

2020 Budget Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	140,500	431,500	128,500	\$ 67,000	767,500
Expense	\$ 262,050	100,000	278,670	105,600	\$ 33,400	517,670
Net Operating Income Before General Operations Allocation	\$ (262,050)	40,500	152,830	22,900	\$ 33,600	249,830
Profit %	-100%	41%	55%	22%	101%	48%

2020 Budget Allocation Adjustment						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income Before General Operations Allocation	\$ (262,050)	\$ 40,500	\$ 152,830	\$ 22,900	\$ 33,600	\$ 249,830
Allocation	\$ 262,050	\$ 46,139	\$ 67,182	\$ 118,722	\$ 29,767	\$ 261,810
Net Operating Income After General Operating Allocation		\$ (5,639)	85,648	\$ (95,822)	\$ 3,833	\$ (11,980)
Non Operating Income Fidelity Reserves		\$ -	-		\$ -	\$ -
Total Income		\$ (5,639)	85,648	\$ (95,822)	\$ 3,833	\$ (11,980)

2019 Forecast Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	-	143,216	432,552	130,651	72,692	779,111
Expense	262,331	100,769	274,028	105,013	32,719	512,529
Net Operation Income Before General Operations Allocation	(262,331)	42,447	158,525	25,637	39,973	266,582
Profit %	-100%	42%	58%	24%	122%	52%

2019 Forecast With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income Before General Operations Allocation	\$ (262,331)	\$ 42,447	\$ 158,525	\$ 25,637	\$ 39,973	\$ 266,582
Allocation	\$ 262,331	\$ 45,689	\$ 67,488	\$ 119,397	\$ 29,797	\$ 262,372
Net Operating Income After Allocation		\$ (3,242)	91,037	\$ (93,760)	\$ 10,176	\$ 4,210
Non Operating Income Fidelity Reserves		\$ -	\$ -		\$ -	\$ -
Total Net Income		\$ (3,242)	91,037	\$ (93,760)	\$ 10,176	\$ 4,210

2018 Actual Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	119,868	422,753	78,267	77,542	698,429
Expense	\$ 227,111	93,916	284,389	111,033	34,502	\$ 523,840
Operating Net Income Before General Allocation	(227,111)	25,952	138,364	(32,766)	43,039	174,589
Profit %	-100%	28%	49%	-30%	125%	33%

2018 Actual With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Operating Net Income Before General Operations Allocation	\$ (227,111)	\$ 25,952	\$ 138,364	\$ (32,766)	\$ 43,039	\$ 174,589
Allocation	\$ 227,111	\$ 44,648	\$ 64,426	\$ 88,421	\$ 29,221	\$ 226,716
Operating Net Income After Allocation		\$ (18,696)	73,938	\$ (121,187)	\$ 13,818	\$ (52,127)
Non Operating Income (Fidelity Reserves)		\$ -	\$ -	\$ (2,850)	\$ -	\$ (2,850)
Net Income		\$ (18,696)	\$ 73,938	\$ (124,038)	\$ 13,818	\$ (54,978)

<b>PROGRAMS BREAKDOWN</b>	<b>FY 2018 Actual</b>	<b>FY 2019 Projection</b>	<b>FY 2020 Budget</b>
<b>PROGRAMS REVENUE</b>			
MCM Room	\$ 8,323	\$ 10,692	\$ 7,500
Training Program Revenue	\$ 111,545	\$ 132,524	\$ 133,000
<b>TOTAL PROGRAMS REVENUE</b>	<b>\$ 119,868</b>	<b>\$ 143,216</b>	<b>\$ 140,500</b>

<b>GENERAL PROGRAMS EXPENSES</b>			
<b>General Overhead</b>			
Staff	\$ 29,713	\$ 29,912	\$ 30,194
Occupancy	\$ 3,409	\$ 3,829	\$ 3,700
Communications	\$ 6,762	\$ 7,765	\$ 7,920
Insurance, Sanctioning	\$ 4,764	\$ 4,183	\$ 4,325
<b>Subtotal, General Overhead</b>	<b>\$ 44,648</b>	<b>\$ 45,689</b>	<b>\$ 46,139</b>

