

2019 Budget Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	131,000	435,000	98,997	\$ 90,321	755,318
Expense	\$ 233,461	89,900	246,876	108,568	\$ 33,268	478,612
Net Income	\$ (233,461)	41,100	188,124	(9,571)	\$ 57,053	276,706
Profit %	-100%	46%	76%	-9%	171%	58%

2019 Budget Allocation Adjustment						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Income Before General Operations Allocation	\$ (233,461)	\$ 41,100	\$ 188,124	\$ (9,571)	\$ 57,053	\$ 276,706
Allocation	\$ 233,461	\$ 45,278	\$ 66,320	\$ 91,706	\$ 29,949	\$ 233,252
Net Income After Allocation		\$ (4,178)	121,804	\$ (101,277)	\$ 27,104	\$ 43,454

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2018 Forecast Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	-	130,918	424,900	99,491	89,777	745,086
Expense	227,584	86,561	253,049	108,570	33,286	481,466
Net Income	(227,584)	44,357	171,852	(9,079)	56,491	263,620
Profit %	-100%	51%	68%	-8%	170%	55%

2018 Forecast With Allocation						
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	General Operations	Programs	Races	Membership Services	RMS	Total
<b>Net Income Before General Operations Allocation</b>	\$ (227,584)	\$ 44,357	\$ 171,852	\$ (9,079)	\$ 57,491	\$ 264,621
<b>Allocation</b>	\$ 227,584	\$ 44,540	\$ 64,301	\$ 89,567	\$ 28,857	\$ 227,265
<b>Net Income After Allocation</b>		\$ (183)	107,551	\$ (98,646)	\$ 28,634	\$ 37,356

2017 Actual With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
<b>Revenue</b>	\$ -	130,428	406,093	99,423	113,040	748,985
<b>Expense</b>	\$ 232,065	106,725	275,992	123,487	22,817	\$ 529,021
<b>Net Income</b>	(232,065)	23,704	130,101	(24,064)	90,223	219,963
<b>Profit %</b>	-100%	22%	47%	-19%	395%	42%

2017 Actual Allocation Adjustment						
	General Operations	Programs	Races	Membership Services	RMS	Total
<b>Net Income Before General Operations Allocation</b>	\$ (232,065)	\$ 23,704	\$ 130,101	\$ (24,064)	\$ 90,223	\$ 219,964
<b>Allocation</b>	\$ 232,065	\$ 43,949	\$ 65,829	\$ 93,048	\$ 29,157	\$ 231,983
<b>Net Income After Allocation</b>		\$ (20,245)	64,272	\$ (117,112)	\$ 61,066	\$ (12,019)

<b>GENERAL OPERATIONS</b>	<b>FY 2017Actual</b>	<b>FY 2018 Projectio</b>	<b>FY 2019Budget</b>
<b>GENERAL REVENUE</b>			
<b><u>Interest and dividend income</u></b>			
Interest & Dividend Income	\$ 3,168	4,070	\$ 4,070
Realized gain/loss	\$ -	-	
Unrealized gain/loss	\$ 10,110	9,227	\$ 9,227
<b>Subtotal: Interest and dividend income</b>	<b>\$ 13,277</b>	<b>13,297</b>	<b>\$ 13,297</b>

<b><u>Other Income</u></b>			
Club Clothing and Merchandise			
Advertising/inserts			
Misc. Income	\$ 100	1,000	
Uncategorized income	\$ 0	-	\$ -
<b>Subtotal:Other income</b>	<b>\$ 100</b>	<b>1,000</b>	<b>\$ -</b>

<b>TOTAL GENERAL REVENUE</b>	<b>\$ 13,377</b>	<b>14,297</b>	<b>\$ 13,297</b>
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<b>GENERAL EXPENSES</b>			
<b><u>Compensation</u></b>			
Wages - new payroll	\$ 102,160	\$ 109,843	\$ 111,756
<b>Subtotal, Compensation</b>	<b>\$ 102,160</b>	<b>\$ 109,843</b>	<b>\$ 111,756</b>

<b><u>Payroll taxes</u></b>			
taxes - new payroll	\$ 7,572	\$ 8,436	\$ 8,700
<b>Subtotal, Payroll taxes</b>	<b>7,572</b>	<b>\$ 8,436</b>	<b>\$ 8,700</b>

<b><u>Professional Fees/Services</u></b>			
Accounting fees	\$ 6,300	\$ 2,363	\$ 2,300
Investment Magement fees			

Legal Fees	\$ 300	\$ -	\$ -
Payroll Processing Fees	\$ 1,250	\$ 1,362	\$ 1,400
Other Professional Fees/Services	\$ 1,670	\$ 1,045	\$ 1,000
<b>Subtotal, Professional Fees/Services</b>	<b>\$ 9,520</b>	<b>\$ 4,770</b>	<b>\$ 4,700</b>

