

2017 Budget						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 157,000.00	\$ 476,580.00	\$ 88,200.00	\$ 100,000.00	\$ 821,780.00
Expense	\$ 241,206.44	\$ 136,582.99	\$ 386,500.29	\$ 182,002.03	\$ 90,974.14	\$ 796,059.44
Net Income	\$ (241,206.44)	\$ 20,417.01	\$ 90,079.71	\$ (93,802.03)	\$ 9,025.86	\$ 25,720.56
Profit %	-100%	15%	23%	-52%	10%	3%

2016 Est Actuals						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 154,000.00	\$ 453,400.00	\$ 81,850.00	\$ 100,700.00	\$ 789,950.00
Expense	\$ 251,699.00	\$ 131,802.31	\$ 381,864.83	\$ 171,972.45	\$ 89,645.42	\$ 775,285.00
Net Income	\$ (251,699.00)	\$ 22,197.69	\$ 71,535.17	\$ (90,122.45)	\$ 11,054.58	\$ 14,665.00
Profit %	-100%	17%	19%	-52%	12%	2%

2015 Actuals						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 155,056.15	\$ 409,177.93	\$ 80,552.14	\$ 103,126.21	\$ 747,912.43
Expense	\$ 245,124.46	\$ 130,366.39	\$ 343,740.21	\$ 154,671.45	\$ 85,038.67	\$ 713,816.73
Net Income	\$ (245,124.46)	\$ 24,689.76	\$ 65,437.72	\$ (74,119.31)	\$ 18,087.54	\$ 34,095.70
Profit %	-100%	19%	19%	-48%	21%	5%

<b>GENERAL OPERATIONS</b>	<b>FY 2015 Actual</b>	<b>FY 2016 est</b>	<b>FY 2017 Budget</b>
<b>GENERAL REVENUE</b>			
<b><u>Interest and dividend income</u></b>			
Interest & Dividend Income	\$ 2,005.09	\$ 1,400.00	\$ 1,400.00
Realized gain/loss	\$ -	\$ -	
Unrealized gain/loss	\$ (347.06)	\$ 5,000.00	\$ 5,000.00
<b>Subtotal: Interest and dividend income</b>	\$ 1,658.03	\$ 6,400.00	\$ 6,400.00

<b><u>Other Income</u></b>			
Club Clothing and Merchandise			
Advertising/inserts			
Misc. Income			
Uncategorized income	\$ 2,014.74	\$ 2,650.00	\$ 2,000.00
<b>Subtotal:Other income</b>	\$ 2,014.74	\$ 2,650.00	\$ 2,000.00

<b>TOTAL GENERAL REVENUE</b>	<b>\$ 3,672.77</b>	<b>\$ 9,050.00</b>	<b>\$ 8,400.00</b>
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<b>GENERAL EXPENSES</b>			
<b><u>Compensation</u></b>			
Wages - new payroll	\$ 98,515.25	\$ 100,000.00	\$ 102,000.00
<b>Subtotal, Compensation</b>	<b>\$ 98,515.25</b>	<b>\$ 100,000.00</b>	<b>\$ 102,000.00</b>

<b><u>Payroll taxes</u></b>			
taxes - new payroll	\$ 7,813.01	\$ 7,900.00	\$ 8,200.00
<b>Subtotal, Payroll taxes</b>	<b>\$ 7,813.01</b>	<b>\$ 7,900.00</b>	<b>\$ 8,200.00</b>

<b><u>Professional Fees/Services</u></b>			
Accounting fees	\$ 2,976.25	\$ 9,000.00	\$ 3,200.00
Payroll Processsing Fees	\$ 1,260.00	\$ 1,300.00	\$ 1,300.00
Other Profesional Fees/Services	\$ 170.00	\$ 50.00	\$ -

