

## Profit & Loss Prev Year Comparison

### January through December 2021

|  | Jan - Dec 21 | Jan - Dec 20 | \$ Change  |
|--|--------------|--------------|------------|
| <b>Ordinary Income/Expense</b>         |              |              |            |
| <b>Income</b>                          |              |              |            |
| Club Memberships                       | 1,300.00     | 0.00         | 1,300.00   |
| Interest Income                        | 30.43        | 161.10       | -130.67    |
| Membership Income                      | 26,197.71    | 0.00         | 26,197.71  |
| Other Income                           | 0.00         | 0.00         | 0.00       |
| Sanction Income                        | 4,129.00     | 0.00         | 4,129.00   |
| USATF Meet Entries                     | 16,867.00    | 24,141.00    | -7,274.00  |
| USATF Membership & Sanctions           | 0.00         | 19,828.20    | -19,828.20 |
| <b>Total Income</b>                    | 48,524.14    | 44,130.30    | 4,393.84   |
| <b>Expense</b>                         |              |              |            |
| Administrative                         | 10.00        | 70.00        | -60.00     |
| Advertising and Promotion              | 567.28       | 0.00         | 567.28     |
| Assn. Celebration Expense              |              |              |            |
| Venue                                  | 1,700.00     | 0.00         | 1,700.00   |
| <b>Total Assn. Celebration Expense</b> | 1,700.00     | 0.00         | 1,700.00   |
| Athlete Hospitality                    | 0.00         | 75.00        | -75.00     |
| Bank Service Charges                   | 20.00        | 115.00       | -95.00     |
| Computer and Internet Expenses         | 1,748.49     | 228.94       | 1,519.55   |
| Depreciation Expense                   | 3,225.00     | 2,564.00     | 661.00     |
| <b>Meet Expenses</b>                   |              |              |            |
| Awards                                 | 2,613.88     | 2,356.85     | 257.03     |
| Facility Rental                        | 9,002.00     | 16,459.99    | -7,457.99  |
| Food                                   | 1,739.00     | 1,706.89     | 32.11      |
| Lodging                                | 0.00         | 282.08       | -282.08    |
| Meet Computer Equipment                | 44.77        | 0.00         | 44.77      |
| Meet Equipment                         | 0.00         | 142.43       | -142.43    |
| Meet Management                        | 0.00         | 48.00        | -48.00     |
| Meet Sanctions                         | 1,321.00     | 0.00         | 1,321.00   |
| Officials                              | 2,920.15     | 4,480.00     | -1,559.85  |
| Per Diem                               | 490.00       | 540.00       | -50.00     |
| Starter                                | 1,200.00     | 1,200.00     | 0.00       |
| Starter Shells                         | 660.00       | 145.00       | 515.00     |
| Supplies                               | 145.91       | 121.26       | 24.65      |
| Timing                                 | 3,500.00     | 2,025.00     | 1,475.00   |
| Trainer                                | 350.00       | 0.00         | 350.00     |
| <b>Total Meet Expenses</b>             | 23,986.71    | 29,507.50    | -5,520.79  |
| Meeting Expenses                       | 0.00         | 559.52       | -559.52    |
| Membership & Sanction                  | 3,035.00     | 395.00       | 2,640.00   |
| <b>National Meeting</b>                |              |              |            |
| Airfare & Baggage                      | 698.40       | 1,946.07     | -1,247.67  |
| Airport Parking                        | 82.50        | 66.00        | 16.50      |
| Banquet Tickets                        | 0.00         | 110.00       | -110.00    |
| Ground Transportation                  | 0.00         | 185.70       | -185.70    |
| Lodging                                | 1,073.27     | 2,338.24     | -1,264.97  |
| Mileage                                | 210.42       | 0.00         | 210.42     |
| Per Diem                               | 340.00       | 900.00       | -560.00    |
| Registration                           | 750.00       | 1,870.00     | -1,120.00  |
| Rental Car                             | 306.60       | 0.00         | 306.60     |
| <b>Total National Meeting</b>          | 3,461.19     | 7,416.01     | -3,954.82  |
| <b>National Office</b>                 |              |              |            |
| Official's Certification               | 847.50       | 928.80       | -81.30     |
| <b>Total National Office</b>           | 847.50       | 928.80       | -81.30     |

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## Profit & Loss Prev Year Comparison

January through December 2021

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|                            | Jan - Dec 21      | Jan - Dec 20      | \$ Change        |
|----------------------------|-------------------|-------------------|------------------|
| Office Supplies            | 439.41            | 221.75            | 217.66           |
| Official's Stipend         | 1,085.00          | 70.00             | 1,015.00         |
| Postage                    | 155.55            | 270.70            | -115.15          |
| Prize Money                | 10,725.00         | 6,550.00          | 4,175.00         |
| Rules Clinics              | 0.00              | 435.08            | -435.08          |
| Travel                     | 1,181.11          | 452.31            | 728.80           |
| Website                    | 20,248.00         | 16,812.00         | 3,436.00         |
| <b>Total Expense</b>       | <b>72,435.24</b>  | <b>66,671.61</b>  | <b>5,763.63</b>  |
| <b>Net Ordinary Income</b> | <b>-23,911.10</b> | <b>-22,541.31</b> | <b>-1,369.79</b> |
| <b>Net Income</b>          | <b>-23,911.10</b> | <b>-22,541.31</b> | <b>-1,369.79</b> |

