# California USBC Association Profit & Loss

August 2022 through July 2023

			Aug '22 - Jun 23	Aug '21 - Jul 22
Income				
		Membership Dues	123,971.00	125,431.00
		Tournament Entries	213,928.74	229,602.05
		Pepsi Tournament	8,585.00	10,367.00
		BVL Donation Income	92,903.15	54,448.05
		Award Reimbursements	17,814.20	17,238.52
		Miscellaneous Income	731.72	4,365.90
	Total Incom	e	457,933.81	441,452.52
Cost of Coods Sold				
Cost of Goods Sold		Awards Postage	200.23	317.78
		Awards Sold	15,472.70	16,801.64
		Convention Luncheon	1,083.66	1,968.46
		Resale Merchandise	1,584.19	100.00
		Tournament Expense*	69,059.66	219,655.78
	Total COG		87,400.44	238,843.66
<b>Gross Profit</b>			370,533.37	202,608.86
Expense				
		Advertising	1,500.00	0.00
		Annual Meeting + Awards Banquet	5,000.00	127.96
		Annual Meeting Hotel Rooms	3,740.00	0.00
		Awards	2,843.89	7,511.32
		Bank Charges	615.42	2,151.81
		Charitable Donations	2,098.34	57,564.28
		Depreciation and Amortization	0.00	6,698.83
		Equipment Rental	4,883.31	5,236.97
		Insurance	7,255.00	6,545.20
		Miscellaneous Expense	659.52	1,131.58
		National Delagate Expense	1,056.61	0.00
		Payroll Expense	34,880.29	24,216.50
		Postage, shipping, delivery	1,423.59	586.56
		Printing & copying	16.18	0.00
		Professional Services	8,573.50	15,604.52
		Rents	12,264.77	19,194.55
		Repairs & Maintenance	90.00	192.50
		Scholarship Expense**	0.00	50,807.00
		Star of Tomorrow***	0.00	-4,920.70
		Supplies	2,551.30	423.89
		Taxes	50.00	50.00
		Telephone & Internet Expense	1,482.69	4,688.94
		Travel & Meeting Expenses	100.00	158.18
		Utilities	713.97	1,378.79
		Website Costs	899.40	250.00
			<del>555.40</del>	200.00

## California USBC Association Profit & Loss

August 2022 through July 2023

		Aug '22 - Jun 23	Aug '21 - Jul 22
Total Expense		92,697.78	199,598.68
Net Ordinary Income		277,835.59	3,010.18
	Other Income	49.98	1,289.22
	Other Expenses	384.14	882.76
Net Other Income		-334.16	406.46
Net Income		277,501.43	3,416.64

 $<sup>^{\</sup>star}$  Adult Championship tournament prize fund projected to be \$100,000

<sup>\*\*</sup> Total Scholarship expense for 2022-23 season projected to be \$100,000, which includes Pepsi, State and DW Challenge.

