

										Budget	
										Jan - Dec 18	Jan - Dec 19
Ordinary Income/Expense											
Income											
I. Community Programs											
A. Air Products											
401001 · 1. Grant										40,000.00	40,000.00
401002 · 2. Adult Fitness Program										7,200.00	0.00
401003 · 2. Pee Wee and Youth										6,000.00	750.00
Total A. Air Products										53,200.00	40,750.00
B. BRL											
1.Spring											
402003 · a. Rider Fees										8,000.00	6,400.00
Total 1.Spring										8,000.00	6,400.00
Total B. BRL										8,000.00	6,400.00
C. BRL											
1. Fall											
403003 · a. Rider Fees										7,000.00	4,800.00
Total 1. Fall										7,000.00	4,800.00
Total C. BRL										7,000.00	4,800.00
D. Corporate Challenge											
404005 · 1. Team Entry Fees										4,000.00	2,000.00
Total D. Corporate Challenge										4,000.00	2,000.00
E. Try the Track											
405007 · 1. Rider Fees										0.00	1,000.00
Total E. Try the Track										0.00	1,000.00
F. Get on Track											
1. Team fees										5,000.00	0.00
Total F. Get on Track										5,000.00	0.00
G. Other (Equipment)										500.00	
405040 · H. Junior Performance Academy											
405041 Fees										45,000.00	33,680.00
405042 Clothing										1,000.00	-
405050 · I. Gear Up Academy										3,000.00	-
Total I. Community Programs										126,700.00	88,630.00
II. Sponsorship											
410000 · II. Sponsorship										400,000.00	300,000.00
Total II. Sponsorship										400,000.00	300,000.00
III. Facility											
415000 · A. Track										10,000.00	15,000.00
418029 · B. Barn Rooms										7,000.00	7,500.00
419028 · C. Bike Rental										150.00	150.00
Total III. Facility										17,150.00	22,650.00
IV. Velofest											
A. Spring											

				425034 · 1. Merchandise		700.00	700.00	
				426035 · 2. Tickets		8,000.00	3,000.00	
				3. Vendor Fees				
				427036 · a. Commercial		8,000.00	7,000.00	
				427037 · b. Individual		7,000.00	7,000.00	
				427038 · c. Day of Income		1,000.00	-	
				Total 3. Vendor Fees		16,000.00	14,000.00	
				Total A. Spring		24,700.00	17,700.00	
				B. Fall				
				428034 · 1. Merchandise		900.00	1,500.00	
				429035 · 2. Tickets		12,000.00	15,000.00	
				3. Vendor Fees				
				430036 · a. Commercial		10,000.00	10,000.00	
				430037 · b. Individual		8,000.00	8,000.00	
				430038 · c. Day of income		1,500.00	-	
				Total 3. Vendor Fees		19,500.00	18,000.00	
				Total B. Fall		32,400.00	34,500.00	
				Total IV. Velofest		57,100.00	52,200.00	
				V. Food Service				
				A. Catering				
				435039 · 1. Professional Event				
				435041 · a. Food		3,500.00	-	
				435042 · b. Beer		12,500.00	1,500.00	
				Total 435039 · 1. Professional Event		16,000.00	1,500.00	
				Total A. Catering		16,000.00	1,500.00	
				B. Concessions				
				436031 · 1. Racing Professional				
				a. Food		15,000.00	-	
				b. Beer		25,000.00	15,000.00	
				437039 · 2. Super Tuesdays Pro Am				
				a. Food		1,500.00	-	
				b. Beer		1,000.00	1,500.00	
				439039 · 3. Velofest Spring				
				a. Food		1,000.00	-	
				b. Beer		1,500.00	2,000.00	
				439041 · 4. Velofest Fall				
				a. Food		2,000.00	-	
				b. Beer		1,500.00	2,000.00	
				440039 · 5. Other Major Events		1,500.00	500.00	
				441033 · 6. Other		300.00	0.00	
				Total B. Concessions		50,300.00	21,000.00	
				Total V. Food Service		66,300.00	22,500.00	
				VI. Fund Raising Programs				
				445042 · A. New Meter on the Track		1,000.00	1,000.00	
				445062 · B. Meter Membership		8,500.00	8,000.00	
				446043 · C. Get on Track Program		1,000.00	-	

