

Triathlon Club of San Diego
Profit and Loss
January - July, 2017

	Actual v Budget				Current Year v Prior Year			
	2017 Actual	2017 Budget	Over/ (under) \$	Over/ (under) %	2016 Actual	Over/ (under) \$	Over/ (under) %	
Income								
Membership Dues	42,520	52,873	(10,353)	-24.3%	50,540	(8,020)	-18.9%	?!?!?!?
MERCHANDISE SALES								
Apparel and Other Merchandise	358	1,108	(750)	-1.8%	2,235	(1,877)	-524.8%	
Timing Chip	2,286	2,202	84	0.2%	2,137	149	6.5%	
Total MERCHANDISE SALES	2,644	3,310	(666)	-1.6%	4,372	(1,728)	-65.4%	
OTHER INCOME								
Camp		2,915	(2,915)	-6.9%	3,135	(3,135)	-100.0%	
Bike Case Rentals		95	(95)	-0.2%				
Swim Income	4,320	4,852	(532)	-1.3%	4,270	50	1.2%	
Total OTHER INCOME	4,320	7,862	(3,542)	-8.3%	7,405	(3,085)	-71.4%	
Sponsorship Income	12,571	16,821	(4,250)	-10.0%	16,770	(4,199)	-33.4%	
Total Income	62,054	80,866	(18,812)	-44.2%	79,087	(17,033)	-27.4%	
Gross Profit	62,054	80,866	(18,812)	-44.2%	79,087	(17,033)	-27.4%	
Expenses								
ADMINISTRATION								
Accounting	(80)	279	(359)	-0.8%	3,279	(3,359)	4204.3%	
AUTO EXPENSES								
Auto Fuel	861	2,024	(1,163)	-2.7%	1,759	(898)	-104.2%	
Auto Registration	322	2,500	(2,178)	-5.1%		322	100.0%	
Auto Repairs & Misc.	53	717	(665)	-1.6%		53	100.0%	
Automobile Insurance	717	322	395	0.9%	835	(118)	-16.4%	
Total AUTO EXPENSES	1,953	5,563	(3,610)	-8.5%	2,594	(641)	-32.8%	
Bank Fees	6	34	(28)	-0.1%	19	(12)	-196.8%	
Google Ads (Gmail + Drive)	326	315	11	0.0%	315	11	3.4%	
Guest Speaker Expense	2,775	1,633	1,142	2.7%		2,775	100.0%	
Miscellaneous Expense	50	164	(114)	-0.3%	125	(75)	-150.0%	
Paypal - Service Fee	1,661	2,302	(641)	-1.5%	2,181	(520)	-31.3%	
Post Office Box Rental	132	130	2	0.0%	130	2	1.5%	
Postage	13	38	(25)	-0.1%	25	(12)	-93.0%	
Printing Expense	99	35	64	0.1%	60	39	39.6%	
State Fees	20	10	10	0.0%	10	10	50.0%	
Storage Unit	3,941	3,920	21	0.0%	3,745	196	5.0%	
Supplies and Materials	355	410	(55)	-0.1%	341	15	4.1%	
Total ADMINISTRATION	11,251	14,833	(3,582)	-8.4%	12,823	(1,571)	-14.0%	
Ambassador Expense					1,144	(1,144)	(1)	
CLUB RACE EXPENSE								
Aquathon Expenses	5,130	7,233	(2,103)	-4.9%	9,575	(4,445)	-86.6%	
Beginner Tri		788	(788)	-1.9%	861	(861)	-100.0%	
Duathlon Races	775	450	325	0.8%	219	555	71.7%	
Fiesta Tri Expenses	1,352	3,946	(2,594)	-6.1%	3,415	(2,064)	-152.7%	
License & Permits	1,088	1,088	-	0.0%	4,687	(3,599)	-330.8%	
Running Races	263	350	(87)	-0.2%		263	100.0%	
Total CLUB RACE EXPENSE	8,607	13,855	(5,248)	-12.3%	18,757	(10,150)	-117.9%	
FACILITY FEES								
Pool Rental	8,556	7,379	1,177	2.8%	4,508	4,048	47.3%	
Track Fees	638	3,370	(2,733)	-6.4%	1,800	(1,163)	-182.4%	
Total FACILITY FEES	9,194	10,749	(1,556)	-3.7%	6,308	2,886	31.4%	
Interest Expense		18	(18)	0.0%	18	(18)	-100.0%	
MARKETING & COMMUNICATIONS								
Marketing Supplies	358	667	(309)	-0.7%		358	100.0%	
Newsletter	2,687	2,441	246	0.6%	2,512	176	6.5%	
Online Email Marketing (MAIL CHIMP)	123	102	21	0.0%	102	22	17.4%	
Other Marketing	569	-	569	1.3%		569	100.0%	

