

MCRRRC
2021 PROPOSED BUDGET
CONSOLIDATED

2021 Budget Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 53,515	\$ 213,043	\$ 77,000	\$ 20,500	\$ 364,058
Expense	\$ 254,423	\$ 8,448	\$ 144,385	\$ 54,500	\$ 16,700	\$ 478,456
Net Operating Income Before General Operations Allocation	\$ (254,423)	\$ 45,067	\$ 68,658	\$ 22,500	\$ 3,800	\$ (114,398)
Operating Gross Profit % Before Allocation	0%	84%	32%	29%	19%	-31%

2021 Budget with Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income Before General Operations Allocation	\$ (254,423)	\$ 45,067	\$ 68,658	\$ 22,500	\$ 3,800	\$ (114,398)
Allocation	\$ 254,423	\$ (42,653)	\$ (82,070)	\$ (98,583)	\$ (31,114)	\$ 2
Net Operating Income After General Operating Allocation	\$ -	\$ 2,414	\$ (13,412)	\$ (76,083)	\$ (27,314)	\$ (114,396)
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 2,500	\$ -	\$ 2,500
Total Income		\$ 2,414	\$ (13,412)	\$ (73,583)	\$ (27,314)	\$ (111,896)

2020 Forecast Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 15,316	\$ 74,444	\$ 108,425	\$ 15,173	\$ 213,358
Expense	\$ 207,355	\$ 23,417	\$ 60,948	\$ 37,587	\$ 3,674	\$ 332,980
Net Operating Income Before General Operations Allocation	\$ (207,355)	\$ (8,101)	\$ 13,496	\$ 70,838	\$ 11,499	\$ (119,622)
Operating Gross Profit % Before Allocation		-53%	18%	65%	76%	-56%

2020 Forecast With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income Before General Operations Allocation	\$ (207,355)	\$ (8,101)	\$ 13,496	\$ 70,838	\$ 11,499	\$ (119,622)
Allocation	\$ 207,355	\$ (39,989)	\$ (59,964)	\$ (80,525)	\$ (26,876)	\$ (0)
Net Operating Income After Allocation	\$ -	\$ (48,090)	\$ (46,468)	\$ (9,687)	\$ (15,377)	\$ (119,622)
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 5,377	\$ -	\$ 5,377
Total Net Income		\$ (48,090)	\$ (46,468)	\$ (4,310)	\$ (15,377)	\$ (114,245)

2019 Actual Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 166,616	\$ 445,436	\$ 119,813	\$ 72,259	\$ 804,125
Expense	\$ 238,217	\$ 105,407	\$ 270,211	\$ 98,761	\$ 35,085	\$ 747,680
Operating Net Income Before General Allocation	\$ (238,217)	\$ 61,210	\$ 175,225	\$ 21,053	\$ 37,174	\$ 56,445
Operating Gross Profit % Before Allocation		37%	39%	18%	51%	7%

2019 Actual With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Operating Net Income Before General Operations Allocation	\$ (238,217)	\$ 61,210	\$ 175,225	\$ 21,053	\$ 37,174	\$ 56,445
Allocation	\$ 238,217	\$ (46,249)	\$ (67,513)	\$ (94,328)	\$ (30,128)	\$ -
Net Operating Income After Allocation	\$ -	\$ 14,961	\$ 107,713	\$ (73,275)	\$ 7,046	\$ 56,445
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 28,998	\$ -	\$ 28,998
Net Income	\$ -	\$ 14,961	\$ 107,713	\$ (44,277)	\$ 7,046	\$ 85,443