			Total VI. Fund Raising Programs		10,500.00	9,000.00
			VII. Grants, Contributions, Int			
			450044 · 1. Grants		10,000.00	-
			450028 · 2. Private Donations		2,000.00	1,000.00
			A. Corporate-Other			
			Total A. Corporate		12,000.00	1,000.00
			C. Public			
			452046 · 1. County		15,000.00	
			453033 · 2. Other		0.00	1000.00
			Total C. Public		15,000.00	1,000.00
			Total VII. Grants, Contributions, Int		27,000.00	2,000.00
			VIII. Souvenir Stand			
			A. Onsite Store			
			456032 · 1. Apparel		10,000.00	5,000.00
			456033 · 2. Other-books		1,000.00	-
			Total A. Onsite Store		11,000.00	5,000.00
			Total VIII. Souvenir Stand		11,000.00	5,000.00
			IX. Miscellaneous			
			462033 · C. Other (plaza spots)		5,000.00	5,000.00
			Total IX. Miscellaneous		5000.00	5000.00
			X. Racing Programs			
			A. General			
			466051 · 2. Rider Season Pass		7,500.00	7,500.00
			467033 · 3. Other (motorpacing/light		3,000.00	4,000.00
			Total A. General		10,500.00	11,500.00
			B. Super Tuesdays Pro Am			
			468053 · 1. Rider Fees		8,000.00	12,500.00
			Total B. Super Tuesdays Pro Am		8,000.00	12,500.00
			C. Masters & Rookies			
			469003 · 1. Rider Fees		16,000.00	10,600.00
			Total C. Masters & Rookies		16,000.00	10,600.00
			D. Pro Racing Series			
			475033 · 1. Rider Fees		10,000.00	12,000.00
			476054 · 2. Ticket Sales			
			478058 · a. Season		8,000.00	4,000.00
			478059 · b. Single Event		28,000.00	28,000.00
			Total 476054 · 2. Ticket Sales		36,000.00	32,000.00
			479040 · 3. Hospitality Rentals			
			479041 · a. Deck		500.00	500.00
			b. Skybox		1,000.00	-
			Total 479040 · 3. Hospitality Rentals		1,500.00	500.00
			482033 · 6. Other		0.00	
			Total D. Pro Racing Series		47,500.00	44,500.00
			E. Oher events			
			483001 1. Elite/Jr. Nationals		10,000.00	10,000.00

				Total X. Racing Programs		92,000.00	89,100.00	
				Total Income		812,750.00	596,080.00	
				Gross Profit		812,750.00	596,080.00	
				Expense				
				1. Community Programs				
				A. Air Products				
				501001 · 1. Coaching Payroll				
				501002 · a. Youth/Jr		1,200.00	1,500.00	
				501003 · b. PeeWee/Squirts		300.00		
				c. Adult Fitness		650.00	-	
				Total 501001 · 1. Coaching Payroll		2,150.00	1,500.00	
				502004 · 2. Apparel		1,000.00	1,000.00	
				503006 · 3. Awards		250.00	250.00	
				Total A. Air Products		3,400.00	2,750.00	
				B. BRL Spring				
				510006 · 1. Staffing Payroll		3,000.00	3,000.00	
				510100 · 2. Apparel		2,000.00	4,200.00	
				511007 · 3. Awards		500.00	300.00	
				511600 6. Medics		50.00	65.00	
				Total B. BRL Spring		5,550.00	7,565.00	
				C. BRL Fall				
				515011 · 1. Staffing Payroll		1,000.00	1,000.00	
				2. Apparel		0.00	2800.00	
				518000 · 3. Awards		500.00	200.00	
				519010 · 6. Medics		50.00	65.00	
				Total C. BRL Fall		1,550.00	4,065.00	
				C. Corporate Challenge				
				520011 · 1. Coaching Payroll		500.00	500.00	
				521007 · 3. Awards		140.00	50.00	
				Total C. Corporate Challenge		640.00	550.00	
				522000 · D. Try the Track				
				522010 · 1. Coaching		0.00	120.00	
				522033 · 2. Other		0.00	0.00	
				Total 522000 · D. Try the Track		0.00	120.00	
				E. Equipment				
				523070 · 1. Bicycles		5,000.00	2,500.00	
				523071 · 2. Maintenance/Parts		2,500.00	2,500.00	
				Total E. Equipment		7,500.00	5,000.00	
				F. Other				
				523120 · 2. Other-Scholarships		3,000.00	-	
				Total F. Other		3,000.00	-	
				523200 · G. Community Programs-Junior		4,000.00		
				clothing			4,000.00	
				coaching			1,000.00	
				insurance			500.00	
				travel			2,200.00	
				entry fees			8,250.00	

