

2016 Budget						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue		\$ 176,500.00	\$ 442,800.00	\$ 98,300.00	\$ 90,000.00	\$ 807,600.00
Expense	\$ 267,483.00	\$ 137,426.89	\$ 366,486.51	\$ 174,295.61	\$ 93,156.39	\$ 771,365.40
Net Income	\$ (267,483.00)	\$ 39,073.11	\$ 76,313.49	\$ (75,995.61)	\$ (3,156.39)	\$ 36,234.60
Profit %	-100%	28%	21%	-44%	-3%	5%

2015 Est Actuals						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 176,500.00	\$ 430,000.00	\$ 95,050.00	\$ 88,400.00	\$ 789,950.00
Expense	\$ 259,575.00	\$ 131,917.03	\$ 361,163.52	\$ 165,208.44	\$ 87,603.51	\$ 745,892.50
Net Income	\$ (259,575.00)	\$ 44,582.97	\$ 68,836.48	\$ (70,158.44)	\$ 796.49	\$ 44,057.50
Profit %	-100%	34%	19%	-42%	1%	6%

2014 Actuals						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 167,370.24	\$ 376,987.97	\$ 106,513.64	\$ 108,292.68	\$ 759,164.53
Expense	\$ 246,875.60	\$ 132,402.55	\$ 341,535.46	\$ 165,825.63	\$ 90,157.92	\$ 729,921.56
Net Income	\$ (246,875.60)	\$ 34,967.69	\$ 35,452.51	\$ (59,311.99)	\$ 18,134.76	\$ 29,242.97
Profit %	-100%	26%	10%	-36%	20%	4%

GENERAL OPERATIONS	FY 2014 Actual	FY 2015 est	FY 2016 Budget
GENERAL REVENUE			
Interest and dividend income			
Interest & Dividend Income	\$ 2,139.44	\$ 1,400.00	\$ 1,400.00
Realized gain/loss	\$ -	\$ -	
Unrealized gain/loss	\$ 5,406.87	\$ 1,000.00	\$ 5,000.00
Subtotal: Interest and dividend income	\$ 7,546.31	\$ 2,400.00	\$ 6,400.00
Other Income			
Club Clothing and Merchandise			
Advertising/inserts			
Misc. Income			
Uncategorized income	\$ 1,398.31	\$ 2,150.00	\$ 1,400.00
Subtotal:Other income	\$ 1,398.31	\$ 2,150.00	\$ 1,400.00
TOTAL GENERAL REVENUE	\$ 8,944.62	\$ 4,550.00	\$ 7,800.00

GENERAL EXPENSES			
Compensation			
Wages - new payroll	\$ 97,614.07	\$ 99,000.00	\$ 102,000.00
Subtotal, Compensation	\$ 97,614.07	\$ 99,000.00	\$ 102,000.00

Payroll taxes			
taxes - new payroll	\$ 7,668.44	\$ 7,900.00	\$ 8,200.00
Subtotal, Payroll taxes	\$ 7,668.44	\$ 7,900.00	\$ 8,200.00

Professional Fees/Services			
Accounting fees	\$ 3,993.75	\$ 4,000.00	\$ 9,000.00
Payroll Processsing Fees	\$ 1,260.00	\$ 1,300.00	\$ 1,300.00
Other Profeesional Fees/Services	\$ 4,500.00	\$ 4,500.00	\$ -
Subtotal, Professional Fees/Services	\$ 9,753.75	\$ 9,800.00	\$ 10,300.00

Office expenses			
Office Supplies	\$ 4,556.34	\$ 4,000.00	\$ 3,000.00
Telephone and Internet	\$ 4,773.48	\$ 5,100.00	\$ 5,100.00
Uncatagorized expense	\$ 100.11	\$ 10.00	
Bank Charges	\$ 166.63	\$ 150.00	\$ 100.00
Square Fee	\$ 521.74	\$ 400.00	\$ 600.00
imAthlete Fee	\$ 1,389.85	\$ 1,800.00	\$ 2,000.00
Admin. Expense Reimbursements			
Subtotal, Office expenses	\$ 11,508.15	\$ 11,460.00	\$ 10,800.00

Information technology			
Software (non-capitalized)	\$ 518.40	\$ 2,140.00	\$ 960.00
Hardware (non-capitalized)	\$ -	\$ 100.00	\$ 750.00
Hardware and software maintenance	\$ 60.00		
Website Design	\$ -		

GENERAL OPERATIONS	FY 2014 Actual	FY 2015 est	FY 2016 Budget
IT/Computer			
Other IT costs (tech support, hosting, etc)	\$ 14,400.63	\$ 16,000.00	\$ 17,160.00
Subtotal, Information technology	\$ 14,979.03	\$ 18,240.00	\$ 18,870.00

