

2024 Budget Before Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ 13,000	\$ 163,917	\$ 403,494	\$ 37,000	\$ 50,000	\$ 667,411
Expense	\$ 258,895	\$ 85,773	\$ 306,846	\$ 12,480	\$ 27,250	\$ 691,244
Profit	\$ (245,895)	\$ 78,144	\$ 96,648	\$ 24,520	\$ 22,750	\$ (23,833)
Operating Gross Profit % Before Allocation	-100%	48%	24%	66%	46%	-4%

2023 Forecast Before Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ 12,663	\$ 145,189	\$ 385,424	\$ 77,547	\$ 51,969	\$ 672,792
Expense	\$ 259,841	\$ 83,533	\$ 287,867	\$ 11,012	\$ 21,730	\$ 663,982
Net Operating Income (Loss) Before General Operations Allocation	\$ (247,178)	\$ 61,656	\$ 97,557	\$ 66,535	\$ 30,239	\$ 8,810
Operating Gross Profit % Before Allocation	-100%	42%	25%	86%	58%	1%

2022 Actual Before Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Revenue	\$ 12,949	\$ 147,662	\$ 375,246	\$ 73,101	\$ 60,716	\$ 669,674
Expense	\$ 229,519	\$ 58,368	\$ 276,346	\$ 20,645	\$ 26,014	\$ 610,892
Net Operating Income (Loss) Before General Operations Allocation	\$ (216,569)	\$ 89,294	\$ 98,900	\$ 52,456	\$ 34,702	\$ 58,783
Operating Gross Profit % Before Allocation	-100%	60%	26%	72%	57%	9%

2024 Budget with Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income (Loss) Before General Operations Allocation	\$ (245,895)	\$ 78,144	\$ 96,648	\$ 24,520	\$ 22,750	\$ (23,833)
Allocation	\$ 243,150	\$ (34,025)	\$ (81,821)	\$ (103,879)	\$ (23,425)	\$ -
Net Operating Income (Loss) After Allocation	\$ (2,745)	\$ 44,119	\$ 14,827	\$ (79,359)	\$ (675)	\$ (23,833)
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 10,000	\$ -	\$ 10,000
Net Income (Loss)	\$ (2,745)	\$ 44,119	\$ 14,827	\$ (69,359)	\$ (675)	\$ (13,833)

2023 Forecast With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income (Loss) Before General Operations Allocation	\$ (247,178)	\$ 61,656	\$ 97,557	\$ 66,535	\$ 30,239	\$ 8,810
Allocation	\$ 243,717	\$ (17,603)	\$ (146,940)	\$ (63,740)	\$ (15,434)	\$ -
Net Operating Income (Loss) After Allocation	\$ (3,461)	\$ 44,053	\$ (49,383)	\$ 2,795	\$ 14,805	\$ 8,810
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ 13,125	\$ -	\$ 13,125
Net Income (Loss)	\$ (3,461)	\$ 44,053	\$ (49,383)	\$ 15,920	\$ 14,805	\$ 21,935

2022 Actual With Allocation						
	General Operations	Programs	Races	Membership Services	RMS	Total
Net Operating Income (Loss) Before General Operations Allocation	\$ (216,569)	\$ 89,294	\$ 98,900	\$ 52,456	\$ 34,702	\$ 58,783
Allocation	\$ 216,569	\$ (16,091)	\$ (141,171)	\$ (47,373)	\$ (11,934)	\$ -
Net Operating Income (Loss) After Allocation	\$ (0)	\$ 73,203	\$ (42,271)	\$ 5,083	\$ 22,768	\$ 58,783
Non Operating Income - Investments (Reserves)	\$ -	\$ -	\$ -	\$ (34,159)	\$ -	\$ (34,159)
Net Income (Loss)	\$ (0)	\$ 73,203	\$ (42,271)	\$ (29,076)	\$ 22,768	\$ 24,624