<sup>\*\*\*</sup> Star of Tomorrow award for the 2022-23 season will be \$5,000

#### CALIFORNIA USBC ASSOCIATION

2023-2024 Budget Summary of Significant Assumptions

		cummary or eight					Youth
Empty Fees:		Open/Women	<u>Youth</u>	<u>Pepsi</u>	State Singles	<u>Seniors</u>	
Empty Fees:	Income:						
Team Entries				30.000	13.000	26.000	1.600
Doubles Entries		40,000	7,000	,	,,,,,,,	,,,,,,,	,
All Events Entrifies	Doubles Entries	40,000					
All Events Entrifies	Single Entries						
Scratch Entry Fees   5.500   0   0   0   0   0   0   0   0   0	<u> </u>						
Bracket Income   1,000   0   2,000   4,000   1,000	Scratch Entry Fees	5,500	0				
Part		1,000	0				
Total Income   156.500   31.900   58.000   13.000   26.000   18.	Donations	10,000	7,500	20,000			
Total Income   166.500   31,900   58,000   13,000   26,000   1,800	Fund Raising (50/50)	0	2,000	4,000			
Name	Merchandise Sales	0		4,000			
Handicapped Tournment:   Lineage Fees:   Team	Total Income	156,500	31,900	58,000	13,000	26,000	1,600
Team Doubles         13,500 a 3,780 b 3,780 a 3,780         4,940 b 9,880 a 1,500 b 3,780 a 1,500 b 3,800 a 1,500 b 3,800 a 1,000 b 3,800 a 1,000 b 3,800 b	•						
Doubles   13,500   3,780   11,250   1,500	Lineage Fees:						
Singles	Team				4,940	9,880	
Prize Fund:         23,000         23,000         4,940         9,880           Doubles (based on entries)         23,000         4,940         9,880           Singles (based on entries)         20,000         30,000         4,940         9,880           All Events (based on entries)         20,000         30,000         30,000         1,000           Scratch Tournament:           Prize Fund:         5,500         0         0         0           Tournament Director's Sallary         6,500         2,800         5,000         5,000           Tournament Director's Allowance (Travel)         500         500         1,000         5,000           Payroll Taxes         1,200         650         495         5,500         495         5,500           Employee Benefits         0 <td>Doubles</td> <td>13,500</td> <td>3,780</td> <td></td> <td></td> <td></td> <td></td>	Doubles	13,500	3,780				
Team (based on entries)   23,000   23,000   23,000   24,940   9,880   24,000   24,940   9,880   24,000   24,940   9,880   24,000   24,940   9,880   24,000   24,940   9,880   24,000   24,940	Singles	13,500	3,780	11,250			1,500
Doubles (based on entries)   23,000   30,000   4,940   9,880   All Events (based on entries)   20,000   30,00	Prize Fund:						
Singles (based on entries)   23,000	Team (based on entries)	23,000					
All Events (based on entries)   20,000   Scholarships   0   10,000   30,000   1,000   1,000							
Scratch Tournament:   Prize Fund:	Singles (based on entries)	23,000			4,940	9,880	
Prize Fund:	,	20,000					
Prize Fund:   5,500   0   0   0	Scholarships	0	10,000	30,000			1,000
Tournament Operations:   Tournament Director's Salary   6,500   2,800   5,000     Tournament Director's Allowance (Travel)   500   500   1,000     Payroll Taxes   1,200   650   495     Employee Benefits   0   0   0     Workman's Compensation   300   85   25     Advertising & Promotion   500   100     Donation - Susan B. Komen   500   0     Int'l Bowling Museum & Hall of Fame   800   0     Bank Charges   1,075   225   100   200   25     Maintenance   150   50     Merchandise COGS   0   0   5,000     Miscellaneous   250   100     Postage   125   250   350   100   150     Printing   500   500   550   150   350     Rents   0   0     Site Selection   450   100     Participation Awards/Awards   1,500   420   200   600     Supplies - Office   750   500   1,400   250   300     Tournament Travel (per diem & mileage)   1,144   1,500   2,800   800   800    Total Tournament Expenses   151,944   29,620   58,770   11,280   22,860   2,525    Total Tournament Expenses   151,944   29,620   58,770   11,280   22,860   2,525    Total Tournament Expenses   151,944   29,620   58,770   11,280   22,860   2,525    Tournament Ex	Scratch Tournament:						
Tournament Director's Salary   6,500   2,800   5,000   1,000	Prize Fund:	5,500	0	0			
Tournament Director's Allowance (Travel)   500   500   1,000   1,000   Payroll Taxes   1,200   650   495   Employee Benefits   0 0 0 0 0   0   0   0   0   0   0	Tournament Operations:						
Payroll Taxes	Tournament Director's Salary	6,500	2,800	5,000			
Employee Benefits         0         0         0           Workman's Compensation         300         85         25           Advertising & Promotion         500         100           Donation - Susan B. Komen         500         0           Int'l Bowling Museum & Hall of Fame         800         0           Bank Charges         1,075         225         100         200         25           Maintenance         150         50         100         500         Merchandise COGS         0         0         5,000         500         500         500         150         1	Tournament Director's Allowance (Travel)	500	500	1,000			
Workman's Compensation         300         85         25           Advertising & Promotion         500         100           Donation - Susan B. Komen         500         0           Int'l Bowling Museum & Hall of Fame         800         0           Bank Charges         1,075         225         100         200         25           Maintenance         150         50         100         5,000         40 <t< td=""><td>Payroll Taxes</td><td>1,200</td><td>650</td><td>495</td><td></td><td></td><td></td></t<>	Payroll Taxes	1,200	650	495			
Advertising & Promotion         500         100           Donation - Susan B. Komen         500         0           Int'l Bowling Museum & Hall of Fame         800         0           Bank Charges         1,075         225         100         200         25           Maintenance         150         50         100         4	Employee Benefits	0	0	0			
Donation - Susan B. Komen         500         0           Int'l Bowling Museum & Hall of Fame         800         0           Bank Charges         1,075         225         100         200         25           Maintenance         150         50         100         5,000         40	Workman's Compensation	300	85	25			
Int'l Bowling Museum & Hall of Fame	Advertising & Promotion	500	100				
Bank Charges         1,075         225         100         200         25           Maintenance         150         50         100         50         100         100         100         100         100         100         100         150	Donation - Susan B. Komen						
Maintenance       150       50         Merchandise COGS       0       0       5,000         Miscellaneous       250       100         Postage       125       250       350       100       150         Printing       500       500       550       150       350         Rents       0       0       0       0       500       150       350         Rents of the Selection       450       100       0       0       600       600       600       600       600       600       600       500       1,400       250       300       700       700       700       700       700       700       700       700       700       700       700       700       800       800       800       800       800       2,525       700	•						
Merchandise COGS         0         0         5,000           Miscellaneous         250         100           Postage         125         250         350         100         150           Printing         500         500         550         150         350           Rents         0	S .				100	200	25
Miscellaneous       250       100         Postage       125       250       350       100       150         Printing       500       500       550       150       350         Rents       0							
Postage Printing Printing Rents         125         250         350         100         150           Rents         0 </td <td></td> <td></td> <td></td> <td>5,000</td> <td></td> <td></td> <td></td>				5,000			
Printing Rents         500         500         550         150         350           Site Selection         450         100         500         600         600           Participation Awards/Awards         1,500         420         200         600         600           Supplies - Office         750         500         1,400         250         300           Telephone         700         500         700         700           Tournament Travel (per diem & mileage)         1,144         1,500         2,800         800         800           Total Tournament Expenses         151,944         29,620         58,770         11,280         22,860         2,525							
Rents       0       0         Site Selection       450       100         Participation Awards/Awards       1,500       420       200       600         Supplies - Office       750       500       1,400       250       300         Telephone       700       500       700       700       700         Tournament Travel (per diem & mileage)       1,144       1,500       2,800       800       800         Total Tournament Expenses       151,944       29,620       58,770       11,280       22,860       2,525	•						
Site Selection         450         100           Participation Awards/Awards         1,500         420         200         600           Supplies - Office         750         500         1,400         250         300           Telephone         700         500         700         700           Tournament Travel (per diem & mileage)         1,144         1,500         2,800         800         800           Total Tournament Expenses         151,944         29,620         58,770         11,280         22,860         2,525				550	150	350	
Participation Awards/Awards       1,500       420       200       600         Supplies - Office       750       500       1,400       250       300         Telephone       700       500       700       700         Tournament Travel (per diem & mileage)       1,144       1,500       2,800       800       800         Total Tournament Expenses       151,944       29,620       58,770       11,280       22,860       2,525							
Supplies - Office         750         500         1,400         250         300           Telephone         700         500         700         700           Tournament Travel (per diem & mileage)         1,144         1,500         2,800         800         800           Total Tournament Expenses         151,944         29,620         58,770         11,280         22,860         2,525							
Telephone Tournament Travel (per diem & mileage)         700 1,144 1,500 2,800 800 800         700 800 800           Total Tournament Expenses         151,944 29,620 58,770 11,280 22,860 2,525							
Total Tournament Expenses         1,144         1,500         2,800         800         800           151,944         29,620         58,770         11,280         22,860         2,525	• •				250		
Total Tournament Expenses         151,944         29,620         58,770         11,280         22,860         2,525					200		
	Tournament Travel (per diem & mileage)	1,144	1,500	2,800	800	800	
Tournament Income/(Loss) 4,556 2,280 (770) 1,720 3,140 (925)	Total Tournament Expenses	151,944	29,620	58,770	11,280	22,860	2,525
	Tournament Income/(Loss)	4,556	2,280	(770)	1,720	3,140	(925)

