

Austin Yacht Club
Profit & Loss Budget vs. Actual
February 2017

| Ordinary Income/Expense | Feb 17 | Budget | \$ Over Budget |
|---|------------------|------------------|------------------|
| Income | | | |
| 4000 - GENERAL REVENUE | | | |
| 4005 - (TR) Dues | 29,816.00 | 30,594.00 | -778.00 |
| 4010 - (HB) Harbor Storage Fees | 32,549.79 | 32,349.00 | 200.79 |
| 4015 - (PC) Initiation Fees | | 1,000.00 | -1,000.00 |
| 4020 - (BG) Cabin Rental Fees | 160.00 | 1,750.00 | -1,590.00 |
| 4025 - (CO) Souvenir Income | 597.59 | 304.00 | 293.59 |
| 4035 - (TR) Soda & Water Income | 32.30 | 58.00 | -25.70 |
| 4040 - (CO) Annual Banquet Income | | 0.00 | 0.00 |
| 4045 - (CO) Series Meals Income | 280.00 | 417.00 | -137.00 |
| 4050 - (CO) Other Social\Special Evnts | | 5.00 | -5.00 |
| 4053 - Summer Party | | 0.00 | 0.00 |
| 4054 - New Year's Eve Party | | 0.00 | 0.00 |
| Total 4000 - GENERAL REVENUE | 63,435.68 | 66,567.00 | -3,131.32 |
| 4100 - SAIL TRAINING REVENUE | | | |
| 4105 - (ST) Summer Camp Income | | 0.00 | 0.00 |
| 4110 - (ST) ASA Income | | 708.00 | -708.00 |
| 4115 - (ST) PB&J Clinic Income | | 333.00 | -333.00 |
| 4123 - (ST) FJ Summer Series | | 0.00 | 0.00 |
| 4125 - (ST) Adult Clinic Income | 90.00 | 833.00 | -743.00 |
| 4126 - (ST) Adult Clinic Income - Non | | 0.00 | 0.00 |
| 4130 - (ST) Gain on Sale of Boats | | 0.00 | 0.00 |
| 4135 - (ST) Private Lessons | 2,300.00 | 125.00 | 2,175.00 |
| 4140 - (ST) Jr. Sailing | 1,798.00 | 1,508.00 | 290.00 |
| 4143 - (ST) Jr. Sailing Program Fees | 2,265.00 | 0.00 | 2,265.00 |
| 4145 - (ST) Boat Charter Income | | 58.00 | -58.00 |
| Total 4100 - SAIL TRAINING REVENUE | 6,453.00 | 3,565.00 | 2,888.00 |
| 4200 - REGATTA REVENUE | | | |
| 4205 - (VC) JR RR Regatta Income | | 0.00 | 0.00 |
| 4215 - (VC) TB Canyon Regatta Income | | 0.00 | 0.00 |
| 4220 - (VC) Centerboard Regatta | | 0.00 | 0.00 |
| 4235 - (VC) Governor's Cup Regatta | | 0.00 | 0.00 |
| Total 4200 - REGATTA REVENUE | 0.00 | 0.00 | 0.00 |
| 4500 - OTHER REVENUE | | | |
| 4505 - (TR) Late Fees | 100.00 | 142.00 | -42.00 |
| 4512 - (TR) Donated Funds | | 0.00 | 0.00 |
| 4515 - (TR) Interest Income | 0.80 | 1.00 | -0.20 |
| 4520 - (SE) IncomeTelltale/Directory | | 25.00 | -25.00 |
| 4525 - (HB) Ramp Fees | | 0.00 | 0.00 |
| 4530 - (TR) Other Income | 242.00 | 92.00 | 150.00 |
| 4540 - (TR) Gain\Loss on Sale of Asset | | 0.00 | 0.00 |
| Total 4500 - OTHER REVENUE | 342.80 | 260.00 | 82.80 |
| Total Income | 70,231.48 | 70,392.00 | -160.52 |