2024 BUDGET- G&A

	2022 Actual	2023 Projected	2024 Budget
INCOME			
49000 Other Income		-	
49100 Advertising	(32)	(425)	-
49200 Gear Shop	12,981	13,088	13,000
Total 49000 Other Income	12,949	12,663	13,000
Total Income	12,949	12,663	13,000
Gross Profit	12,949	12,663	13,000
EXPENSES			
Personnel		-	
52000 Compensation	97,088	98,338	102,550
52500 Payroll Taxes	7,652	7,693	7,845
Total Personnel	104,740	106,030	110,395
53000 Professional Fees and Services		-	
53050 Legal Fees		2,500	1,500
53100 Accounting Fees	1,150	10,266	8,700
53300 Payroll Processing Fees	1,292	1,723	1,750
53400 Other Professional Fees			
Total 53000 Professional Fees and Services	2,442	14,489	11,950
54000 Office Expenses		-	
54020 Office Supplies	1,570	3,745	3,500
54040 Telephone and Internet	5,859	4,260	4,500
54060 Printing and Copying	317	1,469	1,500
54080 Bank Fees	303	418	250
54100 Online Service Fees	1,281	-	-
Total 54000 Office Expenses	9,330	9,893	9,750
54600 InformationTechnology			
54610 Software (non-capitalized)	196	-	100
54630 Website Maintenance	6,000	6,500	6,500
54640 Online Subscriptions	7,904	7,095	7,500
54650 Other Hosting Fees	1,046	697	750
Total 54600 InformationTechnology	15,146	14,292	14,850
55000 Occupancy		-	
55010 Clubhouse Rent	20,400	20,400	20,400
55020 Clubhouse Utilities	909	1,292	1,500
55040 Clubhouse General Maintenance	376	537	600
Total 55000 Occupancy	21,685	22,229	22,500
55400 Meetings, Training and Conventions		-	
55440 Board Meetings	482	2,014	2,000
55445 DEIB speaker and other fees	500	500	1,000
55460 Volunteer Events	5,423	3,645	4,000
Total 55400 Meetings, Training and Conventions	6,404	6,159	7,000

2024 BUDGET- G&A

	2022 Actual	2023 Projected	2024 Budget
55800 Depreciation	6,975	13,193	7,250
55900 Insurance			
55910 Auto Insurance	3,841	5,095	5,500
55920 Liability Insurance	6,725	7,500	8,000
55930 Property Insurance	5,040	5,293	5,600
Total 55900 Insurance	15,606	17,888	19,100
58000 Awards - Non-Race			
58100 Awards Banquet (Venue)	13,675	17,386	17,500
58200 Awards Banquet (Annual Awards)	9,772	17,717	15,500
Total 58000 Awards - Non-Race	23,447	35,103	33,000
59000 Other Expenses		-	
59250 Club Gear Shop Expense	6,978	4,625	6,000
59300 Club Communications	3,600	3,600	4,000
59400 USATF Membership Dues	4,982	52	100
Total 59000 Other Expenses	15,559	8,277	10,100
60000 Postage/PO box/shipping	4,644	8,825	9,000
Total Expenses	225,979	256,380	254,895
Net Operating Income	(213,029)	(243,717)	(241,895)
Net Income	(213,029)	(243,717)	(241,895)