Occupancy			
Clubhouse rent (Southlawn Ln)	\$ 37,200.00	\$ 39,525.00	\$ 41,013.00
Clubhouse utilities	\$ 2,591.22	\$ 7,500.00	\$ 7,500.00
Clubhouse property insurance	\$ 1,676.00	\$ 3,600.00	\$ 3,600.00
Clubhouse matls./maintenance	\$ 205.00	\$ 300.00	\$ 500.00
Subtotal, Occupancy	\$ 41,672.22	\$ 50,925.00	\$ 52,613.00

Travel			
Transportation, meals, lodging	\$ 1,931.19	\$ 2,000.00	\$ 2,000.00
Club meetings - general	\$ 384.57	\$ 1,800.00	\$ 1,300.00
Meeting Registration Fees		\$ 700.00	\$ 1,000.00
Board meeting costs	\$ 1,125.03	\$ 1,600.00	\$ 1,500.00
Subtotal, Travel	\$ 3,440.79	\$ 6,100.00	\$ 5,800.00

Interest Expense	\$ -	\$ -	\$ 200.00
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Depreciation	\$ 19,917.00	\$ 18,000.00	\$ 21,000.00
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Insurance			
Liability Insurance	\$ 10,616.70	\$ 11,000.00	\$ 11,500.00
Other insurance	\$ 5,245.00	\$ 5,200.00	\$ 5,200.00
Subtotal, Insurance	\$ 15,861.70	\$ 16,200.00	\$ 16,700.00

Misc			
Printing and Reproduction	\$ 274.91	\$ 150.00	\$ 500.00
Taxes			
Misc. Admin.	\$ 475.00	\$ 850.00	
Club Communications - Expense:	\$ 8,939.13	\$ 9,100.00	\$ 9,100.00
USATF Dues		\$ 600.00	
RRCA Dues	\$ 5,764.30	\$ 6,100.00	\$ 6,100.00
Drop in Runs	\$ -	\$ 100.00	\$ 400.00
Other miscellaneous expenses	\$ 0.76	\$ 150.00	
Subtotal, Misc	\$ 15,454.10	\$ 17,050.00	\$ 16,100.00

Postage/PO Box	\$ 9,006.35	\$ 4,900.00	\$ 4,900.00
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TOTAL OPERATING EXPENSES	\$ 246,875.60	\$ 259,575.00	\$ 267,483.00
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Net Operating Profit / (Net Operating Loss)	\$ (237,930.98)	\$ (255,025.00)	\$ (259,683.00)
Percentage Profit / -Percentage Loss	-96.38%	-98.25%	-97.08%

PROGRAMS BREAKDOWN	FY 2014 Actual	FY 2015 est	FY 2016 Budget
PROGRAMS REVENUE			
MCM Room	\$ 7,837.55	\$ 8,500.00	\$ 8,500.00
Training Program Revenue	\$ 159,532.69	\$ 168,000.00	\$ 168,000.00
TOTAL PROGRAMS REVENUE	\$ 167,370.24	\$ 176,500.00	\$ 176,500.00

GENERAL PROGRAMS EXPENSES			
General Overhead			
Staff	\$ 17,316.00	\$ 17,582.03	\$ 18,124.79
Occupancy	\$ 5,100.20	\$ 6,002.50	\$ 6,071.30
Communications	\$ 7,792.84	\$ 8,332.50	\$ 8,830.80
Insurance, Sanctioning	\$ 5,406.50	\$ 5,575.00	\$ 5,700.00
Subtotal, General Overhead	\$ 35,615.54	\$ 37,492.03	\$ 38,726.89

Program supplies and operations			
Background Checks	\$ 1,995.00	\$ 2,000.00	\$ 2,000.00
MCM Room	\$ 7,169.93	\$ 7,500.00	\$ 7,500.00
Equipment - new	\$ -		
Equipment - consumables	\$ 12.69	\$ 25.00	\$ 500.00
Food/Beverage	\$ 3,542.33	\$ 3,500.00	\$ 4,300.00
T shirts and Premiums	\$ 46,843.41	\$ 42,000.00	\$ 45,000.00
Service rental	\$ 947.25	\$ 2,600.00	\$ 2,600.00
Banquets/dinner	\$ 18,602.13	\$ 19,200.00	\$ 19,200.00
Pace Coach Gifts	\$ 8,582.77	\$ 8,600.00	\$ 8,600.00
Certification Reimbursement/Other Training	\$ 9,091.50	\$ 9,000.00	\$ 9,000.00
Subtotal, Program supplies and operations	\$ 96,787.01	\$ 94,425.00	\$ 98,700.00

