

**THE RANCH - BELVEDERE-TIBURON JOINT RECREATION COMMITTEE**  
**Budget for FY 2019/20 - March 1, 2019 - February 28, 2020**  
**Jan. 2019**

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
<b>PROGRAM SUMMARY</b>								
Academy Revenues (Cotillion, Ballet, Tots, Teens)	605,727	665,547	675,751	644,504	666,500	649,922	649,747	641,989
Academy Expenses	411,398	433,829	421,406	402,326	390,197	382,673	291,947	303,085
<b>Net Academy Program</b>	<b>194,329</b>	<b>231,718</b>	<b>254,345</b>	<b>242,178</b>	<b>276,303</b>	<b>267,249</b>	<b>357,800</b>	<b>338,904</b>
Adult Revenues	163,407	147,971	135,400	161,044	293,600	218,478	186,805	143,888
Adult Expenses	85,269	71,987	77,942	98,400	215,900	146,856	109,642	81,169
<b>Net Adult Program</b>	<b>78,138</b>	<b>75,984</b>	<b>57,458</b>	<b>62,644</b>	<b>77,700</b>	<b>71,622</b>	<b>77,163</b>	<b>62,719</b>
Camps Revenues	461,055	539,029	539,205	556,558	583,000	649,337	649,337	557,195
Camps Expenses	233,881	298,311	325,642	332,543	330,600	349,172	346,331	330,535
<b>Net Camps Program</b>	<b>227,174</b>	<b>240,718</b>	<b>213,563</b>	<b>224,015</b>	<b>252,400</b>	<b>300,165</b>	<b>303,006</b>	<b>226,660</b>
Other Program Revenues	363,863	380,468	406,090	424,690	431,400	391,164	382,333	423,427
Other Program Expenses	264,230	283,237	314,976	290,642	301,200	256,686	239,956	278,076
<b>Net Other Program</b>	<b>99,633</b>	<b>97,231</b>	<b>91,114</b>	<b>134,048</b>	<b>130,200</b>	<b>134,478</b>	<b>142,377</b>	<b>145,351</b>
Interest Income	343	1,725	258	5,894				5,894
<b>Net non Program</b>	<b>343</b>	<b>1,725</b>		<b>5,894</b>				<b>5,894</b>
Facility Rental Income	13,391	12,686	21,704	18,659	18,000	18,000	19,634	18,411
Facility Rental Expense	458	1,152	1,132	880	735	2,400	1,918	722
<b>Total Facility Rental</b>	<b>12,933</b>	<b>11,534</b>	<b>20,572</b>	<b>17,779</b>	<b>17,265</b>	<b>15,600</b>	<b>17,716</b>	<b>17,689</b>
Subtotal revenue	1,607,786	1,747,426	1,778,408	1,811,349	1,992,500	1,926,901	1,887,856	1,790,804
Subtotal expense	995,236	1,088,516	1,141,098	1,124,791	1,238,632	1,137,787	989,794	993,587
<b>Subtotal + (-)</b>	<b>612,550</b>	<b>658,910</b>	<b>637,310</b>	<b>686,558</b>	<b>753,868</b>	<b>789,114</b>	<b>898,062</b>	<b>797,217</b>
<b>Less Administrative Expenses</b>	<b>-533,126</b>	<b>-579,752</b>	<b>-616,095</b>	<b>-685,571</b>	<b>-685,686</b>	<b>-645,974</b>	<b>-576,647</b>	<b>-631,288</b>
Branding/Grand Opening/New Bldg Exp	0		0	0	0	0	0	0
Less Dairy Knoll Expenses	-52,640	-47,364	-46,679	-57,505	-68,300	-61,300	-47,146	-52,367
2018/19 Check Adjustments						34,284	34,284	
Community Contributions - fund raising				-621	637			500
Subtotal before Contribution	26,784	31,794	-25,464	-57,139	519	116,124		114,062
City/Town Contribution DK/Tile sales	46,780	0	500	500				-621
Excess Revenues /(Expenses)	<b>73,564</b>	<b>31,794</b>	<b>-24,964</b>	<b>-56,639</b>	<b>519</b>	<b>116,124</b>	<b>308,553</b>	<b>113,441</b>
Strategic Planning Expense						-2,300	-2,295	
New Phone System			-14,576	0		0		
Del Mar Tennis Courts - re-surfaced					-15,000	-13,000	-13,000	0
Perfect Mind (included in Less Admini Exp line)			-17,448	0		0	0	
<b>Net Revenue before depreciation</b>	<b>26,784</b>	<b>31,794</b>	<b>-17,448</b>	<b>-56,634</b>	<b>-14,481</b>	<b>100,824</b>	<b>293,258</b>	<b>113,441</b>
Depreciation	-12,054	-24,025	-24,268	-26,936				
<b>Net Operating Income after depreciation</b>	<b>14,730</b>	<b>7,769</b>	<b>-41,716</b>	<b>-83,570</b>				

