

Bicycle Racing Association of Colorado

Profit & Loss Prev Year Comparison

January through November 2013

| | Jan - Nov 13 | Jan - Nov 12 | \$ Change |
|---|-------------------|-------------------|-------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 3999 · Credit Card Transactions | 0.00 | 0.00 | 0.00 |
| 4000 · Dues | | | |
| 4001 · Individual | 72,799.48 | 75,982.07 | -3,182.59 |
| 4002 · Junior | 2,205.00 | 3,725.00 | -1,520.00 |
| 4006 · Non-Racing | 0.00 | 240.00 | -240.00 |
| 4008 · Club | 8,170.00 | 9,525.00 | -1,355.00 |
| 4009 · 1st Bike Membership | 450.00 | 450.00 | 0.00 |
| 4010 · Non-ACA Club Listing | 0.00 | 20.00 | -20.00 |
| Total 4000 · Dues | 83,624.48 | 89,942.07 | -6,317.59 |
| 4011 · Transponder Fees | | | |
| 4012 · Transponder Usage Fees | -70.00 | 32,270.00 | -32,340.00 |
| 4013 · Less Cost of Transponders | 0.00 | -20,636.00 | 20,636.00 |
| 4014 · Transponder One Day Rental | 0.00 | 10,890.00 | -10,890.00 |
| Total 4011 · Transponder Fees | -70.00 | 22,524.00 | -22,594.00 |
| 4050 · LA Rebate from USAC | 55,441.00 | 18,369.00 | 37,072.00 |
| 4105 · Race Date Fee | 1,875.00 | 2,700.00 | -825.00 |
| 4107 · Race Designation Fee Silver | 0.00 | 550.00 | -550.00 |
| 4108 · Race Designation Fee Gold | 0.00 | 650.00 | -650.00 |
| 4109 · Race Designation Fee Bronze | 0.00 | 0.00 | 0.00 |
| 4110 · One Day Memberships | 5,697.00 | 4,400.00 | 1,297.00 |
| 4120 · Surcharges | | | |
| 4121 · Operational | 67,451.00 | 72,911.80 | -5,460.80 |
| 4124 · Junior | 6,083.50 | 6,576.50 | -493.00 |
| Total 4120 · Surcharges | 73,534.50 | 79,488.30 | -5,953.80 |
| 4200 · Race Registration Fees | 42,482.00 | 39,877.93 | 2,604.07 |
| 4210 · Camp Income | 15,255.00 | 8,306.64 | 6,948.36 |
| 4300 · Advertising | 0.00 | 415.00 | -415.00 |
| 4400 · Donations | 22,824.99 | 27,094.68 | -4,269.69 |
| 4410 · Sponsorship | 17,607.84 | 14,456.07 | 3,151.77 |
| 4600 · Race Kit Items | 370.00 | 732.00 | -362.00 |
| 4900 · Other Income | 239.34 | 2,284.65 | -2,045.31 |
| 4910 · Revenue Adjustments | | | |
| 5401 · Jr Operation Surcharges Waived | -6,083.50 | -6,576.50 | 493.00 |
| Total 4910 · Revenue Adjustments | -6,083.50 | -6,576.50 | 493.00 |
| Total Income | 312,797.65 | 305,213.84 | 7,583.81 |
| Gross Profit | 312,797.65 | 305,213.84 | 7,583.81 |
| Expense | | | |
| 5000 · Race Staffing | 3,158.03 | 5,255.63 | -2,097.60 |
| 5010 · Police | 3,577.57 | 1,855.00 | 1,722.57 |
| 5020 · Timing and Results | 4,100.00 | 4,210.12 | -110.12 |
| 5030 · Venue Rental | 19,543.90 | 17,925.11 | 1,618.79 |
| 5035 · Event Meals | 18,320.87 | 2,911.04 | 15,409.83 |
| 5037 · Event Lodging | 1,225.28 | 820.60 | 404.68 |
| 5040 · Event Rental Equipment | 3,096.48 | 2,065.08 | 1,031.40 |
| 5050 · Officials Fees | 4,580.95 | 3,780.90 | 800.05 |
| 5060 · Medical Services | 4,120.00 | 938.00 | 3,182.00 |
| 5070 · Event Permits | 1,175.00 | 325.00 | 850.00 |
| 5072 · ACA Paid Operational Surcharge | 1,082.50 | 1,335.00 | -252.50 |
| 5100 · Race Kit | | | |
| 5102 · Equipment | 7,567.08 | 5,242.22 | 2,324.86 |
| Total 5100 · Race Kit | 7,567.08 | 5,242.22 | 2,324.86 |
| 5110 · Race Numbers | 13,058.49 | 12,510.48 | 548.01 |
| 5300 · Awards | | | |
| 5310 · Clothing | 0.00 | 1,041.23 | -1,041.23 |
| 5320 · Medals/Plaques | 5,153.37 | 2,970.46 | 2,182.91 |
| 5330 · Prize Money | 545.00 | 775.00 | -230.00 |
| 5340 · Party | 4,614.76 | 1,809.84 | 2,804.92 |

