

MCRRRC
2022 PROPOSED BUDGET
CONSOLIDATED

2022 Budget Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 131,700	\$ 387,175	\$ 129,500	\$ 49,950	\$ 698,325
Expense	\$ 233,620	\$ 81,000	\$ 241,873	\$ 108,020	\$ 30,060	\$ 694,573
Net Operating Income Before General Operations Allocation	\$ (233,620)	\$ 50,700	\$ 145,302	\$ 21,480	\$ 19,890	\$ 3,752
Operating Gross Profit % Before Allocation	0%	38%	38%	17%	40%	1%

2022 Budget with Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income Before General Operations Allocation	\$ (233,620)	\$ 50,700	\$ 145,302	\$ 21,480	\$ 19,890	\$ 3,752
Allocation	\$ 233,620	\$ (41,887)	\$ (79,974)	\$ (82,178)	\$ (29,581)	\$ 0
Net Operating Income After General Operating Allocation	\$ -	\$ 8,813	\$ 65,328	\$ (60,698)	\$ (9,691)	\$ 3,752
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 4,500	\$ -	\$ 4,500
Total Income	\$ -	\$ 8,813	\$ 65,328	\$ (56,198)	\$ (9,691)	\$ 8,252

2021 Forecast Without Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ -	\$ 89,669	\$ 216,390	\$ 149,048	\$ 28,222	\$ 483,329
Expense	\$ 165,923	\$ 32,218	\$ 120,176	\$ 10,541	\$ 20,884	\$ 349,742
Net Operating Income Before General Operations Allocation	\$ (165,923)	\$ 57,451	\$ 96,214	\$ 138,507	\$ 7,338	\$ 133,587
Operating Gross Profit % Before Allocation		64%	44%	93%	26%	28%

2021 Forecast With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income Before General Operations Allocation	\$ (165,923)	\$ 57,451	\$ 96,214	\$ 138,507	\$ 7,338	\$ 133,587
Allocation	\$ 165,923	\$ (29,460)	\$ (66,207)	\$ (47,457)	\$ (22,797)	\$ 0
Net Operating Income After Allocation	\$ -	\$ 27,991	\$ 30,006	\$ 91,050	\$ (15,460)	\$ 133,587
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 28,193	\$ -	\$ 28,193
Total Net Income		\$ 27,991	\$ 30,006	\$ 119,243	\$ (15,460)	\$ 161,780

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	\$ (46,248)	\$ (67,512)	\$ (94,328)	\$ (30,128)	\$ 0
Net Operating Income After Allocation	\$ -	\$ 14,961	\$ 107,713	\$ (73,275)	\$ 7,046	\$ 56,446
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 28,998	\$ -	\$ 28,998
Net Income	\$ -	\$ 14,961	\$ 107,713	\$ (44,277)	\$ 7,046	\$ 85,444

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2022 PROPOSED BUDGET
GENERAL OPERATIONS

GENERAL OPERATIONS	FY 2019 Actual	FY 2021 Projection	FY 2020 Budget	FY 2022 Budget
GENERAL REVENUE				
<u>Interest and dividend income</u>				
Interest & Dividend Income	\$ 5,639	\$ 4,881	\$ 2,500	\$ 4,500
Realized & Unrealized gain/loss	\$ 23,359	\$ 23,312	\$ -	\$ -
Subtotal: Interest and dividend income	\$ 28,998	\$ 28,193	\$ 2,500	\$ 4,500
<u>Other Income</u>				
Club Clothing and Merchandise	\$ 16,384	17,012	\$ 19,000	\$ 20,000
Misc. Income	\$ 5,643	2,900	\$ -	\$ -
Uncategorized income	\$ 500	-	\$ -	\$ -
Subtotal: Other income	\$ 22,527	19,913	\$ 19,000	\$ 20,000
TOTAL GENERAL REVENUE	\$ 51,525	48,106	\$ 21,500	\$ 24,500
GENERAL EXPENSES				
<u>Compensation</u>				
Wages - new payroll	\$ 114,076	\$ 82,446	\$ 112,700	\$ 95,870
Subtotal, Compensation	\$ 114,076	\$ 82,446	\$ 112,700	\$ 95,870
<u>Payroll taxes</u>				
Taxes - new payroll	\$ 8,835	\$ 6,518	\$ 8,700	\$ 7,474
Subtotal, Payroll taxes	8,835	\$ 6,518	\$ 8,700	\$ 7,474
<u>Professional Fees/Services</u>				
Accounting Fees	\$ 6,350	\$ 1,550	\$ 4,800	\$ 2,500
Payroll Processing Fees	\$ 1,434	\$ 1,512	\$ 1,400	\$ 1,560
Other Professional Fees/Services	\$ 1,338	\$ -	\$ 1,000	\$ 1,000
Subtotal, Professional Fees/Services	\$ 9,122	\$ 3,062	\$ 7,200	\$ 5,060
<u>Office expenses</u>				
Office Supplies	\$ 3,780	\$ 2,241	\$ 4,000	\$ 4,000
Telephone and Internet	\$ 6,002	\$ 5,905	\$ 5,700	\$ 5,700
Bank Charges	\$ 54	\$ 263	\$ -	\$ -
Square Fee	\$ 534	\$ -	\$ 600	\$ 600
Online Service Fees	\$ -	\$ -	\$ -	\$ 1,000
Admin. Expense Reimbursements	\$ -	\$ -	\$ -	\$ -
COVID PPE	\$ -	\$ -	\$ -	\$ 2,500
Subtotal, Office expenses	\$ 10,370	\$ 8,409	\$ 10,300	\$ 13,800
<u>Information technology</u>				
Software (non-capitalized)	\$ 555	\$ 185	700	800
Hardware (non-capitalized)	\$ -	\$ -	\$ -	\$ -
Hardware and software maintenance	\$ -	\$ -	\$ -	\$ -
IT/Computer	\$ -	\$ -	\$ -	\$ -

