

Line		FY 2012 Budget	FY 2012 act	FY 2013 Budget	YTD 11/6/13	FY 2013 Est	FY 2014 Est
1	<b>Revenue and Fee-Based Activities (INCOME)</b>						
2							
3	<b>Membership dues and contributions:</b>						
4	Membership Dues	\$ 84,000.00	\$ 91,049.86	\$ 95,000.00	\$ 67,802.48	\$ 78,000.00	\$ 85,000.00
5	Member Contributions	\$ 2,000.00	\$ 1,820.00	\$ 2,200.00	\$ 670.00	\$ 2,000.00	\$ 1,000.00
6	<b>Subtotal: Membership Revenue</b>	\$ 86,000.00	\$ 92,869.86	\$ 97,200.00	\$ 68,472.48	\$ 80,000.00	\$ 86,000.00
7							
8	<b>Race and training revenue</b>						
9	Race entries	\$ 280,000.00	\$ 336,497.25	\$ 340,000.00	\$ 309,841.64	\$ 320,000.00	\$ 313,000.00
10	Sponsorship	\$ 40,000.00	\$ 38,785.00	\$ 36,000.00	\$ 17,610.00	\$ 17,610.00	\$ 17,500.00
11	Photo Contract	\$ 1,200.00	\$ 2,019.79	\$ 1,400.00	\$ 750.00		
12	Upgrades Purchased	\$ 14,000.00	\$ 14,793.25	\$ 7,000.00	\$ 7,703.22	\$ 7,700.00	\$ 4,600.00
13	Club race chip fees	\$ 1,500.00	\$ 855.00	\$ 800.00	\$ 3,054.36	\$ 3,500.00	\$ 3,500.00
14	<b>RMS</b>						
15	RMS timing/scoring revenue	\$ 82,000.00	\$ 91,705.53	\$ 86,000.00	\$ 41,800.34	\$ 83,000.00	\$ 88,000.00
16	RMS equipment rental	\$ 5,000.00	\$ 9,975.00	\$ 8,000.00	\$ 20,102.29	\$ 20,000.00	\$ 10,000.00
17	MCM Room	\$ 8,000.00	\$ 6,627.43	\$ 7,000.00	\$ 5,791.25	\$ 6,500.00	\$ 7,500.00
18	<b>Training Program Revenue</b>	\$ 92,000.00	\$ 152,646.83	\$ 110,000.00	\$ 103,773.21	\$ 160,838.62	\$ 140,000.00
19							
20	<b>Subtotal: Race and training revenue</b>	\$ 523,700.00	\$ 653,905.08	\$ 596,200.00	\$ 510,426.31	\$ 619,148.62	\$ 584,100.00
21							
22	<b>Interest and dividend income</b>						
22	Interest Income	\$ 100.00	\$ 35.23	\$ 2.00	\$ 40.37	\$ 50.00	\$ 50.00
22	Unrealized gain/loss		\$ 144.14		\$ 173.13	\$ 200.00	\$ 200.00
23	Unrealized gain/loss		\$ 144.14		\$ 7,308.22	\$ 8,000.00	\$ 8,000.00
24	<b>Subtotal: Interest and dividend income</b>	\$ 100.00	\$ 323.51	\$ 2.00	\$ 7,521.72	\$ 8,250.00	\$ 8,250.00
25							
26	<b>Royalties</b>						
27	Mailing list rental	\$ 7,500.00	\$ 5,834.00	\$ 5,000.00	\$ 1,549.38	\$ 2,000.00	\$ 3,000.00
28	<b>Subtotal: Royalties</b>	\$ 7,500.00	\$ 5,834.00	\$ 5,000.00	\$ 1,549.38	\$ 2,000.00	\$ 3,000.00
29							
30	<b>Other Income</b>	\$ -					
31	Club Clothing and Merchandise	\$ 50.00	\$ -	\$ -	\$ 667.09	\$ 700.00	\$ 500.00
32	Advertising/inserts	\$ -	\$ 400.00	\$ 500.00		\$ -	
33	Misc. Income	\$ -	\$ 2,510.97	\$ 700.00		\$ -	\$ 700.00