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
<b>ACADEMY</b>								
<b>Spring (AC3) 12 WEEKS</b>								
Academy Revenues	155,078	171,992	180,586	163,111	177,000	150,982	150,982	163,111
Academy Expenses	60,137	72,839	71,483	65,416	76,379	57,444	57,444	65,416
Academy Supervision	59,258	56,227	46,214	43,645	39,618	35,841	35,841	43,645
<b>Net Academy III</b>	<b>35,683</b>	<b>42,926</b>	<b>62,889</b>	<b>54,050</b>	<b>61,003</b>	<b>57,697</b>	<b>57,697</b>	<b>54,050</b>

**Fall (AC1) 15 WEEKS - WAS 12**

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
Academy Revenues	169,288	186,886	176,447	151,539	207,000	199,940	199,940	151,539
Academy Expenses	71,086	71,735	80,465	56,025	83,700	86,573	86,573	56,025
Academy Supervision	53,059	61,507	38,128	45,816	49,000	39,002	39,002	45,816
<b>Net Academy I</b>	<b>45,143</b>	<b>53,644</b>	<b>57,854</b>	<b>49,698</b>	<b>74,300</b>	<b>74,365</b>	<b>74,365</b>	<b>49,698</b>

**Winter (AC2) -8 WEEKS -WAS 12**

Academy Revenues	157,455	187,780	199,032	166,984	115,000	149,000	149,154	165,649
Academy Expenses	63,290	66,208	79,626	76,435	43,600	63,633	8,606	7,237
Academy Supervision	49,722	59,858	43,780	34,944	24,800	28,380	13,312	21,917
<b>Net Academy II</b>	<b>44,443</b>	<b>61,714</b>	<b>75,626</b>	<b>55,605</b>	<b>46,600</b>	<b>56,987</b>	<b>127,235</b>	<b>136,495</b>

Ballet Program Revenue	38,420	17,880	14,015	22,546	23,000	35,300	35,270	22,683
Ballet Program Expense	19,171	6,433	3,904	7,191	6,500	10,000	8,659	6,211
<b>Net Ballet Program</b>	<b>19,249</b>	<b>11,447</b>	<b>10,111</b>	<b>15,355</b>	<b>16,500</b>	<b>25,300</b>	<b>26,610</b>	<b>16,472</b>

Toddler Revenue	1,115	7,236	6,312	11,008	11,000	9,300	9,207	11,008
Toddler Expense	135	835	4,048	3,720	3,600	3,300	2,893	3,712
<b>Net Toddler Program</b>	<b>980</b>	<b>6,401</b>	<b>2,264</b>	<b>7,288</b>	<b>7,400</b>	<b>6,000</b>	<b>6,314</b>	<b>7,296</b>

Teen Revenue	11,020	13,676	12,685	18,562	16,500	18,000	17,926	17,869
Teen Expense	9,422	10,400	13,587	14,846	11,000	16,000	14,288	13,841
<b>Net Teen Zone Program</b>	<b>1,598</b>	<b>3,276</b>	<b>-902</b>	<b>3,716</b>	<b>5,500</b>	<b>2,000</b>	<b>3,638</b>	<b>4,028</b>

Birthday/Corporate Revenue	0	5,165	9,720	30,120	35,000	4,500	4,355	29,495
Birthday/Corporate Expense	125	1,167	10,273	18,869	20,000	4,500	3,995	18,002
<b>Net Wknd Party Program</b>	<b>-125</b>	<b>3,998</b>	<b>-553</b>	<b>11,251</b>	<b>15,000</b>	<b>0</b>	<b>360</b>	<b>11,493</b>

