

**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
	<b>Total Income</b>	<b>457,933.81</b>	<b>441,452.52</b>
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
	<b>Total COGS</b>	<b>87,400.44</b>	<b>238,843.66</b>
<b>Gross Profit</b>		<b>370,533.37</b>	<b>202,608.86</b>
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 Delegate 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

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<b>Total Expense</b>	<b>92,697.78</b>	<b>199,598.68</b>
<b>Net Ordinary Income</b>	<b>277,835.59</b>	<b>3,010.18</b>
Other Income	49.98	1,289.22
Other Expenses	384.14	882.76
<b>Net Other Income</b>	<b>-334.16</b>	<b>406.46</b>
<b>Net Income</b>	<b>277,501.43</b>	<b>3,416.64</b>

\* Adult Championship tournament prize fund projected to be \$100,000

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

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

**CALIFORNIA USBC ASSOCIATION**  
2023-2024 Budget  
Summary of Significant Assumptions

	<u>Open/Women</u>	<u>Youth</u>	<u>Pepsi</u>	<u>State Singles</u>	<u>Seniors</u>	<u>Youth Ancillary</u>
<b>Income:</b>						
Entry Fees:			30,000	13,000	26,000	1,600
Team Entries	40,000	7,000				
Doubles Entries	40,000	7,000				
Single Entries	40,000	7,000				
All Events Entries	20,000	1,400				
Scratch Entry Fees	5,500	0				
Bracket Income	1,000	0				
Donations	10,000	7,500	20,000			
Fund Raising (50/50)	0	2,000	4,000			
Merchandise Sales	0		4,000			
<b>Total Income</b>	<b>156,500</b>	<b>31,900</b>	<b>58,000</b>	<b>13,000</b>	<b>26,000</b>	<b>1,600</b>
<b>Tournament Expenses:</b>						
<b>Handicapped Tournament:</b>						
Lineage Fees:						
Team	13,500	3,780		4,940	9,880	
Doubles	13,500	3,780				
Singles	13,500	3,780	11,250			1,500
Prize Fund:						
Team (based on entries)	23,000					
Doubles (based on entries)	23,000					
Singles (based on entries)	23,000			4,940	9,880	
All Events (based on entries)	20,000					
Scholarships	0	10,000	30,000			1,000
<b>Scratch Tournament:</b>						
Prize Fund:	5,500	0	0			
<b>Tournament Operations:</b>						
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	
Telephone	700	500	700		700	
Tournament Travel (per diem & mileage)	1,144	1,500	2,800	800	800	
<b>Total Tournament Expenses</b>	<b>151,944</b>	<b>29,620</b>	<b>58,770</b>	<b>11,280</b>	<b>22,860</b>	<b>2,525</b>
<b>Tournament Income/(Loss)</b>	<b>4,556</b>	<b>2,280</b>	<b>(770)</b>	<b>1,720</b>	<b>3,140</b>	<b>(925)</b>

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Summary of Significant Assumptions

<b>Tournament Net Income/(Loss)</b>	
Open/Women's	\$ 4,556
Youth	\$ 2,280
Pepsi	<u>\$ (770)</u>
<b>Total Tournament Net Income/(Loss)</b>	<u>\$ 6,066</u>
<b>Dues Income:</b>	<u>\$ 120,000</u>
<b>Other Income</b>	<u>\$ 200</u>
<b>General Fund Expenses:</b>	
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
<b>Total General Fund Expenses</b>	<u>\$ 119,350</u>
<b>Net Income/(Loss)</b>	<u>\$ 6,916</u>
<b>Other Income/Expense:</b>	
Interest Income	\$ 500
Helbing/Irwin	<u>\$ (75)</u>
<b>Total Other Income/Expense</b>	<u>\$ 425</u>
<b>Net income</b>	<u><u>\$ 7,341</u></u>