34	Uncategorized income	\$ -		\$ 2,600.00	\$ 1,625.76	\$ 700.00	\$ 500.00
35	<b>Subtotal: Other income</b>	\$ 50.00	\$ 2,910.97	\$ 3,800.00	\$ 2,292.85	\$ 1,400.00	\$ 1,700.00
36							
37	<b>TOTAL REVENUE</b>	\$ 617,350.00	\$ 755,843.42	\$ 702,202.00	\$ 590,262.74	\$ 710,798.62	\$ 683,050.00
38							
39							
40							
Line		FY 2012 Budget	FY 2012 ACT	FY 2013 Budget	YTD 11/6/13	FY 2013 Est	FY 2014 Budget
1	<b>Activities Funded by Dues and Net Revenue</b>						
2							
3	<b>Grants</b>						
4	Scholarship awards	\$ -	\$ 2,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
5	<b>Subtotal: Grants</b>	\$ -	\$ 2,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
6							
7	<b>Compensation</b>						
8	Salaries and wages		\$ 3,338.50		\$ 10,059.72		
9	Wages - new payroll	\$ 55,000.00	\$ 40,011.24	\$ 65,150.00	\$ 48,670.40	\$ 82,530.00	\$ 88,949.00
10	<b>Subtotal: Compensation</b>	\$ 55,000.00	\$ 43,349.74	\$ 65,150.00	\$ 58,730.12	\$ 82,530.00	\$ 88,949.00
11							
12	<b>Payroll taxes</b>						
13	Social security (FICA)		\$ 206.99				
14	Medicare		\$ 48.41				
15	Federal Unemployment (FUTA)		\$ 20.03				
16	MD unemployment (SU)		\$ 93.43		\$ 930.53		
17	taxes - new payroll		\$ 3,282.27	\$ 6,850.00	\$ 3,981.62	\$ 7,470.00	\$ 8,051.00
18	<b>Subtotal: Payroll taxes</b>	\$ -	\$ 3,651.13	\$ 6,850.00	\$ 4,912.15	\$ 7,470.00	\$ 8,051.00
19							
20	<b>Professional Fees/Services</b>	\$ -					
21	Accounting fees	\$ 3,500.00	\$ 3,662.50	\$ 3,600.00	\$ 3,295.00	\$ 3,400.00	\$ 3,400.00
21	Investment Management fees		\$ 183.30				
22	Payroll Processing Fees	\$ 2,300.00	\$ 1,244.40	\$ 1,500.00	\$ 1,042.00	\$ 1,400.00	\$ 1,300.00
23	Other Professional Fees/Services	\$ 1,000.00	\$ 412.40	\$ 1,000.00	\$ 150.00	\$ 700.00	\$ 400.00
24	Background Checks			\$ 2,500.00	\$ 1,995.00	\$ 2,300.00	\$ 1,000.00
25	<b>Subtotal: Professional Fees/Services</b>	\$ 6,800.00	\$ 5,502.60	\$ 8,600.00	\$ 6,482.00	\$ 5,500.00	\$ 6,100.00
26							
27	<b>Advertising and promotion</b>						
28	Advertising	\$ 27,000.00	\$ 17,982.70	\$ 25,000.00	\$ 13,383.66	\$ 20,000.00	\$ 8,000.00
29	<b>Subtotal: Advertising and promotion</b>	\$ 27,000.00	\$ 17,982.70	\$ 25,000.00	\$ 13,383.66	\$ 20,000.00	\$ 8,000.00

30							
31	<b>Office expenses</b>						
32	Office Supplies	\$ 2,000.00	\$ 2,279.13	\$ 2,200.00	\$ 1,436.98	\$ 2,200.00	\$ 2,200.00