				Total G. Community Programs			15,950.00	
				523300 H. Gear Up Academy		1,000.00	-	
				Total 1. Community Programs		22,640.00	36,000.00	
				2. Equipment				
				A. Cycling		3,000.00	3,000.00	
				531005 · B. Other		3,500.00	-	
				Total 2. Equipment		6,500.00	3,000.00	
				3. Facility				
				A. Electric				
				535015 · 1. Barn		1,000.00	1,000.00	
				536016 · 2. Velo		20,000.00	20,000.00	
				Total A. Electric		21,000.00	21,000.00	
				537018 · B. Tents		4,000.00	2,000.00	
				538019 · C. Cleaning Services		10,000.00	5,000.00	
				539019 · D. Sewer		1,000.00	1,000.00	
				540020 · E. Signage		10,000.00	10,000.00	
				541021 · F. Supplies		15,000.00	15,000.00	
				542022 · G. Water		710.00	700.00	
				544024 · I. Other service		4,499.00	5,000.00	
				544025 · J. Depreciation		17,000.00	20,000.00	
				544026 · K. Video Board		75,000.00	20,000.00	
				Total 3. Facility		158,209.00	99,700.00	
				4. Velofest				
				A. Staffing				
				1. Spring				
				550002 · b. ATM		100.00	0.00	
				550005 · d. Other/supplies		250.00	2000.00	
				550025 · a. Event help		350.00	3000.00	
				550026 · c. Announcer		0.00	200.00	
				Total 1. Spring		700.00	5200.00	
				2. Fall				
				551005 · d. Other		200.00	2000.00	
				551010 · b. ATM		100.00	0.00	
				551025 · a. Event Help		500.00	500.00	
				551026 · c. Announcer		0.00	200.00	
				Total 2. Fall		800.00	2700.00	
				Total A. Staffing		1,500.00	7,900.00	
				Total 4. Velofest		1,500.00	7,900.00	
				5. Food Services				
				A.Catering				
				555005 · 1. WSB				
				555007 a. Beer/Wine		7,500.00	750.00	
				555008 b. Food			-	
				555021 · d.Supplies		3,000.00	7,000.00	
				555005 · 1. WSB - Other				
				Total 555005 · 1. WSB		10,500.00	7,750.00	
				Total A.Catering		10,500.00	7,750.00	

				B. Concessions				
				556027 · 1. Beer		13,000.00	6,000.00	
				556021 · 2. Supplies		4,000.00	400.00	
				556025 · 3. Food		16,000.00	-	
				556050 · 4. Staffing		6,000.00	2,000.00	
				Total B. Concessions		39,000.00	8,400.00	
				C. Velofest				
				561020 · a. Spring				
				561027 · 1) Beer		2,000.00	2,500.00	
				561020 · a. Spring - Other				
				Total 561020 · a. Spring		2000.00	2500.00	
				b. Fall		2,000.00		
				Total C. Velofest		4,000.00	2,500.00	
				E. Non-Event				
				564037 · 1. Equipment/supplies		500.00	500.00	
				564038 · 2. Licenses		1,500.00	1,500.00	
				Total E. Non-Event		2,000.00	2,000.00	
				F. Other Major Events				
				565028 · b. Other		5,000.00	-	
				Total F. Other Major Events		5,000.00	-	
				G. Equipment				
				Total G. Equipment		15,000.00	15,000.00	
				Total 5. Food Services		75,500.00	35,650.00	
				6. Fund Raising				
				A. Events				
				1. Fund Raising				
				4. Other		15,000.00	-	
				Total 1. Fund Raising		15,000.00	-	
				Total A. Events		15,000.00	-	
				Total 6. Fund Raising		15,000.00	-	
				7. Insurance				
				575044 · A. Directors & Officers		1,600.00	1,700.00	
				575045 · B. Property				
				575046 · C. Liability		14,000.00	15,000.00	
				575047 · D. Workers Comp		1,500.00	1,700.00	
				E. Employee Ins.				
				576048 · 1. Dental				
				576049 · 2. Medical		30,000.00	30,000.00	
				Total E. Employee Ins.		30,000.00	30,000.00	
				577072 · F. Car Insurance				
				Total 7. Insurance		47,100.00	48,400.00	
				8. Fees				
				580051 · A. Merchant CC Processing Fee		5,000.00	8,000.00	
				580052 · B. Bank Fees		200.00	100.00	
				580112 C. Paypal fees			1,000.00	
				580115 · D. LOC interest		1,500.00	-	
				Total 8. Fees		6,700.00	9,100.00	