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2022 PROPOSED BUDGET
GENERAL OPERATIONS

GENERAL OPERATIONS	FY 2019 Actual	FY 2021 Projection	FY 2020 Budget	FY 2022 Budget
Other IT costs (tech support, hosting, etc.)	\$ 12,542	\$ 16,728	13,000	13,000
Subtotal, Information technology	\$ 13,097	\$ 16,913	13,700	13,800
Occupancy				
Clubhouse rent (Southlawn Ln)	\$ 20,350	\$ 18,600	\$ 20,400	\$ 21,216
Clubhouse utilities	\$ 1,274	\$ 2,367	\$ 1,400	\$ 2,100
Clubhouse property insurance	\$ 4,769	\$ 4,726	\$ 4,200	\$ 4,200
Clubhouse matls./maintenance	\$ 1,179	\$ 595	\$ 1,300	\$ 1,300
Subtotal, Occupancy	\$ 27,572	\$ 26,288	\$ 27,300	\$ 28,816
Travel				
Transportation, meals, lodging	\$ 5	\$ -	\$ 900	\$ 900
Club van supplies and repairs	\$ 609	\$ 389	\$ 300	\$ 1,500
Club meetings - general	\$ 591	\$ -	\$ 700	\$ 700
Meeting Registration Fees	\$ -	\$ -	\$ 750	\$ 400
Board meeting costs	\$ 1,160	\$ -	\$ 2,000	\$ 2,000
Subtotal, Travel	\$ 2,365	\$ 389	\$ 4,650	\$ 5,500
Depreciation	\$ 17,999	\$ 15,112	\$ 20,000	\$ 19,000
Insurance				
Liability Insurance	\$ 8,352	\$ 54	\$ 8,500	\$ 8,500
Other insurance	\$ 4,027	\$ 3,204	\$ 4,200	\$ 4,200
Subtotal, Insurance	\$ 12,379	\$ 3,258	\$ 12,700	\$ 12,700
Misc.				
Printing and Reproduction	\$ 2,934	\$ 318	\$ 2,500	\$ 2,500
Taxes	\$ 200	\$ -	\$ 300	\$ 300
Misc. Admin.	\$ 100	\$ 200	\$ -	\$ -
Club Clothing Merchandise	\$ 22,710	\$ 12,002	\$ 25,000	\$ 20,000
Club Communications - Expense:	\$ 7,410	\$ 3,150	\$ 8,500	\$ 8,500
USATF Dues	\$ -	\$ -	\$ 50	\$ 50
RRCA Dues	\$ 5,191	\$ 118	\$ 5,100	\$ 5,100
Drop in Runs	\$ 368	\$ -	\$ -	\$ -
Diversity, Equity & Inclusion	\$ -	\$ -	\$ -	\$ 7,500
Other miscellaneous expenses	\$ 130	\$ -	\$ 150	\$ 150
Subtotal, Misc.	\$ 39,044	\$ 15,787	\$ 41,600	\$ 44,100
Postage/PO Box	\$ 5,884	\$ 7,652	\$ 4,000	\$ 7,500
TOTAL OPERATING EXPENSES	\$ 260,743	\$ 185,835	\$ 262,850	\$ 253,620
Net Operating Profit / (Net Operating Loss)	\$ (238,216)	\$ (165,923)	\$ (243,850)	\$ (233,620)
Net Profit / (Loss) after non-operating Income/(Loss)	\$ (238,216)	\$ (165,923)	\$ (243,850)	\$ (233,620)

