

2018 Budget Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	137,300	429,884	103,993	\$ 99,700	770,877
Expense	\$ 235,595	116,409	295,774	103,850	\$ 32,154	548,187
Net Income	\$ (235,595)	20,891	134,110	143	\$ 67,546	222,690
Profit %	-100%	18%	45%	0%	210%	41%

2018 Budget Allocation Adjustment						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Income Before General Operations Allocation	\$ (235,595)	\$ 20,891	\$ 134,110	\$ 143	\$ 67,546	\$ 222,690
Allocation	\$ 235,595	\$ 40,799	\$ 73,775	\$ 61,204	\$ 59,586	\$ 235,365
Net Income After Allocation		\$ (19,908)	60,335	\$ (61,061)	\$ 7,960	\$ (12,675)

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2017 Actuals without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	-	131,658	405,763	100,493	113,040	750,955
Expense	231,982	106,784	275,992	123,428	22,817	529,021
Net Income	(231,982)	24,874	129,771	(22,935)	90,223	221,933
Profit %	-100%	23%	47%	-19%	395%	42%

2017 Actual Allocation Adjustment						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Income Before General Operations Allocation	\$ (231,982)	\$ 24,874	\$ 129,771	\$ (22,935)	\$ 90,223	\$ 221,933

Allocation	\$ 231,982	\$ 40,216	\$ 73,642	\$ 60,644	\$ 57,472	\$ 231,973
Net Income After Allocation		\$ (15,342)	56,129	\$ (83,579)	\$ 32,751	\$ (10,040)

2016 Actuals Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	151,021	463,845	76,282	88,399	779,547
Expense	\$ 246,340	98,987	317,735	108,889	25,438	\$ 551,049
Net Income	(246,340)	52,035	146,110	(32,608)	62,962	228,499
Profit %	-100%	53%	46%	-30%	248%	41%

2016 Actual Allocation Adjustment						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Income Before General Operations Allocation	\$ (246,341)	\$ 52,035	\$ 146,110	\$ (32,608)	\$ 62,962	\$ 228,499
Allocation	\$ 246,341	\$ 40,245	\$ 79,788	\$ 66,460	\$ 59,843	\$ 246,335
Net Income After Allocation		\$ 11,790	66,322	\$ (99,068)	\$ 3,119	\$ (17,836)

GENERAL OPERATIONS	FY 2016 Actual	FY 2017 Actual	FY 2018 Budget
GENERAL REVENUE			
<u>Interest and dividend income</u>			
Interest & Dividend Income	\$ 3,260	3,168	\$ 3,593
Realized gain/loss	\$ -	-	
Unrealized gain/loss	\$ 4,071	10,110	\$ 6,800
Subtotal: Interest and dividend income	\$ 7,331	13,277	\$ 10,393

<u>Other Income</u>			
Club Clothing and Merchandise			
Advertising/inserts			
Misc. Income		100	
Uncategorized income	\$ 1,846	0	\$ 500
Subtotal:Other income	\$ 1,846	100	\$ 500

TOTAL GENERAL REVENUE	\$ 9,177	13,377	\$ 10,893
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GENERAL EXPENSES			
<u>Compensation</u>			
Wages - new payroll	\$ 100,161	\$ 102,160	\$ 110,000
Subtotal,Compensation	\$ 100,161	\$ 102,160	\$ 110,000

<u>Payroll taxes</u>			
taxes - new payroll	\$ 7,864	\$ 7,572	\$ 8,250
Subtotal, Payroll taxes	7,864	\$ 7,572	\$ 8,250

<u>Professional Fees/Services</u>			
Accounting fees	\$ 5,925	\$ 6,300	\$ 5,300
Legal Fees		\$ 300	
Payroll Processsing Fees	\$ 1,260	\$ 1,250	\$ 1,236
Other Profeesional Fees/Services	\$ 775	\$ 1,670	\$ -

