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Accrual Basis

## American Cycling Association Profit & Loss Prev Year Comparison January through July 2011

|   | Jan - Jul 11      | Jan - Jul 10      | \$ Change        | % Change      |
|---|-------------------|-------------------|------------------|---------------|
| <b>Ordinary Income/Expense</b>          |                   |                   |                  |               |
| <b>Income</b>                           |                   |                   |                  |               |
| 3999 · Credit Card Transactions         | 0.00              | 3,650.00          | -3,650.00        | -100.0%       |
| 4000 · Dues                             |                   |                   |                  |               |
| 4001 · Individual                       | 97,295.00         | 102,240.00        | -4,945.00        | -4.8%         |
| 4002 · Junior                           | 3,686.00          | 3,570.00          | 116.00           | 3.3%          |
| 4003 · Family                           | 755.00            | 1,875.00          | -1,120.00        | -59.7%        |
| 4004 · Combo Racer/Official             | 180.00            | 315.00            | -135.00          | -42.9%        |
| 4005 · Official / Mechanic              | 280.00            | 260.00            | 20.00            | 7.7%          |
| 4006 · Non-Racing                       | 220.00            | 300.00            | -80.00           | -26.7%        |
| 4008 · Club                             | 10,225.00         | 8,025.00          | 2,200.00         | 27.4%         |
| 4010 · Non-ACA Club Listing             | 1,520.00          | 1,700.00          | -180.00          | -10.6%        |
| <b>Total 4000 · Dues</b>                | <b>114,161.00</b> | <b>118,285.00</b> | <b>-4,124.00</b> | <b>-3.5%</b>  |
| 4011 · Transponder Fees                 |                   |                   |                  |               |
| 4012 · Transponder Usage Fees           | 79,064.00         | 0.00              | 79,064.00        | 100.0%        |
| 4013 · Less Cost of Transponders        | -49,148.00        | 0.00              | -49,148.00       | -100.0%       |
| <b>Total 4011 · Transponder Fees</b>    | <b>29,916.00</b>  | <b>0.00</b>       | <b>29,916.00</b> | <b>100.0%</b> |
| 4100 · Permits                          |                   |                   |                  |               |
| 4101 · Late Fees                        | 275.00            | 475.00            | -200.00          | -42.1%        |
| 4100 · Permits - Other                  | 1,625.00          | 1,575.00          | 50.00            | 3.2%          |
| <b>Total 4100 · Permits</b>             | <b>1,900.00</b>   | <b>2,050.00</b>   | <b>-150.00</b>   | <b>-7.3%</b>  |
| 4110 · One Day Memberships              | 6,702.00          | 11,046.00         | -4,344.00        | -39.3%        |
| 4120 · Surcharges                       |                   |                   |                  |               |
| 4121 · Operational                      | 19,338.00         | 23,829.40         | -4,491.40        | -18.9%        |
| 4124 · Junior                           | 1,260.00          | 0.00              | 1,260.00         | 100.0%        |
| <b>Total 4120 · Surcharges</b>          | <b>20,598.00</b>  | <b>23,829.40</b>  | <b>-3,231.40</b> | <b>-13.6%</b> |
| 4200 · Race Registration Fees           | 93,446.05         | 81,241.00         | 12,205.05        | 15.0%         |
| 4210 · Camp Income                      | 2,750.00          | 0.00              | 2,750.00         | 100.0%        |
| 4300 · Advertising                      | 1,020.00          | 420.00            | 600.00           | 142.9%        |
| 4400 · Donations                        | 4,307.00          | 4,990.55          | -683.55          | -13.7%        |
| 4410 · Sponsorship                      | 3,050.00          | 0.00              | 3,050.00         | 100.0%        |
| 4600 · Race Kit Items                   | 809.00            | 415.00            | 394.00           | 94.9%         |
| 4900 · Other Income                     | 1,033.16          | 791.50            | 241.66           | 30.5%         |
| 4910 · Revenue Adjustments              |                   |                   |                  |               |
| 5401 · Jr Operation Surcharges Waived   | -1,260.00         | -2,280.00         | 1,020.00         | 44.7%         |
| <b>Total 4910 · Revenue Adjustments</b> | <b>-1,260.00</b>  | <b>-2,280.00</b>  | <b>1,020.00</b>  | <b>44.7%</b>  |
| 5500 · Refunds                          | 50.50             | 234.46            | -183.96          | -78.5%        |
| <b>Total Income</b>                     | <b>278,482.71</b> | <b>244,672.91</b> | <b>33,809.80</b> | <b>13.8%</b>  |
| <b>Gross Profit</b>                     | <b>278,482.71</b> | <b>244,672.91</b> | <b>33,809.80</b> | <b>13.8%</b>  |