## Profit & Loss Prev Year Comparison

### January through December 2021

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|  | % Change |
|--|----------|
| <b>Ordinary Income/Expense</b>         |          |
| <b>Income</b>                          |          |
| Club Memberships                       | 100.0%   |
| Interest Income                        | -81.1%   |
| Membership Income                      | 100.0%   |
| Other Income                           | 0.0%     |
| Sanction Income                        | 100.0%   |
| USATF Meet Entries                     | -30.1%   |
| USATF Membership & Sanctions           | -100.0%  |
| <b>Total Income</b>                    | 10.0%    |
| <b>Expense</b>                         |          |
| Administrative                         | -85.7%   |
| Advertising and Promotion              | 100.0%   |
| Assn. Celebration Expense              |          |
| Venue                                  | 100.0%   |
| <b>Total Assn. Celebration Expense</b> | 100.0%   |
| Athlete Hospitality                    | -100.0%  |
| Bank Service Charges                   | -82.6%   |
| Computer and Internet Expenses         | 663.7%   |
| Depreciation Expense                   | 25.8%    |
| <b>Meet Expenses</b>                   |          |
| Awards                                 | 10.9%    |
| Facility Rental                        | -45.3%   |
| Food                                   | 1.9%     |
| Lodging                                | -100.0%  |
| Meet Computer Equipment                | 100.0%   |
| Meet Equipment                         | -100.0%  |
| Meet Management                        | -100.0%  |
| Meet Sanctions                         | 100.0%   |
| Officials                              | -34.8%   |
| Per Diem                               | -9.3%    |
| Starter                                | 0.0%     |
| Starter Shells                         | 355.2%   |
| Supplies                               | 20.3%    |
| Timing                                 | 72.8%    |
| Trainer                                | 100.0%   |
| <b>Total Meet Expenses</b>             | -18.7%   |
| Meeting Expenses                       | -100.0%  |
| Membership & Sanction                  | 668.4%   |
| <b>National Meeting</b>                |          |
| Airfare & Baggage                      | -64.1%   |
| Airport Parking                        | 25.0%    |
| Banquet Tickets                        | -100.0%  |
| Ground Transportation                  | -100.0%  |
| Lodging                                | -54.1%   |
| Mileage                                | 100.0%   |
| Per Diem                               | -62.2%   |
| Registration                           | -59.9%   |
| Rental Car                             | 100.0%   |
| <b>Total National Meeting</b>          | -53.3%   |
| <b>National Office</b>                 |          |
| Official's Certification               | -8.8%    |
| <b>Total National Office</b>           | -8.8%    |

# Profit & Loss Prev Year Comparison

January through December 2021

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|                            | <u>% Change</u>     |
|----------------------------|---------------------|
| Office Supplies            | 98.2%               |
| Official's Stipend         | 1,450.0%            |
| Postage                    | -42.5%              |
| Prize Money                | 63.7%               |
| Rules Clinics              | -100.0%             |
| Travel                     | 161.1%              |
| Website                    | 20.4%               |
| <b>Total Expense</b>       | <u>8.6%</u>         |
| <b>Net Ordinary Income</b> | <u>-6.1%</u>        |
| <b>Net Income</b>          | <u><u>-6.1%</u></u> |

# Balance Sheet

As of December 31, 2021

|                                       | <u>Dec 31, 21</u>               |
|---------------------------------------|---------------------------------|
| <b>ASSETS</b>                         |                                 |
| <b>Current Assets</b>                 |                                 |
| <b>Checking/Savings</b>               |                                 |
| Checking - Youth                      | 5,741.15                        |
| Checking LDR                          | 3,506.61                        |
| Main Checking                         | 5,954.63                        |
| Savings                               | 285,455.84                      |
| <b>Total Checking/Savings</b>         | <u>300,658.23</u>               |
| <b>Total Current Assets</b>           | 300,658.23                      |
| <b>Fixed Assets</b>                   |                                 |
| Meet Equipment                        | 1,976.00                        |
| <b>Total Fixed Assets</b>             | <u>1,976.00</u>                 |
| <b>TOTAL ASSETS</b>                   | <b><u><u>302,634.23</u></u></b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                                 |
| <b>Equity</b>                         |                                 |
| Opening Balance Equity                | 329,231.03                      |
| Unrestricted Net Assets               | -2,685.70                       |
| Net Income                            | -23,911.10                      |
| <b>Total Equity</b>                   | <u>302,634.23</u>               |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b><u><u>302,634.23</u></u></b> |