<b>Program supplies and operations</b>			
Background Checks	\$ -	-	\$ -
MCM Room	\$ 4,133	9,600	\$ 7,500
Equipment - new	\$ 300	-	\$ -
Equipment - consumables	\$ 95	39	\$ 100
Food/Beverage	\$ 3,114	3,811	\$ 3,000
T shirts and Premiums	\$ 49,399	48,434	\$ 48,000
Program Proceed Distributions	\$ 1,139	672	\$ 700
Permitting Programs	\$ 13,143	13,343	\$ 14,000
Service rental	\$ 1,050	1,735	\$ 1,800
Banquets/dinner	\$ 13,802	16,130	\$ 17,000
Pace Coach Gifts	\$ 5,121	5,329	\$ 5,300
Certification Reimbursement/Other Training	\$ 2,620	1,675	\$ 2,600
<b>Subtotal, Program supplies and operations</b>	<b>\$ 93,916</b>	<b>100,769</b>	<b>\$ 100,000</b>

<b>TOTAL PROGRAMS EXPENSES</b>	<b>\$ 138,564</b>	<b>\$ 146,458</b>	<b>\$ 146,139</b>
Allocation Expenses	\$ 44,648	45,689	\$ 46,139
Total Program Expenses Net of Allocation	\$ 93,916	100,769	\$ 100,000
<b>Net Income/Net Loss</b>	<b>\$ 25,952</b>	<b>42,447</b>	<b>\$ 40,500</b>
<b>Profit</b>	<b>28%</b>	<b>42%</b>	<b>41%</b>

<b>RACES BREAKDOWN</b>	<b>FY 2018 Actual</b>	<b>FY 2019 Projection</b>	<b>FY 2020 Budget</b>
<b>RACES REVENUE</b>			
<b>Races Revenue</b>			
Race entries	369,771	\$ 371,939	\$ 372,000
Sponsorship	\$ 39,825	\$ 43,886	\$ 44,000
Photo Contract	\$ -	\$ -	\$ -
Upgrades Purchased	\$ 12,671	\$ 15,937	\$ 15,000
Club race chip fees	485	\$ 790	\$ 500
<b>TOTAL RACES REVENUE</b>	<b>\$ 422,753</b>	<b>\$ 432,552</b>	<b>\$ 431,500</b>

<b>GENERAL RACES EXPENSES</b>			
<b>General Overhead Allocations</b>			
Staff	\$ 31,293	\$ 31,970	\$ 31,992
Occupancy	\$ 18,748	\$ 21,061	\$ 20,350
Communications	\$ 6,762	\$ 7,765	\$ 7,920
Insurance, Sanctioning	\$ 7,623	\$ 6,693	\$ 6,920
<b>Subtotal, General Overhead</b>	<b>\$ 64,426</b>	<b>\$ 67,488</b>	<b>\$ 67,182</b>

<b>Race supplies and operations</b>			
Equipment new		\$ 1,638	1,700
Equipment maintenance	\$ 1,545	\$ 1,200	1,300
Equipment - consumables	\$ 14,709	\$ 22,811	23,000
Food/Beverage	\$ 33,314	\$ 21,835	25,000
T shirts and Premiums	\$ 170,041	\$ 148,848	150,000
Permitting	\$ 23,805	\$ 27,254	28,000
Police/EMT support	\$ 1,550	\$ 5,021	5,000
Equipment rental	\$ 22,013	\$ 22,919	23,000
Service rental	\$ 20,095	\$ 27,994	26,000
Race Awards	\$ 10,892	\$ 12,695	13,000
Invited Runner Expense	\$ -	\$ -	
USATF Sanctioning	\$ 908	\$ -	1,000
Banquets/dinners	\$ -	\$ -	
Race Director/Team Captains Gifts	\$ -	\$ 364	370
Background Checks	\$ -	\$ -	
Certification Reimbursement/Other Training	\$ 7,270	\$ 7,017	7,000
Race Proceed Distribution	\$ 30,767	\$ 26,796	27,000
Major Races			
Low Key Race Expenses			
<b>Subtotal, Race supplies and operations</b>	<b>\$ 336,909</b>	<b>\$ 326,392</b>	<b>331,370</b>