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2022 PROPOSED BUDGET

PROGRAMS

PROGRAM BREAKDOWN	FY 2019 Actual	FY 2021 Projection	FY 2020 Budget	FY 2022 Budget
PROGRAM REVENUE				
MCM Room	\$ 10,797	\$ -	\$ 7,500	\$ -
Training Program Revenue	\$ 152,924	\$ 89,669	\$ 133,000	\$ 129,700
Program Banquet Revenue	\$ 2,895	\$ -	\$ -	\$ 2,000
TOTAL PROGRAM REVENUE	\$ 166,616	\$ 89,669	\$ 140,500	\$ 131,700
GENERAL PROGRAM EXPENSES				
Program Supplies and Operations				
MCM Room	\$ 11,828	\$ -	\$ 7,500	\$ -
Equipment - new	40	-	-	-
Equipment - consumables	39	-	100	60
Food/Beverage	2,718	2,720	3,000	5,200
T shirts and Premiums	48,849	10,727	48,000	44,800
Permitting Programs	15,561	16,721	14,000	2,665
Service rental	1,110	-	1,800	785
Banquets/dinner	18,150	93	17,000	16,565
Pace Coach Gifts	4,379	1,956	5,300	9,925
Certification Reimbursement/Other Training	2,060	-	2,600	400
Program Proceed Distributions	672	-	700	600
Total Program Expenses Before Allocations	105,407	32,218	100,000	81,000
Operating Net Income/(Net Loss)- Before Allocations	61,210	57,451	40,500	50,700
Operating Gross Profit %	37%	64%	29%	38%
General Overhead				
Staff	30,568	20,017	30,194	23,252
Occupancy	3,735	3,443	3,700	3,852
Communications	7,552	5,156	7,920	10,333
Insurance, Sanctioning	4,393	844	4,325	4,450
Subtotal, General Overhead	46,248	29,460	46,139	41,887
Operating Net Income/(Net Loss)- After Allocations	\$ 14,961	\$ 27,991	\$ (5,639)	\$ 8,813

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2022 PROPOSED BUDGET
RACES

RACES BREAKDOWN	FY 2019 Actual	FY 2021 Projection	FY 2020 Budget	FY 2022 Budget
RACES REVENUE				
<u>Races Revenue</u>				
Race entries	\$ 388,011	\$ 206,559	\$ 372,000	\$ 345,224
Sponsorship	\$ 45,516	\$ 9,500	\$ 44,000	\$ 32,350
Upgrades Purchased	\$ 11,005	\$ 331	\$ 15,000	\$ 9,151
Club race chip fees	\$ 905	\$ -	\$ 500	\$ 450
TOTAL RACES REVENUE	\$ 445,436	\$ 216,390	\$ 431,500	\$ 387,175

