

| American Theatre Organ Society | | |
|---|---------------------------|---------------------------------|
| Profit and Loss: Total | | |
| August - December, 2015 | | |
| Revised 2/2/2016 | | |
| | Total 100 Programs | Total 600 Administration |
| Income | | |
| 4000 Revenue From Direct Contributions | 0 | 0 |
| 4010 Individual Contributions | 8,717 | 19,937 |
| Total 4000 Revenue From Direct Contributions | 8,717 | 19,937 |
| 5100 Revenue From Program-Related Sales & Fees | 0 | 0 |
| 5110 Membership Dues | 0 | 36,630 |
| 5130 Technical Experience Tuition | 980 | 0 |
| 5140 Summer Youth Adventure Tuition | 5,121 | 0 |
| 5150 Theatre Organ Journal | 1,283 | 0 |
| 5160 Marketplace Sales | 0 | 4,402 |
| Total 5100 Revenue From Program-Related Sales & Fees | 7,384 | 41,032 |
| 5300 Revenue from Investments | 0 | 0 |
| 5320 Dividend & Interest - Endowment | 0 | 0 |
| 5330 Dividend & Interest - GW | 0 | 0 |
| 5340 Dividend & Interest - Reserve | 0 | 4,786 |
| 5350 Capitol Gains | 0 | 0 |
| Total 5300 Revenue from Investments | 0 | 4,786 |
| 5800 Special Events | 0 | 0 |
| 5810 Special Events - Non-Gift Revenue | 0 | 543 |
| 5820 Special Events - Gift Revenue | 0 | 0 |
| 5830 Special Events - Direct Costs | 0 | 0 |
| Total 5800 Special Events | 0 | 543 |
| Total Income | 16,101 | 66,299 |
| Expenses | | |
| 7000 Grants, Contracts, & Direct Assistance | 0 | 0 |
| 7010 Grants to Individuals | 1,539 | 0 |
| 7030 Grants to Other Organizations | 21,344 | 0 |
| Total 7000 Grants, Contracts, & Direct Assistance | 22,883 | 0 |
| 7500 Contractor Service Expenses | 0 | 0 |
| 7520 Accounting Fees | 0 | 13,358 |
| 7530 Legal Fees | 0 | 3,751 |
| 7540 IT Fees | 0 | 4,500 |
| 7570 Professional Fees | 15,300 | 51,474 |
| Total 7500 Contractor Service Expenses | 15,300 | 73,083 |
| 8100 Nonpersonnel Expenses | 0 | 0 |
| 8110 Supplies | 2,280 | 4,335 |
| 8130 Telephone & Telecommunications | 0 | 482 |
| 8140 Postage and Shipping | 4,066 | 971 |
| 8160 Computer Software & Hardware | 0 | 60 |
| 8170 Printing and Copying | 8,633 | 0 |
| 8190 Internet/Web/Hosting Fees | 0 | 1,032 |
| Total 8100 Nonpersonnel Expenses | 14,980 | 6,880 |
| 8200 Facility & Equipment Expenses | 0 | 0 |

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| Profit and Loss: Total | | |
| August - December, 2015 | | |
| Revised 2/2/2016 | | |
| | Total 100 Programs | Total 600 Administration |
| 8260 Equipment Rental & Maintenance | 981 | 259 |
| Total 8200 Facility & Equipment Expenses | 981 | 259 |
| 8300 Travel & Meetings Expense | 0 | 0 |
| 8310 Transportation | 994 | 95 |
| 8320 Meals | 474 | 0 |
| 8330 Lodging | 0 | 0 |
| 8350 Convention & Meeting | 0 | 0 |
| Total 8300 Travel & Meetings Expense | 1,468 | 95 |
| 8500 Other Expenses | 0 | 0 |
| 8550 Bank Fees | 0 | 3,862 |
| 8555 Investment Fees | 0 | 0 |
| 8560 Processing Fees | 0 | 38 |
| 8570 Advertising/Marketing Expense | 531 | 0 |
| 8580 Registration and Filing Fees | 0 | 3,373 |
| Total 8500 Other Expenses | 531 | 7,273 |
| Total Expenses | 56,142 | 87,591 |
| Net Operating Income | (40,042) | (21,292) |