MCRRC
2021 PROPOSED BUDGET
GENERAL OPERATIONS

GENERAL OPERATIONS	FY 2019 Actual	FY 2020 Projection	FY 2021 Budget
GENERAL REVENUE			
<u>Interest and dividend income</u>			
Interest & Dividend Income	\$ 5,639	\$ 5,410	\$ 2,500
Realized & Unrealized gain/loss	\$ 23,359	\$ (33)	\$ -
Subtotal: Interest and dividend income	\$ 28,998	\$ 5,377	\$ 2,500
<u>Other Income</u>			
Club Clothing and Merchandise	\$ 16,384	439	\$ 5,000
Mailing List Rentals	\$ -	1,300	\$ -
Misc. Income	\$ 5,643	3,424	
Uncategorized income	\$ 500	-	\$ -
Subtotal: Other income	\$ 22,527	5,163	\$ 5,000
TOTAL GENERAL REVENUE	\$ 51,525	10,540	\$ 7,500
GENERAL EXPENSES			
<u>Compensation</u>			
Wages - new payroll	\$ 114,076	\$ 99,333	\$ 110,000
Subtotal, Compensation	\$ 114,076	\$ 99,333	\$ 110,000
<u>Payroll taxes</u>			
Taxes - new payroll	\$ 8,835	\$ 7,593	\$ 8,415
Subtotal, Payroll taxes	8,835	\$ 7,593	\$ 8,415
<u>Professional Fees/Services</u>			
Accounting Fees	\$ 6,350	\$ 1,000	\$ 4,800
Payroll Processing Fees	\$ 1,434	\$ 1,476	\$ 1,500
Other Professional Fees/Services	\$ 1,338	\$ 150	\$ 1,000
Subtotal, Professional Fees/Services	\$ 9,122	\$ 2,626	\$ 7,300
<u>Office expenses</u>			
Office Supplies	\$ 3,780	\$ 3,948	\$ 4,000
Telephone and Internet	\$ 6,002	\$ 5,799	\$ 5,700
Bank Charges	\$ 54	\$ 520	\$ -
Square Fee	\$ 534	\$ 6	\$ 600
Online Service Fees	\$ -	\$ 240	\$ -
Admin. Expense Reimbursements	\$ -	\$ -	\$ -
COVID PPE	\$ -	\$ -	\$ 10,000
Subtotal, Office expenses	\$ 10,370	\$ 10,513	\$ 20,300
<u>Information technology</u>			
Software (non-capitalized)	\$ 555	\$ 686	700
Hardware (non-capitalized)	\$ -	\$ -	\$ -
Hardware and software maintenance	\$ -	\$ -	\$ -

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2021 PROPOSED BUDGET
GENERAL OPERATIONS

GENERAL OPERATIONS	FY 2019 Actual	FY 2020 Projection	FY 2021 Budget
IT/Computer	\$ -	\$ -	\$ -
Other IT costs (tech support, hosting, etc.)	\$ 12,542	\$ 12,622	\$ 13,000
Subtotal, Information technology	\$ 13,097	\$ 13,308	\$ 13,700
Occupancy			
Clubhouse rent (Southlawn Ln)	\$ 20,350	\$ 19,800	\$ 19,008
Clubhouse utilities	\$ 1,274	\$ 1,108	\$ 1,400
Clubhouse property insurance	\$ 4,769	\$ 4,759	\$ 4,200
Clubhouse matls./maintenance	\$ 1,179	\$ 672	\$ 1,300
Subtotal, Occupancy	\$ 27,572	\$ 26,339	\$ 25,908
Travel			
Transportation, meals, lodging	\$ 5	\$ -	\$ 900
Club van supplies and repairs	\$ 609	\$ 187	\$ 200
Club meetings - general	\$ 591	\$ 669	\$ 700
Meeting Registration Fees	\$ -	\$ -	\$ 400
Board meeting costs	\$ 1,160	\$ 1,221	\$ 1,200
Subtotal, Travel	\$ 2,365	\$ 2,077	\$ 3,400
Depreciation	\$ 17,999	\$ 18,749	\$ 20,000
Insurance			
Liability Insurance	\$ 8,352	\$ 5,000	\$ 8,500
Other insurance	\$ 4,027	\$ 4,145	\$ 4,200
Subtotal, Insurance	\$ 12,379	\$ 9,145	\$ 12,700
Misc.			
Printing and Reproduction	\$ 2,934	\$ 163	\$ 2,500
Taxes	\$ 200	\$ -	\$ 300
Misc. Admin.	\$ 100	\$ 100	\$ 100
Club Clothing Merchandise	\$ 22,710	\$ 6,140	\$ 10,000
Club Communications - Expense:	\$ 7,410	\$ 5,994	\$ 8,500
USATF Dues	\$ -	\$ 200	\$ 50
RRCA Dues	\$ 5,191	\$ 5,218	\$ 5,100
Drop in Runs	\$ 368	\$ -	\$ -
Diversity, Equity & Inclusion	\$ -	\$ -	\$ 5,000
Other miscellaneous expenses	\$ 130	\$ -	\$ 150
Subtotal, Misc.	\$ 39,044	\$ 17,815	\$ 31,700
Postage/PO Box	\$ 5,884	\$ 5,020	\$ 6,000
TOTAL OPERATING EXPENSES	\$ 260,744	\$ 212,517	\$ 259,423
Net Operating Profit / (Net Operating Loss)	\$ (238,217)	\$ (207,355)	\$ (254,423)
Net Profit / (Loss) after non-operating Income/(Loss)	\$ (238,217)	\$ (207,355)	\$ (254,423)