Cotillion Program Revenue	73,351	74,932	76,954	80,635	82,000	82,900	82,913	80,635
Cotillion Program Expense	25,993	26,620	29,898	35,418	32,000	38,000	21,334	21,263
<b>Net Cotillion Program</b>	<b>47,358</b>	<b>48,312</b>	<b>47,056</b>	<b>45,217</b>	<b>50,000</b>	<b>44,900</b>	<b>61,579</b>	<b>59,372</b>

<b>Total Academy Program</b>								
Revenue	605,727	665,547	675,751	644,505	666,500	649,922	649,747	641,989
Expenses	411,398	433,829	421,406	402,325	390,197	382,673	291,947	303,085
<b>Net</b>	<b>194,329</b>	<b>231,718</b>	<b>254,345</b>	<b>242,180</b>	<b>276,303</b>	<b>267,249</b>	<b>357,800</b>	<b>338,904</b>

**ADULTS**

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Draft Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
<b>Adult Spring</b>			Spring/Sun	Spring/Summer				
Adult Revenue	83,496	63,492	53,139	49,315	82,500	62,428	68,564	48,973
Adult Supervision					2,800	0		0
Adult Expenses	42,429	29,497	30,527	34,603	58,800	39,348	39,344	34,603
<b>Net Spring</b>	<b>41,067</b>	<b>33,995</b>	<b>22,612</b>	<b>14,712</b>	<b>20,900</b>	<b>23,080</b>	<b>29,220</b>	<b>14,370</b>

<b>Adult Summer</b>								
Adult Revenues			0	30,683	71,000	46,276	31,809	30,683
Adult Supervision				0	3,700	0		0
Adult Expenses			0	13,030	48,000	28,896	27,736	13,030
<b>Net Summer</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17,653</b>	<b>19,300</b>	<b>17,380</b>	<b>4,073</b>	<b>17,653</b>
			Fall/Winter	Fall/Winter				

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
<b>Adult Fall</b>								
Adult Revenues	79,911	84,479	82,261	33,012	70,050	54,231	57,547	33,012
Adult Supervision					2,800	0	0	
Adult Expenses	42,840	42,490	47,415	27,444	48,500	39,306	29,670	27,444
<b>Net Fall</b>	<b>37,071</b>	<b>41,989</b>	<b>34,846</b>	<b>5,568</b>	<b>18,750</b>	<b>14,925</b>	<b>27,877</b>	<b>5,568</b>
<b>Adult Winter</b>								
Adult Revenues			0	48,034	70,050	55,543	28,885	31,220
Adult Supervision					2,800			
Adult Expenses			0	23,323	48,500	39,306	12,892	6,092
<b>Net Winter</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>24,711</b>	<b>18,750</b>	<b>16,237</b>	<b>15,993</b>	<b>25,128</b>
<b>Total Adult Program</b>								
Revenue	163,407	147,971	135,400	161,044	293,600	218,478	186,805	143,888
Supervision					12,100			
Expenses	85,269	71,987	77,942	98,400	203,800	146,856	109,642	81,169
<b>Net</b>	<b>78,138</b>	<b>75,984</b>	<b>57,458</b>	<b>62,644</b>	<b>77,700</b>	<b>71,622</b>	<b>77,163</b>	<b>62,719</b>

