

Bicycle Racing Association of Colorado - the ACA

09/05/12

Profit & Loss Prev Year Comparison

Accrual Basis

January through August 2012

	Jan - Aug 12	Jan - Aug 11	\$ Change
Ordinary Income/Expense			
Income			
3999 · Credit Card Transactions	0.00	0.00	0.00
4000 · Dues			
4001 · Individual	65,572.43	102,200.00	-36,627.57
4002 · Junior	2,345.00	4,046.00	-1,701.00
4003 · Family	0.00	755.00	-755.00
4004 · Combo Racer/Official	0.00	180.00	-180.00
4005 · Official / Mechanic	0.00	280.00	-280.00
4006 · Non-Racing	220.00	285.00	-65.00
4008 · Club	8,860.00	10,450.00	-1,590.00
4010 · Non-ACA Club Listing	20.00	1,540.00	-1,520.00
Total 4000 · Dues	77,017.43	119,736.00	-42,718.57
4011 · Transponder Fees			
4012 · Transponder Usage Fees	25,830.00	82,697.88	-56,867.88
4013 · Less Cost of Transponders	-16,500.00	-51,634.00	35,134.00
4014 · Transponder One Day Rental	6,400.00	0.00	6,400.00
Total 4011 · Transponder Fees	15,730.00	31,063.88	-15,333.88
4050 · LA Rebate from USAC	17,348.50	0.00	17,348.50
4100 · Permits			
4101 · Late Fees	0.00	375.00	-375.00
4100 · Permits - Other	0.00	1,900.00	-1,900.00
Total 4100 · Permits	0.00	2,275.00	-2,275.00
4105 · Race Date Fee	1,050.00	0.00	1,050.00
4107 · Race Designation Fee Silver	400.00	0.00	400.00
4108 · Race Designation Fee Gold	500.00	0.00	500.00
4110 · One Day Memberships	3,065.00	8,280.00	-5,215.00
4120 · Surcharges			
4121 · Operational	42,968.00	24,641.00	18,327.00
4124 · Junior	3,267.50	1,708.00	1,559.50
Total 4120 · Surcharges	46,235.50	26,349.00	19,886.50
4200 · Race Registration Fees	36,292.47	96,919.05	-60,626.58
4210 · Camp Income	3,500.00	2,750.00	750.00
4300 · Advertising	315.00	1,020.00	-705.00
4400 · Donations	22,062.08	4,542.00	17,520.08
4410 · Sponsorship	12,456.07	3,050.00	9,406.07
4600 · Race Kit Items	352.00	1,384.00	-1,032.00
4900 · Other Income	2,612.20	1,098.16	1,514.04
4910 · Revenue Adjustments			
5401 · Jr Operation Surcharges Waived	-3,267.50	-1,708.00	-1,559.50
Total 4910 · Revenue Adjustments	-3,267.50	-1,708.00	-1,559.50
5500 · Refunds	0.00	89.50	-89.50
Total Income	235,668.75	296,848.59	-61,179.84
Gross Profit	235,668.75	296,848.59	-61,179.84
Expense			
5000 · Race Staffing	4,809.08	15,472.69	-10,663.61
5010 · Police	1,855.00	5,108.61	-3,253.61
5020 · Timing and Results	3,344.12	9,066.60	-5,722.48
5030 · Venue Rental	12,069.41	12,757.45	-688.04
5035 · Event Meals	1,512.32	816.65	695.67
5037 · Event Lodging	820.60	0.00	820.60
5040 · Race Rental Equipment	2,434.08	2,634.96	-200.88
5050 · Officials Fees	3,871.65	6,121.20	-2,249.55
5055 · Junior Race Entry Fee Waived	0.00	8,350.00	-8,350.00
5057 · Senior Race Entry Fee Waived	0.00	4,785.00	-4,785.00
5060 · Medical Services	728.00	1,903.00	-1,175.00
5070 · Race Permits	265.00	0.00	265.00
5072 · ACA Paid Operational Surcharge	772.50	0.00	772.50
5100 · Race Kit			