**MCRRC
2021 PROPOSED BUDGET
PROGRAMS**

PROGRAM BREAKDOWN	FY 2019 Actual	FY 2020 Projection	FY 2021 Budget
PROGRAM REVENUE			
MCM Room	\$ 10,797	\$ -	\$ -
Training Program Revenue	\$ 152,924	\$ 16,584	\$ 53,515
Program Banquet Revenue	\$ 2,895	\$ (1,269)	\$ -
TOTAL PROGRAM REVENUE	\$ 166,616	\$ 15,316	\$ 53,515
GENERAL PROGRAM EXPENSES			
<u>Program Supplies and Operations</u>			
MCM Room	\$ 11,828	-	\$ -
Equipment - new	\$ 40	4,713	\$ -
Equipment - consumables	\$ 39	-	\$ -
Food/Beverage	\$ 2,718	482	\$ -
T shirts and Premiums	\$ 48,849	14,503	\$ -
Permitting Programs	\$ 15,561	449	\$ -
Service rental	\$ 1,110	-	\$ -
Banquets/dinner	\$ 18,150	1,176	\$ -
Pace Coach Gifts	\$ 4,379	1,482	\$ 8,448
Certification Reimbursement/Other Training	\$ 2,060	613	\$ -
Program Proceed Distributions	\$ 672	-	\$ -
Total Program Expenses Net of Allocation	\$ 105,407	\$ 23,417	\$ 8,448
Operating Net Income/(Net Loss)- Before Allocations	\$ 61,210	\$ (8,101)	\$ 45,067
Operating Gross Profit %	37%	-53%	84%
<u>General Overhead</u>			
Staff	\$ 30,568	\$ 26,592	\$ 26,643
Occupancy	\$ 3,735	\$ 3,609	\$ 3,561
Communications	\$ 7,552	\$ 6,197	\$ 7,999
Insurance, Sanctioning	\$ 4,393	\$ 3,591	\$ 4,450
Subtotal, General Overhead	\$ 46,249	\$ 39,989	\$ 42,653
Operating Net Income/(Net Loss)- After Allocations	\$ 14,961	\$ (48,090)	\$ 2,414

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2021 PROPOSED BUDGET
RACES

RACES BREAKDOWN	FY 2019 Actual	FY 2020 Projection	FY 2021 Budget
RACES REVENUE			
Races Revenue			
Race entries	\$ 388,011	\$ 68,735	\$ 203,724
Sponsorship	\$ 45,516	\$ 1,280	\$ 2,200
Upgrades Purchased	\$ 11,005	\$ 3,460	\$ 6,894
Club race chip fees	\$ 905	\$ 970	\$ 225
TOTAL RACES REVENUE	\$ 445,436	\$ 74,444	\$ 213,043

