

| FINAL | 2019 | 2020 | Diff |
|---|----------------------|----------------------|--------------------|
| | Actual | Budget | |
| INCOME | \$ 76,321.91 | \$ 84,197.00 | \$ 7,875.09 |
| All Income | \$ 58,211.09 | \$ 61,720.00 | \$ 3,508.91 |
| Club Owner Game Fees | \$ 22,955.57 | \$ 23,500.00 | \$ 544.43 (1) |
| Club Owner Table Fees | \$ 11,582.02 | \$ 13,000.00 | \$ 1,417.98 (1) |
| Friday Game Lunches | \$ - | \$ - | \$ - |
| Friday Game Table Fees | \$ 14,624.00 | \$ 15,600.00 | \$ 976.00 |
| Lesson & Meet Up | \$ 1,347.50 | \$ 1,620.00 | \$ 272.50 |
| Thursday Newcomer Game | \$ 35.00 | \$ - | \$ (35.00) |
| Wednesday Nite Game | \$ 7,667.00 | \$ 8,000.00 | \$ 333.00 |
| Drink Income | \$ 1,228.65 | \$ 1,000.00 | \$ (228.65) |
| Misc Inc | \$ 2,095.40 | \$ 6,377.00 | \$ 4,281.60 |
| ACBL Rebates | \$ 1,120.40 | \$ 977.00 | \$ (143.40) |
| Bathroom Supplies - Jabico Offset | \$ 375.00 | \$ 300.00 | \$ (75.00) |
| Web & IT Services - Club Owners Offt | \$ 600.00 | \$ 600.00 | \$ - |
| Portfolio Withdrawals Vanguard | \$ - | \$ 4,500.00 | \$ 4,500.00 (2) |
| Rising Stars Income | \$ 5,235.49 | \$ 5,200.00 | \$ (35.49) |
| Food & Beverage | \$ 691.00 | \$ 600.00 | \$ (91.00) |
| Sponsorship&Memorials | \$ 200.00 | \$ 200.00 | \$ - |
| Table Fee | \$ 3,552.00 | \$ 3,600.00 | \$ 48.00 |
| Tournament Donations | \$ - | \$ - | \$ - |
| Other | \$ 792.49 | \$ 800.00 | \$ 7.51 |
| Surf's Up Income | \$ 7,072.28 | \$ 6,900.00 | \$ (172.28) |
| Food & Beverages | \$ 773.50 | \$ 700.00 | \$ (73.50) |
| Sponsorship&Memorial | \$ 200.00 | \$ 200.00 | \$ - |
| Table Fees | \$ 4,373.00 | \$ 4,600.00 | \$ 227.00 |
| Tournament Donations | \$ - | \$ - | \$ - |
| Unit Game Income | \$ 2,479.00 | \$ 3,000.00 | \$ 521.00 |
| EXPENSES | \$ 85,602.33 | \$ 92,974.00 | \$ 7,371.67 |
| Drink Expenses | \$ 431.37 | \$ 240.00 | \$ (191.37) |
| Facility Expenses | \$ 56,496.10 | \$ 62,396.00 | \$ 5,899.90 |
| Facility Expenses:Fixed Costs | \$ 45,341.08 | \$ 51,096.00 | \$ 5,754.92 |
| CAM Billing | \$ - | \$ 4,500.00 | \$ 4,500.00 (2) |
| Insurance | \$ 698.00 | \$ 750.00 | \$ 52.00 |
| NNN Costs | \$ 7,242.24 | \$ 7,250.00 | \$ 7.76 |
| Rent | \$ 37,400.84 | \$ 38,596.00 | \$ 1,195.16 |
| Facility Expenses:Variable Costs, Shan | \$ 11,155.02 | \$ 11,300.00 | \$ 144.98 |
| Bathroom_Cleaning supplies | \$ 40.40 | \$ 150.00 | \$ 109.60 |
| Janitorial Services | \$ 3,220.00 | \$ 3,500.00 | \$ 280.00 |
| Kitchen_Hospitality | \$ 2,988.16 | \$ 3,000.00 | \$ 11.84 |
| Maintenance_Repairs | \$ 738.73 | \$ 600.00 | \$ (138.73) |
| Office Supplies | \$ 741.64 | \$ 650.00 | \$ (91.64) |
| PGE | \$ 1,527.96 | \$ 1,500.00 | \$ (27.96) (3) |
| Phone & DSL (Cruzio) | \$ 1,007.01 | \$ 1,000.00 | \$ (7.01) |
| Trash | \$ 891.12 | \$ 900.00 | \$ 8.88 |