<b>Office expenses</b>			
Office Supplies	\$ 2,092	\$ 2,628	\$ 2,700
Telephone and Internet	\$ 5,133	\$ 5,172	\$ 5,400
Uncategorized expense	\$ (5,716)	\$ -	\$ -
Bank Charges	\$ 54	\$ 67	\$ 75
Square Fee	\$ 679	\$ 587	\$ 600
imAthlete Fee	\$ 1,044	\$ 817	\$ 800
Admin. Expense Reimbursements			
<b>Subtotal, Office expenses</b>	<b>\$ 3,286</b>	<b>\$ 9,271</b>	<b>\$ 9,575</b>

<b>Information technology</b>			
Software (non-capitalized)	\$ 776	\$ 163	200
Hardware (non-capitalized)	\$ -	\$ -	
Hardware and software maintenance	\$ 361	\$ -	361
Website Design			
IT/Computer			
Other IT costs (tech support, hosting, etc)	\$ 14,267	\$ 10,832	10,000
<b>Subtotal, Information technology</b>	<b>\$ 15,404</b>	<b>\$ 10,994</b>	<b>10,561</b>

<b>Occupancy</b>			
Clubhouse rent (Southlawn Ln)	\$ 18,585	\$ 20,250	\$ 20,250
Clubhouse utilities	\$ 3,905	\$ 1,353	\$ 3,905
Clubhouse property insurance	\$ 4,174	\$ 4,123	\$ 4,174
Clubhouse matls./maintenance	\$ 4,733	\$ -	\$ -
<b>Subtotal, Occupancy</b>	<b>\$ 31,397</b>	<b>\$ 25,726</b>	<b>\$ 28,329</b>

<b>Travel</b>			
Transportation, meals, lodging	\$ 1,821	\$ 1,325	\$ 1,325

Club meetings - general	\$ 2,640	\$ 1,400	\$ 1,400
Meeting Registration Fees	\$ 730	\$ 1,125	\$ 1,125
Board meeting costs	\$ 2,357	\$ 1,756	\$ 1,800
<b>Subtotal, Travel</b>	<b>\$ 7,548</b>	<b>\$ 5,607</b>	<b>\$ 5,650</b>

<b>Interest Expense</b>		\$ -	\$ -
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<b>Depreciation</b>	\$ 20,034	\$ 18,711	\$ 20,000
<b>Insurance</b>			
Liability Insurance	\$ 10,829	\$ 9,910	\$ 10,000
Other insurance	\$ 3,627	\$ 3,998	\$ 4,000
<b>Subtotal, Insurance</b>	<b>\$ 14,456</b>	<b>\$ 13,908</b>	<b>\$ 14,000</b>

**Misc**

Printing and Reproduction	\$ 160	\$ 2,012	\$ 2,012
Taxes	\$ -	-	
Misc. Admin.	\$ 913	\$ -	\$ -
Club Communications - Expense:	\$ 9,465	8,892	\$ 8,900
USATF Dues	\$ 1,155	50	\$ 50
RRCA Dues	\$ 5,008	4,890	\$ 5,100
Drop in Runs	\$ 59	360	
Other miscellaneous expenses	\$ -	128	\$ 128
<b>Subtotal, Misc</b>	<b>\$ 16,760</b>	<b>16,332</b>	<b>\$ 16,190</b>

<b>Postage/PO Box</b>	\$ 3,928	3,986	\$ 4,000
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<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 232,065</b>	<b>227,584</b>	<b>\$ 233,461</b>
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<b>Net Operating Profit / (Net Operating Loss)</b>	<b>\$ (218,688)</b>	<b>\$ (213,287)</b>	<b>\$ (220,164)</b>
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Percentage Profit / -Percentage Loss	-94%	-94%	-94.30%
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<b>PROGRAMS BREAKDOWN</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Projection</b>	<b>FY 2019 Budget</b>
<b>PROGRAMS REVENUE</b>			
MCM Room	\$ 7,973	\$ 8,000	\$ 8,000
Training Program Revenue	\$ 122,455	\$ 122,918	\$ 123,000
<b>TOTAL PROGRAMS REVENUE</b>	<b>\$ 130,428</b>	<b>\$ 130,918</b>	<b>\$ 131,000</b>

<b>GENERAL PROGRAMS EXPENSES</b>			
<b>General Overhead</b>			
Staff	\$ 27,291	\$ 29,315	\$ 29,959
Occupancy	\$ 3,907	\$ 3,353	\$ 3,643
Communications	\$ 7,884	\$ 7,173	\$ 6,901
Insurance, Sanctioning	\$ 4,866	\$ 4,700	\$ 4,775
<b>Subtotal, General Overhead</b>	<b>\$ 43,949</b>	<b>\$ 44,540</b>	<b>\$ 45,278</b>