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	2017 Actual	2017 Budget	Over/	Over/	%	2016 Actual	Over/	Over/
			(under)	\$			(under)	\$
Website (Computer, Internet Expense)	70	120	(50)		-0.1%	121	(51)	-73.3%
Total MARKETING & COMMUNICATIONS	3,808	3,330	478		1.1%	2,735	1,073	28.2%
MEETING FOOD								
Club Meeting Food	7,309	9,645	(2,336)		-5.5%	10,042	(2,733)	-37.4%
Intro to TCSD	270	419	(149)		-0.3%	394	(124)	-45.8%
Other Meetings & Events	707	863	(156)		-0.4%	81	626	88.5%
Potluck Food Expense	316	193	123		0.3%	146	171	54.0%
Total MEETING FOOD	8,603	11,120	(2,517)		-5.9%	10,663	(2,060)	-24.0%
MERCHANDISE EXPENSE								
Apparel & Other Merch Expense	3,292	3,300	(8)		0.0%	5,339	(2,047)	-62.2%
Total MERCHANDISE EXPENSE	3,292	3,300	(8)		0.0%	5,339	(2,047)	-62.2%
OFFICER EXPENSES								
Officer Hotel & Transportation		-	-		0.0%	1,054	(1,054)	-100.0%
Officer Meals	1,497	1,348	149		0.4%	1,271	226	15.1%
Officer Merchandise	376	1,020	(644)		-1.5%		376	100.0%
Officer Race Entries		1,067	(1,067)		-2.5%	1,561	(1,561)	-100.0%
Total OFFICER EXPENSES	1,873	3,435	(1,562)		-3.7%	3,885	(2,012)	-107.4%
OTHER EVENTS								
Camp		898	(898)		-2.1%		-	100.0%
Grant Expenditures	838	250	588		1.4%		838	100.0%
NCC Challenge	260	1,133	(873)		-2.1%	556	(296)	-113.9%
Social Events		500	(500)		-1.2%	236	(236)	-100.0%
Total OTHER EVENTS	1,097	2,781	(1,684)		-4.0%	792	306	27.8%
Penalties						72	(72)	(1)
PRIZES & VOLUNTEER RECOGNITION								
Merchandise & Swag	3,240	2,500	740		1.7%	1,495	1,745	53.9%
Race Entries Bought	443	1,667	(1,224)		-2.9%		443	100.0%
Volunteer Recognition Events	558	875	(317)		-0.7%		558	100.0%
Total PRIZES & VOLUNTEER RECOGNITION	4,240	5,042	(802)		-1.9%	1,495	2,745	64.7%
RACE SUPPORT								
Expo Tent	442	933	(491)		-1.2%	1,152	(710)	-160.7%
Oceanside Race Support	30	500	(470)		-1.1%	361	(331)	-1113.2%
Wildflower Race Support		667	(667)		-1.6%	4,193	(4,193)	-100.0%
Total RACE SUPPORT	472	2,100	(1,629)		-3.8%	5,705	(5,234)	-1110.1%
Sales Tax Expense	475	475	-		0.0%	717	(242)	-50.9%
Total Expenses	52,911	71,038	(18,127)		-42.6%	70,453	(17,542)	-33.2% Wow!
Net Operating Income	9,143	9,828	(685)		-1.6%	8,634	509	5.6%
			YAY!					

Estimated Cash Flows	
Beginning of Year Cash	7,037
Q1 - Q2 Actual Activity	9,705
Cash @ 6/30	16,742
Actual July Activity	43
Budgeted Aug/Sept	2,769
Budgeted Oct-Dec	(2,589)
Anticipated Cash balance @ EOY	16,965
Capital Items (not in operating budget):	
Tents for expo	(1,100)
Ipad for timing	(1,100)
Estimated "whole system" for timing	(2,900)
Anticipated Cash balance @ EOY	11,865

If we break even instead, that'll give us this amount more in cash!

Original

paid in Aug
will be paid in Aug

Open for BOD approval

With new timing system & new expo tents