

Triathlon Club of San Diego

Profit and Loss

January - May, 2017

	Total				
	Jan - May, 2017	Jan - May, 2016	Change	% Change	
Income					
Membership Dues	30,175.00	34,940.00	-4,765.00	-13.64%	<i>We're on track for the budgeted amount for Q2 but still off from 2016</i>
MERCHANDISE SALES			0.00		
Apparel and Other Merchandise	357.69	1,525.00	-1,167.31	-76.54%	
Timing Chip	1,519.00	1,364.00	155.00	11.36%	
Total MERCHANDISE SALES	\$ 1,876.69	\$ 2,889.00	-\$ 1,012.31	-35.04%	
OTHER INCOME			0.00		
Camp		1,375.00	-1,375.00	-100.00%	<i>Is this happening this year?</i>
Swim Income	3,210.00	2,885.00	325.00	11.27%	
Total OTHER INCOME	\$ 3,210.00	\$ 4,260.00	-\$ 1,050.00	-24.65%	
Sponsorship Income	11,518.80	9,520.00	1,998.80	21.00%	<i>9k related to 2016</i>
Total Income	\$ 46,780.49	\$ 51,609.00	-\$ 4,828.51	-9.36%	
Gross Profit	\$ 46,780.49	\$ 51,609.00	-\$ 4,828.51	-9.36%	
Expenses					
ADMINISTRATION			0.00		
Accounting	-79.90	1,649.50	-1,729.40	-104.84%	<i>negative because we got a refund from Intuit</i>
AUTO EXPENSES			0.00		
Auto Fuel	568.30	1,232.00	-663.70	-53.87%	
Auto Registration	322.00		322.00		
Auto Repairs & Misc.	52.50		52.50		
Automobile Insurance	716.88		716.88		
Total AUTO EXPENSES	\$ 1,659.68	\$ 1,232.00	\$ 427.68	34.71%	
Bank Fees	6.25		6.25		
Google Ads (Gmail + Drive)	225.00	225.00	0.00	0.00%	
Guest Speaker Expense	1,800.00		1,800.00		
Miscellaneous Expense	50.00	124.99	-74.99	-60.00%	
Paypal - Service Fee	1,190.40	1,380.26	-189.86	-13.76%	
Postage	13.18	11.99	1.19	9.92%	
Printing Expense	98.63	23.70	74.93	316.16%	
State Fees	20.00		20.00		
Storage Unit	2,815.00	2,675.00	140.00	5.23%	
Supplies and Materials	264.26	162.94	101.32	62.18%	
Total ADMINISTRATION	\$ 8,062.50	\$ 7,485.38	\$ 577.12	7.71%	
Ambassador Expense		1,143.87	-1,143.87	-100.00%	
CLUB RACE EXPENSE			0.00		
Aquathon Expenses	1,742.37	6,939.00	-5,196.63	-74.89%	<i>2016 June & July Aquathlon was 5,720</i>
Beginner Tri		225.00	-225.00	-100.00%	
Duathlon Races	774.74	219.42	555.32	253.09%	
Fiesta Tri Expenses	1,351.59	2,965.30	-1,613.71	-54.42%	
License & Permits	1,088.00	4,687.10	-3,599.10	-76.79%	<i>4k of 2015 delinquent expenses paid in 2016</i>
Running Races	262.67		262.67		
Total CLUB RACE EXPENSE	\$ 5,219.37	\$ 15,035.82	-\$ 9,816.45	-65.29%	
FACILITY FEES			0.00		
Pool Rental	6,540.00	2,588.00	3,952.00	152.70%	<i>2017 includes Sept-Dec of 2016 rental exp for Coggan (2.8k)</i>
Track Fees	637.50		637.50		
Total FACILITY FEES	\$ 7,177.50	\$ 2,588.00	\$ 4,589.50	177.34%	
MARKETING & COMMUNICATIONS			0.00		
Marketing Supplies	358.22		358.22		
Newsletter	1,679.91	1,610.64	69.27	4.30%	

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Online Email Marketing (MAIL CHIMP)	89.25	67.75	21.50	31.73%
Other Marketing	335.02		335.02	
Website (Computer, Internet Expense)		121.32	-121.32	-100.00%
Total MARKETING & COMMUNICATIONS	\$ 2,462.40	\$ 1,799.71	\$ 662.69	36.82%
MEETING FOOD			0.00	
Club Meeting Food	4,221.03	7,631.02	-3,409.99	-44.69%
Intro to TCSD	265.11	315.15	-50.04	-15.88%
Other Meetings & Events	597.26	81.38	515.88	633.91%
Total MEETING FOOD	\$ 5,083.40	\$ 8,027.55	-\$ 2,944.15	-36.68%
MERCHANDISE EXPENSE			0.00	
Apparel & Other Merch Expense	3,291.96	1,697.14	1,594.82	93.97%
Total MERCHANDISE EXPENSE	\$ 3,291.96	\$ 1,697.14	\$ 1,594.82	93.97%
OFFICER EXPENSES			0.00	
Officer Hotel & Transportation		330.40	-330.40	-100.00%
Officer Meals	1,075.58	1,007.54	68.04	6.75%
Officer Merchandise	375.98		375.98	
Officer Race Entries		1,139.38	-1,139.38	-100.00%
Total OFFICER EXPENSES	\$ 1,451.56	\$ 2,477.32	-\$ 1,025.76	-41.41%
OTHER EVENTS			0.00	
Grant Expenditures	837.50		837.50	
NCC Challenge	259.95	556.09	-296.14	-53.25%
Social Events		235.84	-235.84	-100.00%
Total OTHER EVENTS	\$ 1,097.45	\$ 791.93	\$ 305.52	38.58%
PRIZES & VOLUNTEER RECOGNITION			0.00	
Merchandise & Swag	1,117.55	1,495.07	-377.52	-25.25%
Volunteer Recognition Events	528.05		528.05	
Total PRIZES & VOLUNTEER RECOGNITION	\$ 1,645.60	\$ 1,495.07	\$ 150.53	10.07%
RACE SUPPORT			0.00	
Expo Tent	273.63	671.65	-398.02	-59.26%
Oceanside Race Support	29.73	360.68	-330.95	-91.76%
Wildflower Race Support		4,193.06	-4,193.06	-100.00%
Total RACE SUPPORT	\$ 303.36	\$ 5,225.39	-\$ 4,922.03	-94.19%
Sales Tax Expense	475.00		475.00	
Total Expenses	\$ 36,270.10	\$ 47,767.18	-\$ 11,497.08	-24.07%
Net Operating Income	\$ 10,510.39	\$ 3,841.82	\$ 6,668.57	173.58%
Net Income	\$ 10,510.39	\$ 3,841.82	\$ 6,668.57	173.58%

2017 mostly Castelli launch/fit party

Cash Balance:	
MFCU:	2,438
Paypal:	14,607
Total	\$ 17,045

Budget to Actual	
Budgeted Net Income/(Loss) - Jan-June	8,891
Actuals from Jan - May	10,510 assume June breaks even
Estimated Over/(under) budget	(1,619)