Bicycle Racing Association of Colorado - the ACA

09/05/12

Profit & Loss Prev Year Comparison

Accrual Basis

January through August 2012

	Jan - Aug 12	Jan - Aug 11	\$ Change
5102 · Equipment	3,006.02	974.66	2,031.36
Total 5100 · Race Kit	3,006.02	974.66	2,031.36
5110 · Race Numbers	12,510.48	8,047.51	4,462.97
5300 · Awards			
5310 · Clothing	1,041.23	0.00	1,041.23
5320 · Medals/Plaques	2,178.96	8,876.42	-6,697.46
5330 · Prize Money	610.00	695.00	-85.00
5340 · Party	512.98	468.31	44.67
Total 5300 · Awards	4,343.17	10,039.73	-5,696.56
5400 · Program Expenses	1,482.86	161.76	1,321.10
5430 · Marketing - Events	315.00	600.00	-285.00
5431 · Marketing - Materials	6,464.56	1,174.13	5,290.43
5432 · Marketing - Advertising	1,735.00	0.00	1,735.00
5510 · Outbound Donations	2,000.00	4,000.00	-2,000.00
5700 · Website			
5710 · Components	945.00	581.17	363.83
5730 · Hosting	2,229.90	1,750.40	479.50
Total 5700 · Website	3,174.90	2,331.57	843.33
6100 · Staff Travel	227.00	0.00	227.00
6115 · Bank Service Charge	82.90	35.00	47.90
6120 · Credit Card Processing Fees	3,545.81	7,473.30	-3,927.49
6150 · Depreciation Expense	22,266.64	8,565.00	13,701.64
6160 · Dues and Subscriptions	90.00	1,252.03	-1,162.03
6180 · Insurance			
6182 · Directors and Officers	1,413.00	1,327.00	86.00
6183 · Workman's Comp	652.00	653.00	-1.00
6184 · Liability and Property	4,485.00	6,208.73	-1,723.73
6185 · Senior Insurance paid by ACA	947.00	6,580.97	-5,633.97
6186 · Junior Insurance paid by ACA	3,243.00	4,044.92	-801.92
6187 · Motor Official thru USAC	5,005.00	0.00	5,005.00
Total 6180 · Insurance	15,745.00	18,814.62	-3,069.62
6230 · Licenses and Permits	133.00	50.00	83.00
6240 · Miscellaneous	0.50	0.02	0.48
6250 · Postage and Delivery	3,337.84	4,690.66	-1,352.82
6260 · Printing and Reproduction	1,723.18	1,805.69	-82.51
6270 · Professional Fees			
6295 · Coaching	1,693.55	1,195.20	498.35
6650 · Accounting	2,309.46	4,199.88	-1,890.42
6657 · Public Relations	0.00	725.00	-725.00
6659 · Graphic Design	450.00	270.00	180.00
Total 6270 · Professional Fees	4,453.01	6,390.08	-1,937.07
6290 · Rent			
6291 · Office	2,400.00	2,600.00	-200.00
6292 · Storage	2,000.00	2,000.00	0.00
Total 6290 · Rent	4,400.00	4,600.00	-200.00
6340 · Telephone	1,739.02	663.32	1,075.70
6350 · Meals and Entertainment	1,075.63	885.03	190.60
6550 · Office Supplies	796.95	621.17	175.78
6560 · Payroll Expenses			
6561 · Salary	67,906.64	77,543.15	-9,636.51
6562 · Taxes	5,816.44	6,744.55	-928.11
6564 · Payroll Processing Fees	674.30	520.31	153.99
6560 · Payroll Expenses - Other	17.40	25.00	-7.60
Total 6560 · Payroll Expenses	74,414.78	84,833.01	-10,418.23
Total Expense	201,545.01	235,024.45	-33,479.44
Net Ordinary Income	34,123.74	61,824.14	-27,700.40
Other Income/Expense			

2:47 PM

09/05/12

Accrual Basis

Bicycle Racing Association of Colorado - the ACA
Profit & Loss Prev Year Comparison
January through August 2012

	<u>Jan - Aug 12</u>	<u>Jan - Aug 11</u>	<u>\$ Change</u>
Other Income			
4999 · Interest Income	176.30	370.70	-194.40
Total Other Income	<u>176.30</u>	<u>370.70</u>	<u>-194.40</u>
Other Expense			
6200 · Interest Expense			
6210 · Finance Charge	68.03	0.00	68.03
Total 6200 · Interest Expense	<u>68.03</u>	<u>0.00</u>	<u>68.03</u>
Total Other Expense	<u>68.03</u>	<u>0.00</u>	<u>68.03</u>
Net Other Income	<u>108.27</u>	<u>370.70</u>	<u>-262.43</u>
Net Income	<u><u>34,232.01</u></u>	<u><u>62,194.84</u></u>	<u><u>-27,962.83</u></u>