TEAMS is included with G&A in the Budget roll up

MCRRC

Profit and Loss by Class - 2024 Budget, 2023 Projected and 2022 Actual

	2022 Actual	2023 Projected	2024 Budget
Income			
42000 Race and Training Revenue			
42500 Training Program Registration	130,801	140,997	159,725
42600 Run Performance Lab Revenue	4,028	1,877	1,877
42700 MCM Hospitality Suite	3,665	2,315	2,315
49300 CPR Registration Fee	2,763		-
42800 Program Party & Banquet Revenue	6,405		-
Total 42000 Race and Training Revenue	147,662	145,189	163,917
Total Income	147,662	145,189	163,917
Gross Profit	147,662	145,189	163,917
Expenses			
IT Costs	368		
54640 Online Subscriptions		228	230
Total 54600 InformationTechnology	368	228	230
56000 Race Operations			
56200 Food and Beverages			100
Total 56000 Race Operations	-	-	100
57000 Training Program Operations			
53840 Program Advertising	-	156	900
57150 Consumables	497	106	106
57200 Food and Beverages	2,773	1,544	4,363
57250 T-Shirts and Premiums	34,422	48,205	44,304
57420 Permitting (Programs)	2,510	7,554	8,199
57480 Service Rentals		625	625
57620 Program Parties & Banquet Expense	10,381	13,616	14,068
57640 Pace Coach Gifts	7,008	9,910	11,290
Total 57000 Training Program Operations	57,591	81,717	83,855
59000 Other Expenses			
53400 Other Professional Fees	374	-	
56430 MCM Hospitality Suite	(1,000)	-	
59350 CPR/ Training Reimbursements	1,035	1,589	1,588
Total 59000 Other Expenses	409	1,589	1,588
Total Expenses	58,368	83,533	85,773
Net Operating Income	89,294	61,656	78,144
Net Income	89,294	61,656	78,144

MCRRC

PL - ALL Races 2024 Budget, 2023 Projected and 2022 Actuals

	2022 Actual	2023 Projected	2024 Budget Total Club Races
Income			
41100 Membership Dues	2,400	-	-
42000 Race and Training Revenue			
42100 Race Registration	277,582	294,432	308,582
42300 Club Chip Fees	1,280	2,122	3,175
42400 Race Sponsorship	34,720	28,500	30,500
<i>Allocation from Membership</i>	55,000	55,000	55,000
Total 42000 Race and Training Revenue	368,582	380,054	397,257
49000 Other Income			
42200 Race Premium Purchases/Gear Shop	4,264	5,371	6,237
Total 49000 Other Income	4,264	5,371	6,237
Total Income	375,246	385,424	403,494
Gross Profit	375,246	385,424	403,494
Expenses			
OTHER Expenses			
54020 Office Supplies	-	431	500
54060 Printing & Copying	1,435	361	400
60000 Postage	71	101	115
OTHER Expenses	1,506	893	1,015
56000 Race Operations			
53820 Race Advertising	3,015	4,535	2,940
56050 Equipment - New	497	7,205	8,250
56100 Equipment Maintenance	4,207	290	440
56150 Consumables	21,514	5,275	5,820
56200 Food and Beverages	45,666	62,084	63,719
56250 T-Shirts and Premiums	90,057	86,242	94,668
56300 Club Race Timing	4,050	3,300	3,600
56330 Club Race Measuring	200	-	-
56420 Permitting (Races)	25,073	26,827	28,285
56440 Police and EMT Support	10,551	11,179	11,695
56450 Sponsorship Commission	-	2,700	5,150
56460 Equipment Rental	18,152	16,750	17,694
56461 Fuel	987	587	745
56462 Van Maintenance	1,279	80	-
56480 Service Rentals	18,195	16,063	17,276
56520 Race Awards	13,151	12,384	13,190
56640 Race Director/Team Captain	200	-	-
56680 Certification reimbursements/other training	-	90	99
56700 Race Proceed Distribution	18,046	31,381	32,260
Total 56000 Race Operations	274,840	286,974	305,831
Total Expenses	276,346	287,867	306,846
Net Operating Income	98,900	97,557	96,648
Net Income	98,900	97,557	96,648