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|---|----------------------------------|----------------|--|
| Profit and Loss: Total | | | |
| August - December, 2015 | | | |
| Revised 2/2/2016 | | | |
| | Total 700 Fundraising | TOTAL | 2015-16 Full Year Budget (Approved July 2015) |
| Income | | | |
| 4000 Revenue From Direct Contributions | 0 | 0 | |
| 4010 Individual Contributions | 0 | 28,654 | 136,700 |
| Total 4000 Revenue From Direct Contributions | 0 | 28,654 | 136,700 |
| 5100 Revenue From Program-Related Sales & Fees | 0 | 0 | 2,750 |
| 5110 Membership Dues | 0 | 36,630 | 120,000 |
| 5130 Technical Experience Tuition | 0 | 980 | 6,600 |
| 5140 Summer Youth Adventure Tuition | 0 | 5,121 | 3,200 |
| 5150 Theatre Organ Journal | 0 | 1,283 | 3,400 |
| 5160 Marketplace Sales | 0 | 4,402 | 7,500 |
| Total 5100 Revenue From Program-Related Sales & Fees | 0 | 48,417 | 143,450 |
| 5300 Revenue from Investments | 0 | 0 | |
| 5320 Dividend & Interest - Endowment | 0 | 0 | |
| 5330 Dividend & Interest - GW | 0 | 0 | |
| 5340 Dividend & Interest - Reserve | 0 | 4,786 | |
| 5350 Capitol Gains | 0 | 0 | |
| Total 5300 Revenue from Investments | 0 | 4,786 | 0 |
| 5800 Special Events | 0 | 0 | |
| 5810 Special Events - Non-Gift Revenue | 53 | 596 | |
| 5820 Special Events - Gift Revenue | 16,544 | 16,544 | 14,000 |
| 5830 Special Events - Direct Costs | (23,841) | (23,841) | (6,000) |
| Total 5800 Special Events | (7,244) | (6,701) | 8,000 |
| Total Income | (7,244) | 75,155 | 288,150 |
| Expenses | | | |
| 7000 Grants, Contracts, & Direct Assistance | 0 | 0 | 0 |
| 7010 Grants to Individuals | 0 | 1,539 | 3,320 |
| 7030 Grants to Other Organizations | 0 | 21,344 | 24,500 |
| Total 7000 Grants, Contracts, & Direct Assistance | 0 | 22,883 | 27,820 |
| 7500 Contractor Service Expenses | 0 | 0 | 187,850 |
| 7520 Accounting Fees | 0 | 13,358 | |
| 7530 Legal Fees | 0 | 3,751 | |
| 7540 IT Fees | 0 | 4,500 | |
| 7570 Professional Fees | 5,663 | 72,437 | |
| Total 7500 Contractor Service Expenses | 5,663 | 94,046 | 187,850 |
| 8100 Nonpersonnel Expenses | 0 | 0 | 200 |
| 8110 Supplies | 0 | 6,616 | 5,750 |
| 8130 Telephone & Telecommunications | 0 | 482 | 600 |
| 8140 Postage and Shipping | 0 | 5,037 | 8,450 |
| 8160 Computer Software & Hardware | 0 | 60 | 0 |
| 8170 Printing and Copying | 0 | 8,633 | 4,000 |
| 8190 Internet/Web/Hosting Fees | 0 | 1,032 | 4,450 |
| Total 8100 Nonpersonnel Expenses | 0 | 21,860 | 23,450 |
| 8200 Facility & Equipment Expenses | 0 | 0 | 0 |