GENERAL RACES EXPENSES				
<u>Race supplies and operations</u>				
Equipment new	\$ 1,642	\$ 2,131	\$ 1,700	\$ -
Equipment maintenance	\$ 1,193	\$ 992	\$ 1,300	\$ -
Equipment - consumables	\$ 29,221	\$ 5,949	\$ 23,000	\$ 15,149
Food/Beverage	\$ 35,474	\$ 12,457	\$ 25,000	\$ 35,612
T shirts and Premiums	\$ 122,374	\$ 64,931	\$ 150,000	\$ 120,580
RMS Staff Payments	\$ -	\$ -	\$ -	\$ -
Permitting	\$ 28,390	\$ 7,865	\$ 28,000	\$ 28,475
Police/EMT support	\$ 5,021	\$ -	\$ 5,000	\$ 11,130
Equipment rental	\$ 20,987	\$ 11,512	\$ 23,000	\$ 13,756
Fuel	\$ 1,138	\$ 304		\$ -
Service rental	\$ 25,551	\$ 12,183	\$ 26,000	\$ 19,831
Race Awards	\$ 12,702	\$ 1,835	\$ 13,000	\$ 13,250
Race Director/Team Captains Gifts	\$ 364	\$ -	\$ 370	\$ 830
Certification Reimbursement/Other Training	\$ 7,017	\$ -	\$ 7,000	\$ 4,910
Race Proceed Distribution	\$ 32,946	\$ 6,000	\$ 27,000	\$ 31,250
USATF Sanctioning	\$ -	\$ -	\$ 1,000	\$ -
Banquets/dinners	\$ -	\$ -		\$ -
PERSONAL PROTECTIVE EQUIPMENT (PPE)	\$ -	\$ -		\$ -
Subtotal, Race supplies and operations	\$ 324,020	\$ 126,159	\$ 331,370.00	\$ 294,773
<u>Advertising and promotion</u>				
Advertising	\$ 1,191	\$ 1,018	\$ 2,000	\$ 2,100
Subtotal, Advertising and promotion	\$ 1,191	\$ 1,018	\$ 2,000	\$ 2,100
Subtotal Race Expenses, before Allocations	\$ 325,211	\$ 127,176	\$ 333,370	\$ 296,873
Less: low key race estimate (allocated to membership)	\$ (55,000)	\$ (7,000)	\$ (55,000)	\$ (55,000)
Subtotal Race Expenses after expense allocation to Membership	\$ 270,211	\$ 120,176	\$ 278,370	\$ 241,873
Operating Net Income/(Net Loss)- Before Allocations	\$ 175,225	\$ 96,214	\$ 153,130	\$ 145,302
Operating Gross Profit %	39%	44%	35%	38%
<u>General Overhead Allocations</u>				
Staff	\$ 32,387	\$ 35,586	\$ 31,992	\$ 41,338
Occupancy	\$ 20,545	\$ 18,939	\$ 20,350	\$ 21,184
Communications	\$ 7,552	\$ 10,332	\$ 7,920	\$ 10,332
Insurance, Sanctioning	\$ 7,028	\$ 1,351	\$ 6,920	\$ 7,120
Subtotal, General Overhead	\$ 67,512	\$ 66,207	\$ 67,182	\$ 79,974
Operating Net Income/(Net Loss)- After Allocations	\$ 107,713	\$ 30,006	\$ 85,948	\$ 65,328

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2022 PROPOSED BUDGET
MEMBERSHIP SERVICES

MEMBERSHIP SERVICES	FY 2019 Actual	FY 2021 Projection	FY 2020 Budget	FY 2022 Budget
INCOME FROM MEMBERSHIP				
Membership dues, contributions & other income:				
Membership Dues	\$ 115,282	\$ 78,963	105,000	115,000
Member Contributions	\$ 272	\$ 69,406		10,500
Running Performance Lab Revenue	\$ 4,260	\$ 679	4,000	4,000
Other Income		\$ -	19,000	-
TOTAL MEMBERSHIP DUES, CONTRIBUTIONS & OTHER INCOME	\$ 119,813	\$ 149,048	\$ 128,000	\$ 129,500
GENERAL MEMBERSHIP EXPENSES				
Social Events				
Social Events	\$ 3,647	\$ -	\$ 3,000	\$ 3,000
Awards Party	\$ 13,283	\$ -	\$ 18,000	\$ 18,000
Subtotal, Social Events	\$ 16,930	\$ -	\$ 21,000	\$ 21,000
Community Support Items -				
Donations/Gifts				
MD RRCA Initiatives	\$ 300	\$ -	\$ 300	\$ 300
Sunshine Fund	\$ 335	\$ 474	\$ -	\$ 300
Community Outreach	\$ 200	\$ -	\$ 1,000	\$ 1,000
RRCA- Roads Scholar/MS Challenge	\$ -	\$ -	\$ -	\$ -
Subtotal, Donations/Gifts	\$ 835	\$ 474	\$ 1,300	\$ 1,600
Grants				
Scholarship awards	\$ 4,000	\$ 2,000	\$ 8,000	\$ 8,000
Subtotal, Grants	\$ 4,000	\$ 2,000	\$ 8,000	\$ 8,000
Total Community Support	\$ 4,835	\$ 2,474	\$ 9,300	\$ 9,600
Club Awards				
Misc club awards	\$ 4,506	\$ 573	\$ 4,500	\$ 15,000
Yearly Awards - Championship and XC series	\$ 8,185	\$ -	\$ 8,200	\$ -
Running with Courage Award	\$ -	\$ -	\$ -	\$ -
Yearly Awards - Lifetime Achievement	\$ -	\$ -	\$ 70	\$ -
Yearly Awards - Presidents Award	\$ -	\$ -	\$ -	\$ -
Yearly Awards - Runner of the year	\$ 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	\$ -	\$ -	\$ -	\$ -
RD/PD awards	\$ 2,319	\$ 173	\$ 2,300	\$ 2,300

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2022 PROPOSED BUDGET
MEMBERSHIP SERVICES