33	Telephone and Internet	\$ 1,800.00	\$ 2,156.35	\$ 2,500.00	\$ 3,442.64	\$ 3,600.00	\$ 3,000.00
34	Uncategorized expense	\$ -			\$ 100.48		
35	Bank Charges	\$ 150.00	\$ 742.09	\$ 200.00	\$ 951.86	\$ 1,000.00	\$ 200.00
35	Square Fee				\$ 418.43	\$ 500.00	\$ 600.00
35	imAthlete Fee				\$ 531.07	\$ 600.00	\$ 600.00
36	Admin. Expense Reimbursements	\$ 600.00	\$ 500.00	\$ 600.00			
37	<b>Subtotal: Office expenses</b>	\$ 4,550.00	\$ 5,677.57	\$ 5,500.00	\$ 6,881.46	\$ 7,900.00	\$ 6,600.00
38							
39	<b>Information technology</b>						
40	Software (non-capitalized)		\$ 559.38	\$ 600.00	\$ 399.50	\$ 600.00	\$ 1,750.00
40	Hardware (non-capitalized)				\$ 307.38	\$ 350.00	\$ 750.00
39	Hardware and software maintenance						
40	Website Design				\$ 49.00	\$ 50.00	\$ -
41	IT/Computer	\$ 18,500.00	\$ 30,854.40	\$ 2,500.00		\$ 50.00	\$ 10,000.00
42	Other IT costs (tech support, hosting, etc)	\$ -	\$ 3,376.44	\$ 3,000.00	\$ 6,443.84	\$ 7,000.00	\$ 8,500.00
43	<b>Subtotal: Information technology</b>	\$ 18,500.00	\$ 34,790.22	\$ 6,100.00	\$ 7,199.72	\$ 8,050.00	\$ 21,000.00
44							
45	<b>Occupancy</b>						
46	Clubhouse rent (Southlawn Ln)	\$ 21,200.00	\$ 19,900.00	\$ 22,000.00	\$ 31,000.00	\$ 36,000.00	\$ 37,200.00
47	Clubhouse utilities	\$ 4,000.00	\$ 2,166.59	\$ 4,500.00	\$ 2,951.90	\$ 4,000.00	\$ 3,500.00
47	Clubhouse property insurance		\$ 1,529.00		\$ 1,529.00	\$ 1,529.00	\$ 1,529.00
48	Clubhouse mats./maintenance	\$ 1,000.00	\$ 1,384.45	\$ 1,000.00	\$ 1,357.47	\$ 4,000.00	\$ 2,700.00
49	<b>Subtotal: Occupancy</b>	\$ 26,200.00	\$ 24,980.04	\$ 27,500.00	\$ 36,838.37	\$ 45,529.00	\$ 44,929.00
50							
51	<b>Travel</b>						
52	Transportation, meals, lodging	\$ 3,500.00	\$ 5,018.57	\$ 6,000.00	\$ 2,963.34	\$ 3,000.00	\$ 3,000.00
53	Club Van supplies and repairs	\$ 1,500.00	\$ 1,131.41	\$ 1,500.00	\$ 527.57	\$ 650.00	\$ 1,500.00
54	<b>Subtotal: Travel</b>	\$ 5,000.00	\$ 6,149.98	\$ 7,500.00	\$ 3,490.91	\$ 3,650.00	\$ 4,500.00
55							
56	<b>Conferences, conventions and meetings</b>						
57	Club meetings - general	\$ 2,500.00	\$ 1,288.41	\$ 2,600.00	\$ 358.55	\$ 1,000.00	\$ 1,300.00
58	Meeting Registration Fees		\$ 1,672.60	\$ 2,500.00		\$ 1,500.00	\$ 500.00
59	MCM Room	\$ 5,000.00	\$ 7,268.53	\$ 8,000.00	\$ 7,912.00	\$ 7,100.00	\$ 7,500.00
60	Board meeting costs	\$ 1,500.00	\$ 2,637.73	\$ 2,000.00	\$ 1,051.84	\$ 1,900.00	\$ 1,500.00
61	Volunteer Picnic/Events	\$ 4,500.00	\$ 2,675.00	\$ 6,000.00		\$ 2,500.00	\$ 3,000.00