Subtotal, Professional Fees/Services	\$ 7,960	\$ 9,520	\$ 6,536
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Office expenses			
Office Supplies	\$ 5,098	\$ 2,092	\$ 2,300
Telephone and Internet	\$ 5,007	\$ 5,133	\$ 5,400
Uncategorized expense	\$ 1,796	\$ (5,716)	\$ 2,000
Bank Charges	\$ 115	\$ 54	
Square Fee	\$ 932	\$ 679	\$ 720
imAthlete Fee	\$ 777	\$ 1,044	\$ 1,000
Admin. Expense Reimbursements			
Subtotal, Office expenses	\$ 13,725	\$ 3,286	\$ 11,420

Information technology			
Software (non-capitalized)	\$ 2,045	\$ 776	980
Hardware (non-capitalized)	\$ -	\$ 361	361
Hardware and software maintenance			
Website Design			
IT/Computer			
Other IT costs (tech support, hosting, etc)	\$ 13,949	\$ 14,267	14,000
Subtotal, Information technology	\$ 15,994	\$ 15,404	15,341

Occupancy			
Clubhouse rent (Southlawn Ln)	\$ 36,374	\$ 18,585	\$ 21,066
Clubhouse utilities	\$ 3,062	\$ 3,905	\$ 2,300
Clubhouse property insurance	\$ 3,692	\$ 4,174	\$ 4,174
Clubhouse matls./maintenance	\$ -	\$ 4,733	\$ 100
Subtotal, Occupancy	\$ 43,128	\$ 31,397	\$ 27,640

Travel			
Transportation, meals, lodging	\$ 750	\$ 1,821	\$ 900
Club meetings - general	\$ 3,836	\$ 2,640	\$ 2,700
Meeting Registration Fees	\$ 730	\$ 730	\$ 750
Board meeting costs	\$ 1,641	\$ 2,357	\$ 2,400
Subtotal, Travel	\$ 6,957	\$ 7,548	\$ 6,750

Interest Expense		\$ -	\$ -
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Depreciation	\$ 19,861	\$ 20,034	\$ 18,500
Insurance			
Liability Insurance	\$ 9,740	\$ 10,829	\$ 10,000
Other insurance	\$ 2,224	\$ 3,627	\$ 2,768
Subtotal, Insurance	\$ 11,964	\$ 14,456	\$ 12,768

Misc

Printing and Reproduction	\$ -	\$ 160	\$ 160
Taxes			
Misc. Admin.	\$ -	\$ 913	\$ 200
Club Communications - Expense:	\$ 8,920	9,465	\$ 8,900
USATF Dues	\$ 30	1,155	\$ 30
RRCA Dues	\$ 5,048	5,008	\$ 5,100
Drop in Runs	\$ -	-	
Other miscellaneous expenses	\$ 489	(24)	
Subtotal, Misc	\$ 14,487	16,677	\$ 14,390

Postage/PO Box	\$ 4,240	3,928	\$ 4,000
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TOTAL OPERATING EXPENSES	\$ 246,340	231,982	\$ 235,595
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Net Operating Profit / (Net Operating Loss)	\$ (237,163)	\$ (218,605)	\$ (224,702)
Percentage Profit / -Percentage Loss	-96%	-94%	-95.38%

PROGRAMS BREAKDOWN	FY 2016 Actual	FY 2017 Actual	FY 2018 Budget
PROGRAMS REVENUE			
MCM Room	\$ 8,915	\$ 7,973	\$ 8,300
Training Program Revenue	\$ 142,106	\$ 123,685	\$ 129,000
TOTAL PROGRAMS REVENUE	\$ 151,021	\$ 131,658	\$ 137,300

GENERAL PROGRAMS EXPENSES			
General Overhead			
Staff	\$ 23,010	\$ 23,580	\$ 25,188
Occupancy	\$ 5,435	\$ 3,862	\$ 3,534
Communications	\$ 7,547	\$ 7,884	\$ 7,610
Insurance, Sanctioning	\$ 4,253	\$ 4,866	\$ 4,467
Subtotal, General Overhead	\$ 40,245	\$ 40,216	\$ 40,799