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| | <u>Feb 17</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|--|-----------------|-----------------|-----------------------|
| Cost of Goods Sold | | | |
| 50000 - Cost of Goods Sold | 201.66 | 0.00 | 33.61 |
| Gross Profit | 70,029.82 | 70,392.00 | -362.18 |
| Expense | | | |
| 5000 - SAIL TRAINING EXPENSES | | | |
| 5005 - (ST) Camp Salaries | | 0.00 | 0.00 |
| 5010 - (ST) Counselor Training | | 0.00 | |
| 5015 - (ST) Camp Supplies | | 475.00 | -475.00 |
| 5020 - (ST) R&M Sail Training Boats | | 258.00 | -258.00 |
| 5025 - (ST) Sail Train Supplies & Exp | 215.55 | 125.00 | 90.55 |
| 5030 - (ST) ASA Instructor Pay & Exp | | 458.00 | -458.00 |
| 5035 - (ST) PB&J Camp Clinic Exp | | 100.00 | -100.00 |
| 5045 - (ST) Adult Clinics Exp | | 167.00 | -167.00 |
| 5065 - (ST) Private Lesson Expense | | 83.00 | -83.00 |
| 5075 - (ST) SD - Prof Development | 315.00 | 333.00 | -18.00 |
| 5080 - (ST) Camp Advertising Expense | 1,755.37 | 583.00 | 1,172.37 |
| 5085 - (ST) Camp Registration Fees | | 500.00 | -500.00 |
| 5090 - (ST) PB&J Registration Fees | | 33.00 | -33.00 |
| 5000 - SAIL TRAINING EXPENSES - Other | | | |
| Total 5000 - SAIL TRAINING EXPENSES | <u>2,285.92</u> | <u>3,115.00</u> | <u>-829.08</u> |
| 5100 - REGATTA EXPENSES | | | |
| 5105 - (VC) JR RR Regatta Expense | | 0.00 | 0.00 |
| 5110 - (VC) TB Canyon Regatta Expense | | 0.00 | 0.00 |
| 5115 - (VC) Centerboard Regatta | | 0.00 | 0.00 |
| 5135 - (VC) Governor's Cup Regatta Exp | | 0.00 | 0.00 |
| Total 5100 - REGATTA EXPENSES | | <u>0.00</u> | <u>0.00</u> |
| 6000 - BUILDINGS & GROUNDS EXPENSES | | | |
| 6005 - (BG) R&M Buildings Exp | 308.37 | 333.00 | -24.63 |
| 6010 - (BG) R&M Grounds Exp | 1,096.17 | 1,667.00 | -570.83 |
| 6015 - (BG) B&G Supplies & Exp | 2,652.04 | 1,083.00 | 1,569.04 |
| 6020 - (BG) Linen Service | 72.60 | 500.00 | -427.40 |
| 6025 - (BG) R&M Cabins Exp | 103.11 | 292.00 | -188.89 |
| 6030 - (BG) R&M Pool Exp | | 0.00 | 0.00 |
| 6035 - (BG) R&M Vehicles Exp | 132.30 | 100.00 | 32.30 |
| 6040 - (BG) B&G Equipment Rental | 162.38 | 250.00 | -87.62 |
| 6045 - (BG) B&G Equipment Exp | 8.28 | 167.00 | -158.72 |
| 6050 - (BG) B&G Contract Labor | 525.00 | 625.00 | -100.00 |
| Total 6000 - BUILDINGS & GROUNDS EXPENSES | <u>5,060.25</u> | <u>5,017.00</u> | <u>43.25</u> |
| 7000 - HARBOR EXPENSES | | | |
| 7005 - (HB) R&M Docks Exp | | 750.00 | -750.00 |
| 7010 - (HB) Significant Dock Moves | | 833.00 | -833.00 |
| 7015 - (HB) Harbor Supplies & Exp | 658.15 | 417.00 | 241.15 |
| 7020 - (HB) R&M DSA & Work Area Exp | | | |
| Total 7000 - HARBOR EXPENSES | <u>658.15</u> | <u>2,000.00</u> | <u>-1,341.85</u> |