11:54 AM

12/10/13

Accrual Basis

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|---------------------------------------|-------------------|-------------------|-------------------|
| 5300 · Awards - Other | 0.00 | 0.00 | 0.00 |
| Total 5300 · Awards | 10,313.13 | 6,596.53 | 3,716.60 |
| 5400 · Program Expenses | 3,789.74 | 2,053.28 | 1,736.46 |
| 5430 · Marketing - Events | 524.00 | 315.00 | 209.00 |
| 5431 · Marketing - Materials | 8,788.59 | 6,799.79 | 1,988.80 |
| 5432 · Marketing - Advertising | 2,503.10 | 1,735.00 | 768.10 |
| 5510 · Outbound Donations | 2,520.00 | 3,699.50 | -1,179.50 |
| 5515 · Junior Race Grants Program | 0.00 | 2,330.50 | -2,330.50 |
| 5517 · Pre-J Permits | 475.00 | 0.00 | 475.00 |
| 5520 · 1st Bike Program | 856.70 | 0.00 | 856.70 |
| 5700 · Website | | | |
| 5730 · Hosting | 3,935.51 | 3,215.53 | 719.98 |
| Total 5700 · Website | 3,935.51 | 3,215.53 | 719.98 |
| 6100 · Staff & Board Travel | 1,091.55 | 725.19 | 366.36 |
| 6115 · Bank Service Charge | 140.90 | 120.90 | 20.00 |
| 6120 · Credit Card Processing Fees | 4,869.97 | 4,817.78 | 52.19 |
| 6150 · Depreciation Expense | 15,950.00 | 23,872.52 | -7,922.52 |
| 6160 · Dues and Subscriptions | 90.00 | 90.00 | 0.00 |
| 6180 · Insurance | | | |
| 6182 · Directors and Officers | 1,553.00 | 1,413.00 | 140.00 |
| 6183 · Workman's Comp | 773.00 | 708.00 | 65.00 |
| 6184 · Liability and Property | 3,396.00 | 4,485.00 | -1,089.00 |
| 6185 · Senior Insurance paid by ACA | 1,854.00 | 1,622.00 | 232.00 |
| 6186 · Junior Insurance paid by ACA | 7,812.00 | 7,832.00 | -20.00 |
| 6187 · Motor Official thru USAC | 9,325.00 | 5,005.00 | 4,320.00 |
| Total 6180 · Insurance | 24,713.00 | 21,065.00 | 3,648.00 |
| 6230 · Licenses and Permits | 196.00 | 148.00 | 48.00 |
| 6240 · Miscellaneous | 6.50 | 0.50 | 6.00 |
| 6250 · Postage and Delivery | 2,844.00 | 4,326.89 | -1,482.89 |
| 6260 · Printing and Reproduction | 2,915.06 | 1,713.43 | 1,201.63 |
| 6270 · Professional Fees | | | |
| 6275 · Track Coordinator | 6,750.00 | 0.00 | 6,750.00 |
| 6295 · Coaching | 2,989.86 | 2,382.55 | 607.31 |
| 6650 · Accounting | 3,234.52 | 2,815.21 | 419.31 |
| 6655 · Consulting | 500.00 | 0.00 | 500.00 |
| 6659 · Graphic Design | 1,880.00 | 1,000.00 | 880.00 |
| 6660 · Administrative Support | 4,885.00 | 400.00 | 4,485.00 |
| 6665 · Website Support | 4,102.66 | 945.00 | 3,157.66 |
| Total 6270 · Professional Fees | 24,342.04 | 7,542.76 | 16,799.28 |
| 6290 · Rent | | | |
| 6291 · Office | 3,300.00 | 3,300.00 | 0.00 |
| 6292 · Storage | 3,020.00 | 2,750.00 | 270.00 |
| Total 6290 · Rent | 6,320.00 | 6,050.00 | 270.00 |
| 6340 · Telephone | 2,249.19 | 2,399.25 | -150.06 |
| 6350 · Meals and Entertainment | 1,885.36 | 1,857.17 | 28.19 |
| 6550 · Office Supplies | 257.79 | 1,349.53 | -1,091.74 |
| 6560 · Payroll Expenses | | | |
| 6561 · Salary | 93,734.96 | 92,561.63 | 1,173.33 |
| 6562 · Taxes | 7,586.25 | 7,725.18 | -138.93 |
| 6564 · Payroll Processing Fees | 1,216.50 | 731.30 | 485.20 |
| 6560 · Payroll Expenses - Other | 0.00 | 5.80 | -5.80 |
| Total 6560 · Payroll Expenses | 102,537.71 | 101,023.91 | 1,513.80 |
| Total Expense | 308,720.99 | 263,022.14 | 45,698.85 |
| Net Ordinary Income | 4,076.66 | 42,191.70 | -38,115.04 |
| Other Income/Expense | | | |
| Other Income | | | |
| 4999 · Interest Income | 319.83 | 293.76 | 26.07 |