Program supplies and operations			
Background Checks	\$ -	1,995	\$ 2,000
MCM Room	\$ 14,055	8,757	\$ 9,500
Equipment - new	\$ -		
Equipment - consumables	\$ 147	374	\$ 100
Food/Beverage	\$ 4,472	5,504	\$ 5,000
T shirts and Premiums	\$ 50,938	45,346	\$ 48,000
Program Proceed Distributions			\$ 700
Permitting Programs	\$ 100	14,513	\$ 15,000
Service rental	\$ 300	800	\$ 300
Banquets/dinner	\$ 13,880	19,453	\$ 20,109
Pace Coach Gifts	\$ 6,872	5,765	\$ 7,500
Certification Reimbursement/Other Training	\$ 8,224	4,278	\$ 8,200
Subtotal, Program supplies and operations	\$ 98,987	106,784	\$ 116,409

TOTAL PROGRAMS EXPENSES	\$ 139,231	\$ 147,000	\$ 157,208
Allocation Expenses	\$ 40,245	40,216	\$ 40,799

Total Program Expenses Net of Allocation	\$	98,987	106,784	\$	116,409
Net Income/Net Loss	\$	52,035	24,874	\$	20,891
Profit		53%	23%		18%

MEMBERSHIP SERVICES	FY 2016 Actual	FY 2017 Actual	FY 2018 Budget
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INCOME FROM MEMBERSHIP

Membership dues and contributions:			
Membership Dues	\$ 66,063	\$ 83,111	90,000
Member Contributions	682	\$ 705	800
Running Performance Lab Revenue	\$ 360	\$ 3,300	2,300
Interest and Dividend Income	\$ 7,331	\$ 13,277	10,393
Other Income	\$ 1,846	\$ 100	500
TOTAL MEMBERSHIP DUES & CONTRIBUTIONS	\$ 76,282	\$ 100,493	\$ 103,993

GENERAL MEMBERSHIP EXPENSES			
General Overhead Allocations			
Staff	\$ 6,574	\$ 6,678	\$ 7,197
Occupancy	\$ 5,435	\$ 3,862	\$ 3,534
Communications	\$ 7,547	\$ 7,884	\$ 7,610
Insurance, Sanctioning	\$ 1,701	\$ 1,946	\$ 1,787
Prof Fees, administrative overhead	\$ 25,341	\$ 20,239	\$ 22,577
Depreciation	\$ 19,861	\$ 20,034	\$ 18,500
Subtotal, General Overhead	\$ 66,460	\$ 60,644	\$ 61,204

Social Events

Social Events	\$ 12,215	\$ 19,056	\$ -
Awards Party	\$ 7,525	\$ 16,664	\$ 10,000
Subtotal, Social Events	\$ 19,740	\$ 35,720	\$ 10,000

Community Support Items -

Donations/Gifts			
MD RRCA Initiatives	\$ 461	\$ 1,000	\$ 1,000
Sunshine Fund	\$ 65	\$ 1,426	\$ 500
Community Outreach	\$ 410	\$ 2,000	\$ 2,000
RRCA- Roads Scholar/MS Challenge		\$ -	\$ 500
Subtotal, Donations/Gifts	\$ 936	\$ 4,426	\$ 4,000