MEMBERSHIP SERVICES	FY 2019 Actual	FY 2021 Projection	FY 2020 Budget	FY 2022 Budget
Subtotal, Club Awards	\$ 15,114	\$ 745	\$ 15,180	\$ 17,300
Member Participation				
Drop in Runs	\$ 368	\$ -	\$ 400	\$ 400
Performance Lab Expense	\$ 993	\$ 322	\$ 1,000	\$ 1,000
Team Programs	\$ 4,981	\$ -	\$ 2,870	\$ 2,870
Youth Running Series	\$ -	\$ -	\$ 250	\$ 250
Participation Series	\$ 539	\$ -	\$ 600	\$ 600
Subtotal, Member Participation	\$ 6,881	\$ 322	\$ 5,120	\$ 5,120
Low Key Race Series	\$ 55,000	\$ 7,000	\$ 55,000	\$ 55,000
TOTAL MEMBERSHIP OPERATING EXPENSE - NO Allocations	\$ 98,761	\$ 10,541	\$ 105,600	\$ 108,020
Operating Net Income/(Net Loss)- Before Allocations and non-operating income	\$ 21,053	\$ 138,507	\$ 22,400	\$ 21,480
Operating Gross Profit %	18%	93%	18%	17%
General Overhead Allocations				
Staff	\$ 43,560	\$ 20,017	\$ 43,022	\$ 23,252
Occupancy	\$ 3,735	\$ 3,443	\$ 3,700	\$ 3,852
Communications	\$ 7,781	\$ 5,156	\$ 7,920	\$ 10,332
Insurance, Sanctioning	\$ 1,757	\$ 338	\$ 1,730	\$ 1,780
Prof Fees, administrative overhead	\$ 19,496	\$ 3,391	\$ 42,350	\$ 23,962
Depreciation	\$ 17,999	\$ 15,112	\$ 20,000	\$ 19,000
Subtotal, General Overhead Allocated	\$ 94,328	\$ 47,457	\$ 118,722	\$ 82,178
Operating Net Income/(Net Loss)- After Allocations	\$ (73,275)	\$ 91,050	\$ (96,322)	\$ (60,698)
Non Operating Income:				
Investment Income - Reserves				
Interest & Dividend Income	\$ 5,639	\$ 4,881	\$ -	\$ 3,000
Realized & Unrealized gain/loss	\$ 23,359	\$ 23,312	\$ -	\$ -
Non Operating Income - Investment Income (Reserves)	\$ 28,998	\$ 28,193	\$ -	\$ 3,000
NET INCOME (LOSS) - after allocations	\$ (44,277)	\$ 119,243	\$ (96,322)	\$ (57,698)

MCRRC
 2022 PROPOSED BUDGET
 RMS

RACE MGMT SERVICES (RMS)	FY 2019 Actual	FY 2021 Projection	FY 2020 Budget	FY 2022 Budget
INCOME FROM RMS				
RMS				
RMS timing/scoring revenue	\$ 33,322	\$ 14,145	\$ 25,000	\$ 22,500
RMS Chip Revenue	\$ 8,017	\$ 1,523	\$ 6,700	\$ 6,030
RMS equipment rental	\$ 30,919	\$ 12,554	\$ 34,000	\$ 21,420
TOTAL RMS INCOME	\$ 72,259	\$ 28,222	\$ 65,700	\$ 49,950
GENERAL RMS OPERATING EXPENSES				
RMS Expenses				
RMS Staff Payments	\$ 29,807	\$ 16,340	\$ 28,000	\$ 25,200
Club Race Timing	\$ -	\$ -		\$ -
RMS Chip Expense	\$ 1,247	\$ 2,227	\$ 1,300	\$ 1,170
RMS Reimbursements	\$ -	\$ 15		\$ -
RMS Course Mapping	\$ 120	\$ -	\$ -	\$ -
RMS Rentals and Other Fees	\$ 3,911	\$ 2,303	\$ 4,100	\$ 3,690
Subtotal, RMS Expenses	\$ 35,085	\$ 20,884	\$ 33,400	\$ 30,060
Net Income/(Net Loss)	\$ 37,174	\$ 7,338	\$ 32,300	\$ 19,890
Operating Gross Profit %	51%	26%	49%	40%
General Overhead Allocations				
Staff	\$ 16,396	\$ 13,345	\$ 16,192	\$ 15,502
Occupancy	\$ 9,339	\$ 8,609	\$ 9,250	\$ 9,629
Insurance, Sanctioning	\$ 4,393	\$ 844	\$ 4,325	\$ 4,450
Subtotal, General Overhead	\$ 30,128	\$ 22,797	\$ 29,767	\$ 29,581
NET INCOME (LOSS) - after allocations	\$ 7,046	\$ (15,460)	\$ 2,533	\$ (9,691)