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| 8000 - RACE COMMITTEE EXPENSES | | | |
| 8005 - (RC) PRC Clinics | 58.24 | 21.00 | 37.24 |
| 8010 - (RC) Fuel (Series) | 77.61 | 108.00 | -30.39 |
| 8015 - (RC) R&M PRC Boats Exp | 2,059.92 | 292.00 | 1,767.92 |
| 8020 - (RC) PRC Supplies & Exp | | 292.00 | -292.00 |
| Total 8000 - RACE COMMITTEE EXPENSES | <u>2,195.77</u> | <u>713.00</u> | <u>1,482.77</u> |
| 9000 - ADMINISTRATIVE | | | |
| 9005 - (CO) Commodore Supplies & Exp | | 25.00 | -25.00 |
| 9010 - (CO) Employee Training Expense | | 150.00 | -150.00 |
| 9015 - (CO) Employee Recruitment | | 0.00 | 0.00 |
| 9020 - (CO) Employee Housing Exp | | 0.00 | 0.00 |
| 9025 - (CO) Travel | 39.32 | 0.00 | 39.32 |
| 9040 - (HB) LCRA Fees | 3,111.57 | 1,083.00 | 2,028.57 |
| 9045 - (BG) Utilities | 1,672.94 | 2,083.00 | -410.06 |
| 9050 - (TR) Telephone | | 67.00 | -67.00 |
| 9105 - (CO) Food & Entertainment | 250.00 | 208.00 | 42.00 |
| 9110 - (CO) Series Race Trophies | 540.00 | 167.00 | 373.00 |
| 9120 - (CO) Awards & Gifts | | 333.00 | -333.00 |
| 9125 - (CO) Series Races Exp | 309.04 | 375.00 | -65.96 |
| 9130 - (CO) Opening Day | 350.00 | 0.00 | 350.00 |
| 9135 - (CO) Children's Christmas Party | | 0.00 | 0.00 |
| 9140 - (CO) Annual Meeting Exp | | 33.00 | -33.00 |
| 9145 - (CO) Annual Banquet Exp | | 0.00 | 0.00 |
| 9150 - (CO) Special Events | | 96.00 | -96.00 |
| 9152 - (CO) Summer Party | | 0.00 | 0.00 |
| 9205 - (VC) Vice Commodore Supply&Exp. | | 0.00 | 0.00 |
| 9210 - (VC) Audit & Tax Return | | 1,250.00 | -1,250.00 |
| 9215 - (VC) Computer Hardware/Software | 32.46 | 333.00 | -300.54 |
| 9220 - (CO) Sail Training - Admin | 52.00 | 0.00 | 52.00 |
| 9305 - (PC) Membership Supplies & Exp. | 1.82 | 217.00 | -215.18 |
| 9410 - (SE) Directory Expense | 1,325.00 | 208.00 | 1,117.00 |
| 9415 - (SE) Postage Expense | 226.72 | 275.00 | -48.28 |
| 9420 - (SE) General Office Supplies | | 242.00 | -242.00 |
| 9425 - (SE) Telltale Expense | 1,869.24 | 1,333.00 | 536.24 |
| 9430 - (SE) Internet & Web Site | 71.72 | 83.00 | -11.28 |
| 9510 - AYC Gross Salaries | 11,503.76 | 13,750.00 | -2,246.24 |
| 9515 - Payroll Tax Exp | 1,753.36 | 1,417.00 | 336.36 |
| 9520 - Employee Insurance Exp | 1,879.85 | 1,333.00 | 546.85 |
| 9530 - (TR) Rental LLC Leases | 19,000.00 | 19,000.00 | 0.00 |
| 9535 - (TR) Depreciation Expense | 3,085.92 | 3,194.00 | -108.08 |
| 9540 - (TR) Commercial Pckge&Liability | 7,903.50 | 7,083.00 | 820.50 |
| 9545 - (TR) Accounting & Payroll Exp | 1,400.00 | 1,583.00 | -183.00 |
| 9550 - (TR) Property Tax Expense | 538.00 | 617.00 | -79.00 |
| 9555 - (TR) Equip Rental | 220.44 | 250.00 | -29.56 |

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| 9560 - (TR) Bank Credit Card Fees | 1,516.54 | 1,250.00 | 266.54 |
| 9565 - (TR) Bank Service Expense | 58.00 | 83.00 | -25.00 |
| 9570 - (TR) Fees & Assessments | 19.95 | 42.00 | -22.05 |
| 9575 - (TR) Dues, Sub. & Membership | 330.00 | 125.00 | 205.00 |
| 9580 - (TR) Donations | | 0.00 | 0.00 |
| 9585 - (TR) Sales Tax Expense/Discount | | 0.00 | 0.00 |
| 9600 - (TR) Bad Debt Expense | 250.00 | 250.00 | 0.00 |
| 9615 - (TR) Soda&WaterGeneral | | 0.00 | 0.00 |
| 9625 - (TR) InterestExpMemberFinancing | 65.50 | 27.00 | 38.50 |
| 9630 - (CO) COGS Souvenirs | 626.71 | 292.00 | 334.71 |
| 9911 - (CO) Managers Account | | 25.00 | -25.00 |
| 9912 - (VC) Sponsorship Expense | | 83.00 | -83.00 |
| Total 9000 - ADMINISTRATIVE | <u>60,003.36</u> | <u>58,965.00</u> | <u>1,038.36</u> |
| Total Expense | <u>70,203.45</u> | <u>69,810.00</u> | <u>393.45</u> |
| Net Ordinary Income | <u>-173.63</u> | <u>582.00</u> | <u>-755.63</u> |
| Net Income | <u>-173.63</u> | <u>582.00</u> | <u>-755.63</u> |