<b>Program supplies and operations</b>			
Background Checks	\$ 1,995	-	\$ 2,000
MCM Room	\$ 8,757	8,569	\$ 8,600
Equipment - new	\$ -		
Equipment - consumables	\$ 374	-	\$ 100
Food/Beverage	\$ 5,445	4,002	\$ 4,000
T shirts and Premiums	\$ 45,346	41,017	\$ 41,000
Program Proceed Distributions	\$ -	639	\$ 700
Permitting Programs	\$ 14,513	13,875	\$ 14,000
Service rental	\$ 800	550	\$ 600
Banquets/dinner	\$ 19,453	10,001	\$ 11,000
Pace Coach Gifts	\$ 5,765	5,301	\$ 5,300
Certification Reimbursement/Other Training	\$ 4,278	2,608	\$ 2,600
<b>Subtotal, Program supplies and operations</b>	<b>\$ 106,725</b>	<b>86,561</b>	<b>\$ 89,900</b>

<b>TOTAL PROGRAMS EXPENSES</b>	<b>\$ 150,674</b>	<b>\$ 131,101</b>	<b>\$ 135,178</b>
<b>Allocation Expenses</b>	<b>\$ 43,949</b>	<b>44,540</b>	<b>\$ 45,278</b>
Total Program Expenses Net of Allocation	\$ 106,725	86,561	\$ 89,900
<b>Net Income/Net Loss</b>	<b>\$ 23,704</b>	<b>44,357</b>	<b>\$ 41,100</b>
<b>Profit</b>	<b>22%</b>	<b>51%</b>	<b>46%</b>



<b>RACES BREAKDOWN</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Projection</b>	<b>FY 2019 Budget</b>
<b>RACES REVENUE</b>			
<b><u>Races Revenue</u></b>			
Race entries	356,605	\$ 370,036	\$ 370,000
Sponsorship	\$ 33,910	\$ 39,825	\$ 50,000
Photo Contract	\$ -	\$ -	\$ -
Upgrades Purchased	\$ 12,896	\$ 12,514	\$ 12,500
Club race chip fees	2,683	\$ 2,525	\$ 2,500
<b>TOTAL RACES REVENUE</b>	<b>\$ 406,093</b>	<b>\$ 424,900</b>	<b>\$ 435,000</b>

<b>GENERAL RACES EXPENSES</b>			
<b><u>General Overhead Allocations</u></b>			
Staff	\$ 28,917	\$ 31,169	\$ 31,743
Occupancy	\$ 21,242	\$ 18,439	\$ 20,036
Communications	\$ 7,884	\$ 7,173	\$ 6,901
Insurance, Sanctioning	\$ 7,786	\$ 7,519	\$ 7,640
<b>Subtotal, General Overhead</b>	<b>\$ 65,829</b>	<b>\$ 64,301</b>	<b>\$ 66,320</b>

<b><u>Race supplies and operations</u></b>			
Equipment new	\$ 651	\$ 400	400
Equipment maintenance	\$ 1,641	\$ 1,032	1,000
Equipment - consumables	\$ 27,748	\$ 12,395	13,000
Food/Beverage	\$ 37,291	\$ 30,693	31,000
T shirts and Premiums	\$ 161,299	\$ 169,467	160,000
Permitting	\$ 22,249	\$ 23,644	23,000
Police/EMT support	\$ 3,590	\$ 1,550	3,590
Equipment rental	\$ 22,490	\$ 18,608	18,700
Service rental	\$ 22,617	\$ 22,506	23,000
Race Awards	\$ 12,098	\$ 5,962	6,000

Invited Runner Expense	\$ -	\$ -	
USATF Sanctioning	\$ -	\$ 1,031	1,000
Banquets/dinners	\$ -	\$ -	
Race Director/Team Captains Gifts	\$ 370	\$ -	370
Background Checks	\$ -	\$ -	
Certification Reimbursement/Other Training	\$ 385	\$ 7,270	7,270
Race Proceed Distribution	\$ 14,833	\$ 11,646	11,646
Major Races			
Low Key Race Expenses			
<b>Subtotal, Race supplies and operations</b>	<b>\$ 327,261</b>	<b>\$ 306,204</b>	<b>299,976</b>

<b>Green Team</b>	\$ -	\$ -	-
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<b>Advertising and promotion</b>			
Advertising	\$ 1,474	1,572	1,600
Public Relations	\$ -	-	
<b>Subtotal, Advertising and promotion</b>	<b>\$ 1,474</b>	<b>1,572</b>	<b>1,600</b>

<b>Club Van supplies and repairs</b>	<b>\$ 2,257</b>	<b>273</b>	<b>300</b>
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Subtotal Race Expenses	\$ 396,822	372,349	368,196
low key race estimate (allocated to membership)	\$ (55,000)	(55,000)	(55,000)
<b>TOTAL RACE EXPENSES</b>	<b>\$ 341,822</b>	<b>317,349</b>	<b>313,196</b>
Allocation Expense	\$ 65,829	\$ 64,301	66,320
Expense Net of Allocation	\$ 275,992	\$ 253,049	246,876
<b>Net Income/(Net Loss)</b>	<b>\$ 130,101</b>	<b>\$ 171,852</b>	<b>188,124</b>
<b>Profit</b>	<b>47%</b>	<b>68%</b>	<b>76%</b>