| <b>Expense</b>                          |                   |                   |                  |               |
| 5000 · Race Staffing                    | 19,451.92         | 15,708.90         | 3,743.02         | 23.8%         |
| 5010 · Police                           | 3,620.00          | 5,159.30          | -1,539.30        | -29.8%        |
| 5020 · Timing and Results               | 8,266.60          | 7,688.00          | 578.60           | 7.5%          |
| 5030 · Venue Rental                     | 12,471.45         | 3,985.75          | 8,485.70         | 212.9%        |
| 5040 · Race Rental Equipment            | 2,044.96          | 1,227.75          | 817.21           | 66.6%         |
| 5050 · Officials Fees                   | 4,878.09          | 5,176.00          | -297.91          | -5.8%         |
| 5055 · Junior Race Entry Fee Waived     | 8,250.00          | 0.00              | 8,250.00         | 100.0%        |
| 5057 · Senior Race Entry Fee Waived     | 4,785.00          | 0.00              | 4,785.00         | 100.0%        |
| 5060 · Medical Services                 | 1,620.00          | 1,611.40          | 8.60             | 0.5%          |
| 5070 · ACA Race Permits                 | 0.00              | 804.00            | -804.00          | -100.0%       |
| 5072 · ACA Paid Operational Surcharge   | 0.00              | 3,682.00          | -3,682.00        | -100.0%       |
| 5100 · Race Kit                         |                   |                   |                  |               |
| 5102 · Equipment                        | 762.26            | 1,100.00          | -337.74          | -30.7%        |
| <b>Total 5100 · Race Kit</b>            | <b>762.26</b>     | <b>1,100.00</b>   | <b>-337.74</b>   | <b>-30.7%</b> |
| 5110 · Race Numbers                     | 5,784.04          | 9,816.11          | -4,032.07        | -41.1%        |
| 5300 · Awards                           |                   |                   |                  |               |
| 5320 · Medals/Plaques                   | 6,961.46          | 4,294.18          | 2,667.28         | 62.1%         |
| 5330 · Prize Money                      | 695.00            | 1,001.00          | -306.00          | -30.6%        |
| 5340 · Party                            | 468.31            | 0.00              | 468.31           | 100.0%        |
| <b>Total 5300 · Awards</b>              | <b>8,124.77</b>   | <b>5,295.18</b>   | <b>2,829.59</b>  | <b>53.4%</b>  |
| 5400 · Program Equipment                | 42.76             | 3,310.67          | -3,267.91        | -98.7%        |
| 5420 · Clothing                         | 0.00              | 400.00            | -400.00          | -100.0%       |
| 5430 · Marketing Goods                  |                   |                   |                  |               |
| 5431 · Other Marketing                  | 130.00            | 3,430.00          | -3,300.00        | -96.2%        |
| 5430 · Marketing Goods - Other          | 1,644.13          | 690.47            | 953.66           | 138.1%        |
| <b>Total 5430 · Marketing Goods</b>     | <b>1,774.13</b>   | <b>4,120.47</b>   | <b>-2,346.34</b> | <b>-56.9%</b> |

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**Profit & Loss Prev Year Comparison**  
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|                                       | Jan - Jul 11      | Jan - Jul 10      | \$ Change         | % Change      |
|---------------------------------------|-------------------|-------------------|-------------------|---------------|
| 5510 · Outbound Donations             | 3,000.00          | 3,000.00          | 0.00              | 0.0%          |
| 5700 · Website                        |                   |                   |                   |               |
| 5710 · Components                     | 555.17            | 500.25            | 54.92             | 11.0%         |
| 5730 · Hosting                        | 1,547.40          | 668.02            | 879.38            | 131.6%        |
| <b>Total 5700 · Website</b>           | <b>2,102.57</b>   | <b>1,168.27</b>   | <b>934.30</b>     | <b>80.0%</b>  |
| 6100 · Auto Mileage                   | 211.65            | 131.59            | 80.06             | 60.8%         |
| 6115 · Bank Service Charge            | 25.00             | 0.00              | 25.00             | 100.0%        |
| 6120 · Credit Card Processing Fees    | 7,070.77          | 5,941.40          | 1,129.37          | 19.0%         |
| 6150 · Depreciation Expense           | 6,852.00          | 0.00              | 6,852.00          | 100.0%        |
| 6160 · Dues and Subscriptions         | 1,252.03          | 670.00            | 582.03            | 86.9%         |
| 6180 · Insurance                      |                   |                   |                   |               |