<b>Advertising and promotion</b>			
Advertising	\$ 2,222	1,976	2,000
Public Relations	\$ -	-	
<b>Subtotal, Advertising and promotion</b>	<b>\$ 2,222</b>	<b>1,976</b>	<b>2,000</b>

<b>Club Van supplies and repairs</b>	<b>\$ 258</b>	<b>659</b>	<b>300</b>
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Subtotal Race Expenses	\$ 403,815	396,516	400,852
minus low key race estimate (allocated to membership)	\$ (55,000)	(55,000)	(55,000)
<b>TOTAL RACE EXPENSES</b>	<b>\$ 348,815</b>	<b>341,516</b>	<b>345,852</b>
Allocation Expense	\$ 64,426	\$ 67,488	67,182
Expense Net of Allocation	\$ 284,389	\$ 274,028	278,670
<b>Net Income/(Net Loss)</b>	<b>\$ 138,364</b>	<b>\$ 158,525</b>	<b>152,830</b>
<b>Profit</b>	<b>49%</b>	<b>58%</b>	<b>55%</b>

<b>MEMBERSHIP SERVICES</b>	<b>FY 2018 Actual</b>	<b>FY 2019 Projection</b>	<b>FY 2020 Budget</b>
<b>INCOME FROM MEMBERSHIP</b>			
<b>Membership dues and contributions:</b>			
Membership Dues	\$ 74,662	\$ 104,316	105,000
Member Contributions	425	483	500
Running Performance Lab Revenue	\$ 3,180	\$ 3,840	4,000
Other Income	\$ 0	\$ 22,012	19,000
<b>TOTAL MEMBERSHIP DUES &amp; CONTRIBUTIONS</b>	<b>\$ 78,267</b>	<b>\$ 130,651</b>	<b>\$ 128,500</b>

<b>GENERAL MEMBERSHIP EXPENSES</b>			
<b>General Overhead Allocations</b>			
Staff	\$ 42,338	\$ 42,622	\$ 43,022
Occupancy	\$ 3,409	\$ 3,829	\$ 3,700
Communications	\$ 6,762	\$ 7,765	\$ 7,920
Insurance, Sanctioning	\$ 1,906	\$ 1,673	\$ 1,730
Prof Fees, administrative overhead	\$ 15,200	\$ 45,659	\$ 42,350
Depreciation	\$ 18,807	\$ 17,849	\$ 20,000
<b>Subtotal, General Overhead</b>	<b>\$ 88,421</b>	<b>\$ 119,397</b>	<b>\$ 118,722</b>

<b>Social Events</b>			
Social Events	\$ 3,031	\$ 3,025	\$ 3,000
Awards Party	\$ 19,640	\$ 17,283	\$ 18,000
<b>Subtotal, Social Events</b>	<b>\$ 22,671</b>	<b>\$ 20,308</b>	<b>\$ 21,000</b>

<b>Community Support Items -</b>			
<b>Donations/Gifts</b>			
MD RRCA Initiatives	\$ 418	\$ 300	\$ 300
Sunshine Fund	\$ 148	\$ 445	\$ -
Community Outreach	\$ 2,375	\$ 300	\$ 1,000
RRCA- Roads Scholar/MS Challenge		\$ -	
<b>Subtotal, Donations/Gifts</b>	<b>\$ 2,941</b>	<b>\$ 1,045</b>	<b>\$ 1,300</b>

<b>Grants</b>			
Scholarship awards	\$ 10,000	\$ 6,000	\$ 8,000
<b>Subtotal, Grants</b>	<b>\$ 10,000</b>	<b>\$ 6,000</b>	<b>\$ 8,000</b>
<b>Total Community Support</b>	<b>\$ 12,941</b>	<b>\$ 7,045</b>	<b>\$ 9,300</b>

<b>Club Awards</b>			
Misc club awards	\$ 2,081	\$ 4,339	\$ 4,500
Yearly Awards - Championship and XC series	\$ 12,024	\$ 8,185	\$ 8,200
Running with Courage Award			
Yearly Awards - Lifetime Achievement	\$ -	\$ 70	\$ 70
Yearly Awards - Presidents Award			
Yearly Awards - Runner of the year	\$ 581	\$ 104	\$ 110
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		\$ -	
Youth Participation Award			
RD/PD awards	\$ 1,833	\$ 2,319	\$ 2,300
<b>Subtotal, Club Awards</b>	<b>\$ 16,519</b>	<b>\$ 15,017</b>	<b>\$ 15,180</b>

