

CBYRA 2021 Proposed

Operating Budget Overview

	Proposed	Actual	Proposed	Actual	Proposed	Actual	Proposed	Actual	Proposed	Actual	Proposed
	2021	2020 (thru Oct-3	2020	2019 (thru Nov)	2019	2018	2018	2017	2017	2016	2016
Ordinary Income/Expense											
Income											
Membership Dues											
Adult	10,500.00	10,615.00	11,000.00	10,890.00	11,500.00	12,495.00	16,500.00	14,905.00	16,500.00	16,335.00	19,000.00
Associate	45.00	90.00	45.00	45.00	135.00	135.00	225.00	180.00	250.00	225.00	300.00
Clubs	9,500.00	9,500.00	13,000.00	13,000.00	12,500.00	10,000.00	15,300.00	14,500.00	16,000.00	15,250.00	16,000.00
Family	2,500.00	2,450.00	3,000.00	3,010.00	3,000.00	3,155.00	3,550.00	3,920.00	3,000.00	3,010.00	3,500.00
Junior	1,650.00	1,640.00	2,700.00	2,680.00	3,000.00	2,880.00	2,400.00	2,540.00	3,500.00	3,540.00	1,500.00
Misc						195.00					
Total Membership Dues	24,195.00	24,295.00	29,745.00	29,625.00	30,135.00	28,860.00	37,975.00	36,045.00	39,250.00	38,360.00	40,300.00
Product Sales											
Burgees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	99.48	0.00	0.00	0.00
Clothing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
US Sailing - Publications	0.00	0.00	0.00	0.00	0.00	0.00	0.00	207.55	0.00	0.00	0.00
US Sailing - Sail Numbers	0.00	225.00	0.00	0.00	300.00	300.00	500.00	500.00	750.00	600.00	1,500.00
Total Product Sales	0.00	225.00	0.00	0.00	300.00	300.00	500.00	807.03	750.00	600.00	1,500.00
Publications											
Greenbook Income											
Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	350.00	500.00	250.00
Races, Promotional Club/Fleet P	3,325.00	3,375.00	3,000.00	3,325.00	3,300.00	3,080.00	4,000.00	4,005.00	4,800.00	5,870.00	2,000.00
Individual Sales	0.00	0.00	0.00	20.00	1,000.00	925.00	1,000.00	1,070.00	1,400.00	1,360.00	1,500.00
Shipping	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Total Greenbook Income	3,325.00	3,375.00	3,000.00	3,345.00	4,300.00	4,005.00	5,000.00	5,075.00	6,550.00	7,730.00	3,750.00
Greenbook Expense											
Advertising Sales Commission	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Distribution	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Publication	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(40.00)	(35.00)	(750.00)
Disposal	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Greenbook Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(40.00)	(35.00)	(750.00)
eNewsletter Ad Income				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Publications	3,325.00	3,375.00	3,000.00	3,345.00	4,300.00	4,005.00	5,000.00	5,075.00	6,510.00	7,695.00	3,000.00
Regattas						(213.60)					
One Design	750.00	0.00	750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total One Design	750.00	0.00	750.00	0.00	0.00	(213.60)	0.00	0.00	0.00	0.00	0.00