Grants			
Scholarship awards	\$ 8,000	\$ 4,000	\$ 8,000
Subtotal, Grants	\$ 8,000	\$ 4,000	\$ 8,000
Total Community Support	\$ 8,936	\$ 8,426	\$ 12,000
Club Awards			
Misc club awards	\$ 5,365	\$ 6,558	\$ 6,600
Yearly Awards - Championship and XC series	\$ 8,430	\$ 8,170	\$ 8,400
Running with Courage Award			
Yearly Awards - Lifetime Achievement		\$ 100	\$ 100
Yearly Awards - Presidents Award			
Yearly Awards - Runner of the year	\$ 486	\$ 461	\$ 500
Yearly Awards - High School Runner			
Yearly Awards - Coach of the Year		\$ 350	\$ 350
Yearly Awards - Volunteer of the Year	\$ 450	\$ 350	\$ 350
Yearly Awards - Race Director of Year		\$ 350	\$ 350
Yearly Awards - Most Improved Runner			
Yearly Awards - Journalism			
Yearly Awards - Volunteer Service		\$ -	
Year Awards - Outstanding Participation		\$ -	
Youth Participation Award			
RD/PD awards	\$ 2,320	\$ 3,034	\$ 3,000
Subtotal, Club Awards	\$ 17,051	\$ 19,372	\$ 19,650

Member Participation

Drop in Runs			\$ 400
Performance Lab Expense		\$ 1,504	\$ 1,000
Team Programs	\$ 7,370	\$ 2,901	\$ 4,300
Youth Running Series	\$ 470	\$ 505	\$ 800
Participation Series	\$ 323		\$ 700
Subtotal, Member Participation	\$ 8,163	\$ 4,910	\$ 7,200

Low Key Race Series	\$ 55,000	\$ 55,000	\$ 55,000
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TOTAL MEMBERSHIP SERVICES EXPENSES	\$ 175,349	\$ 184,072	\$ 165,054
Allocation Expense	\$ 66,460	\$ 60,644	\$ 61,204
Expenses Net of Allocation	\$ 108,889	\$ 123,428	\$ 103,850
Net Income/(Net Loss)	\$ (32,608)	\$ (22,935)	\$ 143
Profit	-30%	-19%	0%

RACES BREAKDOWN	FY 2016 Actual	FY 2017 Actual	FY 2018 Budget
RACES REVENUE			
Races Revenue			
Race entries	410,217	\$ 356,075	\$ 378,902
Sponsorship	\$ 43,202	\$ 33,910	\$ 40,000
Photo Contract			
Upgrades Purchased	\$ 9,199	\$ 12,896	\$ 10,109
Club race chip fees	1,226	\$ 2,883	\$ 873
TOTAL RACES REVENUE	\$ 463,845	\$ 405,763	\$ 429,884

GENERAL RACES EXPENSES			
General Overhead Allocations			
Staff	\$ 36,158	\$ 36,730	\$ 39,581
Occupancy	\$ 29,278	\$ 21,242	\$ 19,437
Communications	\$ 7,547	\$ 7,884	\$ 7,610
Insurance, Sanctioning	\$ 6,805	\$ 7,786	\$ 7,147
Subtotal, General Overhead	\$ 79,788	\$ 73,642	\$ 73,775

Race supplies and operations			
Equipment new	\$ 2,565	\$ 651	800
Equipment maintenance	\$ 1,448	\$ 1,641	1,600
Equipment - consumables	\$ 16,582	\$ 27,748	23,400
Food/Beverage	\$ 35,519	\$ 37,291	38,000
T shirts and Premiums	\$ 176,861	\$ 161,299	173,054
Permitting	\$ 32,019	\$ 22,249	23,000
Police/EMT support	\$ 5,022	\$ 3,590	5,100
Equipment rental	\$ 30,013	\$ 22,490	20,500
Service rental	\$ 27,374	\$ 22,617	24,000
Race Awards	\$ 17,262	\$ 12,098	17,000
Invited Runner Expense	\$ 145		

Banquets/dinners	\$ 147		
Race Director/Team Captains Gifts	\$ -	\$ 370	370
Background Checks			
Certification Reimbursement/Other Training	\$ 300	\$ 385	400
Race Proceed Distribution	\$ 19,243	\$ 14,833	19,500
Major Races			
Low Key Race Expenses			
Subtotal, Race supplies and operations	\$ 364,500	\$ 327,261	346,724