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Draft Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
<b>CAMPS</b>								
CIT Revenue	13,895	19,108	20,409	22,349	21,000	28,831	28,831	22,349
CIT Expenses	1,138	18,285	20,278	16,711	19,000	15,336	15,336	16,711
<b>Net CIT Camp</b>	<b>12,757</b>	<b>823</b>	<b>131</b>	<b>5,638</b>	<b>2,000</b>	<b>13,495</b>	<b>13,495</b>	<b>5,638</b>
Angel Island Revenue	342,929	375,034	396,290	414,268	420,000	447,644	447,644	414,904
Angel Island Expense	191,736	213,035	246,669	259,695	251,000	253,814	250,972	257,688
<b>Net Angel Island</b>	<b>151,193</b>	<b>161,999</b>	<b>149,621</b>	<b>154,573</b>	<b>169,000</b>	<b>193,830</b>	<b>196,672</b>	<b>157,216</b>
Art & Garden Camp Revenue	0	17,407	23,653	20,060	22,000	25,327	25,327	20,060
Art & Garden Camp Expenses	0	6,453	9,768	10,141	11,600	13,773	13,774	10,141
<b>Net Art &amp; Garden camp</b>	<b>0</b>	<b>10,954</b>	<b>13,885</b>	<b>9,919</b>	<b>10,400</b>	<b>11,554</b>	<b>11,553</b>	<b>9,919</b>
Fantastical Adventures Revenue	104,231	127,480	98,853	99,882	120,000	147,535	147,535	99,882
Fantastical Adventures Expenses	41,007	60,538	48,927	45,995	49,000	66,249	66,249	45,995
<b>Net Camp FA</b>	<b>63,224</b>	<b>66,942</b>	<b>49,926</b>	<b>53,887</b>	<b>71,000</b>	<b>81,286</b>	<b>81,286</b>	<b>53,887</b>
	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0
<b>Net</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Camps</b>								
Revenue	461,055	539,029	539,205	556,559	583,000	649,337	649,337	557,195
Expenses	233,881	298,311	325,642	332,542	330,600	349,172	346,331	330,535
<b>Net</b>	<b>227,174</b>	<b>240,718</b>	<b>213,563</b>	<b>224,017</b>	<b>252,400</b>	<b>300,165</b>	<b>303,006</b>	<b>226,660</b>

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Draft Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
<b>OTHER PROGRAMS</b>								
Summer Youth Revenues	8,846	17,561	29,618	26,404	22,000	13,000	13,000	26,404
Summer Youth Expenses	6,121	20,824	21,234	18,993	15,000	5,470	5,470	18,993
<b>Net Summer Youth</b>	<b>2,725</b>	<b>-3,263</b>	<b>8,384</b>	<b>7,411</b>	<b>7,000</b>	<b>7,530</b>	<b>7,530</b>	<b>7,411</b>

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
Taekwondo Program Revenues	30,371	33,728	43,956	45,444	47,000	43,500	38,759	45,444
Taekwondo Program Expenses	21,833	23,410	33,582	29,712	32,000	27,400	21,215	19,868
<b>Net Taekwondo Program</b>	<b>8,538</b>	<b>10,318</b>	<b>10,374</b>	<b>15,732</b>	<b>15,000</b>	<b>16,100</b>	<b>17,544</b>	<b>25,576</b>
Tennis Program Revenues	221,966	203,503	193,785	181,683	194,000	178,850	175,045	180,525
Tennis Program Expenses	161,385	150,704	146,014	125,465	142,000	124,895	123,724	125,465
<b>Net Tennis Program</b>	<b>60,581</b>	<b>52,799</b>	<b>47,771</b>	<b>56,218</b>	<b>52,000</b>	<b>53,955</b>	<b>51,321</b>	<b>55,060</b>
BB League Revenues	25,554	11,065	11,525	19,391	20,000	21,200	21,065	19,391
BB League Expenses	5,185	5,411	4,370	7,734	5,000	7,500	3,815	6,932
<b>Net Tennis Courts</b>	<b>20,369</b>	<b>5,654</b>	<b>7,155</b>	<b>11,657</b>	<b>15,000</b>	<b>13,700</b>	<b>17,250</b>	<b>12,459</b>
Tennis Court Revenues	25,554	22,384	21,300	22,348	22,000	23,430	23,430	22,243
Tennis Courts Expenses	5,185	5,729	6,611	5,215	6,500	6,500	5,268	5,215
<b>Net Tennis Courts</b>	<b>20,369</b>	<b>16,655</b>	<b>14,689</b>	<b>17,133</b>	<b>15,500</b>	<b>16,930</b>	<b>18,162</b>	<b>17,028</b>
Special Event Revenues	75,076	89,427	103,506	123,820	120,800	107,484	107,334	123,820
Special Event Expenses	41,118	54,749	79,491	85,122	80,800	65,575	62,559	83,202
<b>Net Special Events</b>	<b>33,958</b>	<b>34,678</b>	<b>24,015</b>	<b>38,698</b>	<b>40,000</b>	<b>41,909</b>	<b>44,774</b>	<b>40,618</b>
Clothing/Uniform Sales	0	0	0	0	0	0	0	0
Clothing/Uniform Expenses	4,352	612	2,320	0	1,500	1,400	509	0
<b>Net Clothing Sales</b>	<b>-4,352</b>	<b>-612</b>	<b>-2,320</b>	<b>0</b>	<b>0</b>	<b>-1,400</b>	<b>-509</b>	<b>0</b>
Brochure Ad Income	2,050	2,800	2,400	5,600	5,600	3,700	3,700	5,600
Brochure Expenses	24,236	21,798	21,354	18,401	18,400	17,946	17,396	18,401
<b>Net Brochure</b>	<b>-22,186</b>	<b>-18,998</b>	<b>-18,954</b>	<b>-12,801</b>	<b>-12,800</b>	<b>-14,246</b>	<b>-13,696</b>	<b>-12,801</b>
<b>Total Other Program</b>								
Revenue	363,863	380,468	406,090	424,690	431,400	391,164	382,333	423,427
Expenses	264,230	283,237	314,976	290,642	301,200	256,686	239,956	278,076
<b>Net</b>	<b>99,633</b>	<b>97,231</b>	<b>91,114</b>	<b>134,048</b>	<b>130,200</b>	<b>134,478</b>	<b>142,377</b>	<b>145,351</b>