GENERAL RACES EXPENSES			
Race supplies and operations			
Equipment new	\$ 1,642	\$ 3,040	\$ 1,000
Equipment maintenance	\$ 1,193	\$ 869	\$ -
Equipment - consumables	\$ 29,221	\$ 5,223	\$ 10,099
Food/Beverage	\$ 35,474	\$ 10,027	\$ 21,640
T shirts and Premiums	\$ 122,374	\$ 29,327	\$ 88,820
Permitting	\$ 28,390	\$ 1,605	\$ 24,754
Police/EMT support	\$ 5,021	\$ -	\$ 700
Equipment rental	\$ 20,987	\$ 1,118	\$ 10,435
Fuel	\$ 1,138	\$ 269	\$ -
Service rental	\$ 25,551	\$ 3,610	\$ 11,437
Race Awards	\$ 12,702	\$ 618	\$ 8,200
USATF Sanctioning	\$ -	\$ -	\$ 1,000
Banquets/dinners	\$ -	\$ -	\$ -
Race Director/Team Captains Gifts	\$ 364	\$ 200	\$ -
Certification Reimbursement/Other Training	\$ 7,017	\$ -	\$ 2,400
Race Proceed Distribution	\$ 32,946	\$ 11,777	\$ 3,350
PERSONAL PROTECTIVE EQUIPMENT (PPE)	\$ -	\$ 155	\$ -
Subtotal, Race supplies and operations	\$ 324,020	\$ 67,838	\$ 183,835
Advertising and promotion			
Advertising	\$ 1,191	\$ 110	\$ 550
Subtotal, Advertising and promotion	\$ 1,191	\$ 110	\$ 550
Subtotal Race Expenses, before Allocations	\$ 325,211	\$ 67,948	\$ 184,385
Less: low key race estimate (allocated to membership)	\$ (55,000)	\$ (7,000)	\$ (40,000)
Subtotal Race Expenses after expense allocation to Membership	\$ 270,211	\$ 60,948	\$ 144,385
Operating Net Income/(Net Loss)- Before Allocations	\$ 175,225	\$ 13,496	\$ 68,658
Operating Gross Profit %	39%	18%	32%
General Overhead Allocations			
Staff	\$ 32,387	\$ 28,175	\$ 47,366
Occupancy	\$ 20,545	\$ 19,847	\$ 19,584
Communications	\$ 7,552	\$ 6,197	\$ 7,999
Insurance, Sanctioning	\$ 7,028	\$ 5,745	\$ 7,120
Subtotal, General Overhead	\$ 67,513	\$ 59,964	\$ 82,070
Operating Net Income/(Net Loss)- After Allocations	\$ 107,713	\$ (46,468)	\$ (13,412)

MCRRC
 2021 PROPOSED BUDGET
 MEMBERSHIP SERVICES

MEMBERSHIP SERVICES	FY 2019 Actual	FY 2020 Projection	FY 2021 Budget
INCOME FROM MEMBERSHIP			
Membership dues, contributions & other income:			
Membership Dues	\$ 115,282	\$ 64,418	63,000
Member Contributions	\$ 272	\$ 43,401	10,000
Running Performance Lab Revenue	\$ 4,260	\$ 606	4,000
TOTAL MEMBERSHIP DUES, CONTRIBUTIONS & OTHER INCOME	\$ 119,813	\$ 108,425	\$ 77,000

GENERAL MEMBERSHIP EXPENSES			
Social Events			
Social Events	\$ 3,647	\$ -	\$ -
Awards Party	\$ 13,283	\$ 6,591	\$ -
Subtotal, Social Events	\$ 16,930	\$ 6,591	\$ -
Community Support Items -			
Donations/Gifts			
MD RRCA Initiatives	\$ 300	\$ 300	\$ 300
Sunshine Fund	\$ 335	\$ 200	\$ 400
Community Outreach	\$ 200	\$ -	\$ 1,000
RRCA- Roads Scholar/MS Challenge	\$ -	\$ -	\$ -
Subtotal, Donations/Gifts	\$ 835	\$ 500	\$ 1,700
Grants			
Scholarship awards	\$ 4,000	\$ 8,000	\$ 8,000
Subtotal, Grants	\$ 4,000	\$ 8,000	\$ 8,000
Total Community Support	\$ 4,835	\$ 8,500	\$ 9,700
Club Awards			
Misc club awards	\$ 4,506	\$ 2,634	\$ -
Yearly Awards - Championship and XC series	\$ 8,185	\$ 8,451	\$ -
Running with Courage Award	\$ -	\$ -	\$ -
Yearly Awards - Lifetime Achievement	\$ -	\$ -	\$ -
Yearly Awards - Presidents Award	\$ -	\$ -	\$ -
Yearly Awards - Runner of the year	\$ 104	\$ 227	\$ -
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	\$ -	\$ -	\$ -

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2021 PROPOSED BUDGET
MEMBERSHIP SERVICES