11:54 AM
12/10/13
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|-------------------------------|------------------------|-------------------------|--------------------------|
| Total Other Income | 319.83 | 293.76 | 26.07 |
| Other Expense | | | |
| 6200 · Interest Expense | | | |
| 6210 · Finance Charge | 0.00 | 68.03 | -68.03 |
| Total 6200 · Interest Expense | <u>0.00</u> | <u>68.03</u> | <u>-68.03</u> |
| Total Other Expense | <u>0.00</u> | <u>68.03</u> | <u>-68.03</u> |
| Net Other Income | <u>319.83</u> | <u>225.73</u> | <u>94.10</u> |
| Net Income | <u>4,396.49</u> | <u>42,417.43</u> | <u>-38,020.94</u> |

Bicycle Racing Association of Colorado Profit & Loss Prev Year Comparison January through November 2013

| | % Change |
|---|----------|
| Ordinary Income/Expense | |
| Income | |
| 3999 · Credit Card Transactions | 0.0% |
| 4000 · Dues | |
| 4001 · Individual | -4.2% |
| 4002 · Junior | -40.8% |
| 4006 · Non-Racing | -100.0% |
| 4008 · Club | -14.2% |
| 4009 · 1st Bike Membership | 0.0% |
| 4010 · Non-ACA Club Listing | -100.0% |
| Total 4000 · Dues | -7.0% |
| 4011 · Transponder Fees | |
| 4012 · Transponder Usage Fees | -100.2% |
| 4013 · Less Cost of Transponders | 100.0% |
| 4014 · Transponder One Day Rental | -100.0% |
| Total 4011 · Transponder Fees | -100.3% |
| 4050 · LA Rebate from USAC | 201.8% |
| 4105 · Race Date Fee | -30.6% |
| 4107 · Race Designation Fee Silver | -100.0% |
| 4108 · Race Designation Fee Gold | -100.0% |
| 4109 · Race Designation Fee Bronze | 0.0% |
| 4110 · One Day Memberships | 29.5% |
| 4120 · Surcharges | |
| 4121 · Operational | -7.5% |
| 4124 · Junior | -7.5% |
| Total 4120 · Surcharges | -7.5% |
| 4200 · Race Registration Fees | 6.5% |
| 4210 · Camp Income | 83.7% |
| 4300 · Advertising | -100.0% |
| 4400 · Donations | -15.8% |
| 4410 · Sponsorship | 21.8% |
| 4600 · Race Kit Items | -49.5% |
| 4900 · Other Income | -89.5% |
| 4910 · Revenue Adjustments | |
| 5401 · Jr Operation Surcharges Waived | 7.5% |
| Total 4910 · Revenue Adjustments | 7.5% |
| Total Income | 2.5% |
| Gross Profit | 2.5% |
| Expense | |
| 5000 · Race Staffing | -39.9% |
| 5010 · Police | 92.9% |
| 5020 · Timing and Results | -2.6% |
| 5030 · Venue Rental | 9.0% |
| 5035 · Event Meals | 529.4% |
| 5037 · Event Lodging | 49.3% |
| 5040 · Event Rental Equipment | 49.9% |
| 5050 · Officials Fees | 21.2% |
| 5060 · Medical Services | 339.2% |
| 5070 · Event Permits | 261.5% |
| 5072 · ACA Paid Operational Surcharge | -18.9% |
| 5100 · Race Kit | |
| 5102 · Equipment | 44.4% |
| Total 5100 · Race Kit | 44.4% |
| 5110 · Race Numbers | 4.4% |
| 5300 · Awards | |
| 5310 · Clothing | -100.0% |
| 5320 · Medals/Plaques | 73.5% |
| 5330 · Prize Money | -29.7% |
| 5340 · Party | 155.0% |