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<b>FACILITY RENTALS</b>								
Tiburon Community Room Revenue	734	755	2,512	1,977	2,600	2,600	3,200	1,977
Tiburon Community Room Expense	0	0	0	135	135	1,135	0	135
<b>Net Tiburon Community Room</b>	<b>734</b>	<b>755</b>	<b>2,512</b>	<b>1,842</b>	<b>2,465</b>	<b>1,465</b>	<b>3,200</b>	<b>1,842</b>
Belvedere Community Ctr Revenues	6,337	6,354	9,769	7,165	5,600	5,600	9,676	6,918
Belvedere Community Ctr Expense	83	0	764	416	400	1,400	1,538	416
<b>Net Belvedere Community Ctr</b>	<b>6,254</b>	<b>6,354</b>	<b>9,005</b>	<b>6,749</b>	<b>5,200</b>	<b>4,200</b>	<b>8,138</b>	<b>6,502</b>
Dairy Knoll Rental Revenue	6,320	5,577	9,423	9,516	9,800	9,800	6,758	9,516
Dairy Knoll Rental Expenses	375	1,152	368	329	200	1,300	380	172
<b>Net Dairy Knoll</b>	<b>5,945</b>	<b>4,425</b>	<b>9,055</b>	<b>9,187</b>	<b>9,600</b>	<b>8,500</b>	<b>6,378</b>	<b>9,344</b>
<b>Total Facility Rentals</b>								
Revenue	13,391	12,686	21,704	18,658	18,000	18,000	19,634	18,411
Expenses	458	1,152	1,132	880	735	2,400	1,918	723
Supervision	0	0	0	0	0	0	0	0
<b>Net</b>	<b>12,933</b>	<b>11,534</b>	<b>20,572</b>	<b>17,778</b>	<b>17,265</b>	<b>15,600</b>	<b>17,716</b>	<b>17,688</b>

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
<b>DAIRY KNOLL</b>								
	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
PG&E Electricity/Gas	-5,570	-5,714	-6,660	-7,640	-7,300	-7,300	-6,608	-7,223
Water/Sewer	-603	-812	-964	-1,167	-1,300	-1,300	-1,067	-1,005
Internet \$250/mo	-3,000	-3,000	-3,000	-3,000	-3,200	-3,200	-2,750	-2,750
Facility Assistant	-13,557	-405	-370	0	0	0	0	0
Telephone/Communication/Fire	-1,248	-4,546	-3,932	-3,927	-4,000	-4,000	-3,168	-3,695
Hosted email- messaging backup	-1,332	-1,851	-1,489	-2,599	-2,000	-2,000	-1,583	-3,463
Tech Support	-5,497	-3,478	-1,503	-2,830	-2,500	-2,500	-1,618	-2,513
Bldg Maintenance Expenses		-2,019	-6,735	-7,779	-6,000	-4,000	-1,056	-7,451
Building Supplies	-4,330	-3,415	-4,171	-4,640	-4,000	-4,000	-958	-4,155
Custodial Supplies	-2,303	-742	-1,109	-2,150	-3,000	-2,000	-1,237	-1,830
Custodian	-15,200	-21,382	-16,746	-21,772	-35,000	-31,000	-27,101	-19,283
<b>Total Dairy Knoll</b>	<b>-52,640</b>	<b>-47,364</b>	<b>-46,679</b>	<b>-57,504</b>	<b>-68,300</b>	<b>-61,300</b>	<b>-47,146</b>	<b>-53,368</b>