Green Team	\$ -	\$ -	1,050
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Advertising and promotion			
Advertising	\$ 6,109	1,474	1,500
Public Relations	\$ 796		
Subtotal, Advertising and promotion	\$ 6,906	1,474	1,500

Club Van supplies and repairs	\$ 1,329	2,257	1,500
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Subtotal Race Expenses	\$ 452,522	404,634	424,549
minus low key race estimate (allocated to membership)	\$ (55,000)	(55,000)	(55,000)
TOTAL RACE EXPENSES	\$ 397,522	349,634	369,549

Allocation Expense	\$ 79,788	\$ 73,642	73,775
Expense Net of Allocation	\$ 317,735	\$ 275,992	295,774
Net Income/(Net Loss)	\$ 146,110	\$ 129,771	134,110
Profit	46%	47%	45%

RACE MGMT SERVICES (RMS)	FY 2016 Actual	FY 2017 Actual	FY 2018 Budget
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INCOME FROM RMS

RMS			
RMS timing/scoring revenue	\$ 40,466	\$ 71,566	\$ 48,950
RMS Chip Revenue			\$ 8,050
RMS equipment rental	\$ 43,834	\$ 40,174	\$ 40,000
Mailing list rental	\$ 4,100	\$ 1,300	\$ 2,700
TOTAL RMS INCOME	\$ 88,399	\$ 113,040	\$ 99,700

GENERAL RMS EXPENSES			
General Overhead Allocations			
Staff	\$ 42,282	\$ 42,950	\$ 46,284
Occupancy	\$ 13,308	\$ 9,656	\$ 8,835
Insurance, Sanctioning	\$ 4,253	\$ 4,866	\$ 4,467
Subtotal, General Overhead	\$ 59,843	\$ 57,472	\$ 59,586

RMS Expenses			
RMS Staff Payments	\$ 24,661	\$ 21,408	\$ 24,000
Club Race Timing	\$ 537	\$ 10	
RMS Chip Expense			\$ 4,554
RMS Reimbursements			
RMS Course Mapping	\$ 240.00	\$ 1,076	\$ 1,100
RMS Rentals and Other Fees		\$ 323	\$ 2,500
Subtotal, RMS Expenses	\$ 25,438	\$ 22,817	\$ 32,154
TOTAL RMS EXPENSES	\$ 85,281	\$ 80,288	\$ 91,740
Allocation Expense	\$ 59,843	\$ 57,472	\$ 59,586
Expense Net of Allocation	\$ 25,438	\$ 22,817	\$ 32,154
Net Income/(Net Loss)	\$ 62,962	\$ 32,751	\$ 7,960
Profit	248%	395%	210%

Montgomery County Road Runners Club

Profit and Loss

January - December 2017

	Total	
	Jan - Dec 2017	Jan - Dec 2016 (PY)
Income		
41000 Membership dues and contributions		
41100 Membership dues	83,110.60	66,062.50
41200 Contributions	705.14	682.04
Total 41000 Membership dues and contributions	\$ 83,815.74	\$ 66,744.54
42000 Race and training revenue		
42010 Race entries	355,199.73	410,217.14
42020 Sponsorship	33,910.00	43,202.40
42040 Upgrades purchased	12,895.55	9,199.18
42050 Club race chip fees	2,883.00	1,226.00
42090 RMS		
42100 RMS timing/scoring revenue	71,565.89	40,465.87
42150 RMS equipment/cone rental	40,173.81	43,833.56
Total 42090 RMS	\$ 111,739.70	\$ 84,299.43
42200 MCM Room	7,973.00	8,915.00
42800 Training program revenue	123,685.43	142,106.49
Total 42000 Race and training revenue	\$ 649,161.41	\$ 699,165.64
42300 Stride Clinic Revenue	3,300.00	360.00
43000 Investment income		
43100 Interest income	1,916.59	1,163.12
43200 Dividend income	1,250.95	2,096.75
43400 Unrealized gain/loss	10,109.79	4,070.81
Total 43000 Investment income	\$ 13,277.33	\$ 7,330.68
45000 Royalties		
45100 Mailing list rental	1,300.00	4,100.00
Total 45000 Royalties	\$ 1,300.00	\$ 4,100.00
49000 Other income		
49900 Misc. income	100.00	0.26
49920 Uncategorized income	0.02	1,836.35