<b>Subtotal, Professional Fees/Services</b>	<b>\$ 4,406.25</b>	<b>\$ 10,350.00</b>	<b>\$ 4,500.00</b>
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<b>Office expenses</b>			
Office Supplies	\$ 4,053.47	\$ 4,900.00	\$ 5,200.00
Telephone and Internet	\$ 5,034.35	\$ 5,100.00	\$ 5,400.00
Uncatagorized expense	\$ 451.19	\$ 1,300.00	
Bank Charges	\$ 124.09	\$ 150.00	\$ 150.00
Square Fee	\$ 414.08	\$ 900.00	\$ 1,100.00
imAthlete Fee	\$ 1,236.66	\$ 800.00	\$ 1,000.00
Admin. Expense Reimbursements			
<b>Subtotal, Office expenses</b>	<b>\$ 11,313.84</b>	<b>\$ 13,150.00</b>	<b>\$ 12,850.00</b>

<b>Information technology</b>			
Software (non-capitalized)	\$ 948.90	\$ 960.00	\$ 960.00
Hardware (non-capitalized)		\$ -	\$ 750.00
Hardware and software maintenance	\$ 100.00		
Website Design			
IT/Computer			
Other IT costs (tech support, hosting, etc)	\$ 18,765.82	\$ 14,000.00	\$ 14,000.00
<b>Subtotal, Information technology</b>	<b>\$ 19,814.72</b>	<b>\$ 14,960.00</b>	<b>\$ 15,710.00</b>

<b>Occupancy</b>			
Clubhouse rent (Southlawn Ln)	\$ 39,060.00	\$ 41,013.00	\$ 22,996.44
Clubhouse utilities	\$ 6,316.57	\$ 3,700.00	\$ 3,450.00
Clubhouse property insurance	\$ 3,645.00	\$ 3,700.00	\$ 3,600.00
Clubhouse matls./maintenance	\$ 116.30	\$ 100.00	\$ 100.00
<b>Subtotal, Occupancy</b>	<b>\$ 49,137.87</b>	<b>\$ 48,513.00</b>	<b>\$ 30,146.44</b>

<b>Travel</b>			
Transportation, meals, lodging	\$ 715.81	\$ 750.00	\$ 750.00
Club meetings - general	\$ 2,131.81	\$ 3,400.00	\$ 2,800.00
Meeting Registration Fees	\$ 705.00	\$ 730.00	\$ 750.00
Board meeting costs	\$ 1,818.83	\$ 1,900.00	\$ 1,900.00

<b>Subtotal, Travel</b>	\$ 5,371.45	\$ 6,780.00	\$ 6,200.00
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<b>Interest Expense</b>	\$ -	\$ -	\$ 200.00
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<b>Depreciation</b>	\$ 17,848.00	\$ 15,285.00	\$ 23,000.00
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<b>Insurance</b>			
Liability Insurance	\$ 10,059.83	\$ 10,000.00	\$ 10,000.00
Other insurance	\$ 2,120.00	\$ 5,200.00	\$ 5,200.00
<b>Subtotal, Insurance</b>	\$ 12,179.83	\$ 15,200.00	\$ 15,200.00

**Misc**

Printing and Reproduction	\$ 60.00	\$ -	\$ 100.00
Taxes			
Misc. Admin.	\$ 575.00	\$ 300.00	\$ 300.00
Club Communications - Expense:	\$ 8,208.51	\$ 8,600.00	\$ 12,500.00
USATF Dues	\$ 100.00	\$ 30.00	\$ 100.00
RRCA Dues	\$ 5,227.77	\$ 5,350.00	\$ 5,500.00
Drop in Runs	\$ -	\$ -	
Other miscellaneous expenses	\$ 153.24	\$ 581.00	
<b>Subtotal, Misc</b>	\$ 14,324.52	\$ 14,861.00	\$ 18,500.00

<b>Postage/PO Box</b>	\$ 4,399.72	\$ 4,700.00	\$ 4,700.00
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<b>TOTAL OPERATING EXPENSES</b>	\$ 245,124.46	\$ 251,699.00	\$ 241,206.44
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<b>Net Operating Profit / (Net Operating Loss)</b>	\$ (241,451.69)	\$ (242,649.00)	\$ (232,806.44)
<b>Percentage Profit / -Percentage Loss</b>	-98.50%	-96.40%	-96.52%