62	Awards Party	\$ 5,000.00	\$ 10,707.85	\$ 11,000.00	\$ 9,004.19	\$ 9,000.00	\$ 9,500.00
63	Holiday Party	\$ 3,000.00	\$ 3,644.27	\$ 3,500.00	\$ 2,032.06	\$ 3,500.00	\$ 3,500.00
64	<b>Subtotal: Conferences, conventions and meetings</b>	\$ 21,500.00	\$ 29,894.39	\$ 35,600.00	\$ 20,358.64	\$ 26,500.00	\$ 26,800.00
65							
66	<b>Interest Expense</b>	\$ 150.00	\$ 296.78	\$ 350.00	\$ 109.84	\$ 200.00	\$ 200.00
67							
68	<b>Depreciation</b>	\$ 23,000.00	\$ 23,331.00	\$ 19,106.00	\$ 18,757.00	\$ 18,757.00	\$ 23,789.00
69							
70	<b>Insurance</b>						
71	Liability Insurance	\$ 7,000.00	\$ 12,392.13	\$ 7,000.00	\$ 4,810.00	\$ 6,000.00	\$ 5,000.00
72	Other insurance	\$ 1,800.00	\$ 1,868.00	\$ 1,800.00	\$ 1,191.00	\$ 1,206.00	\$ 1,800.00
73	<b>Subtotal: Insurance</b>	\$ 8,800.00	\$ 14,260.13	\$ 8,800.00	\$ 6,001.00	\$ 7,206.00	\$ 6,800.00
74							
75	<b>Race supplies and operations</b>						
76	Equipment new	\$ 3,000.00	\$ 11,734.14	\$ 4,000.00	\$ 4,780.42	\$ 5,000.00	\$ 4,500.00
77	Equipment maintenance	\$ 3,500.00	\$ 1,781.84	\$ 3,500.00	\$ 2,867.53	\$ 2,500.00	\$ 2,500.00
78	Equipment - consumables	\$ 12,000.00	\$ 19,872.61	\$ 16,400.00	\$ 19,790.27	\$ 20,000.00	\$ 15,000.00
79	Food/Beverage	\$ 40,000.00	\$ 35,032.84	\$ 41,600.00	\$ 29,237.26	\$ 38,600.00	\$ 32,000.00
80	T shirts and Premiums	\$ 120,000.00	\$ 126,941.53	\$ 100,000.00	\$ 115,904.39	\$ 120,000.00	\$ 115,900.00
81	Club race timing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000.00
81	<b>RMS Expenses</b>						
82	RMS Staff Payments	\$ 36,000.00	\$ 31,912.25	\$ 36,000.00	\$ 18,082.50	\$ 34,000.00	\$ 30,000.00
83	RMS Reimbursements	\$ 500.00		\$ 500.00			
84	RMS Rentals and Other Fees	\$ 2,500.00	\$ 400.86		\$ 3,290.74		
85	<b>Subtotal: RMS Expenses</b>	\$ 39,000.00	\$ 32,313.11	\$ 36,500.00	\$ 21,373.24	\$ 34,000.00	\$ 30,000.00
86	Permitting	\$ 1,500.00	\$ 8,101.83	\$ 8,200.00	\$ 10,451.75	\$ 11,000.00	\$ 12,000.00
87	Police/EMT support	\$ 7,500.00	\$ 12,602.00	\$ 12,900.00	\$ 12,259.00	\$ 13,000.00	\$ 15,000.00
88	Equipment rental	\$ 24,000.00	\$ 24,469.18	\$ 27,000.00	\$ 22,451.62	\$ 24,000.00	\$ 24,000.00
89	Service rental	\$ 39,000.00	\$ 20,337.99	\$ 28,500.00	\$ 12,684.75	\$ 26,000.00	\$ 20,500.00
90	Race Awards	\$ 25,000.00	\$ 23,529.60	\$ 23,000.00	\$ 25,755.07	\$ 27,000.00	\$ 14,290.00
91	Invited Runner Expense	\$ 750.00	\$ 1,350.95	\$ 1,500.00	\$ 663.40	\$ 1,000.00	