<b>MEMBERSHIP SERVICES</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Projection</b>	<b>FY 2019 Budget</b>
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**INCOME FROM MEMBERSHIP**

<b>Membership dues and contributions:</b>			
Membership Dues	\$ 82,051	\$ 81,559	82,000
Member Contributions	695	\$ 425	500
Running Performance Lab Revenue	\$ 3,300	\$ 3,210	3,200
Interest and Dividend Income	\$ 13,277	\$ 13,297	13,297
Other Income	\$ 100	\$ 1,000	-
<b>TOTAL MEMBERSHIP DUES &amp; CONTRIBUTIONS</b>	<b>\$ 99,423</b>	<b>\$ 99,491</b>	<b>\$ 98,997</b>

<b>GENERAL MEMBERSHIP EXPENSES</b>			
<b>General Overhead Allocations</b>			
Staff	\$ 38,887	\$ 41,916	\$ 42,688
Occupancy	\$ 3,974	\$ 3,353	\$ 3,643
Communications	\$ 7,884	\$ 7,173	\$ 6,901
Insurance, Sanctioning	\$ 1,946	\$ 1,880	\$ 1,910
Prof Fees, administrative overhead	\$ 20,322	\$ 16,534	\$ 16,564
Depreciation	\$ 20,034	\$ 18,711	\$ 20,000
<b>Subtotal, General Overhead</b>	<b>\$ 93,048</b>	<b>\$ 89,567</b>	<b>\$ 91,706</b>

**Social Events**

Social Events	\$ 19,056	\$ 310	\$ 1,000
Awards Party	\$ 16,664	\$ 17,665	\$ 17,665
<b>Subtotal, Social Events</b>	<b>\$ 35,720</b>	<b>\$ 17,975</b>	<b>\$ 18,665</b>

**Community Support Items -**

<b>Donations/Gifts</b>			
MD RRCA Initiatives	\$ 1,000	\$ 300	\$ 300
Sunshine Fund	\$ 1,426	\$ 508	\$ 500
Community Outreach	\$ 2,000	\$ 2,475	\$ 2,500

RRCA- Roads Scholar/MS Challenge		\$ -	
<b>Subtotal, Donations/Gifts</b>	<b>\$ 4,426</b>	<b>\$ 3,283</b>	<b>\$ 3,300</b>

<b>Grants</b>			
Scholarship awards	\$ 4,000	\$ 10,000	\$ 8,000
<b>Subtotal, Grants</b>	<b>\$ 4,000</b>	<b>\$ 10,000</b>	<b>\$ 8,000</b>
<b>Total Community Support</b>	<b>\$ 8,426</b>	<b>\$ 13,283</b>	<b>\$ 11,300</b>

<b>Club Awards</b>			
Misc club awards	\$ 6,558	\$ 2,081	\$ 2,081
Yearly Awards - Championship and XC series	\$ 8,170	\$ 12,024	\$ 12,024
Running with Courage Award			
Yearly Awards - Lifetime Achievement	\$ 100	\$ -	
Yearly Awards - Presidents Award			
Yearly Awards - Runner of the year	\$ 461	\$ 581	\$ 581
Yearly Awards - High School Runner			
Yearly Awards - Coach of the Year	\$ 350	\$ -	
Yearly Awards - Volunteer of the Year	\$ 350	\$ -	
Yearly Awards - Race Director of Year	\$ 350	\$ -	
Yearly Awards - Most Improved Runner			
Yearly Awards - Journalism			
Yearly Awards - Volunteer Service		\$ -	
Year Awards - Outstanding Participation		\$ -	
Youth Participation Award			
RD/PD awards	\$ 3,034	\$ 1,833	\$ 1,833
<b>Subtotal, Club Awards</b>	<b>\$ 19,372</b>	<b>\$ 16,519</b>	<b>\$ 16,519</b>

**Member Participation**

Drop in Runs	\$ 59	\$ 360	\$ 400
Performance Lab Expense	\$ 1,504	\$ 1,768	\$ 2,300
Team Programs	\$ 2,901	\$ 2,881	\$ 3,600
Youth Running Series	\$ 505	\$ -	
Participation Series	\$ -	\$ 784	\$ 784
<b>Subtotal, Member Participation</b>	<b>\$ 4,969</b>	<b>\$ 5,793</b>	<b>\$ 7,084</b>

<b>Low Key Race Series</b>	\$ 55,000	\$ 55,000	\$ 55,000
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<b>TOTAL MEMBERSHIP SERVICES EXPENSES</b>	\$ 216,535	\$ 198,137	\$ 200,274
Allocation Expense	\$ 93,048	\$ 89,567	\$ 91,706
Expenses Net of Allocation	\$ 123,487	\$ 108,570	\$ 108,568
<b>Net Income/(Net Loss)</b>	\$ (24,064)	\$ (9,079)	\$ (9,571)
<b>Profit</b>	-19%	-8%	-9%