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	2021	2020 (thru Oct-3	2020	2019 (thru Nov)	2019	2018	2018	2017	2017	2016	2016
Special Events											
High Point Awards											
High Point Income				0.00	0.00	941.55	0.00	0.00	0.00	1,140.61	0.00
High Point Expense											
Awards	(6,000.00)	(6,735.14)	(6,000.00)	(5,936.40)	(4,000.00)	(1983.44)	(4,000.00)	(4902.82)	(4,000.00)	(3,563.83)	(3,500.00)
Awards Sponsorship	3,700.00	3,736.44		0.00	0.00		0.00		0.00		0.00
Facility w/Audio & Visual	(200.00)		(200.00)	(200.00)	0.00	0.00	(1,200.00)	(1153.20)	(500.00)	0.00	(500.00)
Food/Beverage	(1,250.00)	(1,272.00)	(750.00)	(716.68)	(1,500.00)	(1739.32)	(500.00)	(327.54)	(2,500.00)	(2,044.70)	(500.00)
Other						(175.77)					
Printing/Notification	0.00	0.00	0.00	0.00	0.00	0.00	(75.00)	(66.34)	0.00	0.00	0.00
Total High Point Expense	(3750.00)	(4270.70)	(6950.00)	(6853.08)	(5500.00)	(3898.53)	(5,775.00)	(6449.90)	(7,000.00)	(5,608.53)	(4,500.00)
Total High Point Awards	(3,750.00)	(4,270.70)	(6,950.00)	(6,853.08)	(5,500.00)	(2956.98)	(5,775.00)	(6449.90)	(7,000.00)	(4,467.92)	(4,500.00)
Seminars		250.00			0.00	0.00	250.00	200.00	0.00	0.00	(200.00)
Special Events - other					0.00	0.00	0.00	611.00			
Total Special Events	(3750.00)	(4020.70)	(6950.00)	(6853.08)	(5500.00)	(2956.98)	(5525.00)	(5638.90)	(7000.00)	(4467.92)	(4700.00)
Cost of Goods Sold											
Total Income (ex Restricted Funds)	24,520.00	23,874.30	26,545.00	26,116.92	29,235.00	29994.42	37,950.00	36288.13	39,510.00	42,187.08	40,100.00
Expense											
Overhead											
Dues & Subscriptions	300.00	1,009.96	300.00	300.00	0.00	0.00	250.00	525.00	250.00	250.00	250.00
Bank Fees	0.00	0.00	0.00	10.00	0.00	114.87		74.35		76.00	
Contract Services											
Sales & Marketing (inc. Website)	0.00		3,000.00		0.00	0.00	0.00		0.00		0.00
Accounting Fees	4,620.00	3,850.00	4,620.00	4,235.00	4,620.00	3,999.96	4,000.00	3,999.96	4,000.00	3,999.96	4,000.00
IT Support	0.00		400.00	831.00	0.00	400.00	450.00		150.00		140.00
Member Database Maintenance	600.00		540.00	540.00	270.00	270.00	550.00	270.00	550.00	540.00	500.00
Total Contract Services	5,220.00	3,850.00	8,560.00	5,606.00	4,890.00	4,669.96	5,000.00	4,269.96	4,700.00	4,539.96	4,640.00
Credit Card Processing Fees	650.00	549.92	641.49	606.23	900.00	714.50	1,000.00	831.93	1,000.00	842.30	1,000.00
Email Distribution (Wet Notes via Cc	0.00	1,046.89	1,379.98	1,264.98	1,140.00	950.00	900.00	1070.00	850.00	900.00	500.00
Insurance	3,000.00	2,528.20	3,000.00	1,986.95	3,000.00	2887.00	5,600.00	2808.00	3,000.00	2,789.00	3,000.00
Licenses and Permits	0.00	0.00	0.00	20.00	0.00	17.00	0.00	17.00		17.00	
Membership Fulfillment	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00		0.00
Office Supplies	200.00	141.20	182.84	167.60	0.00	60.00	1,000.00	405.41	950.00	95.71	400.00
Telephone/Internet	1,450.00	1,537.33	1,426.67	1,307.78	1,920.40	1600.33	1,500.00	1557.46	1,500.00	1,601.29	1,600.00
Postage	0.00	0.00	0.00	174.71	0.00	0.00	75.00	58.30	75.00	42.81	80.00
Rent	7,800.00	6,500.00	7,800.00	7,150.00	7,800.00	14832.00	14,850.00	14832.00	14,500.00	14,400.00	13,770.00
Tax	0.00	0.00	0.00	0.00	0.00	0.00	100.00	50.71	100.00	95.79	100.00
Utilities	0.00	0.00	0.00	0.00	500.00	933.16	750.00	997.96	750.00	826.62	750.00
Website	0.00	591.65	602.18	552.00	450.00	441.26	500.00	549.95	500.00	360.00	1,500.00
Misc Expense	0.00	0.00	0.00	0.00	0.00	(322.00)	0.00	107.74	250.00	140.69	0.00
Total Overhead	18,620.00	17,755.15	23,893.16	19,146.25	20,600.40	26,898.08	31,525.00	28,155.77	28,425.00	26,977.17	27,590.00