TOTAL PROGRAMS EXPENSES	\$ 132,402.55	\$ 131,917.03	\$ 137,426.89
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Net Income/(Net Loss)	\$ 34,967.69	\$ 44,582.97	\$ 39,073.11
Profit	26.41%	33.80%	28.43%

RACES BREAKDOWN	FY 2014 Actual	FY 2015 est	FY 2016 Budget
RACES REVENUE			
Races Revenue			
Race entries	\$ 335,294.13	\$ 388,000.00	\$ 399,000.00
Sponsorship	\$ 28,130.00	\$ 27,000.00	\$ 34,000.00
Photo Contract			
Upgrades Purchased	\$ 10,880.84	\$ 12,500.00	\$ 8,000.00
Club race chip fees	\$ 2,683.00	\$ 2,500.00	\$ 1,800.00
TOTAL RACES REVENUE	\$ 376,987.97	\$ 430,000.00	\$ 442,800.00

GENERAL RACES EXPENSES			
General Overhead Allocations			
Staff	\$ 39,761.40	\$ 40,372.27	\$ 41,618.56
Occupancy	\$ 28,051.12	\$ 33,013.75	\$ 33,392.15
Communications	\$ 7,792.84	\$ 8,332.50	\$ 8,830.80
Insurance, Sanctioning	\$ 8,650.40	\$ 8,920.00	\$ 9,120.00
Subtotal, General Overhead	\$ 84,255.77	\$ 90,638.52	\$ 92,961.51

Race supplies and operations			
Equipment new	\$ 9,307.80	\$ 5,500.00	\$ 5,500.00
Equipment maintenance	\$ 1,613.30	\$ 1,000.00	\$ 1,000.00
Equipment - consumables	\$ 17,222.55	\$ 35,000.00	\$ 35,000.00
Food/Beverage	\$ 31,955.22	\$ 31,000.00	\$ 31,000.00
T shirts and Premiums	\$ 122,252.43	\$ 124,000.00	\$ 124,000.00
Club race timing	\$ 810.00	\$ -	
Permitting	\$ 18,762.06	\$ 19,000.00	\$ 23,000.00
Police/EMT support	\$ 8,660.00	\$ 13,000.00	\$ 13,000.00
Equipment rental	\$ 28,956.07	\$ 29,000.00	\$ 29,000.00
Service rental	\$ 21,535.33	\$ 23,000.00	\$ 23,000.00
Race Awards	\$ 15,213.28	\$ 14,000.00	\$ 12,500.00
Invited Runner Expense			
Banquets/dinners			
Race Director/Team Captains Gifts	\$ 5,368.50	\$ 5,000.00	\$ 6,000.00
Background Checks			
Certification Reimbursement/Other Training	\$ 100.00		
Race Proceed Distribution	\$ 19,188.56	\$ 19,000.00	\$ 18,500.00
Major Races			
Low Key Race Expenses			
Subtotal, Race supplies and operations	\$ 300,945.10	\$ 318,500.00	\$ 321,500.00

Green Team	\$ 490.63	\$ 925.00	\$ 925.00
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Advertising and promotion			
Advertising	\$ 9,587.81	\$ 5,100.00	\$ 5,100.00
Subtotal, Advertising and promotion	\$ 9,587.81	\$ 5,100.00	\$ 5,100.00

Club Van supplies and repairs	\$ 1,256.15	\$ 1,000.00	\$ 1,000.00
Subtotal Race Expenses	\$ 396,535.46	\$ 416,163.52	\$ 421,486.51
Minus low key race estimate (allocated to membership)	\$ (55,000.00)	\$ (55,000.00)	\$ (55,000.00)
TOTAL RACE EXPENSES	\$ 341,535.46	\$ 361,163.52	\$ 366,486.51

Net Income/(Net Loss)	\$ 35,452.51	\$ 68,836.48	\$ 76,313.49
Profit	10.38%	19.06%	20.82%

MEMBERSHIP SERVICES	FY 2014 Actual	FY 2015 est	FY 2016 Budget
INCOME FROM MEMBERSHIP			
Membership dues and contributions:			
Membership Dues	\$ 96,463.42	\$ 90,000.00	\$ 90,000.00
Member Contributions	\$ 1,105.60	\$ 500.00	\$ 500.00
Interest and Dividend Income	\$ 7,546.31	\$ 2,400.00	\$ 6,400.00
Other Income	\$ 1,398.31	\$ 2,150.00	\$ 1,400.00
TOTAL MEMBERSHIP DUES & CONTRIBUTIONS	\$ 106,513.64	\$ 95,050.00	\$ 98,300.00