<b>RACE MGMT SERVICES (RMS)</b>	<b>FY 2017 Actual</b>	<b>FY 2018 Projection</b>	<b>FY 2019 Budget</b>
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**INCOME FROM RMS**

<b>RMS</b>			
RMS timing/scoring revenue	\$ 63,923	\$ 43,095	\$ 44,000
RMS Chip Revenue	\$ 7,643	\$ 6,021	\$ 6,021
RMS equipment rental	\$ 40,174	\$ 39,361	\$ 39,000
Mailing list rental	\$ 1,300	\$ 1,300	\$ 1,300
<b>TOTAL RMS INCOME</b>	<b>\$ 113,040</b>	<b>\$ 89,777</b>	<b>\$ 90,321</b>

**GENERAL RMS EXPENSES**

<b>General Overhead Allocations</b>			
Staff	\$ 14,636	\$ 15,776	\$ 16,066
Occupancy	\$ 9,656	\$ 8,381	\$ 9,107
Insurance, Sanctioning	\$ 4,866	\$ 4,700	\$ 4,775
<b>Subtotal, General Overhead</b>	<b>\$ 29,157</b>	<b>\$ 28,857</b>	<b>\$ 29,949</b>

<b>RMS Expenses</b>			
RMS Staff Payments	\$ 21,408	\$ 21,469	\$ 21,500
Club Race Timing	\$ 10	\$ -	
RMS Chip Expense	\$ -	\$ 6,942	\$ 6,942
RMS Reimbursements	\$ -	\$ -	
RMS Course Mapping	\$ 1,076	\$ 2,326	\$ 2,326
RMS Rentals and Other Fees	\$ 323	\$ 2,549	\$ 2,500
<b>Subtotal, RMS Expenses</b>	<b>\$ 22,817</b>	<b>\$ 33,286</b>	<b>\$ 33,268</b>

**TOTAL RMS EXPENSES**

Allocation Expense	\$ 29,157	\$ 28,857	\$ 29,949
Expense Net of Allocation	\$ 22,817	\$ 33,286	\$ 33,268
<b>Net Income/(Net Loss)</b>	<b>\$ 90,223</b>	<b>\$ 27,634</b>	<b>\$ 27,104</b>
<b>Profit</b>	<b>395%</b>	<b>170%</b>	<b>171%</b>

Montgomery County Road Runners  
Supporting Schedule for 2019 Budget

	Jan - Sep, 2018	4th Quarter Forecast 2018	4th Quarter 2017 Actuals
<b>Income</b>			
41000 Membership dues and contributions	64,299	17,260	17,260
41100 Membership dues	425	-	-
41200 Contributions	\$ 64,724	\$ 17,260	\$ 17,260
<b>Total 41000 Membership dues and contributions</b>			
42000 Race and training revenue			
42010 Race entries	319,460	50,576	50,576
42020 Sponsorship	39,625	200	200
42040 Upgrades purchased	7,195	5,319	5,319
42050 Club race chip fees	450	2,075	2,075
42090 RMS			
42100 RMS timing/scoring revenue	24,095	19,000	27,033
42140 RMS Chip Revenue	5,517	504	504
42150 RMS equipment/cone rental	23,792	15,569	15,569
<b>Total 42090 RMS</b>	\$ 53,404	\$ 35,073	\$ 43,106
42200 MCM Room	\$ -	8,000	5,619
42800 Training program revenue	91,970	30,948	30,948
42300 Stride Clinic Revenue	2,640	570	570
<b>Total 42000 Race and training revenue</b>	\$ 512,105	\$ 132,761	\$ 137,844
43000 Investment income			
43100 Interest income	\$ 194	500	957
43200 Dividend income	\$ 2,676	700	375
43400 Unrealized gain/loss	\$ 2,427	6,800	3,756
<b>Total 43000 Investment income</b>	\$ 5,297	\$ 8,000	\$ 5,089
45000 Royalties			
45100 Mailing list rental	1,300	-	-
<b>Total 45000 Royalties</b>	\$ 1,300	\$ -	\$ -
Unapplied Cash Payment Income			
49900 Miscellaneous Income	1,000	-	0
49200 Uncategeorized Income	-	-	0
<b>Total 49000 Other Income</b>	\$ 1,000	\$ -	\$ 0
<b>Total Income</b>	\$ 587,065	\$ 158,021	\$ 160,762
<b>Gross Profit</b>	\$ 587,065	\$ 158,021	\$ 160,762
<b>Expenses</b>			
51000 Grants			
51020 Scholarship awards	8,000	2,000	-
<b>Total 51000 Grants</b>	\$ 8,000	\$ 2,000	\$ -
52000 Compensation			
Wages - new payroll	80,843	29,000	28,687
<b>Total 52000 Compensation</b>	\$ 80,843	\$ 29,000	\$ 28,687
52500 Payroll taxes			
Taxes - new payroll	6,236	2,200	2,195
<b>Total 52500 Payroll taxes</b>	\$ 6,236	\$ 2,200	\$ 2,195

