2020**

8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>HEADQUARTERS PERSONNEL</b>						
Salaries	84,116	651,520	653,833	980,750	832,874	1,185,370
PR Taxes/Other Empl Benefit	15,956	124,526	137,333	206,000	183,020	226,000
Exec Director Travel & Meetings	0	282	3,333	5,000	7,050	250
Staff Travel & Meetings	0	4,035	2,000	3,000	5,907	0
Continuing Education	99	134	400	600	0	400
HQ Convention Expenses	0	0	3,333	5,000	0	0
Office Temporaries (hourly)	0	0	0	0	0	0
Consultants - contracted	0	0	667	1,000	125	0
Recruiting Costs	0	38,394	10,000	15,000	24,248	25,000
<b>TOTAL HEADQUARTERS PER.</b>	<b>100,171</b>	<b>818,891</b>	<b>810,900</b>	<b>1,216,350</b>	<b>1,053,224</b>	<b>1,437,020</b>
<b>HEADQUARTERS OPERATIONS</b>						
Rent	5,159	41,617	41,333	62,000	61,791	65,000
Telephone	1,974	7,433	6,333	9,500	9,809	9,500
Postage - General	182	5,475	11,333	17,000	15,558	16,000
Stationery & Supplies	39	4,256	5,000	7,500	7,652	7,500
Messenger Service	0	0	0	0	0	100
Library/Dues/Subscriptions	159	1,386	2,000	3,000	3,620	3,000
Postage Machines (Rent/Svc)	745	2,270	2,400	3,600	3,288	3,500
Insurance (HQ/Off/Wrk Comp/O&D)	828	12,577	8,025	12,037	14,593	15,000
Bad Debt Expense	0	0	1,333	2,000	0	2,000
State Corp. Tax	0	2,185	4,000	6,000	2,855	5,000
Unrelated Business Income Tax (UBIT)	0	2,000	12,000	18,000	5,024	5,000
Service Contracts (Other)	9,329	41,624	30,000	45,000	44,274	50,000
Computer Service & Supplies	514	10,958	4,667	7,000	10,061	12,000
Miscellaneous	15	660	1,000	1,500	13,092	1,500
Exec Director Contingency	0	0	333	500	0	500
AGO - On-Line	1,120	4,480	3,333	5,000	5,630	6,000
<b>TOTAL HQ OPERATIONS</b>	<b>20,066</b>	<b>136,921</b>	<b>133,091</b>	<b>199,637</b>	<b>197,248</b>	<b>201,600</b>

**American Guild of Organists**  
**STATEMENT OF TOTAL INCOME AND EXPENSES**  
For the Month Ending **April 30, 2020**

8/14/2020

	<b>CURRENT MONTH</b>	<b>2020 ACTUAL</b>	<b>2020 YTD BUDGET</b>	<b>ANNUAL BUDGET</b>	<b>2019 ACTUAL</b>	<b>2021 BUDGET</b>
<b>PROFESSIONAL SERVICES</b>						
Accounting & Audit	900	27,251	26,667	40,000	25,481	35,000
Legal	0	3,927	6,667	10,000	49,910	5,000
FTC - Legal	0	0	0	0	0	0
Legal In-kind Services	0	0	3,333	5,000	8,421	1,000
Bequest Related Expenses	0	11,515	0	0	10,102	12,000
Vanguard Fees	0	0	0	0	0	40,000
UBS Fees	390	33,096	66,667	100,000	59,777	0
Bank Service Fees	108	873	1,467	2,200	1,538	1,800
Payroll Service	207	2,105	2,267	3,400	3,459	3,500
<b>TOTAL PROFESSIONAL SERVICES</b>	<b>1,606</b>	<b>78,766</b>	<b>107,067</b>	<b>160,600</b>	<b>158,688</b>	<b>98,300</b>
<b>TOTAL ADMINISTRATIVE</b>	<b>121,842</b>	<b>1,034,579</b>	<b>1,051,058</b>	<b>1,576,587</b>	<b>1,409,160</b>	<b>1,736,920</b>
Depreciation & Amortization	0	0	3,333	5,000	522	0
<b>TOTAL EXPENSES</b>	<b>182,743</b>	<b>1,641,747</b>	<b>1,763,541</b>	<b>2,756,610</b>	<b>2,414,358</b>	<b>2,576,402</b>
Gain /(Loss) on Sale of Investments - UBS	0	115,450	0	0	13,598	0
<b>EXCESS (DEFICIT) UNREST. REV. OVER OPER. EXP</b>	<b>(28,759)</b>	<b>36,878</b>	<b>266,053</b>	<b>255,280</b>	<b>13,818,282</b>	<b>611,741</b>
<b>EXCESS (DEFICIT) OPER. REV. OVER OPER. EXP.</b>	<b>(41,769)</b>	<b>7,915</b>	<b>166,053</b>	<b>30,280</b>	<b>(319,412)</b>	<b>11,741</b>
Unrealized Gain/Loss on Investments - UBS	1,335,014	(793,193)	0	0	347,836	0
Unrealized Gain/Loss St. Cecilia Recital Fund 80% - UBS	61,901	(100,084)	0	0	31,762	0
Unrealized Gain/Loss St. Cecilia Recital Fund 20% - UBS	15,475	(25,021)	0	0	7,941	0
<b>EXCESS (DEFICIT) REVENUE OVER EXPENSES</b>	<b>1,385,721</b>	<b>(827,330)</b>	<b>266,819</b>	<b>233,930</b>	<b>14,433,492</b>	<b>738,741</b>