| 6182 · Directors and Officers         | 1,327.00          | 1,947.00          | -620.00           | -31.8%        |
| 6183 · Workman's Comp                 | 348.00            | 355.00            | -7.00             | -2.0%         |
| 6184 · Liability and Property         | 5,856.15          | 371.01            | 5,485.14          | 1,478.4%      |
| 6185 · Senior Insurance paid by ACA   | 6,580.97          | 0.00              | 6,580.97          | 100.0%        |
| 6186 · Junior Insurance paid by ACA   | 3,330.36          | 8,799.00          | -5,468.64         | -62.2%        |
| <b>Total 6180 · Insurance</b>         | <b>17,442.48</b>  | <b>11,472.01</b>  | <b>5,970.47</b>   | <b>52.0%</b>  |
| 6230 · Licenses and Permits           | 146.00            | 189.00            | -43.00            | -22.8%        |
| 6240 · Miscellaneous                  | 0.02              | 0.00              | 0.02              | 100.0%        |
| 6250 · Postage and Delivery           | 4,346.01          | 1,606.58          | 2,739.43          | 170.5%        |
| 6260 · Printing and Reproduction      | 1,644.12          | 2,563.14          | -919.02           | -35.9%        |
| 6270 · Professional Fees              |                   |                   |                   |               |
| 6295 · Coaching                       | 1,195.20          | 0.00              | 1,195.20          | 100.0%        |
| 6650 · Accounting                     | 1,863.63          | 1,465.00          | 398.63            | 27.2%         |
| 6655 · Consulting                     | 0.00              | 100.00            | -100.00           | -100.0%       |
| 6657 · Public Relations               | 725.00            | 0.00              | 725.00            | 100.0%        |
| 6659 · Graphic Design                 | 270.00            | 0.00              | 270.00            | 100.0%        |
| 6270 · Professional Fees - Other      | 0.00              | 27.50             | -27.50            | -100.0%       |
| <b>Total 6270 · Professional Fees</b> | <b>4,053.83</b>   | <b>1,592.50</b>   | <b>2,461.33</b>   | <b>154.6%</b> |
| 6290 · Rent                           |                   |                   |                   |               |
| 6291 · Office                         | 2,300.00          | 3,960.00          | -1,660.00         | -41.9%        |
| 6292 · Storage                        | 1,750.00          | 1,750.00          | 0.00              | 0.0%          |
| <b>Total 6290 · Rent</b>              | <b>4,050.00</b>   | <b>5,710.00</b>   | <b>-1,660.00</b>  | <b>-29.1%</b> |
| 6340 · Telephone                      | 385.44            | 1,208.22          | -822.78           | -68.1%        |
| 6350 · Meals and Entertainment        | 805.83            | 1,949.99          | -1,144.16         | -58.7%        |
| 6380 · Travel                         | 0.00              | 2,459.14          | -2,459.14         | -100.0%       |
| 6450 · Contract Labor                 | 0.00              | 1,834.00          | -1,834.00         | -100.0%       |
| 6550 · Office Supplies                | 475.44            | 801.96            | -326.52           | -40.7%        |
| 6560 · Payroll Expenses               |                   |                   |                   |               |
| 6561 · Salary                         | 69,634.82         | 43,581.65         | 26,053.17         | 59.8%         |
| 6562 · Taxes                          | 6,119.98          | 0.00              | 6,119.98          | 100.0%        |
| 6564 · Payroll Processing Fees        | 479.11            | 0.00              | 479.11            | 100.0%        |
| 6560 · Payroll Expenses - Other       | 30.00             | 10,141.56         | -10,111.56        | -99.7%        |
| <b>Total 6560 · Payroll Expenses</b>  | <b>76,263.91</b>  | <b>53,723.21</b>  | <b>22,540.70</b>  | <b>42.0%</b>  |
| 69800 · Uncategorized Expenses        | 0.00              | 175.00            | -175.00           | -100.0%       |
| <b>Total Expense</b>                  | <b>212,003.08</b> | <b>165,281.54</b> | <b>46,721.54</b>  | <b>28.3%</b>  |
| <b>Net Ordinary Income</b>            | <b>66,479.63</b>  | <b>79,391.37</b>  | <b>-12,911.74</b> | <b>-16.3%</b> |
| <b>Other Income/Expense</b>           |                   |                   |                   |               |
| <b>Other Income</b>                   |                   |                   |                   |               |
| 4999 · Interest Income                | 331.86            | 678.80            | -346.94           | -51.1%        |
| <b>Total Other Income</b>             | <b>331.86</b>     | <b>678.80</b>     | <b>-346.94</b>    | <b>-51.1%</b> |
| <b>Net Other Income</b>               | <b>331.86</b>     | <b>678.80</b>     | <b>-346.94</b>    | <b>-51.1%</b> |
| <b>Net Income</b>                     | <b>66,811.49</b>  | <b>80,070.17</b>  | <b>-13,258.68</b> | <b>-16.6%</b> |