Profit & Loss

MCRRC: Membership

Description	2022	2023 Projected	2024 Budget
Revenue			
Membership Income			
Contributions			
Membership Dues	80,983	89,622	80,000
Contributions	39,900	40,695	10,000
Total Membership Income	120,883	130,317	90,000
Other Income			
CPR Registration Fees	2,763	1,988	2,000
Misc. Income	4,455	242	
Total Other Income	7,218	2,230	2,000
Low Key Revenue Allocation	(55,000)	(55,000)	(55,000)
Total Revenue	73,101	77,547	37,000
Expenses			
Grants			
OHSR Scholarship Awards	8,000	8,000	8,000
Other Expenses			
Advertising			1,180
Community Outreach		-	-
CPR/ Training Reimbursements	11,955	1,988	2,000
MD RRCA Initiatives	-		300
Sunshine Fund	690	1,024	1,000
Total Other Expenses	20,645	11,012	12,480
Total Expenses	20,645	11,012	12,480
Operating Profit	52,456	66,535	24,520
Other Income			
Dividend Income	7,252	10,988	10,000
Unrealized Gain/Loss	(41,411)	2,137	-
Other Income (Expenses)	(34,159)	13,125	10,000
Earnings Before Interest & Tax	18,297	79,660	34,520
Earnings Before Interest & Tax	18,297	79,660	34,520

Profit & Loss

MCRRC: RMS : Timing Services

Description	2022	2023 Projected	2024 Budget
Revenue			
Race and Training Revenue			
RMS Timeing & Equipment	60,716	51,969	50,000
Total RMS	60,716	51,969	50,000
Total Race and Training Revenue	60,716	51,969	50,000
Total Revenue	60,716	51,969	50,000
Expenses			
Race Operations			
Equipment Rental	942		-
RMS Expenses			
RMS Staff Payment	22,240	19,605	22,000
RMS Chip Purchase	125	1,531	2,000
RMS Fuel	-	140	250
RMS Pass-Thru Rentals	2,707	454	3,000
Total RMS Expenses	26,014	21,730	27,250
Total Expenses	26,014	21,730	27,250
Operating Profit	34,702	30,239	22,750
Net Income	34,702	30,239	22,750

Balance Sheet

As of October 31, 2023

	As of Oct 31, 2023	As of Oct 31, 2022 (PY)	Total
ASSETS			
Current Assets			
Bank Accounts			
10000 Cash - Non-Interest Bearing	0.00	0.00	
10220 Main Checking (BOFA)	327,708.81	340,089.89	
10900 Petty cash	100.00	100.00	
Total 10000 Cash - Non-Interest Bearing	327,808.81	340,189.89	
Total Bank Accounts	327,808.81	340,189.89	
Other Current Assets			
17000 Investment			
17100 Investments - Fidelity	335,486.64	320,570.90	
Total 17000 Investment	335,486.64	320,570.90	
Total Other Current Assets	335,486.64	320,570.90	
Total Current Assets	663,295.45	660,760.79	
Fixed Assets			
16000 Van	76,617.10	37,177.66	
16100 Equipment	234,744.47	235,011.75	
16300 Furniture	259.70	0.00	
16400 Software Licenses	3,392.00	3,392.00	
16500 Website	6,000.00	2,000.00	
16900 Accumulated depreciation	-275,173.44	-268,446.32	
Total Fixed Assets	45,839.83	9,135.09	
TOTAL ASSETS	\$709,135.28	\$669,895.88	
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
21000 Payroll liabilities	-2,715.80		
21010 Federal taxes (941/944)	2,379.19	1,820.74	
21030 MD income tax	6,098.40	556.61	
21040 MD unemployment tax	170.00	0.00	
Total 21000 Payroll liabilities	5,931.79	2,377.35	
Total Other Current Liabilities	5,931.79	2,377.35	
Total Current Liabilities	5,931.79	2,377.35	
Total Liabilities	5,931.79	2,377.35	
Equity			
39000 Retained earnings	665,401.28	670,354.09	
Net Income	37,802.21	-2,835.56	

		Total
	As of Oct 31, 2023	As of Oct 31, 2022 (PY)
Total Equity	703,203.49	667,518.53
TOTAL LIABILITIES AND EQUITY	\$709,135.28	\$669,895.88