<b>PROGRAMS BREAKDOWN</b>	<b>FY 2015 Actual</b>	<b>FY 2016 est</b>	<b>FY 2017 Budget</b>
<b>PROGRAMS REVENUE</b>			
MCM Room	\$ 10,705.00	\$ 10,000.00	\$ 11,000.00
Training Program Revenue	\$ 144,351.15	\$ 144,000.00	\$ 146,000.00
<b>TOTAL PROGRAMS REVENUE</b>	<b>\$ 155,056.15</b>	<b>\$ 154,000.00</b>	<b>\$ 157,000.00</b>

<b>GENERAL PROGRAMS EXPENSES</b>			
<b>General Overhead</b>			
Staff	\$ 16,866.19	\$ 17,115.51	\$ 17,480.34
Occupancy	\$ 5,822.57	\$ 5,851.30	\$ 4,074.64
Communications	\$ 8,921.33	\$ 7,458.00	\$ 8,778.00
Insurance, Sanctioning	\$ 4,351.90	\$ 5,137.50	\$ 5,175.00
<b>Subtotal, General Overhead</b>	<b>\$ 35,961.99</b>	<b>\$ 35,562.31</b>	<b>\$ 35,507.99</b>

<b>Program supplies and operations</b>			
Background Checks	\$ -	\$ 2,000.00	\$ 2,000.00
MCM Room	\$ 9,281.08	\$ 11,000.00	\$ 12,000.00
Equipment - new	\$ -		
Equipment - consumables	\$ 91.00	\$ 140.00	\$ 180.00
Food/Beverage	\$ 3,584.78	\$ 4,300.00	\$ 4,415.00
T shirts and Premiums	\$ 48,502.83	\$ 45,000.00	\$ 45,000.00
Service rental	\$ 2,889.52	\$ -	\$ 2,480.00
Banquets/dinner	\$ 16,085.34	\$ 17,000.00	\$ 17,000.00
Pace Coach Gifts	\$ 7,045.35	\$ 8,600.00	\$ 9,000.00
Certification Reimbursement/Other Training	\$ 6,924.50	\$ 8,200.00	\$ 9,000.00
<b>Subtotal, Program supplies and operations</b>	<b>\$ 94,404.40</b>	<b>\$ 96,240.00</b>	<b>\$ 101,075.00</b>

<b>TOTAL PROGRAMS EXPENSES</b>	<b>\$ 130,366.39</b>	<b>\$ 131,802.31</b>	<b>\$ 136,582.99</b>
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<b>Net Income/(Net Loss)</b>	<b>\$ 24,689.76</b>	<b>\$ 22,197.69</b>	<b>\$ 20,417.01</b>
<b>Profit</b>	<b>18.94%</b>	<b>16.84%</b>	<b>14.95%</b>

<b>RACES BREAKDOWN</b>	<b>FY 2015 Actual</b>	<b>FY 2016 est</b>	<b>FY 2017 Budget</b>
<b>RACES REVENUE</b>			
<b><u>Races Revenue</u></b>			
Race entries	\$ 365,105.71	\$ 398,000.00	\$ 430,000.00
Sponsorship	\$ 28,810.00	\$ 46,000.00	\$ 36,000.00
Photo Contract			
Upgrades Purchased	\$ 12,501.22	\$ 7,600.00	\$ 9,000.00
Club race chip fees	\$ 2,761.00	\$ 1,800.00	\$ 1,580.00
<b>TOTAL RACES REVENUE</b>	<b>\$ 409,177.93</b>	<b>\$ 453,400.00</b>	<b>\$ 476,580.00</b>

<b>GENERAL RACES EXPENSES</b>			
<b><u>General Overhead Allocations</u></b>			
Staff	\$ 39,668.30	\$ 40,254.68	\$ 41,112.75
Occupancy	\$ 32,024.13	\$ 32,182.15	\$ 22,410.54
Communications	\$ 8,921.33	\$ 7,458.00	\$ 8,778.00
Insurance, Sanctioning	\$ 6,963.04	\$ 8,220.00	\$ 8,280.00
<b>Subtotal, General Overhead</b>	<b>\$ 87,576.80</b>	<b>\$ 88,114.83</b>	<b>\$ 80,581.29</b>