| Friday Game (Exp) | \$ 9,402.88 | \$ 8,860.00 | \$ (542.88) |
| Friday Game ACBL Fees | \$ 667.61 | \$ 700.00 | \$ 32.39 |
| Friday Game Director | \$ 6,150.00 | \$ 6,000.00 | \$ (150.00) |
| EXPENSES CONT'D | Actual | Budget | Diff |
| Friday Game Expenses | \$ - | \$ - | \$ - |
| Friday Game Lunch | \$ 2,585.27 | \$ 2,160.00 | \$ (425.27) |
| Member Benefits | \$ 751.67 | \$ 1,200.00 | \$ 448.33 |
| Rising Stars Exp | \$ 3,720.27 | \$ 3,784.00 | \$ 63.73 |
| ACBL Fees | \$ 978.23 | \$ 975.00 | \$ (3.23) |
| Caddies | \$ 100.00 | \$ 100.00 | \$ - |
| Director Fees | \$ 636.00 | \$ 650.00 | \$ 14.00 |
| Director Travel & Per Diem | \$ 132.75 | \$ 140.00 | \$ 7.25 |
| Facility Rent | \$ 940.00 | \$ 940.00 | \$ - |
| Flyers & Printing | \$ 21.26 | \$ 50.00 | \$ 28.74 |
| Food & Beverages | \$ 779.75 | \$ 650.00 | \$ (129.75) |
| Hand Records & Duplication | \$ 74.00 | \$ 60.00 | \$ (14.00) |
| Marketing & Advertising | \$ 16.28 | \$ 25.00 | \$ 8.72 |
| Table & Chairs | \$ - | \$ 194.00 | \$ 194.00 (4) |
| Surf's Up Exp | \$ 5,276.33 | \$ 5,034.00 | \$ (242.33) |
| ACBL Fees | \$ 487.53 | \$ 500.00 | \$ 12.47 |
| Caddies | \$ 100.00 | \$ 100.00 | \$ - |
| Director Fees | \$ 915.00 | \$ 925.00 | \$ 10.00 |
| Director Travel & Per Diem | \$ 207.25 | \$ 200.00 | \$ (7.25) |
| Facility Rent | \$ 940.00 | \$ 940.00 | \$ - |
| Flyers & Printing | \$ - | \$ 75.00 | \$ 75.00 |
| Food & Beverages | \$ 995.77 | \$ 700.00 | \$ (295.77) |
| Hand Records & Duplication | \$ - | \$ - | \$ - |
| Marketing & Advertising | \$ 99.00 | \$ - | \$ (99.00) |
| Tables & Chairs | \$ 194.00 | \$ 194.00 | \$ - (4) |
| Thursday New Comer Game | \$ 215.00 | \$ - | \$ (215.00) |
| Unit Game Exp | \$ 1,668.95 | \$ 2,000.00 | \$ 331.05 |
| ACBL Fees | \$ 372.42 | \$ 400.00 | \$ 27.58 |
| Director | \$ 300.00 | \$ 600.00 | \$ 300.00 |
| Lunch Costs | \$ 996.53 | \$ 1,000.00 | \$ 3.47 |
| Unit Overhead | \$ 2,644.56 | \$ 4,560.00 | \$ 1,915.44 |
| Banking_Professional Fees | \$ 807.00 | \$ 800.00 | \$ (7.00) |
| Marketing | \$ 114.01 | \$ 2,000.00 | \$ 1,885.99 (1) |
| Taxes, Misc Govt Filings | \$ 200.84 | \$ 200.00 | \$ (0.84) |
| Unit Supplies | \$ 242.71 | \$ - | \$ (242.71) |
| Web & IT Services - Club Owners Offt | \$ 570.00 | \$ 600.00 | \$ 30.00 |
| Web & IT Services - Unit | \$ 710.00 | \$ 960.00 | \$ 250.00 (5) |
| Wednesday Nite Game | \$ 4,995.20 | \$ 4,900.00 | \$ (95.20) |
| Net | \$ (9,280.42) | \$ (8,777.00) | \$ 503.42 |

NOTES:

- (1) - Increased revenue by \$2000 to offset Marketing expense by Tom B etc.
- (2) - Use Vanguard funds to pay for/offset 2019 CAM costs
- (3) - Only paid 6 months of PG&E in 2019 so expect late billing to continue
- (4) - Expensing \$194 against local touarments over 2 years
- (5) - Ken L requested increased in web & IT services