

**Peterborough Ultimate League (PUL)**  
**Budgeted Income Statement**  
**For the Year Ended December 31, 2018**

	Budget 2018	Fiscal 2017	\$ Change	% Change	Comments
<b>REVENUE</b>					
<b>Sales Revenue</b>					
Revenue - Summer Tuesday	19,260.00	19,256.64	3.36	0.0%	16 Teams (16 x \$1,203.54/team)
Revenue - Summer Wednesday	4,340.00	9,778.76	(5,438.76)	(55.6%)	4 Teams - 50% Early Bird Fee (\$75), 50% Regular Fee (\$100)
Revenue - Summer Thursday	21,660.00	19,256.64	2,403.36	12.5%	18 Teams (18 x \$1,203.54/team)
Revenue - Winter Thursday	20,030.00	18,132.59	1,897.41	10.5%	Similar to 2017. \$175/person, 2 Sessions, 67 people / session.
Revenue - Winter Monday	12,400.00	10,431.42	1,968.58	18.9%	Similar to 2017. \$165/person, 2 Sessions, 44 people / session.
Revenue - Tournaments - Harvest	14,000.00	14,269.51	(269.51)	(1.9%)	Similar to 2017. May need to adjust to cost recovery.
Revenue - Tourn - Eco Disc or Similar	750.00	-	750.00	0.0%	If something is run, it will be cost recovery.
Revenue - 4 on 4	-	-	-	0.0%	Any replacement Spring Program?
Revenue - Juniors Program	6,000.00	6,026.54	(26.54)	(0.4%)	Similar to 2017
Revenue - Juniors Comp Programs	8,500.00	5,552.61	2,947.39	0.0%	Full Cost Recovery. Increase Fee from 2017 to cover all costs.
Revenue - Clinic Field Subsidies	600.00	619.47	(19.47)	(3.1%)	Similar to 2017
<b>Total Program Revenue</b>	<b>107,540.00</b>	<b>103,324.18</b>	<b>4,215.82</b>	<b>4.1%</b>	
Disc & Clothing Sales	2,000.00	2,172.57	(172.57)	(7.9%)	Similar to 2017
Disc & Clothing - COGS	(1,100.00)	(1,194.91)	94.91	(7.9%)	55% COGS - I'll use # discs sold in future to be more accurate.
<b>Net Revenue - Disc &amp; Clothing</b>	<b>900.00</b>	<b>977.66</b>	<b>(77.66)</b>	<b>(7.9%)</b>	
<b>Total Revenue</b>	<b>108,440.00</b>	<b>104,301.84</b>	<b>4,138.16</b>	<b>4.0%</b>	
<b>TOTAL REVENUE</b>	<b>108,440.00</b>	<b>104,301.84</b>	<b>4,138.16</b>	<b>4.0%</b>	
<b>EXPENSE</b>					
<b>Expenses</b>					
Summer League Fields	14,000.00	14,172.47	(172.47)	(1.2%)	Retain Most Fields, Similar Prices to 2017 which incl a \$2,000 refund (Trent)
Summer League - Other Costs	2,750.00	2,749.88	0.12	0.0%	Similar to 2017
Winter/Spring Monday - Field Costs	11,550.00	8,900.00	2,650.00	29.8%	20 nights @ \$200/hr for 2.5hrs, 4 nights @ \$155/hr for 2.5hrs
Winter/Spring Thursday - Field Cost	18,480.00	14,917.96	3,562.04	23.9%	20 nights @ \$200/hr for 4hrs, 4 nights @ \$155/hr for 4hrs
Winter/Spring League - Other costs	1,000.00	967.67	32.33	3.3%	Similar to 2017
Tournament - Harvest	12,500.00	12,551.82	(51.82)	(0.4%)	Similar to 2017
Tournament - Eco Disc	750.00	-	750.00	0.0%	If something is run, it will be cost recovery.
4 on 4 Spring Costs	-	450.00	(450.00)	0.0%	Eliminate Spring Program? Or run something cost recovery?
Fields - Clinics	-	-	-	0.0%	Should potentially allocate some costs?
Juniors Programming	2,750.00	2,529.17	220.83	8.7%	Similar to 2017
Juniors Comp Program Expenses	8,500.00	8,445.07	54.93	0.0%	Similar to 2017. See above for cost recovery.
Ops Coordinator - Fees	12,500.00	10,800.00	1,700.00	15.7%	More Junior Rec Responsibilities
<b>Subtotal - League Program Expenses</b>	<b>84,780.00</b>	<b>76,484.04</b>	<b>8,295.96</b>	<b>10.8%</b>	
Professional Fees	1,000.00	-	1,000.00	0.0%	Just in case the Treasurer is unable to continue with bookkeeping.
Operational costs	7,500.00	7,308.03	191.97	2.6%	Similar to 2017
Insurance	1,500.00	1,400.60	99.40	7.1%	Ontario Ultimate has already been paid this for 2018.
Miscellaneous	-	-	-	0.0%	Nothing Planned.
Prof. Development/Conferences	2,000.00	1,375.00	625.00	45.5%	UCC 2018 is in Vancouver. 2 Participants - Airfare and Conf Fee
League Member Prof. Development	-	-	-	0.0%	Nothing Planned.
League Marketing/Promotion	3,500.00	2,500.00	1,000.00	40.0%	Web Re-Design (50%), \$1,000 for additional league marketing
Rent	850.00	212.39	637.61	300.2%	Storage Unit - \$850 for 12 months (Sept to Sept)
Coaching Certification & Hosting	250.00	225.00	25.00	11.1%	Similar to 2017
Bank Fees	2,000.00	1,410.11	589.89	41.8%	Similar to 2016 - Higher than 2017, Wed Summer will Require PayPal Fees
<b>Subtotal - Other Expenses</b>	<b>18,600.00</b>	<b>14,431.13</b>	<b>4,168.87</b>	<b>28.9%</b>	
<b>TOTAL EXPENSE</b>	<b>103,380.00</b>	<b>90,915.17</b>	<b>12,464.83</b>	<b>13.7%</b>	
<b>NET INCOME</b>	<b>5,060.00</b>	<b>13,386.67</b>	<b>(8,326.67)</b>	<b>(62.2%)</b>	