<b><u>Race supplies and operations</u></b>			
Equipment new	\$ 1,659.88	\$ 5,500.00	\$ 5,500.00
Equipment maintenance	\$ 216.11	\$ 500.00	\$ 500.00
Equipment - consumables	\$ 35,547.03	\$ 15,000.00	\$ 16,000.00
Food/Beverage	\$ 34,120.29	\$ 37,000.00	\$ 38,000.00
T shirts and Premiums	\$ 133,347.56	\$ 159,000.00	\$ 160,000.00
Club race timing	\$ -	\$ -	
Permitting	\$ 21,223.75	\$ 33,000.00	\$ 37,000.00
Police/EMT support	\$ 11,468.50	\$ 9,500.00	\$ 9,700.00
Equipment rental	\$ 20,354.11	\$ 29,000.00	\$ 23,769.00

Service rental	\$ 26,652.25	\$ 23,000.00	\$ 25,000.00
Race Awards	\$ 13,029.33	\$ 12,500.00	\$ 13,000.00
Invited Runner Expense			
Banquets/dinners			
Race Director/Team Captains Gifts	\$ 1,152.99	\$ 4,400.00	\$ 4,400.00
Background Checks			
Certification Reimbursement/Other Training		\$ 250.00	
Race Proceed Distribution	\$ 7,387.99	\$ 11,000.00	\$ 11,000.00
Major Races			
Low Key Race Expenses			
<b>Subtotal, Race supplies and operations</b>	<b>\$ 306,159.79</b>	<b>\$ 339,650.00</b>	<b>\$ 343,869.00</b>

<b>Green Team</b>	\$ 200.00	\$ 200.00	\$ 1,050.00
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<b>Advertising and promotion</b>			
Advertising	\$ 3,711.14	\$ 7,600.00	\$ 15,000.00
<b>Subtotal, Advertising and promotion</b>	<b>\$ 3,711.14</b>	<b>\$ 7,600.00</b>	<b>\$ 15,000.00</b>

<b>Club Van supplies and repairs</b>	\$ 1,092.48	\$ 1,300.00	\$ 1,000.00
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Subtotal Race Expenses	\$ 398,740.21	\$ 436,864.83	\$ 441,500.29
plus low key race estimate (allocated to membership)	\$ (55,000.00)	\$ (55,000.00)	\$ (55,000.00)
<b>TOTAL RACE EXPENSES</b>	<b>\$ 343,740.21</b>	<b>\$ 381,864.83</b>	<b>\$ 386,500.29</b>

<b>Net Income/(Net Loss)</b>	<b>\$ 65,437.72</b>	<b>\$ 71,535.17</b>	<b>\$ 90,079.71</b>
<b>Profit</b>	<b>19.04%</b>	<b>18.73%</b>	<b>23.31%</b>



<b>MEMBERSHIP SERVICES</b>	<b>FY 2015 Actual</b>	<b>FY 2016 est</b>	<b>FY 2017 Budget</b>
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**INCOME FROM MEMBERSHIP**

<b>Membership dues and contributions:</b>			
Membership Dues	\$ 76,412.27	\$ 72,000.00	\$ 75,000.00
Member Contributions	\$ 467.10	\$ 800.00	\$ 800.00
Stride Clinic Revenue			\$ 4,000.00
Interest and Dividend Income	\$ 1,658.03	\$ 6,400.00	\$ 6,400.00
Other Income	\$ 2,014.74	\$ 2,650.00	\$ 2,000.00
<b>TOTAL MEMBERSHIP DUES &amp; CONTRIBUTIONS</b>	<b>\$ 80,552.14</b>	<b>\$ 81,850.00</b>	<b>\$ 88,200.00</b>