49940 Old transactions never cleared			160.00
Total 49900 Misc. income	\$	100.02	\$ 1,996.61
Total 49000 Other income	\$	100.02	\$ 1,996.61
Unapplied Cash Payment Income		0.00	-50.00
XX DO NOT USE			-100.00
Total Income	\$	750,954.50	\$ 779,547.47
Gross Profit	\$	750,954.50	\$ 779,547.47
Expenses			
51000 Grants			
51020 Scholarship awards		4,000.00	8,000.00
Total 51000 Grants	\$	4,000.00	\$ 8,000.00
52000 Compensation			
Wages - new payroll		102,159.72	100,160.83
Total 52000 Compensation	\$	102,159.72	\$ 100,160.83
52500 Payroll taxes		-391.31	
Taxes - new payroll		7,963.01	7,863.99
Total 52500 Payroll taxes	\$	7,571.70	\$ 7,863.99
53000 Professional fees and services			
53050 Legal fees		300.00	
53100 Accounting fees		6,300.00	5,925.00
53300 Payroll processing fees		1,250.00	1,260.00
53400 Other services		1,670.00	775.00
Total 53000 Professional fees and services	\$	9,520.00	\$ 7,960.00
53800 Advertising and promotion			
53820 Publicity/PR			796.18
53840 Advertising		1,473.62	6,109.36
Total 53800 Advertising and promotion	\$	1,473.62	\$ 6,905.54
54000 Office expenses			
54020 Office supplies		2,091.58	5,097.86
54040 Telephone and internet		5,133.49	5,007.06
54050 Uncategorized expenses		-5,716.33	1,796.10
54080 Bank charges		53.81	115.00
54090 Square Fee		679.43	932.32
54100 IAmAthlete Fee		1,044.12	776.77
Total 54000 Office expenses	\$	3,286.10	\$ 13,725.11

54600 Information technology		
54610 Software (non-capitalized)	776.20	2,045.40
54630 Hardware and software maintenance	360.75	
54690 Other IT costs (tech support, hosting, etc.)	14,267.22	13,948.74
Total 54600 Information technology	\$ 15,404.17	\$ 15,994.14
55000 Occupancy		
55010 Clubhouse rent (Southlawn Ln)	18,584.83	36,374.03
55020 Clubhouse utilities	3,905.43	3,061.65
55030 Clubhouse property insurance	4,174.00	3,692.00
55040 Clubhouse matls./maintenance	4,733.01	
Total 55000 Occupancy	\$ 31,397.27	\$ 43,127.68
55200 Travel		
55250 Transportation, meals, lodging	1,820.92	749.63
55350 Club van supplies and repairs	2,257.48	1,329.41
Total 55200 Travel	\$ 4,078.40	\$ 2,079.04
55400 Conferences, conventions and meetings		
55410 Club meetings - general	2,640.32	3,836.04
55420 Meeting Registration Fees	730.00	730.00
55430 MCM room	8,756.60	14,054.70
55440 Board meeting costs	2,356.84	1,640.97
55460 Volunteer Picnic/Events	19,056.28	12,214.92
55470 Awards party	16,664.00	7,525.20
Total 55400 Conferences, conventions and meetings	\$ 50,204.04	\$ 40,001.83
55490 Stride Clinic Expense	1,503.94	
55800 Depreciation	20,034.00	19,861.14
55900 Insurance		
55920 Liability insurance	10,829.22	9,739.50
55980 Other insurance	3,627.00	2,224.00
Total 55900 Insurance	\$ 14,456.22	\$ 11,963.50
56000 Race supplies and operations		
56050 Equipment new	650.86	2,565.15
56100 Equipment maintenance	1,641.35	1,448.05
56150 Equipment - consumables	27,747.80	16,582.45
56200 Food/beverages	37,291.11	35,518.70
56250 T-shirts and premiums	161,299.07	176,860.66

