

**Triathlon Club of San Diego
Profit and Loss Summary
January - December 2016**

	Total
Income	
Membership Dues	73,825
MERCHANDISE SALES	6,418
OTHER INCOME	12,485
Sponsorship Income	17,520
Total Income	110,248
Gross Profit	110,248
Expenses	
ADMINISTRATION	22,388
Ambassador Expense	1,274
CLUB RACE EXPENSE	25,405
FACILITY FEES	8,997
Interest Expense	18
MARKETING & COMMUNICATIONS	3,795
MEETING FOOD	17,282
MERCHANDISE EXPENSE	8,918
OFFICER EXPENSES	9,217
OTHER EVENTS	3,181
Penalties	72
PRIZES & VOLUNTEER RECOGNITION	2,754
RACE SUPPORT	7,392
Sales Tax Expense	717
Total Expenses	111,410
Net Operating Income	(1,162)

Cash Balance:	
MFCU	9,308
PayPal	1,614
	10,922
Accounts Receivable:	
EAS	9,500
An Kim	110
Other Ambassadors?	330
	9,940

**Triathlon Club of San Diego
Profit and Loss - Detailed
January - December 2016**

	Total
Income	
Membership Dues	73,825
MERCHANDISE SALES	
Apparel and Other Merchandise	3,322
Timing Chip	3,096
Total MERCHANDISE SALES	6,418
OTHER INCOME	
Bike Case Rentals	410
Camp	3,355
Grants	1,400
Swim Income	7,320
Total OTHER INCOME	12,485
Sponsorship Income	17,520
Total Income	110,248
Gross Profit	110,248
Expenses	
ADMINISTRATION	
Accounting	4,189
AUTO EXPENSES	
Auto Fuel	3,153
Auto Repairs & Misc.	5
Automobile Insurance	745
Total AUTO EXPENSES	3,903
Bank Fees	138
Google Ads (Gmail + Drive)	585
Insurance	2,140
Miscellaneous Expense	774
Paypal - Service Fee	3,090
Post Office Box Rental	130
Postage	91
Printing Expense	60
State Fees	10
Storage Unit	6,520
Supplies and Materials	707
USAT Fees	50
Total ADMINISTRATION	22,388
Ambassador Expense	1,274
CLUB RACE EXPENSE	
Aquathon Expenses	13,609
Beginner Tri	1,162
Duathlon Races	219
Fiesta Tri Expenses	5,727
License & Permits	4,687
Total CLUB RACE EXPENSE	25,405
FACILITY FEES	
Pool Rental	6,482

Track Fees	2,515
Total FACILITY FEES	8,997
Interest Expense	18
MARKETING & COMMUNICATIONS	
Newsletter	3,487
Online Email Marketing (MAIL CHIMP)	187
Website (Computer, Internet Expense)	121
Total MARKETING & COMMUNICATIONS	3,795
MEETING FOOD	
Club Meeting Food	13,961
Intro to TCSD	470
Other Meetings & Events	2,321
Potluck Food Expense	530
Total MEETING FOOD	17,282
MERCHANDISE EXPENSE	
Apparel & Other Merch Expense	8,918
Total MERCHANDISE EXPENSE	8,918
OFFICER EXPENSES	
Officer Hotel & Transportation	3,842
Officer Meals	3,729
Officer Race Entries	1,646
Total OFFICER EXPENSES	9,217
OTHER EVENTS	
Camp	2,695
NCC Challenge	250
Social Events	236
Total OTHER EVENTS	3,181
Penalties	72
PRIZES & VOLUNTEER RECOGNITION	
Merchandise & Swag	2,339
Race Entries Bought	415
Total PRIZES & VOLUNTEER RECOGNITION	2,754
RACE SUPPORT	
Expo Tent	1,308
IMAZ Cheer Tent	1,530
Oceanside Race Support	361
Wildflower Race Support	4,193
Total RACE SUPPORT	7,392
Sales Tax Expense	717
Total Expenses	111,410
Net Operating Income	(1,162)