<b>GENERAL MEMBERSHIP EXPENSES</b>			
<b>General Overhead Allocations</b>			
Staff	\$ 4,818.91	\$ 4,890.15	\$ 4,994.38
Occupancy	\$ 5,822.57	\$ 5,851.30	\$ 4,074.64
Communications	\$ 8,921.33	\$ 7,458.00	\$ 8,778.00
Insurance, Sanctioning	\$ 1,740.76	\$ 2,055.00	\$ 2,070.00
Prof Fees, administrative overhead	\$ 18,280.58	\$ 26,851.00	\$ 19,960.00
Depreciation	\$ 17,848.00	\$ 15,285.00	\$ 23,000.00
<b>Subtotal, General Overhead</b>	<b>\$ 57,432.15</b>	<b>\$ 62,390.45</b>	<b>\$ 62,877.03</b>

**Social Events**

Social Events	\$ 1,810.97	\$ 11,500.00	\$ 12,000.00
Awards Party	\$ 9,605.16	\$ 7,144.00	\$ 10,000.00
<b>Subtotal, Social Events</b>	<b>\$ 11,416.13</b>	<b>\$ 18,644.00</b>	<b>\$ 22,000.00</b>

**Community Support Items -**

<b>Donations/Gifts</b>			
MD RRCA Initiatives	\$ 1,079.80	\$ 800.00	\$ 1,600.00
Sunshine Fund	\$ 54.98	\$ 130.00	\$ 500.00

Community Outreach	\$ 4,550.00	\$ 1,500.00	\$ 1,500.00
RRCA- Roads Solar/MS Challenge		\$ -	\$ 500.00
<b>Subtotal, Donations/Gifts</b>	<b>\$ 5,684.78</b>	<b>\$ 2,430.00</b>	<b>\$ 4,100.00</b>

<b>Grants</b>			
Scholarship awards	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
<b>Subtotal, Grants</b>	<b>\$ 8,000.00</b>	<b>\$ 8,000.00</b>	<b>\$ 8,000.00</b>

<b>Total Community Support</b>	<b>\$ 13,684.78</b>	<b>\$ 10,430.00</b>	<b>\$ 12,100.00</b>
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<b>Club Awards</b>			
Misc club awards	\$ 4,475.09	\$ 5,400.00	\$ 4,400.00
Yearly Awards - Championship and XC series	\$ 3,555.00	\$ 8,430.00	\$ 8,400.00
Running with Courage Award			\$ 100.00
Yearly Awards - Lifetime Achievement			
Yearly Awards - Presidents Award			
Yearly Awards - Runner of the year	\$ 725.32	\$ 486.00	\$ 725.00
Yearly Awards - High School Runner			
Yearly Awards - Coach of the Year			
Yearly Awards - Volunteer of the Year			
Yearly Awards - Race Director of Year			
Yearly Awards - Most Improved Runner			
Yearly Awards - Journalism			
Yearly Awards - Volunteer Service		\$ 450.00	
Year Awards - Outstanding Participation		\$ -	
Youth Participation Award			\$ 500.00
RD/PD awards	\$ 4,909.00	\$ 2,320.00	\$ 3,000.00
<b>Subtotal, Club Awards</b>	<b>\$ 13,664.41</b>	<b>\$ 17,086.00</b>	<b>\$ 17,125.00</b>

**Member Participation**

Drop in Runs			\$ 400.00
Stride Clinic			\$ 4,000.00
Team Programs	\$ 1,981.08	\$ 7,600.00	\$ 6,700.00
Youth Running Series	\$ 950.46	\$ 500.00	\$ 800.00

Participation Series	\$ 542.44	\$ 322.00	\$ 1,000.00
<b>Subtotal, Member Participation</b>	<b>\$ 3,473.98</b>	<b>\$ 8,422.00</b>	<b>\$ 12,900.00</b>

<b>Low Key Race Series</b>	<b>\$ 55,000.00</b>	<b>\$ 55,000.00</b>	<b>\$ 55,000.00</b>
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<b>TOTAL MEMBERSHIP SERVICES EXPENSES</b>	<b>\$ 154,671.45</b>	<b>\$ 171,972.45</b>	<b>\$ 182,002.03</b>
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<b>Net Income/(Net Loss)</b>	<b>\$ (74,119.31)</b>	<b>\$ (90,122.45)</b>	<b>\$ (93,802.03)</b>
<b>Profit</b>	<b>-47.92%</b>	<b>-52.41%</b>	<b>-51.54%</b>