92	Banquets/dinners	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
93	Race Director/Team Captains Gifts	\$ 1,500.00	\$ 4,400.27	\$ 2,500.00	\$ 5,370.00	\$ 6,000.00	\$ 5,000.00
94	Background Checks			\$ 500.00			
95	Certification Reimbursement/Other Training	\$ 6,000.00	\$ 2,939.00	\$ 2,000.00	\$ 50.00	\$ 2,000.00	

96	Race Proceed Distribution	\$ 30,000.00	\$ 22,850.00	\$ 34,000.00	\$ 10,572.07	\$ 20,000.00	\$ 20,000.00
97	Major Races						
98	Low Key Race Expenses						
99	<b>Subtotal: Race supplies and operations</b>	\$ 352,750.00	\$ 348,256.89	\$ 342,100.00	\$ 294,210.77	\$ 350,100.00	\$ 312,690.00
100							
101	<b>Program supplies and operations</b>						
	Equipment - new				\$ 47.74	\$ 50.00	
102	Equipment - consumables		\$ 3,086.28	\$ 200.00	\$ 433.57	\$ 300.00	\$ 1,075.00
103	Food/Beverage		\$ 3,049.72	\$ 4,000.00	\$ 4,198.82	\$ 4,400.00	\$ 4,319.00
104	T shirts and Premiums		\$ 33,849.57	\$ 32,000.00	\$ 34,253.98	\$ 35,000.00	\$ 38,289.00
105	Service rental		\$ 3,882.00	\$ 600.00	\$ 2,177.20	\$ 2,200.00	\$ 2,084.00
106	Banquets/dinner		\$ 15,615.60	\$ 12,000.00	\$ 7,804.98	\$ 10,000.00	\$ 14,000.00
107	Pace Coach Gifts		\$ 7,526.95	\$ 5,000.00	\$ 3,647.45	\$ 4,000.00	\$ 5,000.00
108	Certification Reimbursement/Other Training		\$ 3,146.44	\$ 3,700.00	\$ 8,258.20	\$ 8,500.00	\$ 3,500.00
109							
110	<b>Subtotal: Program supplies and operations</b>		\$ 70,156.56	\$ 57,500.00	\$ 60,821.94	\$ 64,450.00	\$ 68,267.00
111							
112	<b>Club Awards</b>						
113	Misc club awards	\$ 15,000.00	\$ 1,954.71	\$ 4,340.00	\$ 2,746.34	\$ 2,800.00	\$ 300.00
114	Yearly Awards - Championship and CS series		\$ 3,267.50	\$ 7,810.00	\$ 3,237.50	\$ 3,267.50	\$ 8,240.00
115	Yearly Awards - Lifetime Achievement		\$ -	\$ 250.00		\$ -	\$ 250.00
116	Yearly Awards - Presidents Award		\$ 213.38	\$ 250.00		\$ 213.38	\$ 250.00
117	Yearly Awards - Runner of the year		\$ 1,376.47	\$ 1,500.00	\$ 399.00	\$ 1,376.47	\$ 1,500.00
118	Yearly Awards - High School Runner		\$ 196.05	\$ 200.00		\$ 196.05	\$ 200.00
119	Yearly Awards - Coach of the Year		\$ 71.07	\$ 100.00		\$ 71.07	\$ 100.00
120	Yearly Awards - Volunteer of the Year		\$ 71.07	\$ 100.00		\$ 71.07	\$ 100.00
121	Yearly Awards - Race Director of Year		\$ 71.07	\$ 100.00		\$ 71.07	\$ 100.00
122	Yearly Awards - Most Improved Runner		\$ 157.36	\$ 200.00	\$ 120.00	\$ 157.36	\$ 200.00