56300 Club Race Timing	10.00	536.79
56320 RMS staff payment	21,407.80	24,661.00
56330 RMS Course Mapping	1,075.97	240.00
56360 RMS rentals and other fees	322.77	
56420 Permitting	22,249.00	32,019.20
56440 Police/EMT support	3,590.00	5,022.00
56460 Equipment rental	22,489.67	30,012.62
56480 Service rentals	22,616.54	27,373.55
56520 Race awards	12,098.10	17,261.98
56540 Invited runner expense		145.39
56620 Banquets/dinners		146.88
56640 Race Director/Team Captains Gifts	369.83	
56680 Certification reimbursements/other training	385.00	300.00
56700 Race proceed distribution	14,832.93	19,243.44
Total 56000 Race supplies and operations	\$ 350,077.80	\$ 389,937.86
57000 Program supplies and operations		
57150 Equipment - consumables	373.57	146.78
57200 Food/beverages	5,504.46	4,471.53
57250 T-Shirts and Premiums	45,346.27	50,938.12
57420 Permititng-Programs	14,512.50	100.00
57480 Service rentals	800.00	300.00
57620 Banquets/dinners	19,453.42	13,879.76
57640 Program manager/pace coach gifts	5,764.76	6,871.89
57660 Background Checks	1,995.00	
57680 Certification reimbursements/training	4,277.50	8,224.00
Total 57000 Program supplies and operations	\$ 98,027.48	\$ 84,932.08
58000 Awards - Non-Race		
58050 Misc. club awards	6,557.82	5,365.04
58540 Yearly awards - championship and XC series	8,170.00	8,430.00
58542 Yearly awards - lifetime achievement	100.00	
58546 Yearly awards - runner of the year	460.50	485.87
58550 Yearly awards - coach of the year	350.00	
58552 Yearly awards - volunteer of the year	350.00	
58554 Yearly awards - race director of the year	350.00	
58562 Yearly awards - volunteer service		450.00

58580 Participation series			322.50
58620 RD/PD awards		3,033.81	2,320.00
Total 58000 Awards - Non-Race	\$	19,372.13	\$ 17,373.41
59000 Other expenses			
59050 Team programs		2,900.75	7,370.40
59075 Youth Running Series		505.28	469.66
59100 Printing and reproduction		160.02	
59200 Misc. admin.		913.37	
59300 Club communications		9,464.88	8,919.58
59400 USATF dues		1,155.00	30.00
59420 RRCA dues		5,007.58	5,048.44
59520 MD RRCA initiatives		1,000.00	460.86
59540 Sunshine fund		1,425.68	64.98
59560 Community outreach		2,000.00	410.00
59990 Other miscellaneous expenses		0.00	489.17
Total 59000 Other expenses	\$	24,532.56	\$ 23,263.09
60000 Postage/PO box/shipping		3,927.88	4,240.52
Unapplied Cash Bill Payment Expense		0.00	-0.76
Uncategorized Expense		-23.63	
Total Expenses	\$	761,003.40	\$ 797,389.00
Net Operating Income	-\$	10,048.90	-\$ 17,841.53
Other Expenses			
80000 Reconciliation Discrepancies		0.00	-5.00
Total Other Expenses	\$	0.00	-\$ 5.00
Net Other Income	\$	0.00	\$ 5.00
Net Income	-\$	10,048.90	-\$ 17,836.53

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