<b>RACE MGMT SERVICES (RMS)</b>	<b>FY 2015 Actual</b>	<b>FY 2016 est</b>	<b>FY 2017 Budget</b>
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**INCOME FROM RMS**

<b><u>RMS</u></b>			
RMS timing/scoring revenue	\$ 72,662.91	\$ 45,000.00	\$ 45,000.00
RMS equipment rental	\$ 30,463.30	\$ 53,000.00	\$ 53,000.00
Mailing list rental	\$ -	\$ 2,700.00	\$ 2,000.00
<b>TOTAL RMS INCOME</b>	<b>\$ 103,126.21</b>	<b>\$ 100,700.00</b>	<b>\$ 100,000.00</b>

**GENERAL RMS EXPENSES**

<b><u>General Overhead Allocations</u></b>			
Staff	\$ 44,974.85	\$ 45,639.67	\$ 46,612.53
Occupancy	\$ 14,556.42	\$ 14,628.25	\$ 10,186.61
Insurance, Sanctioning	\$ 4,351.90	\$ 5,137.50	\$ 5,175.00
<b>Subtotal, General Overhead</b>	<b>\$ 63,883.17</b>	<b>\$ 65,405.42</b>	<b>\$ 61,974.14</b>

<b><u>RMS Expenses</u></b>			
RMS Staff Payments	\$ 21,155.50	\$ 24,240.00	\$ 26,000.00
RMS Reimbursements			
RMS Rentals and Other Fees	\$ -		\$ 3,000.00
<b>Subtotal, RMS Expenses</b>	<b>\$ 21,155.50</b>	<b>\$ 24,240.00</b>	<b>\$ 29,000.00</b>
<b>TOTAL RMS EXPENSES</b>	<b>\$ 85,038.67</b>	<b>\$ 89,645.42</b>	<b>\$ 90,974.14</b>

<b>Net Income/(Net Loss)</b>	<b>\$ 18,087.54</b>	<b>\$ 11,054.58</b>	<b>\$ 9,025.86</b>
<b>Profit</b>	<b>21.27%</b>	<b>12.33%</b>	<b>9.92%</b>



**Montgomery County Road Runners Club**  
**Profit and Loss**  
January - December 2015

	Total	
	Jan - Dec 2015	Jan - Dec 2014 (PY)
<b>Income</b>		
<b>41000 Membership dues and contributions</b>		
41100 Membership dues	76,412.27	96,463.42
41200 Contributions	467.10	1,105.60
<b>Total 41000 Membership dues and contributions</b>	<b>\$ 76,879.37</b>	<b>\$ 97,569.02</b>
<b>42000 Race and training revenue</b>		
42010 Race entries	365,105.71	335,294.13
42020 Sponsorship	28,810.00	28,130.00
42040 Upgrades purchased	12,501.22	10,880.84
42050 Club race chip fees	2,761.00	2,683.00
<b>42090 RMS</b>		
42100 RMS timing/scoring revenue	72,662.91	77,193.51
42150 RMS equipment/cone rental	30,463.30	28,142.61
<b>Total 42090 RMS</b>	<b>\$ 103,126.21</b>	<b>\$ 105,336.12</b>
42200 MCM Room	10,705.00	7,837.55
42800 Training program revenue	144,351.15	159,532.69
<b>Total 42000 Race and training revenue</b>	<b>\$ 667,360.29</b>	<b>\$ 649,694.33</b>
<b>43000 Investment income</b>		
43100 Interest income	963.72	1,249.87
43200 Dividend income	1,041.37	889.57
43400 Unrealized gain/loss	-347.06	5,406.87
<b>Total 43000 Investment income</b>	<b>\$ 1,658.03</b>	<b>\$ 7,546.31</b>
<b>45000 Royalties</b>		
45100 Mailing list rental		2,956.56
<b>Total 45000 Royalties</b>	<b>\$ 0.00</b>	<b>\$ 2,956.56</b>
<b>49000 Other income</b>		
49900 Misc. income		
49920 Uncategorized income	1,964.74	1,898.31
<b>Total 49900 Misc. income</b>	<b>\$ 1,964.74</b>	<b>\$ 1,898.31</b>
<b>Total 49000 Other income</b>	<b>\$ 1,964.74</b>	<b>\$ 1,898.31</b>
<b>Unapplied Cash Payment Income</b>	<b>50.00</b>	<b>-500.00</b>
<b>Total Income</b>	<b>\$ 747,912.43</b>	<b>\$ 759,164.53</b>
<b>Gross Profit</b>	<b>\$ 747,912.43</b>	<b>\$ 759,164.53</b>
<b>Expenses</b>		