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| | <u>% Change</u> |
|---------------------------------------|-----------------|
| 5300 · Awards - Other | 0.0% |
| Total 5300 · Awards | 56.3% |
| 5400 · Program Expenses | 84.6% |
| 5430 · Marketing - Events | 66.4% |
| 5431 · Marketing - Materials | 29.3% |
| 5432 · Marketing - Advertising | 44.3% |
| 5510 · Outbound Donations | -31.9% |
| 5515 · Junior Race Grants Program | -100.0% |
| 5517 · Pre-J Permits | 100.0% |
| 5520 · 1st Bike Program | 100.0% |
| 5700 · Website | |
| 5730 · Hosting | 22.4% |
| Total 5700 · Website | 22.4% |
| 6100 · Staff & Board Travel | 50.5% |
| 6115 · Bank Service Charge | 16.5% |
| 6120 · Credit Card Processing Fees | 1.1% |
| 6150 · Depreciation Expense | -33.2% |
| 6160 · Dues and Subscriptions | 0.0% |
| 6180 · Insurance | |
| 6182 · Directors and Officers | 9.9% |
| 6183 · Workman's Comp | 9.2% |
| 6184 · Liability and Property | -24.3% |
| 6185 · Senior Insurance paid by ACA | 14.3% |
| 6186 · Junior Insurance paid by ACA | -0.3% |
| 6187 · Motor Official thru USAC | 86.3% |
| Total 6180 · Insurance | 17.3% |
| 6230 · Licenses and Permits | 32.4% |
| 6240 · Miscellaneous | 1,200.0% |
| 6250 · Postage and Delivery | -34.3% |
| 6260 · Printing and Reproduction | 70.1% |
| 6270 · Professional Fees | |
| 6275 · Track Coordinator | 100.0% |
| 6295 · Coaching | 25.5% |
| 6650 · Accounting | 14.9% |
| 6655 · Consulting | 100.0% |
| 6659 · Graphic Design | 88.0% |
| 6660 · Administrative Support | 1,121.3% |
| 6665 · Website Support | 334.1% |
| Total 6270 · Professional Fees | 222.7% |
| 6290 · Rent | |
| 6291 · Office | 0.0% |
| 6292 · Storage | 9.8% |
| Total 6290 · Rent | 4.5% |
| 6340 · Telephone | -6.3% |
| 6350 · Meals and Entertainment | 1.5% |
| 6550 · Office Supplies | -80.9% |
| 6560 · Payroll Expenses | |
| 6561 · Salary | 1.3% |
| 6562 · Taxes | -1.8% |
| 6564 · Payroll Processing Fees | 66.4% |
| 6560 · Payroll Expenses - Other | -100.0% |
| Total 6560 · Payroll Expenses | 1.5% |
| Total Expense | 17.4% |
| Net Ordinary Income | -90.3% |
| Other Income/Expense | |
| Other Income | |
| 4999 · Interest Income | 8.9% |

11:54 AM
12/10/13
Accrual Basis

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| | <u>% Change</u> |
|-------------------------------|----------------------|
| Total Other Income | 8.9% |
| Other Expense | |
| 6200 · Interest Expense | |
| 6210 · Finance Charge | <u>-100.0%</u> |
| Total 6200 · Interest Expense | <u>-100.0%</u> |
| Total Other Expense | <u>-100.0%</u> |
| Net Other Income | <u>41.7%</u> |
| Net Income | <u><u>-89.6%</u></u> |