123	Yearly Awards - Journalism		\$ 71.07	\$ 100.00		\$ 71.07	\$ 100.00
124	Yearly Awards - Volunteer Service		\$ 284.45	\$ 300.00		\$ 284.45	\$ 300.00
125	RD/PD awards		\$ -	\$ -	\$ 2,060.00	\$ 2,060.00	\$ 2,800.00
126	<b>Subtotal:Club Awards</b>	\$ 15,000.00	\$ 7,734.20	\$ 15,250.00	\$ 8,562.84	\$ 10,639.49	\$ 14,440.00
127							
128	<b>Other Expenses</b>						
129	Team Programs	\$ 2,500.00	\$ 1,549.50	\$ 4,900.00	\$ 5,599.35	\$ 5,600.00	\$ 5,100.00
130	Youth Running Series						\$ 1,250.00
131	Printing and Reproduction	\$ 1,000.00	\$ 2,368.76	\$ 1,300.00	\$ 7,743.38	\$ 7,800.00	\$ 1,300.00
132	Taxes	\$ 100.00		\$ 100.00			
133	Misc. Admin.	\$ 100.00	\$ 183.00	\$ 600.00	\$ 100.00	\$ 100.00	\$ 100.00
134	Club Communications - Expense:	\$ 13,000.00	\$ 8,358.18	\$ 14,000.00	\$ 6,761.94	\$ 12,000.00	\$ 9,000.00
135	Rundown/Crossroads/Intervals						
136	Publicity/PR						
137	Running Book	\$ 20.00					
138	USATF Dues	\$ -					\$ 600.00
139	RRCA Dues	\$ 6,500.00	\$ 6,000.00	\$ 6,500.00	\$ 112.00	\$ 6,000.00	\$ 6,500.00
140	RRCA Dues/Insurance Total						
141	MD RRCA Initiatives	\$ 1,000.00	\$ 850.00	\$ 1,000.00	\$ 750.00	\$ 750.00	\$ 850.00
142	Sunshine Fund	\$ 1,000.00	\$ 721.69	\$ 1,000.00	\$ 136.70	\$ 500.00	\$ 500.00
143	Community Outreach	\$ 3,000.00	\$ 1,455.80	\$ 3,000.00	\$ 2,595.00	\$ 3,000.00	\$ 1,500.00
144	RRCA- Roads Scholar/MS Challenge	\$ 500.00		\$ 500.00			\$ 500.00
145	Green Team			\$ 1,000.00	\$ 355.46	\$ 400.00	\$ 650.00
146	Drop in Runs		\$ 15.71	\$ 400.00	\$ 500.00	\$ 300.00	\$ 400.00
147	Other miscellaneous expenses		\$ 100.21		\$ 1.94		
148	<b>Subtotal:Other Expenses</b>	\$ 28,720.00	\$ 21,602.85	\$ 34,300.00	\$ 24,655.77	\$ 36,450.00	\$ 28,250.00
149							
150	<b>Postage/PO Box</b>	\$ 5,000.00	\$ 14,068.95	\$ 14,000.00	\$ 10,575.51	\$ 13,000.00	\$ 4,500.00
151							
152	<b>TOTAL EXPENSES</b>	\$ 597,970.00	\$ 673,685.73	\$ 687,206.00	\$ 589,971.70	\$ 715,931.49	\$ 681,865.00
153							
154							
155	<b>NET INCOME</b>	\$ 19,380.00	\$ 82,157.69	\$ 14,996.00	\$ 291.04	\$ (5,132.87)	\$ 1,185.00
156							
157	Add Back Depreciation	\$ 23,000.00	\$ 23,331.00	\$ 19,106.00	\$ 18,757.00	\$ 18,757.00	\$ 23,789.00
158	Less Additions to Fixed Assets	\$ (10,000.00)	\$ (14,831.64)	\$ (6,000.00)	\$ (22,256.00)	\$ (22,256.00)	\$ (16,054.60)
159							
160	<b>Cash Flow</b>	\$ 32,380.00	\$ 90,657.05	\$ 28,102.00	\$ (3,207.96)	\$ (8,631.87)	\$ 8,919.40
161							