<b>51000 Grants</b>		
51020 Scholarship awards	8,000.00	8,000.00
<b>Total 51000 Grants</b>	<b>\$ 8,000.00</b>	<b>\$ 8,000.00</b>
<b>52000 Compensation</b>		
Wages - new payroll	98,515.25	97,614.07
<b>Total 52000 Compensation</b>	<b>\$ 98,515.25</b>	<b>\$ 97,614.07</b>
<b>52500 Payroll taxes</b>		
Taxes - new payroll	7,813.01	7,668.44
<b>Total 52500 Payroll taxes</b>	<b>\$ 7,813.01</b>	<b>\$ 7,668.44</b>
<b>53000 Professional fees and services</b>		
53100 Accounting fees	2,976.25	3,993.75
53300 Payroll processing fees	1,260.00	1,260.00
53400 Other services	170.00	4,500.00
53500 Background Checks		1,995.00
<b>Total 53000 Professional fees and services</b>	<b>\$ 4,406.25</b>	<b>\$ 11,748.75</b>
<b>53800 Advertising and promotion</b>		
53840 Advertising	3,711.14	9,587.81
<b>Total 53800 Advertising and promotion</b>	<b>\$ 3,711.14</b>	<b>\$ 9,587.81</b>
<b>54000 Office expenses</b>		
54020 Office supplies	4,053.47	4,554.34
54040 Telephone and internet	5,034.35	4,773.48
54050 Uncategorized expenses	451.19	100.11
54080 Bank charges	124.09	166.63
54090 Square Fee	414.08	521.74
54100 IAmAthlete Fee	1,236.66	1,389.85
<b>Total 54000 Office expenses</b>	<b>\$ 11,313.84</b>	<b>\$ 11,506.15</b>
<b>54600 Information technology</b>		
54610 Software (non-capitalized)	948.90	518.40
54630 Hardware and software maintenance	100.00	60.00
54690 Other IT costs (tech support, hosting, etc.)	18,765.82	14,400.63
<b>Total 54600 Information technology</b>	<b>\$ 19,814.72</b>	<b>\$ 14,979.03</b>
<b>55000 Occupancy</b>		
55010 Clubhouse rent (Southlawn Ln)	39,060.00	37,200.00
55020 Clubhouse utilities	6,316.57	2,591.22
55030 Clubhouse property insurance	3,645.00	4,866.00
55040 Clubhouse mats./maintenance	116.30	205.00
<b>Total 55000 Occupancy</b>	<b>\$ 49,137.87</b>	<b>\$ 44,862.22</b>
<b>55200 Travel</b>		
55250 Transportation, meals, lodging	715.81	1,931.19
55350 Club van supplies and repairs	1,092.48	1,256.15
<b>Total 55200 Travel</b>	<b>\$ 1,808.29</b>	<b>\$ 3,187.34</b>