MEMBERSHIP SERVICES	FY 2019 Actual	FY 2020 Projection	FY 2021 Budget
Yearly Awards - Volunteer Service	\$ -	\$ -	\$ -
Year Awards - Outstanding Participation	\$ -	\$ -	\$ -
RD/PD awards	\$ 2,319	\$ 2,105	\$ 2,300
Subtotal, Club Awards	\$ 15,114	\$ 13,417	\$ 2,300
Member Participation			
Drop in Runs	\$ 368	\$ 262	\$ -
Performance Lab Expense	\$ 993	\$ 322	\$ 1,000
Team Programs	\$ 4,981	\$ 1,495	\$ 1,500
Youth Running Series	\$ -	\$ -	\$ -
Participation Series	\$ 539	\$ -	\$ -
Subtotal, Member Participation	\$ 6,881	\$ 2,079	\$ 2,500
Low Key Race Series	\$ 55,000	\$ 7,000	\$ 40,000
TOTAL MEMBERSHIP OPERATING EXPENSE - NO Allocations	\$ 98,761	\$ 37,587	\$ 54,500
Operating Net Income/(Net Loss)- Before Allocations and non-operating income	\$ 21,053	\$ 70,838	\$ 22,500
Operating Gross Profit %	18%	65%	29%
General Overhead Allocations			
Staff	\$ 43,560	\$ 37,894	\$ 26,643
Occupancy	\$ 3,735	\$ 3,609	\$ 3,561
Communications	\$ 7,781	\$ 6,385	\$ 7,999
Insurance, Sanctioning	\$ 1,757	\$ 1,436	\$ 1,780
Prof Fees, administrative overhead	\$ 19,496	\$ 12,452	\$ 38,600
Depreciation	\$ 17,999	\$ 18,749	\$ 20,000
Subtotal, General Overhead Allocated	\$ 94,328	\$ 80,525	\$ 98,583
Operating Net Income/(Net Loss)- After Allocations	\$ (73,275)	\$ (9,687)	\$ (76,083)
Non Operating Income:			
Investment Income - Reserves			
Interest & Dividend Income	\$ 5,639	\$ 5,410	\$ 2,500
Realized & Unrealized gain/loss	\$ 23,359	\$ (33)	\$ -
Non Operating Income - Investment Income (Reserves)	\$ 28,998	\$ 5,377	\$ 2,500
NET INCOME (LOSS) - after allocations	\$ (44,277)	\$ (4,310)	\$ (73,583)

MCRRC
 2021 PROPOSED BUDGET
 RMS

RACE MGMT SERVICES (RMS)	FY 2019 Actual	FY 2020 Projection	FY 2021 Budget
INCOME FROM RMS			
RMS			
RMS timing/scoring revenue	\$ 33,322	\$ 7,936	\$ 12,500
RMS Chip Revenue	\$ 8,017	\$ 2,513	\$ 3,000
RMS equipment rental	\$ 30,919	\$ 4,725	\$ 5,000
TOTAL RMS INCOME	\$ 72,259	\$ 15,173	\$ 20,500
GENERAL RMS OPERATING EXPENSES			
RMS Expenses			
RMS Staff Payments	\$ 29,807	\$ 1,150	\$ 14,000
Club Race Timing	\$ -	\$ -	\$ -
RMS Chip Expense	\$ 1,247	\$ 2,227	\$ 650
RMS Reimbursements	\$ -	\$ 15	\$ -
RMS Course Mapping	\$ 120	\$ -	\$ -
RMS Rentals and Other Fees	\$ 3,911	\$ 282	\$ 2,050
Subtotal, RMS Expenses	\$ 35,085	\$ 3,674	\$ 16,700
Net Income/(Net Loss)	\$ 37,174	\$ 11,499	\$ 3,800
Operating Gross Profit %	51%	76%	19%
General Overhead Allocations			
Staff	\$ 16,396	\$ 14,264	\$ 17,762
Occupancy	\$ 9,339	\$ 9,021	\$ 8,902
Insurance, Sanctioning	\$ 4,393	\$ 3,591	\$ 4,450
Subtotal, General Overhead	\$ 30,128	\$ 26,876	\$ 31,114
NET INCOME (LOSS) - after allocations	\$ 7,046	\$ (15,377)	\$ (27,314)