

**Profit & Loss [With Last Year]**

January 2015 To September 2015

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	This Year	% of Sales	Last Year	LY % of Sales
<b>Income</b>				
Event Entry Fee Receipts	\$194,807.56	61.2%	\$4,295.92	3.2%
Fees & Subscriptions	\$14,631.88	4.6%	\$25,689.79	19.4%
Grants Received	\$45,700.00	14.4%	\$33,500.00	25.3%
Levies	\$34,638.93	10.9%	\$35,667.84	27.0%
Merchandise & Map Sales	\$1,101.83	0.3%	\$1,264.55	1.0%
Promotion & Development	\$27,256.42	8.6%	\$31,800.13	24.0%
Sundry Income	\$156.00	0.0%	\$50.00	0.0%
<b>Total Income</b>	<b>\$318,292.62</b>	<b>100.0%</b>	<b>\$132,268.23</b>	<b>100.0%</b>
<b>Cost of Sales</b>				
Purchases for Resale	\$1,471.99	0.5%	\$956.13	0.7%
Event Costs	\$26,962.04	8.5%	\$10,613.09	8.0%
Promotion & Development	\$11,973.06	3.8%	\$7,305.83	5.5%
Training Courses	\$109.09	0.0%	\$0.00	0.0%
<b>Total Cost of Sales</b>	<b>\$40,516.18</b>	<b>12.7%</b>	<b>\$18,875.05</b>	<b>14.3%</b>
<b>Gross Profit</b>	<b>\$277,776.44</b>	<b>87.3%</b>	<b>\$113,393.18</b>	<b>85.7%</b>
<b>Expenses</b>				
Audit Fees	\$1,945.45	0.6%	\$1,900.00	1.4%
Bank Fees & Charges	\$4,405.64	1.4%	\$528.62	0.4%
Employee Costs	\$50,347.71	15.8%	\$49,227.52	37.2%
Equipment & Control Cards	\$7,963.43	2.5%	\$3,768.92	2.8%
Grant Disbursement	\$12,931.37	4.1%	\$1,500.00	1.1%
Insurance	\$3,062.65	1.0%	\$3,745.23	2.8%
Levies Paid	\$27,388.95	8.6%	\$27,061.86	20.5%
Meeting & Board Reimbursements	\$1,134.55	0.4%	\$419.31	0.3%
Member Communication	\$10,878.96	3.4%	\$11,140.89	8.4%
Office	\$1,330.62	0.4%	\$6,526.91	4.9%
Promotion & Development	\$20,760.78	6.5%	\$16,805.51	12.7%
SportIdent Systems & Equipment	\$2,946.37	0.9%	\$1,864.61	1.4%
<b>Total Expenses</b>	<b>\$145,096.48</b>	<b>45.6%</b>	<b>\$124,489.38</b>	<b>94.1%</b>
<b>Operating Profit</b>	<b>\$132,679.96</b>	<b>41.7%</b>	<b>-\$11,096.20</b>	<b>(8.4)%</b>
<b>Other Income</b>				
Interest Income	\$1,190.25	0.4%	\$6,607.11	5.0%
<b>Total Other Income</b>	<b>\$1,190.25</b>	<b>0.4%</b>	<b>\$6,607.11</b>	<b>5.0%</b>
<b>Other Expenses</b>				
Overpayments to clubs in PYs	\$0.00	0.0%	\$2,386.48	1.8%
P&L Suspense Account	-\$70.00	0.0%	\$0.00	0.0%
<b>Total Other Expenses</b>	<b>-\$70.00</b>	<b>0.0%</b>	<b>\$2,386.48</b>	<b>1.8%</b>
<b>Net Profit/(Loss)</b>	<b>\$133,940.21</b>	<b>42.1%</b>	<b>-\$6,875.57</b>	<b>(5.2)%</b>

This report includes Year-End Adjustments.