**ADMINISTRATIVE EXPENSES**

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
Accounting Services (City of Belvedere)/ADP	-5,117	-4,872	-4,489	-4,101	-5,000	-6,000	-5,554	-2,473
Audit	-8,500	-8,850	-9,300	-9,900	-9,900	-10,300	-10,300	-9,900
Auto Mileage Allowance	-2,768	-3,103	-2,549	-2,329	-2,500	-1,600	-1,533	-2,115
Bank Charges	-545	-718	-669	-837	-700	-900	-975	-767
Copy Machine	-4,164	-5,095	-7,102	-7,703	-6,800	-7,744	-7,016	-6,796
Credit Card Charges	-1,247	-1,374	-1,599	-11,134	-50,000	-45,000	-37,836	-2,230
Depreciation	-12,054	-24,025	-24,268	-26,936	0	0	0	0
Equipment	-1,561	-2,664	-4,187	-3,368	-4,000	-4,000	-3,741	-2,555
Fingerprinting	-1,020	-724	-847	-980	-900	-1,363	-1,248	-948
Office Supplies	-7,436	-6,406	-3,332	-5,256	-5,500	-5,500	-3,725	-5,051
Payroll Taxes	-22,714	-23,588	-24,354	-23,453	-25,000	-27,200	-25,192	-21,627
Postage	-6,799	-8,028	-6,803	-6,890	-6,200	-6,200	-2,919	-6,741
Professional Services	0	-2,450	-7,850	-7,125	-4,000	-4,000	-2,950	-7,050
Publicity	-6,126	-11,382	-7,085	-9,270	-8,000	-9,200	-7,531	-8,822
Recognition	-7,603	-6,989	-8,998	-6,303	-7,500	-7,000	-6,083	-4,798
Registratrion Software (Perfect Mind)	0	0	0	-42,500	-17,448	-17,448	-17,793	-42,500
Telephone/Communication (On DK pg now)	-1,800	0	0	0	0	0	0	0
Workman's Compensation Ins.	-11,526	-13,115	-15,725	-19,738	-19,738	-18,000	-16,806	-19,738
Unemployment Insurance	0	0	0	0	0	-1,069	-1,069	-318
Administrative Payroll	-345,715	-349,746	-373,258	-393,563	-379,000	-350,000	-312,027	-363,181
Health & Dental	-59,469	-85,869	-91,349	-87,612	-88,000	-82,000	-75,001	-81,683
Conferences and Meetings	-5,109	-5,110	-3,900	-1,749	-1,200	-3,800	-2,583	-1,572
Mass Mutual Retirement Benefits	-33,782	-39,219	-42,321	-41,489	-44,000	-37,350	-34,495	-40,157
Administrative Expense Reimburse	-125	-450	-378	-271	-300	-300	-270	-265
<b>Administrative Personnel Costs</b>	<b>-545,180</b>	<b>-603,777</b>	<b>-640,363</b>	<b>-712,507</b>	<b>-685,686</b>	<b>-645,974</b>	<b>-576,647</b>	<b>-631,287</b>

**SPECIAL EVENTS**

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Draft Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
Walk Your History Revenue	0	0	7,500	0	0	0	0	
Walk Your History Expense	866	0	7,000	0	0	0	0	
Walk Your History Staffing	0	0	0	0	0	0	0	
<b>Net WYH (SE-WYH)</b>	<b>-866</b>	<b>0</b>	<b>500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
Bunny Hop Revenue	3,625	3,102	3,000	3,898	4,000	3,875	3,875	3,898