<b>53000 Professional fees and services</b>				
53050 Legal Fees	-			
53100 Accounting fees	1,363		1,000	1,000
53300 Payroll processing fees	1,011		351	309
53400 Other services	190		855	855
<b>Total 53000 Professional fees and services</b>	<b>\$ 2,564</b>	<b>\$</b>	<b>2,206</b>	<b>\$ 2,164</b>
<b>53800 Advertising and promotion</b>				
53840 Advertising	1,372		200	198
<b>Total 53800 Advertising and promotion</b>	<b>\$ 1,372</b>	<b>\$</b>	<b>200</b>	<b>\$ 198</b>
<b>54000 Office expenses</b>				
54020 Office supplies	1,928		700	684
54040 Telephone and internet	3,854		1,318	1,318
54050 Uncategorized expenses	-		-	(7,515)
54080 Bank charges	67		-	(44)
54090 Square Fee	509		78	78
54100 IAmAthlete Fee	327		490	490
<b>Total 54000 Office expenses</b>	<b>\$ 6,685</b>	<b>\$</b>	<b>2,586</b>	<b>\$ (4,990)</b>
<b>54600 Information technology</b>				
54610 Software (non-capitalized)	163	\$	-	-
54620 Hardware (non-capitalized)	-	\$	-	-
54630 Hardware and Software Maintenance	-	\$	-	-
54690 Other IT costs (tech support, hosting, etc.)	7,432	\$	3,400	3,397
<b>Total 54600 Information technology</b>	<b>\$ 7,594</b>	<b>\$</b>	<b>3,400</b>	<b>\$ 3,397</b>
<b>55000 Occupancy</b>				
55010 Clubhouse rent (Southlawn Ln)	13,500		6,750	3,375
55020 Clubhouse utilities	1,147		206	206
55030 Clubhouse property insurance	123		4,000	-
55040 Clubhouse Materials/Maintenance	-		-	-
<b>Total 55000 Occupancy</b>	<b>\$ 14,770</b>	<b>\$</b>	<b>10,956</b>	<b>\$ 3,581</b>
<b>55200 Travel</b>				
55250 Transportation, Meals and Lodging	355		970	967
55350 Club van supplies and repairs	243		30	30
<b>Total 55200 Travel</b>	<b>\$ 598</b>	<b>\$</b>	<b>1,000</b>	<b>\$ 997</b>
<b>55400 Conferences, conventions and meetings</b>				
55410 Club meetings - general	746		654	654
55420 Meeting Registration Fees	1,125		-	-
55430 MCM room	-		8,569	8,569
55440 Board meeting costs	1,413		343	343
55460 Volunteer Picnic/Events	310		-	-
55470 Awards party	17,665		-	-
<b>Total 55400 Conferences, conventions and meetings</b>	<b>\$ 21,259</b>	<b>\$</b>	<b>9,566</b>	<b>\$ 9,566</b>
55490 Stride Clinic Expense	293		1,475	1,475
55800 Depreciation	13,711		5,000	5,086
<b>55900 Insurance</b>				
55920 Liability insurance	4,030		5,880	5,880
55980 Other insurance	3,138		860	859
<b>Total 55900 Insurance</b>	<b>\$ 7,168</b>	<b>\$</b>	<b>6,740</b>	<b>\$ 6,739</b>
<b>56000 Race supplies and operations</b>				
56050 Equipment new	-		400	417
56100 Equipment maintenance	904		128	128
56150 Equipment - consumables	9,286		3,109	3,109
56200 Food/beverages	19,834		10,859	10,859



56250 T-shirts and premiums	153,896	15,571	15,571
56300 Club Race Timing	-	-	-
56320 RMS staff payment	16,972	4,497	4,497
56330 RMS Course Mapping	1,250	1,076	1,076
56360 RMS Rental and Other Fees	2,226	323	323
56420 Permitting	21,176	2,468	2,468
56421 USATF Sanctioning	1,031	-	-
56440 Police/EMT Support	1,550	-	-
56460 Equipment rental	17,361	1,247	1,247
56480 Service rentals	12,449	10,057	10,057
56520 Race awards	5,362	600	600
56640 Race Director/Team Captains Gifts	-	-	-
56680 Certification reimbursements/other training	7,270	-	-
56700 Race proceed distribution	10,996	650	650
<b>Total 56000 Race supplies and operations</b>	<b>\$ 281,563</b>	<b>\$ 50,985</b>	<b>\$ 51,002</b>
56350 RMS Chip Expense	6,942	-	-
<b>57000 Program supplies and operations</b>			
57150 Equipment - consumables	-	-	54
57200 Food/beverages	1,386	2,616	2,616
57250 T-Shirts and Premiums	29,867	11,150	11,150
57420 Permitting-Programs	13,002	873	873
57480 Service rentals	1,050	(500)	-
57620 Banquets/dinners	3,416	6,585	6,585
57640 Program manager/pace coach gifts	3,971	1,330	1,330
57660 Background Checks	-	-	-
57680 Certification reimbursements/training	2,158	450	450
57700 Program Proceed Distributions	639	-	-
<b>Total 57000 Program supplies and operations</b>	<b>\$ 55,488</b>	<b>\$ 22,504</b>	<b>\$ 23,057</b>
<b>58000 Awards - Non-Race</b>			
58050 Misc. club awards	2,081	-	-
58540 Yearly awards - championship and XC series	12,024	-	25
58542 Yearly awards - lifetime achievement	-	-	-
58546 Yearly awards - runner of the year	581	-	-
58550 Coach of the Year	-	-	-
58580 Participation Series	784	-	-
58552 Volunteer of the Year	-	-	-
58554 Race Director of the Year	-	-	-
58620 RD/PD awards	1,833	-	-
<b>Total 58000 Awards - Non-Race</b>	<b>\$ 17,303</b>	<b>\$ -</b>	<b>\$ 25</b>
<b>59000 Other expenses</b>			
59050 Team programs	2,431	450	-
59075 Youth Running Series	-	-	-
59100 Printing and reproduction	2,012	-	-
59200 Misc. admin.	-	-	-
59300 Club communications	6,735	2,157	2,157
59400 USATF dues	50	-	-
59420 RRCA Dues	-	4,890	4,890
59520 MD RRCA initiatives	300	-	-
59540 Sunshine fund	148	360	360
59560 Community outreach	2,375	100	100
59580 RRCA Road Scholar MS Challenge	-	-	-