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	2021	2020 (thru Oct-3	2020	2019 (thru Nov)	2019	2018	2018	2017	2017	2016	2016
Juniors											
Midget Support	0.00		300.00								
Junior Olympics	0.00		500.00	519.80							
Annual Junior Awards	0.00		1,600.00	419.44							
Engraving of Perpetual Trophies	0.00		150.00	135.00							
Website	0.00		100.00								
Communications	0.00		150.00								
One Design	0.00		600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total	0.00	0.00	3,400.00	1,074.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meeting Expenses											
Annual Meeting						232.30					
Awards	800.00	0.00	800.00	855.40	800.00	1276.23	300.00		300.00	37.10	300.00
Food/Beverage	400.00	0.00	400.00		400.00	645.10	700.00	792.94	300.00	326.69	150.00
Notification	0.00	0.00	0.00		0.00		50.00	67.20	50.00	67.85	60.00
Printing	0.00	0.00	0.00		0.00		75.00	111.60	75.00	250.80	100.00
Total Annual Meeting	1,200.00	0.00	1,200.00	855.40	1,200.00	2,153.63	1,125.00	971.74	725.00	682.44	610.00
Committee Meetings	600.00	400.67	602.18	146.62	0.00		0.00		0.00		100.00
Total Meeting Expenses	1,800.00	400.67	1,802.18	1,002.02	1,200.00	2,153.63	1,125.00	971.74	725.00	682.44	710.00
Payroll Expenses											
Salaries	0.00	0.00	0.00	0.00	5,034.00	4195.00	4,700.00	1895.00	4,635.00	4,100.00	10,000.00
Payroll Taxes	0.00	0.00	0.00	0.00	402.72	333.51	350.00	150.67	300.00	325.96	1,800.00
Total Payroll Expenses	0.00	0.00	0.00	0.00	5,436.72	4528.51	5,050.00	2045.67	4,935.00	4,425.96	11,800.00
Total Expense	20,420.00	18,155.82	29,095.34	20,148.27	27,237.12	33,580.22	37,700.00	31,173.18	34,085.00	32,085.57	40,100.00
BOTTOM LINE	4,100.00	5,718.48	(2,550.34)	5,968.65	1,997.88	(3585.80)	250.00	5114.95	5,425.00	10,101.51	0.00
Capital Improvement		330.00		40.00		1247.05					
Restricted Funds -- Donations											
Fund for Chesapeake Sailors	160.00	875.00	160.00	160.00		145.00		150.00		250.00	
Regatta Support Fund	95.00	250.00	95.00	145.00		265.00		205.00		540.00	
Reserve Fund	660.00	465.00	660.00	660.00		400.00		850.00		975.00	
	915.00	1,590.00	915.00	965.00		810.00		1,205.00		1,765.00	
Restricted Funds -- Distributions											
Fund for Chesapeake Sailors		2,250.00						(1,800.00)			
Regatta Support Fund								(2,400.00)			
Reserve Fund											
	0.00	2,250.00	0.00	0.00		0.00		(4,200.00)		0.00	
Restricted Funds -- Net	915.00	3,840.00	915.00	965.00		810.00		(2,995.00)		1,765.00	
Bad Debt Write Off								0.00		(2,883.00)	
Depreciation						(202.00)		(756.00)			
Total	5,015.00	9,888.48	(1,635.34)	6,973.65		(1,730.75)		1,364.35		8,983.51	