	Yr End FY 15-16	Yr End FY 16-17	Yr End FY 17-18	Yr End FY 18-19	Approved Budget FY19-20	Yr end Projections FY 19-20	Jan Actuals FY 19-20	Prior YTD FY 18-19
Bunny Hop Expense	4,280	2,188	2,200	3,572	2,500	2,879	2,879	3,572
Bunny Hop Staffing	596	359	350	478	500	184	184	478
<b>Net Bunny Hop (SE-Bunny)</b>	-1,251	555	450	-152	1,000	812	812	-152
Adventure Race/Family Fun Day Revenue	0	13,984	13,000	25,060	30,000	21,331	21,331	25,060
Adventure Race/Family Fun Day Expense	0	12,765	11,000	20,466	20,466	15,658	15,658	20,466
Adventure Race/Family Fun Day Staffing	0	761	1,600	1,396	1,396	1,133	1,133	1,396
<b>Net Adventure Race (SE-Adv Race)</b>	0	458	400	3,198	8,138	4,540	4,540	3,198
SOM Revenue	11,053	0	0	0				
SOM Expense	10,006	0	0	0				
SOM Staffing	0	0	0	0				
<b>Net SOM (SE-SOM)</b>	1,047	0	0	0				
Labor Day Parade Revenue	10,000	10,000	10,000	10,000				10,000
Labor Day Parade Expense	4,644	6,181	6,000	5,017				5,117
Labor Day Parade Staffing	0	1,759	2,000	100				100
<b>Net Labor Day Parade (SE-Parade)</b>	5,356	2,060	2,000	4,883				4,883
Golf Tournament Revenue	7,938	7,340	5,500	30,677	33,000	19,926	19,926	30,667
Golf Tournament Expense	1,158	1,649	1,000	19,275	20,000	16,342	10,342	19,485
Golf Tournament Staffing	0	0	0	210	500	0	0	
<b>Net Golf Tournament (SE-Golf)</b>	6,780	5,691	4,500	11,192	12,500	3,584	9,584	11,192
Tiburon Taps Revenue	27,365	37,064	32,500	35,877	36,000	39,731	39,731	35,877
Tiburon Taps Expense	13,596	15,350	13,000	15,137	16,000	16,283	16,283	15,137
Tiburon Taps Staffing	0	860	900	681	1,000	542	542	681
<b>Net Tiburon Taps (SE-Beer)</b>	13,769	20,854	18,600	20,059	19,000	22,906	22,906	20,059
Half Marathon Revenue	8,000	8,000	10,000	10,000	10,000	13,371	13,371	8,000
Half Marathon Expense	0	100		201	201	3,651	3,651	201
Half Marathon Staffing	0	360	300	352	352	552	552	352
<b>Net Half Marathon (SE-Marathon)</b>	8,000	7,540	9,700	9,447	9,447	9,168	9,168	9,447
Boo Bash Revenue	974	2,281	4,000	4,000	3,500	5,060	5,060	3,250
Boo Bash Expense	751	3,486	3,500	3,500	3,000	2,048	2,548	2,256
Boo Bash Staffing	0	316	500	500	500	500	0	70
<b>Net Boo Bash (SE-Boo)</b>	223	-1,521	0	0	0	2,512	2,512	924
Santas Breakfast Revenue	974	1,520	1,500	1,180	1,300	1,440	1,440	1,180
Santas Breakfast Expense	751	1,112	1,200	1,485	1,100	1,123	1,123	570
Santas Breakfast Staffing	0	240	250	64	100	230	230	64
<b>Net Santas Breakfast (SE-Santa)</b>	223	168	50	-369	100	87	88	546
Father Daughter Dance Revenue	3,470	2,450	3,000	2,306	3,000	2,745	2,600	1,528
Father Daughter Dance Expense	1,224	941	1,000	1,047	1,000	700	269	0
Father Daughter Dance Staffing	0	80	200	0	200	200	0	0
<b>Net Father Daughter Dance (SE-FDDD)</b>	2,246	1,429	1,800	1,259	1,800	1,845	2,331	1,528
Misc Revenue	2,651	3,686		1,572	0	0	0	356
Misc Expense (portion of staff salary)	4,963	6,243	13,000	13,316	12,000	8,000	7,167	10,538
<b>Net Misc (SE-Misc)</b>	-2,312	-2,557	-13,000	-11,744	-12,000	-8,000	-7,167	-10,182
Total Special Event Revenue	76,050	89,427	90,000	124,570	120,800	107,479	107,334	119,816
Total Special Event Expense	42,239	50,015	58,900	83,016	64,267	58,684	51,630	76,836
Total Special Event Staffing	596	4,735	6,100	3,781	16,548	11,341	9,808	3,077
<b>Net Special Event</b>	33,215	34,677	25,000	37,773	39,985	37,454	45,896	41,058