<b>59600 Green Team</b>	-	-	-
<b>59640 Drop In Runs</b>	301	59	59
<b>59990 Other miscellaneous expenses</b>	128	-	-
<b>Total 59000 Other expenses</b>	<b>\$ 14,480</b>	<b>\$ 8,016</b>	<b>\$ 7,566</b>
<b>60000 Postage/PO box/shipping</b>	<b>\$ 2,841</b>	<b>\$ 1,145</b>	<b>\$ 1,145</b>
<b>Total Expenses</b>	<b>\$ 549,711</b>	<b>\$ 158,979</b>	<b>\$ 141,888</b>
<b>Net Operating Income</b>	<b>\$ 37,354</b>	<b>\$ (958)</b>	<b>\$ 18,874</b>
<b>Net Income</b>	<b>\$ 37,354</b>	<b>\$ (958)</b>	<b>\$ 18,874</b>

**Montgomery County Road Runners Club**  
**Profit and Loss**  
January - December 2017

	Total
<b>Income</b>	
41000 Membership dues and contributions	
41100 Membership dues	82,050.60
41200 Contributions	695.14
<b>Total 41000 Membership dues and contributions</b>	<b>\$ 82,745.74</b>
42000 Race and training revenue	875.00
42010 Race entries	355,729.73
42020 Sponsorship	33,910.00
42040 Upgrades purchased	12,895.55
42050 Club race chip fees	2,683.00
42090 RMS	
42100 RMS timing/scoring revenue	63,922.62
42140 RMS Chip Revenue	7,643.27
42150 RMS equipment/cone rental	40,173.81
<b>Total 42090 RMS</b>	<b>\$ 111,739.70</b>
42200 MCM Room	7,973.00
42800 Training program revenue	122,455.43
<b>Total 42000 Race and training revenue</b>	<b>\$ 648,261.41</b>
42300 Stride Clinic Revenue	3,300.00
43000 Investment income	
43100 Interest income	1,916.59
43200 Dividend income	1,250.95
43400 Unrealized gain/loss	10,109.79
<b>Total 43000 Investment income</b>	<b>\$ 13,277.33</b>
45000 Royalties	
45100 Mailing list rental	1,300.00
<b>Total 45000 Royalties</b>	<b>\$ 1,300.00</b>
49000 Other income	
49900 Misc. income	100.00
49920 Uncategorized income	0.02
<b>Total 49900 Misc. income</b>	<b>\$ 100.02</b>
<b>Total 49000 Other income</b>	<b>\$ 100.02</b>
Unapplied Cash Payment Income	0.00
<b>Total Income</b>	<b>\$ 748,984.50</b>
<b>Gross Profit</b>	<b>\$ 748,984.50</b>
<b>Expenses</b>	
51000 Grants	
51020 Scholarship awards	4,000.00
<b>Total 51000 Grants</b>	<b>\$ 4,000.00</b>
52000 Compensation	
Wages - new payroll	102,159.72
<b>Total 52000 Compensation</b>	<b>\$ 102,159.72</b>