## **CALIFORNIA USBC ASSOCIATION**

## 2023-2024 Budget Summary of Significant Assumptions

Tournament Net Income/(Loss) Open/Women's	\$	4,556
Youth	\$	2,280
	φ \$	(770)
Pepsi	Ф	(770)
Total Tournament Net Income/(Loss)	\$	6,066
Dues Income:	\$	120,000
Other Income	\$	200
General Fund Expenses:	_	
Advertising	\$	2,000
Annual Meeting Expense	\$	9,000
Audit Expense	\$	5,000
Awards / Hall of Fame	\$	500
Bank Charges	\$	2,000
Board Meeting Expenses	\$	2,000
Board Committee Expense	\$	1,000
USBC Delegates Allowance	\$ \$	1,200
Equipment Rental/Lease		5,000
Insurance	\$	7,500
Managers Salary	\$	30,000
Office Assistant	\$	10,000
Payroll Tax & Processing	\$	1,600
Worker's Compensation	\$	1,200
Miscellaneous	\$	500
Outside Services	\$	4,000
Permits/Fees/Taxes	\$	350
Postage	\$ \$ \$ \$	1,500
Printing & Copying	\$	1,000
Promotion	\$	500
Professional Services	\$	7,000
Rent/Office		15,000
Repairs/Maintenance	\$	500
Supplies - Office	\$	4,000
Telephone	\$	5,000
Utilities	\$	2,000
Total General Fund Expenses	\$	119,350
Net Income/(Loss)	\$	6,916
Other Income/Expense:		
Interest Income	\$	500
Helbing/Irwin	\$	(75)
Total Other Income/Expense	\$	425
Net income	\$	7,341