<b>55400 Conferences, conventions and meetings</b>		
55410 Club meetings - general	2,131.81	384.57
55420 Meeting Registration Fees	705.00	
55430 MCM room	9,281.08	7,169.93
55440 Board meeting costs	1,818.83	1,125.03
55460 Volunteer Picnic/Events	1,750.97	2,114.78
55470 Awards party	9,605.16	8,692.19
55480 Holiday party	60.00	2,869.90
<b>Total 55400 Conferences, conventions and meetings</b>	<b>\$ 25,352.85</b>	<b>\$ 22,356.40</b>
55800 Depreciation	17,848.00	16,637.00
55900 Insurance		
55920 Liability insurance	10,059.83	10,616.70
55980 Other insurance	2,120.00	2,055.00
<b>Total 55900 Insurance</b>	<b>\$ 12,179.83</b>	<b>\$ 12,671.70</b>
56000 Race supplies and operations		
56050 Equipment new	1,659.88	9,307.80
56100 Equipment maintenance	216.11	1,613.30
56150 Equipment - consumables	35,547.03	17,222.55
56200 Food/beverages	34,120.29	31,955.22
56250 T-shirts and premiums	133,347.56	122,252.43
56300 Club Race Timing		810.00
56320 RMS staff payment	21,155.50	24,932.00
56360 RMS rentals and other fees		3,811.23
56420 Permitting	21,223.75	18,731.56
56440 Police/EMT support	11,468.50	8,660.00
56460 Equipment rental	20,354.11	28,956.07
56480 Service rentals	26,652.25	21,535.33
56520 Race awards	13,029.33	14,863.28
56640 Race Director/Team Captains Gifts	1,152.99	5,368.50
56680 Certification reimbursements/other training		100.00
56700 Race proceed distribution	7,387.99	19,188.56
<b>Total 56000 Race supplies and operations</b>	<b>\$ 327,315.29</b>	<b>\$ 329,307.83</b>
57000 Program supplies and operations		
57150 Equipment - consumables	91.00	12.69
57200 Food/beverages	3,584.78	3,542.33
57250 T-Shirts and Premiums	48,502.83	46,843.41
57480 Service rentals	2,889.52	977.75
57620 Banquets/dinners	16,085.34	18,602.13
57640 Program manager/pace coach gifts	7,045.35	8,582.77
57680 Certification reimbursements/training	6,924.50	9,091.50
<b>Total 57000 Program supplies and operations</b>	<b>\$ 85,123.32</b>	<b>\$ 87,652.58</b>



<b>58000 Awards - Non-Race</b>		
58050 Misc. club awards	4,475.09	3,796.04
58540 Yearly awards - championship and XC series	3,555.00	7,795.00
58546 Yearly awards - runner of the year	725.32	399.00
58560 Yearly awards - outstanding participation		50.00
58580 Participation series	542.44	1,136.50
58620 RD/PD awards	4,909.00	2,092.00
<b>Total 58000 Awards - Non-Race</b>	<b>\$ 14,206.85</b>	<b>\$ 15,268.54</b>
<b>59000 Other expenses</b>		
59050 Team programs	1,981.08	3,647.52
59075 Youth Running Series	950.46	1,689.61
59100 Printing and reproduction	60.00	274.91
59200 Misc. admin.	575.00	475.00
59300 Club communications	8,208.51	8,939.13
59400 USATF dues	100.00	
59420 RRCA dues	5,227.77	5,764.30
59520 MD RRCA initiatives	1,079.80	1,600.00
59540 Sunshine fund	54.98	374.64
59560 Community outreach	4,550.00	1,215.00
59600 Green Team	200.00	490.63
59990 Other miscellaneous expenses	253.24	
<b>Total 59000 Other expenses</b>	<b>\$ 23,240.84</b>	<b>\$ 24,470.74</b>
60000 Postage/PO box/shipping	4,399.72	9,006.35
Unapplied Cash Bill Payment Expense	0.00	0.76
<b>Total Expenses</b>	<b>\$ 714,187.07</b>	<b>\$ 726,525.71</b>
<b>Net Operating Income</b>	<b>\$ 33,725.36</b>	<b>\$ 32,638.82</b>
<b>Other Expenses</b>		
80000 Reconciliation Discrepancies	-100.00	
<b>Total Other Expenses</b>	<b>-\$ 100.00</b>	<b>\$ 0.00</b>
<b>Net Other Income</b>	<b>\$ 100.00</b>	<b>\$ 0.00</b>
<b>Net Income</b>	<b>\$ 33,825.36</b>	<b>\$ 32,638.82</b>

Tuesday, Aug 16, 2016 02:50:05 PM PDT GMT-4 - Cash Basis