

Triathlon Club of San Diego						
Q1 + Q2 Budget to Actual						
YE 12/31/2017						
	<b>Q1 + Q2 Budget to Actual Comparison</b>				<b>Where we were @ Q1</b>	
	<b>Q1+Q2 Budget</b>	<b>Q1 + Q2 Actual</b>	<b>Q1 + Q2 Over/(Under) Budget \$</b>	<b>Q1 + Q2 Over/(Under) Budget %</b>	<b>Q1 Over/(Under) Budget \$</b>	<b>Q1 Over/(Under) Budget %</b>
Income						
Membership Dues	45,397	35,317	(10,080)	-22.2%	(8,281)	-54.6%
MERCHANDISE SALES						
Apparel and Other Merchandise	1,000	358	(642)	-64.2%	110	100.0%
Timing Chip	1,941	2,072	130	6.7%	214	23.0%
Total MERCHANDISE SALES	2,941	2,430	(512)	-17.4%	324	31.2%
OTHER INCOME						
Bike Case Rentals	-	-	-	0.0%		
Camp	2,695		(2,695)	-100.0%		
Grants	-	-	-	0.0%		
Swim Income	3,966	3,690	(276)	-7.0%	(240)	-13.0%
Total OTHER INCOME	6,661	3,690	(2,971)	-44.6%	(240)	-13.0%
Sponsorship Income	15,620	12,519	(3,101)	-19.9%	(559)	-5.0%
Total Income	70,619	53,956	(16,664)	-23.6%	(8,756)	-30.0%
<b>Gross Profit</b>	<b>70,619</b>	<b>53,956</b>	<b>(16,664)</b>	<b>-23.6%</b>	<b>(8,756)</b>	<b>-30.0%</b>
Expenses						
ADMINISTRATION						
Accounting	239	(80)	(319)	-133.5%	(120)	
AUTO EXPENSES						
Auto Fuel	1,682	702	(980)	-58.3%	(217)	-59.4%
Auto Registration	2,500	322	(2,178)	-87.1%	-	0.0%
Auto Repairs & Misc.	717	717	-	0.0%	53	100.0%
Automobile Insurance	322	53	(269)	-83.5%	(0)	0.0%
Total AUTO EXPENSES	5,221	1,794	(3,427)	-65.6%	(164)	-11.3%
Bank Fees	19	6	(13)	-68.4%		
Google Ads (Gmail + Drive)	270	275	5	1.9%	-	0.0%
Guest Speaker Expense	1,400	2,775	1,375	98.2%	-	0.0%
Insurance	-	-	-	0.0%		
Miscellaneous Expense	125	50	(75)	-60.0%	50	100.0%
Paypal - Service Fee	2,007	1,393	(614)	-30.6%	(243)	-38.7%
Postage	130	13	(117)	-90.0%	(5)	-82.1%
PO Box Rental	12	132	120	1000.0%		
Printing Expense	30	99	69	230.0%	7	32.2%
State Fees	10	20	10	100.0%	10	50.0%
Storage Unit	3,348	3,378	30	0.9%	15	0.9%
Supplies and Materials	350	355	5	1.4%	44	20.1%
USAT Fees	-	-	-	0.0%		
Total ADMINISTRATION	13,161	10,210	(2,951)	-22.4%	(407)	-8.3%
Ambassador expense	-	-	-	0.0%		
CLUB RACE EXPENSE						
Aquathon Expenses	6,600	2,787	(3,813)	-57.8%	40	4.8%
Beginner Tri	582	-	(582)	-100.0%	44	11.7%
Duathlon Races	450	775	325	72.2%		
Fiesta Tri Expenses	3,279	1,352	(1,927)	-58.8%	566	100.0%
License & Permits	1,088	1,088	-	0.0%		
Running Races	300	263	(37)	-12.3%	113	42.9%
Total CLUB RACE EXPENSE	12,299	6,265	(6,034)	-49.1%	763	24.4%
FACILITY FEES						
Pool Rental	6,494	6,540	46	0.7%	1,570	33.0%
Track Fees	2,888	638	(2,250)	-77.9%	(919)	-175.0%