				9. Management				
				A. Compensation				
				585053 · 1. Executive Director		144,000.00	100,000.00	
				586053 · 2. Community Programs Ma		40,500.00	45,000.00	
				587053 · 3. Community Programs Ass		24,000.00	24,000.00	
				588053 · 4. Marketing Outsource		20,000.00		
				588075 · 5. PR/Communications		44,000.00		
				6. Facilities Manager			50,000.00	
				7. Technical Director			15,000.00	
				5890005 · 6. Interns		3,000.00	1,500.00	
				589054 · 6. Employer Tax Expense		20,000.00	20,000.00	
				589055 · 7. Service Fee		4,000.00	5,000.00	
				589060 · 9. Controller Outsource		18,000.00	36,000.00	
				Total A. Compensation		317,500.00	296,500.00	
				590020 · B. Travel				
				590025 · Hotel		1,200.00	1,000.00	
				590021 · 1. Airfares		3,500.00	1,000.00	
				590030 · 3. Meals		4,000.00	1,000.00	
				590057 · 2. Mileage/Gas		1,500.00	1,000.00	
				590059 · 4. Tolls		60.00	100.00	
				Total 590020 · B. Travel		10,260.00	4,100.00	
				590060 · C. Bonus/Severance				
				590200 · D. Other		500.00	1,500.00	
				Total 9. Management		328,260.00	302,100.00	
				10. Marketing				
				A. Advertising				
				595000 · 1. WSB				
				595060 · a. Print				
				595075 · 2) Magazine		1000.00	5000.00	
				595076 · 3) Outdoor/TV		5000.00	5000.00	
				595077 · 4) Radio		10000.00	5000.00	
				Total 595060 · a. Print		16,000.00	15,000.00	
				595100 · b. Outdoor/Social Media		3,500.00	700.00	
				595000 · 1. WSB				
				Total 595000 · 1. WSB		19,500.00	15,700.00	
				2.Velofest				
				595078 · a. Spring			200.00	
				595200 · B. Fall			500.00	
				Total 2.Velofest			700.00	
				Total A. Advertising		19,500.00	16,400.00	
				601033 · 3. Other				
				B. Communications				
				596062 · 1. Constant Contact		1200.00	864.00	
				2. Program Materials				
				597040 · a. Air Products				
				597043 · 1) Creative		250.00	300.00	

					597044 · 2) Printing	500.00	100.00
					Total 597040 · a. Air Products	750.00	400.00
					597063 · b. BRL (Spring & Fall)		
					597064 · 1) Creative	200.00	
					597065 · 2) Printing	500.00	100.00
					Total 597063 · b. BRL (Spring & Fall)	700.00	100.00
					598030 · c. Season Schedule		
					598031 · 1) Creative	2,000.00	
					598032 · 2) Printing	250.00	3,000.00
					Total 598030 · c. Season Schedule	2,250.00	3,000.00
					d.Race Day Program		
					598042 · 1) Creative	2,000.00	
					598043 · 2) Printing	5,000.00	2,800.00
					Total d.Race Day Program	7,000.00	2,800.00
					Total 2. Program Materials	10,700.00	6,300.00
					598044 · 3. Website		
					598045 · a. Updates	2,500.00	2,100.00
					601033 · b. Other	250.00	1000.00
					598044 · 3. Website - Other	0.00	
					Total 598044 · 3. Website	2,750.00	3,100.00
					602005 · 4. Other Communications	5,000.00	57,000.00
					Total B. Communications	19,650.00	67,264.00
					C. Promotions		
					602010 · 1. Other/sponsor recog.	3,000.00	-
					Total C. Promotions	3,000.00	-
					Total 10. Marketing	42,150.00	83,664.00
					11. Merchandise		
					A. Souvenir Stand		
					610001 · 1. Apparel	15,000.00	10,000.00
					610005 · 3. Other	1,300.00	-
					610070 · 2. Souvenirs		
					Total A. Souvenir Stand	16,300.00	10,000.00
					610033 · B. Sales Tax	3,000.00	3,000.00
					Total 11. Merchandise	19,300.00	13,000.00
					12. Miscellaneous		
					615005 · C. Other (donations)	1,000.00	1,000.00
					615071 · A. Yearly Audit	6,000.00	12,000.00
					615072 · B. Dues	1,500.00	1,500.00
					D. Contingency	20,000.00	
					61590 E 401K Distribution		
					615080 F Vendor Check Fraud		
					Total 12. Miscellaneous	28,500.00	14,500.00
					13. Office		
					620010 · A.Office Cleaning Service	1000.00	2000.00
					B. Computers		
					620033 · 1. Hardware	7,500.00	7,500.00