<b>Member Participation</b>			
Drop in Runs	\$ 395	\$ 427	\$ 400
Performance Lab Expense	\$ 293	\$ 993	\$ 1,000
Team Programs	\$ 2,431	\$ 5,432	\$ 2,870
Youth Running Series		\$ 253	\$ 250
Participation Series	\$ 784	\$ 539	\$ 600
<b>Subtotal, Member Participation</b>	<b>\$ 3,903</b>	<b>\$ 7,644</b>	<b>\$ 5,120</b>

<b>Low Key Race Series</b>	<b>\$ 55,000</b>	<b>\$ 55,000</b>	<b>\$ 55,000</b>
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<b>TOTAL MEMBERSHIP SERVICES EXPENSES</b>	<b>\$ 199,455</b>	<b>\$ 224,410</b>	<b>\$ 224,322</b>
Allocation Expense	\$ 88,421	\$ 119,397	\$ 118,722
Operating Expenses Net of Allocation	\$ 111,033	\$ 105,013	\$ 105,600
<b>Operating Net Income/(Net Loss)</b>	<b>\$ (32,766)</b>	<b>\$ 25,637</b>	<b>\$ 22,900</b>
<b>Non Operating Income</b>	<b>\$ (2,850)</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Total Net Income (Fidelity Reserves)</b>	<b>\$ (35,617)</b>	<b>\$ 25,637</b>	<b>\$ 22,900</b>
<b>Profit</b>	<b>-30%</b>	<b>24%</b>	<b>22%</b>

<b>RACE MGMT SERVICES (RMS)</b>	<b>FY 2018 Actual</b>	<b>FY 2019 Projection</b>	<b>FY 2020 Budget</b>
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**INCOME FROM RMS**

<b>RMS</b>			
RMS timing/scoring revenue	\$ 40,974	\$ 28,217	\$ 25,000
RMS Chip Revenue	\$ 9,200	\$ 6,762	\$ 6,700
RMS equipment rental	\$ 24,768	\$ 36,413	\$ 34,000
Mailing list rental	\$ 2,600	\$ 1,300	\$ 1,300
<b>TOTAL RMS INCOME</b>	<b>\$ 77,542</b>	<b>\$ 72,692</b>	<b>\$ 67,000</b>

**GENERAL RMS EXPENSES**

<b>General Overhead Allocations</b>			
Staff	\$ 15,935	\$ 16,041	\$ 16,192
Occupancy	\$ 8,522	\$ 9,573	\$ 9,250
Insurance, Sanctioning	\$ 4,764	\$ 4,183	\$ 4,325
<b>Subtotal, General Overhead</b>	<b>\$ 29,221</b>	<b>\$ 29,797</b>	<b>\$ 29,767</b>

<b>RMS Expenses</b>			
RMS Staff Payments	\$ 23,084	\$ 27,318	\$ 28,000
Club Race Timing	\$ -	\$ -	
RMS Chip Expense	\$ 7,942	\$ 1,246	\$ 1,300
RMS Reimbursements	\$ -	\$ -	
RMS Course Mapping	\$ 1,250	\$ 60	\$ -
RMS Rentals and Other Fees	\$ 2,226	\$ 4,095	\$ 4,100
<b>Subtotal, RMS Expenses</b>	<b>\$ 34,502</b>	<b>\$ 32,719</b>	<b>\$ 33,400</b>
<b>TOTAL RMS EXPENSES</b>	<b>\$ 63,723</b>	<b>\$ 62,516</b>	<b>\$ 63,167</b>
Allocation Expense	\$ 29,221	\$ 29,797	\$ 29,767
Expense Net of Allocation	\$ 34,502	\$ 32,719	\$ 33,400
<b>Net Income/(Net Loss)</b>	<b>\$ 43,039</b>	<b>\$ 10,176</b>	<b>\$ 3,833</b>
<b>Profit</b>	<b>125%</b>	<b>122%</b>	<b>101%</b>