Total FACILITY FEES	9,382	7,178	(2,204)	-23.5%	651	12.3%
Interest Expense	18	-	(18)	-100.0%		
MARKETING & COMMUNICATIONS	2,092	2,175	83	4.0%	215	17.0%
Online Email Marketing (MAIL CHIMP)	85	106	21	24.7%	21	38.5%
Website (Computer, Internet Expense)	121	338	217	179.3%	(31)	-34.5%
Marketing Supplies	500	358	(142)	-28.4%	358	100.0%
Total MARKETING & COMMUNICATIONS	2,798	2,977	179	6.4%	563	31.9%
MEETING FOOD						
Club Meeting Food	8,778	7,246	(1,532)	-17.5%	(2,054)	-62.6%
Intro to TCSD	394	265	(129)	-32.7%	(93)	-71.4%
Other Meetings & Events	628	707	79	12.6%	(33)	-5.5%
Potluck Food Expense	24	123	99	412.5%		

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Total MEETING FOOD	9,824	8,341	(1,483)	-15.1%	(2,179)	-54.4%
MERCHANDISE EXPENSE						
Apparel & Other Merch Expense	3,300	3,292	(8)	-0.2%	(8)	-0.2%
Total MERCHANDISE EXPENSE	3,300	3,292	(8)	-0.2%		
OFFICER EXPENSES						
Officer Travel	-	-	-	0.0%		
Officer Meals	971	1,201	230	23.7%	68	11.2%
Officer Merchandise	900	376	(524)	-58.2%	(164)	-43.6%
Officer Race Entries	900	-	(900)	-100.0%	(400)	
Total OFFICER EXPENSES	2,771	1,577	(1,194)	-43.1%		
OTHER EVENTS						
Camp	-	-	-	0.0%		
Grant Expenditures	250	838	588	235.2%	88	14.9%
NCC Challenge	1,000	260	(740)	-74.0%	(22)	-9.8%
Social Events	500	-	(500)	-100.0%	(106)	#DIV/0!
Total OTHER EVENTS	1,750	1,098	(652)	-37.3%	(41)	-5.0%
Penalties	-	-	-	0.0%		
PRIZES & VOLUNTEER RECOGNITION						
Merchandise & Swag	2,000	2,611	611	30.6%	1,118	100.0%
Race Entries Bought	1,500	-	(1,500)	-100.0%		
Volunteer Recognition Events	750	528	(222)	-29.6%	153	29.0%
Total PRIZES & VOLUNTEER RECOGNITION	4,250	3,139	(1,111)	-26.1%	1,271	77.2%
RACE SUPPORT						
Expo Tent	700	274	(426)	-60.9%		
IMAZ Cheer Tent	-	-	-	0.0%		
Oceanside Race Support	500	30	(470)	-94.0%		
Wildflower Race Support	500	-	(500)	-100.0%		
Total RACE SUPPORT	1,700	304	(1,396)	-82.1%		
Sales Tax Expense	475	475	-	0.0%		
Total Expenses	61,728	44,856	(16,872)	-27.3%	116	0.4%
<b>Net Operating Income</b>	<b>8,891</b>	<b>9,100</b>	<b>208</b>	<b>2.3%</b>	<b>(8,872)</b>	<b>-307.3%</b>
	<b>Sum of [a] =</b>	<b>9,100</b>				
<b>Q1 + Q2 2017 Cash Activity</b>						
Cash Beg of Yr	7,037					
Q1 Activity	2,887	[a]				
RE adjustment	1,550					
Cash 3/31	11,474			Balance per bank statement		
Q2 Activity	6,213	[a]	2,956	MFCU		
Capital Purchases	(945)		13,786	Paypal		
Cash balance @ 6/30/2017	16,742		16,742	Total		
<b>Estimated Cash Flows</b>						
Q1 Actual	11,474					
Q2 Actual	5,268					
Q3 Budget	2,868					
Q4 Budget	(1,988)					
EOY Cash	17,622					