				620032 · 2. Software		3,000.00	2,000.00	
				Total B. Computers		10,500.00	9,500.00	
				C. IT				
				620074 · a. diagnostic		4,500.00	2,000.00	
				620075 · b. consulting		-		
				Total C. IT		4,500.00	2,000.00	
				620077 · D. Copiers		1,600.00	1,000.00	
				620078 · E. Electric		7,000.00	7,000.00	
				620080 · G. USPS Postage		1,000.00	1,000.00	
				620024 · I. Services		8,000.00	12,000.00	
				620021 · J. Supplies		5,000.00	4,000.00	
				K. Telephone				
				621100 1. Facitily				
				620083 · 2. Office		3,500.00	3,500.00	
				620084 · 3. Mobile		3,000.00	1,000.00	
				Total K. Telephone		6,500.00	4,500.00	
				Total 13. Office		45,100.00	43,000.00	
				14. Racing Programs			NET	
				A. General				
				626080 · 1. Permits		10,000.00	8,000.00	
				626089 · 2. USAC Ins. Surcharge		4,000.00	10,500.00	
				628090 4. Race Numbers		250.00	250.00	
				629090 · 5. Tickets		3,000.00	3,000.00	
				631004 · 6. Timing		12,500.00	8,000.00	
				631005 · 7. Other		1,000.00	1,000.00	
				Total A. General		30,750.00	30,750.00	
				B. STS Pro-Am				
				635093 · 1. Prize Money		2,800.00	3,000.00	
				2. Staff				
				636009 · c. Official		3,000.00	3,000.00	
				636010 · b. Medic		1,500.00	1,500.00	
				636026 · a. Announcer		-	1,500.00	
				636050 d. Motor pacing				
				636094 · e. Staff		250.00	1,500.00	
				Total 2. Staff		4,750.00	7,500.00	
				Total B. STS Pro-Am		7,550.00	10,500.00	
				C. Masters & Rookies				
				637009 · 2. Staff				
				637010 · a. Officials		2,500.00	1,500.00	
				637033 · b. Medics		1,200.00	1,200.00	
				c. Rider reg. staff			200.0000	
				Total 637009 · 2. Staff		3,700.00	2,900.00	
				Total C. Masters & Rookies		3,700.00	2,900.00	
				E. World Series of Bicycling				
				639095 · 1. Awards				
				639096 · a. Flowers/Awards		500.00	0.00	

					Total 639095 · 1. Awards		500.00	0.00	
					640033 · 2. Prize Money				
					640032 · b. Premes		5,000.00		
					640034 · c. ROY		1,500.00	1,500.00	
					640097 · a. Cash		40,000.00	40,000.00	
					Total 640033 · 2. Prize Money		46,500.00	41,500.00	
					641100 · 3. Rider Assistance				
					641101 · a. Short term housing		7,500.00	15,000.00	
					641102 · b. Travel Air/Car		14,000.00	7,000.00	
					c. Honorariums		2,000.00		
					641105 · d. Other (pickups)		600.00	500.00	
					641100 · 3. Rider Assistance - Oth		6,000.00		
					Total 641100 · 3. Rider Assistance		30,100.00	22,500.00	
					642009 · 4. Staff				
					642010 · a. Announcer		2500.00	2500.00	
					642026 · b. Medics		4000.00	1500.00	
					642033 · c. Officials		7000.00	10000.00	
					642104 · d. Event Staffing		2000.00	20000.00	
					642105 · e. Photography		1000.00	2000.00	
					642106 f. DJ		750.00	3000.00	
					Total 642009 · 4. Staff		17,250.00	39,000.00	
					642100 · 5. Other-WSB		0.00		
					Total E. World Series of Bicycling		94,350.00	103,000.00	
					F. Special Events				
					643033 · 1. Hall of Fame				
					643034 · a. Creative/Printing		500.00	500.00	
					c. Dinner		200.00		
					Total 643033 · 1. Hall of Fame		700.00	500.00	
					Total F. Special Events		700.00	500.00	
					644000 · G. Jr. Nationals		20,000.00		
					Total 14. Racing Programs		157,050.00	147,650.00	
					Total Expense		953,509.00	843,664.00	
					Net Income		(140,759.00)	(247,584.00)	