GENERAL MEMBERSHIP EXPENSES			
General Overhead Allocations			
Staff	\$ 4,947.43	\$ 5,023.44	\$ 5,178.51
Occupancy	\$ 5,100.20	\$ 6,002.50	\$ 6,071.30
Communications	\$ 7,792.84	\$ 8,332.50	\$ 8,830.80
Insurance, Sanctioning	\$ 2,162.60	\$ 2,230.00	\$ 2,280.00
Prof Fees, administrative overhead	\$ 25,433.38	\$ 27,100.00	\$ 26,010.00
Depreciation	\$ 19,917.00	\$ 18,000.00	\$ 21,000.00
Subtotal, General Overhead	\$ 65,353.45	\$ 66,688.44	\$ 69,370.61

Social Events

Social Events	\$ 4,984.68	\$ 4,060.00	\$ 4,500.00
Awards Party	\$ 8,692.19	\$ 9,600.00	\$ 10,000.00
Subtotal, Social Events	\$ 13,676.87	\$ 13,660.00	\$ 14,500.00

Community Support Items -

Donations/Gifts			
MD RRCA Initiatives	\$ 1,600.00	\$ 1,600.00	\$ 1,600.00
Sunshine Fund	\$ 374.64	\$ 150.00	\$ 500.00
Community Outreach	\$ 1,215.00	\$ 500.00	\$ 1,500.00
RRCA- Roads Scholar/MS Challenge		\$ 500.00	\$ 500.00
Subtotal, Donations/Gifts	\$ 3,189.64	\$ 2,750.00	\$ 4,100.00

Grants			
Scholarship awards	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
Subtotal, Grants	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
Total Community Support	\$ 11,189.64	\$ 10,750.00	\$ 12,100.00

Club Awards			
Misc club awards	\$ 3,796.04	\$ 4,425.00	\$ 4,400.00
Yearly Awards - Championship and XC series	\$ 7,795.00	\$ 3,555.00	\$ 3,600.00
Running with Courage Award			\$ 100.00
Yearly Awards - Lifetime Achievement			
Yearly Awards - Presidents Award			
Yearly Awards - Runner of the year	\$ 399.00	\$ 725.00	\$ 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			
Year Awards - Outstanding Participation	\$ 50.00	\$ -	
Youth Participation Award	\$ 1,136.50		\$ 500.00
RD/PD awards	\$ 2,092.00	\$ 4,910.00	\$ 5,000.00
Subtotal, Club Awards	\$ 15,268.54	\$ 13,615.00	\$ 14,325.00

Member Participation

Drop in Runs			\$ 400.00
Team Programs	\$ 3,647.52	\$ 4,000.00	\$ 6,700.00
Youth Running Series	\$ 1,689.61	\$ 950.00	\$ 900.00
Participation Series		\$ 545.00	\$ 1,000.00
Subtotal, Member Participation	\$ 5,337.13	\$ 5,495.00	\$ 9,000.00

Low Key Race Series	\$ 55,000.00	\$ 55,000.00	\$ 55,000.00
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TOTAL MEMBERSHIP SERVICES EXPENSES	\$ 165,825.63	\$ 165,208.44	\$ 174,295.61
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Net Income/(Net Loss)	\$ (59,311.99)	\$ (70,158.44)	\$ (75,995.61)
Profit	-35.77%	-42.47%	-43.60%

RACE MGMT SERVICES (RMS)	FY 2014 Actual	FY 2015 est	FY 2016 Budget
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INCOME FROM RMS

RMS			
RMS timing/scoring revenue	\$ 77,193.51	\$ 59,000.00	\$ 66,000.00
RMS equipment rental	\$ 28,142.61	\$ 28,000.00	\$ 22,000.00
Mailing list rental	\$ 2,956.56	\$ 1,400.00	\$ 2,000.00
TOTAL RMS INCOME	\$ 108,292.68	\$ 88,400.00	\$ 90,000.00

GENERAL RMS EXPENSES

General Overhead Allocations			
Staff	\$ 43,257.68	\$ 43,922.26	\$ 45,278.14
Occupancy	\$ 12,750.51	\$ 15,006.25	\$ 15,178.25
Insurance, Sanctioning	\$ 5,406.50	\$ 5,575.00	\$ 5,700.00
Subtotal, General Overhead	\$ 61,414.69	\$ 64,503.51	\$ 66,156.39

RMS Expenses			
RMS Staff Payments	\$ 24,932.00	\$ 23,000.00	\$ 24,000.00
RMS Reimbursements			
RMS Rentals and Other Fees	\$ 3,811.23	\$ 100.00	\$ 3,000.00
Subtotal, RMS Expenses	\$ 28,743.23	\$ 23,100.00	\$ 27,000.00
TOTAL RMS EXPENSES	\$ 90,157.92	\$ 87,603.51	\$ 93,156.39

Net Income/(Net Loss)	\$ 18,134.76	\$ 796.49	\$ (3,156.39)
Profit	20.11%	0.91%	-3.39%