Bicycle Racing Association of Colorado - the ACA

09/05/12

Profit & Loss Prev Year Comparison

Accrual Basis

January through August 2012

	<u>% Change</u>
Ordinary Income/Expense	
Income	
3999 · Credit Card Transactions	0.0%
4000 · Dues	
4001 · Individual	-35.8%
4002 · Junior	-42.0%
4003 · Family	-100.0%
4004 · Combo Racer/Official	-100.0%
4005 · Official / Mechanic	-100.0%
4006 · Non-Racing	-22.8%
4008 · Club	-15.2%
4010 · Non-ACA Club Listing	-98.7%
Total 4000 · Dues	-35.7%
4011 · Transponder Fees	
4012 · Transponder Usage Fees	-68.8%
4013 · Less Cost of Transponders	68.0%
4014 · Transponder One Day Rental	100.0%
Total 4011 · Transponder Fees	-49.4%
4050 · LA Rebate from USAC	100.0%
4100 · Permits	
4101 · Late Fees	-100.0%
4100 · Permits - Other	-100.0%
Total 4100 · Permits	-100.0%
4105 · Race Date Fee	100.0%
4107 · Race Designation Fee Silver	100.0%
4108 · Race Designation Fee Gold	100.0%
4110 · One Day Memberships	-63.0%
4120 · Surcharges	
4121 · Operational	74.4%
4124 · Junior	91.3%
Total 4120 · Surcharges	75.5%
4200 · Race Registration Fees	-62.6%
4210 · Camp Income	27.3%
4300 · Advertising	-69.1%
4400 · Donations	385.7%
4410 · Sponsorship	308.4%
4600 · Race Kit Items	-74.6%
4900 · Other Income	137.9%
4910 · Revenue Adjustments	
5401 · Jr Operation Surcharges Waived	-91.3%
Total 4910 · Revenue Adjustments	-91.3%
5500 · Refunds	-100.0%
Total Income	-20.6%
Gross Profit	-20.6%
Expense	
5000 · Race Staffing	-68.9%
5010 · Police	-63.7%
5020 · Timing and Results	-63.1%
5030 · Venue Rental	-5.4%
5035 · Event Meals	85.2%
5037 · Event Lodging	100.0%
5040 · Race Rental Equipment	-7.6%
5050 · Officials Fees	-36.8%
5055 · Junior Race Entry Fee Waived	-100.0%
5057 · Senior Race Entry Fee Waived	-100.0%
5060 · Medical Services	-61.7%
5070 · Race Permits	100.0%
5072 · ACA Paid Operational Surcharge	100.0%
5100 · Race Kit	

Bicycle Racing Association of Colorado - the ACA

09/05/12

Profit & Loss Prev Year Comparison

Accrual Basis

January through August 2012

	<u>% Change</u>
5102 · Equipment	208.4%
Total 5100 · Race Kit	208.4%
5110 · Race Numbers	55.5%
5300 · Awards	
5310 · Clothing	100.0%
5320 · Medals/Plaques	-75.5%
5330 · Prize Money	-12.2%
5340 · Party	9.5%
Total 5300 · Awards	-56.7%
5400 · Program Expenses	816.7%
5430 · Marketing - Events	-47.5%
5431 · Marketing - Materials	450.6%
5432 · Marketing - Advertising	100.0%
5510 · Outbound Donations	-50.0%
5700 · Website	
5710 · Components	62.6%
5730 · Hosting	27.4%
Total 5700 · Website	36.2%
6100 · Staff Travel	100.0%
6115 · Bank Service Charge	136.9%
6120 · Credit Card Processing Fees	-52.6%
6150 · Depreciation Expense	160.0%
6160 · Dues and Subscriptions	-92.8%
6180 · Insurance	
6182 · Directors and Officers	6.5%
6183 · Workman's Comp	-0.2%
6184 · Liability and Property	-27.8%
6185 · Senior Insurance paid by ACA	-85.6%
6186 · Junior Insurance paid by ACA	-19.8%
6187 · Motor Official thru USAC	100.0%
Total 6180 · Insurance	-16.3%
6230 · Licenses and Permits	166.0%
6240 · Miscellaneous	2,400.0%
6250 · Postage and Delivery	-28.8%
6260 · Printing and Reproduction	-4.6%
6270 · Professional Fees	
6295 · Coaching	41.7%
6650 · Accounting	-45.0%
6657 · Public Relations	-100.0%
6659 · Graphic Design	66.7%
Total 6270 · Professional Fees	-30.3%
6290 · Rent	
6291 · Office	-7.7%
6292 · Storage	0.0%
Total 6290 · Rent	-4.4%
6340 · Telephone	162.2%
6350 · Meals and Entertainment	21.5%
6550 · Office Supplies	28.3%
6560 · Payroll Expenses	
6561 · Salary	-12.4%
6562 · Taxes	-13.8%
6564 · Payroll Processing Fees	29.6%
6560 · Payroll Expenses - Other	-30.4%
Total 6560 · Payroll Expenses	-12.3%
Total Expense	-14.3%
Net Ordinary Income	-44.8%
Other Income/Expense	

2:47 PM

09/05/12

Accrual Basis

Bicycle Racing Association of Colorado - the ACA
Profit & Loss Prev Year Comparison
January through August 2012

	<u>% Change</u>
Other Income	
4999 · Interest Income	-52.4%
Total Other Income	-52.4%
Other Expense	
6200 · Interest Expense	
6210 · Finance Charge	100.0%
Total 6200 · Interest Expense	100.0%
Total Other Expense	100.0%
Net Other Income	-70.8%
Net Income	<u><u>-45.0%</u></u>