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| Profit and Loss: Total | | | |
| August - December, 2015 | | | |
| Revised 2/2/2016 | | | |
| | Total 700 Fundraising | TOTAL | 2015-16 Full Year Budget (Approved July 2015) |
| 8260 Equipment Rental & Maintenance | 0 | 1,240 | 960 |
| Total 8200 Facility & Equipment Expenses | 0 | 1,240 | 960 |
| 8300 Travel & Meetings Expense | 0 | 0 | 36,640 |
| 8310 Transportation | 0 | 1,089 | 0 |
| 8320 Meals | 0 | 474 | 0 |
| 8330 Lodging | 596 | 596 | 0 |
| 8350 Convention & Meeting | 1,379 | 1,379 | 0 |
| Total 8300 Travel & Meetings Expense | 1,975 | 3,537 | 36,640 |
| 8500 Other Expenses | 0 | 0 | 73,480 |
| 8550 Bank Fees | 0 | 3,862 | 8,600 |
| 8555 Investment Fees | 0 | 0 | 0 |
| 8560 Processing Fees | 0 | 38 | 2,900 |
| 8570 Advertising/Marketing Expense | 0 | 531 | 0 |
| 8580 Registration and Filing Fees | 0 | 3,373 | 200 |
| Total 8500 Other Expenses | 0 | 7,804 | 85,180 |
| Total Expenses | 7,638 | 151,371 | 361,900 |
| Net Operating Income | (14,882) | (76,216) | (73,750) |

| American Theatre Organ Society | |
|---|---|
| Profit and Loss: Total | |
| August - December, 2015 | |
| Revised 2/2/2016 | |
| | Aug-Dec 2015 Actual as % of Full-Year Budget |
| Income | |
| 4000 Revenue From Direct Contributions | |
| 4010 Individual Contributions | 21.0% |
| Total 4000 Revenue From Direct Contributions | 21.0% |
| 5100 Revenue From Program-Related Sales & Fees | |
| 5110 Membership Dues | 30.5% |
| 5130 Technical Experience Tuition | 14.8% |
| 5140 Summer Youth Adventure Tuition | 160.0% |
| 5150 Theatre Organ Journal | 37.7% |
| 5160 Marketplace Sales | 58.7% |
| Total 5100 Revenue From Program-Related Sales & Fees | 33.8% |
| 5300 Revenue from Investments | |
| 5320 Dividend & Interest - Endowment | |
| 5330 Dividend & Interest - GW | |
| 5340 Dividend & Interest - Reserve | |
| 5350 Capitol Gains | |
| Total 5300 Revenue from Investments | |
| 5800 Special Events | |
| 5810 Special Events - Non-Gift Revenue | |
| 5820 Special Events - Gift Revenue | 118.2% |
| 5830 Special Events - Direct Costs | 397.4% |
| Total 5800 Special Events | -83.8% |
| Total Income | 26.1% |
| Expenses | |
| 7000 Grants, Contracts, & Direct Assistance | |
| 7010 Grants to Individuals | 46.4% |
| 7030 Grants to Other Organizations | 87.1% |
| Total 7000 Grants, Contracts, & Direct Assistance | 82.3% |
| 7500 Contractor Service Expenses | |
| 7520 Accounting Fees | |
| 7530 Legal Fees | |
| 7540 IT Fees | |
| 7570 Professional Fees | |
| Total 7500 Contractor Service Expenses | 50.1% |
| 8100 Nonpersonnel Expenses | |
| 8110 Supplies | 115.1% |
| 8130 Telephone & Telecommunications | 80.4% |
| 8140 Postage and Shipping | 59.6% |
| 8160 Computer Software & Hardware | |
| 8170 Printing and Copying | 215.8% |
| 8190 Internet/Web/Hosting Fees | 23.2% |
| Total 8100 Nonpersonnel Expenses | 93.2% |
| 8200 Facility & Equipment Expenses | |

| American Theatre Organ Society | |
|---|---|
| Profit and Loss: Total | |
| August - December, 2015 | |
| Revised 2/2/2016 | |
| | Aug-Dec 2015 Actual as % of Full-Year Budget |
| 8260 Equipment Rental & Maintenance | 129.2% |
| Total 8200 Facility & Equipment Expenses | 129.2% |
| 8300 Travel & Meetings Expense | 0.0% |
| 8310 Transportation | |
| 8320 Meals | |
| 8330 Lodging | |
| 8350 Convention & Meeting | |
| Total 8300 Travel & Meetings Expense | 9.7% |
| 8500 Other Expenses | 0.0% |
| 8550 Bank Fees | 44.9% |
| 8555 Investment Fees | |
| 8560 Processing Fees | 1.3% |
| 8570 Advertising/Marketing Expense | |
| 8580 Registration and Filing Fees | 1686.6% |
| Total 8500 Other Expenses | 9.2% |
| Total Expenses | 41.8% |
| Net Operating Income | 103.3% |