52500 Payroll taxes		-391.31
Taxes - new payroll		7,963.01
<b>Total 52500 Payroll taxes</b>	<b>\$</b>	<b>7,571.70</b>
53000 Professional fees and services		
53050 Legal fees		300.00
53100 Accounting fees		6,300.00
53300 Payroll processing fees		1,250.00
53400 Other services		1,670.00
<b>Total 53000 Professional fees and services</b>	<b>\$</b>	<b>9,520.00</b>
53800 Advertising and promotion		
53840 Advertising		1,473.62
<b>Total 53800 Advertising and promotion</b>	<b>\$</b>	<b>1,473.62</b>
54000 Office expenses		
54020 Office supplies		2,091.58
54040 Telephone and internet		5,133.49
54050 Uncategorized expenses		-5,716.33
54080 Bank charges		53.81
54090 Square Fee		679.43
54100 IAmAthlete Fee		1,044.12
<b>Total 54000 Office expenses</b>	<b>\$</b>	<b>3,286.10</b>
54600 Information technology		
54610 Software (non-capitalized)		776.20
54630 Hardware and software maintenance		360.75
54690 Other IT costs (tech support, hosting, etc.)		14,267.22
<b>Total 54600 Information technology</b>	<b>\$</b>	<b>15,404.17</b>
55000 Occupancy		
55010 Clubhouse rent (Southlawn Ln)		18,584.83
55020 Clubhouse utilities		3,905.43
55030 Clubhouse property insurance		4,174.00
55040 Clubhouse matls./maintenance		4,733.01
<b>Total 55000 Occupancy</b>	<b>\$</b>	<b>31,397.27</b>
55200 Travel		
55250 Transportation, meals, lodging		1,820.92
55350 Club van supplies and repairs		2,257.48
<b>Total 55200 Travel</b>	<b>\$</b>	<b>4,078.40</b>
55400 Conferences, conventions and meetings		
55410 Club meetings - general		2,640.32
55420 Meeting Registration Fees		730.00
55430 MCM room		8,756.60
55440 Board meeting costs		2,356.84
55460 Volunteer Picnic/Events		19,056.28
55470 Awards party		16,664.00
<b>Total 55400 Conferences, conventions and meetings</b>	<b>\$</b>	<b>50,204.04</b>
55490 Stride Clinic Expense		1,503.94
55800 Depreciation		20,034.00
55900 Insurance		
55920 Liability insurance		10,829.22

55980 Other insurance		3,627.00
<b>Total 55900 Insurance</b>	<b>\$</b>	<b>14,456.22</b>
<b>56000 Race supplies and operations</b>		
56050 Equipment new		650.86
56100 Equipment maintenance		1,641.35
56150 Equipment - consumables		27,747.80
56200 Food/beverages		37,291.11
56250 T-shirts and premiums		161,299.07
56300 Club Race Timing		10.00
56320 RMS staff payment		21,407.80
56330 RMS Course Mapping		1,075.97
56360 RMS rentals and other fees		322.77
56420 Permitting		22,249.00
56440 Police/EMT support		3,590.00
56460 Equipment rental		22,489.67
56480 Service rentals		22,616.54
56520 Race awards		12,098.10
56640 Race Director/Team Captains Gifts		369.83
56680 Certification reimbursements/other training		385.00
56700 Race proceed distribution		14,832.93
<b>Total 56000 Race supplies and operations</b>	<b>\$</b>	<b>350,077.80</b>
<b>57000 Program supplies and operations</b>		
57150 Equipment - consumables		373.57
57200 Food/beverages		5,445.25
57250 T-Shirts and Premiums		45,346.27
57420 Permitting-Programs		14,512.50
57480 Service rentals		800.00
57620 Banquets/dinners		19,453.42
57640 Program manager/pace coach gifts		5,764.76
57660 Background Checks		1,995.00
57680 Certification reimbursements/training		4,277.50
<b>Total 57000 Program supplies and operations</b>	<b>\$</b>	<b>97,968.27</b>
<b>58000 Awards - Non-Race</b>		
58050 Misc. club awards		6,557.82
58540 Yearly awards - championship and XC series		8,170.00
58542 Yearly awards - lifetime achievement		100.00
58546 Yearly awards - runner of the year		460.50
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
58620 RD/PD awards		3,033.81
<b>Total 58000 Awards - Non-Race</b>	<b>\$</b>	<b>19,372.13</b>
<b>59000 Other expenses</b>		
59050 Team programs		2,900.75
59075 Youth Running Series		505.28
59100 Printing and reproduction		160.02
59200 Misc. admin.		913.37

59300 Club communications		9,464.88
59400 USATF dues		1,155.00
59420 RRCA dues		5,007.58
59520 MD RRCA initiatives		1,000.00
59540 Sunshine fund		1,425.68
59560 Community outreach		2,000.00
59640 Drop in runs		59.21
59990 Other miscellaneous expenses		0.00
<b>Total 59000 Other expenses</b>	<b>\$</b>	<b>24,591.77</b>
60000 Postage/PO box/shipping		3,927.88
Unapplied Cash Bill Payment Expense		0.00
Uncategorized Expense		-23.63
<b>Total Expenses</b>	<b>\$</b>	<b>761,003.40</b>
<b>Net Operating Income</b>	<b>-\$</b>	<b>12,018.90</b>
<b>Other Expenses</b>		
80000 Reconciliation Discrepancies		0.00
<b>Total Other Expenses</b>	<b>\$</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>\$</b>	<b>0.00</b>
<b>Net Income</b>	<b>-\$</b>	<b>12,018.90</b>

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