

Peterborough Ultimate League (PUL)
Comparative Income Statement
For the Year Ended December 31

	Fiscal 2017	Fiscal 2016	\$ Change	% Change
REVENUE				
Sales Revenue				
Revenue - Summer Tuesday	19,256.64	18,566.36	690.28	3.7%
Revenue - Summer Wednesday	9,778.76	11,522.12	(1,743.36)	(15.1%)
Revenue - Summer Thursday	19,256.64	18,654.87	601.77	3.2%
Revenue - Winter Thursday	18,132.59	18,460.17	(327.58)	(1.8%)
Revenue - Winter Monday	10,431.42	14,172.13	(3,740.71)	(26.4%)
Revenue - Tournaments - Harvest	14,269.51	12,114.16	2,155.35	17.8%
Revenue - Tournaments - Eco Disc	-	619.47	(619.47)	(100.0%)
Revenue - Masters	-	1,548.68	(1,548.68)	(100.0%)
Revenue - 4 on 4	-	849.56	(849.56)	(100.0%)
Revenue - Juniors Program	6,026.54	6,115.04	(88.50)	(1.4%)
Revenue - Juniors Comp Programs	5,552.61	-	5,552.61	0.0%
Revenue - U16 Comp	-	4,353.98	(4,353.98)	(100.0%)
Revenue - Clinic Field Subsidies	619.47	420.35	199.12	47.4%
Camicon	-	1,008.85	(1,008.85)	(100.0%)
Total Program Revenue	103,324.18	108,405.74	(5,081.56)	(4.7%)
Disc & Clothing Sales	2,172.57	3,933.63	(1,761.06)	(44.8%)
Disc & Clothing - COGS	(1,194.91)	(958.00)	(236.91)	24.7%
Net Revenue - Disc & Clothing	977.66	2,975.63	(1,997.97)	(67.1%)
Total Revenue	104,301.84	111,381.37	(7,079.53)	(6.4%)
TOTAL REVENUE	104,301.84	111,381.37	(7,079.53)	(6.4%)
EXPENSE				
Expenses				
Summer League Fields	14,172.47	14,925.87	(753.40)	(5.0%)
Summer League - Other Costs	2,749.88	880.23	1,869.65	212.4%
Winter/Spring Monday - Field Costs	8,900.00	11,150.00	(2,250.00)	(20.2%)
Winter/Spring Thursday - Field Cost	14,917.96	17,840.00	(2,922.04)	(16.4%)
Winter/Spring League - Other costs	967.67	809.34	158.33	19.6%
Tournament - Harvest	12,551.82	11,798.64	753.18	6.4%
Tournament - Eco Disc	-	623.67	(623.67)	(100.0%)
4 on 4 Spring Costs	450.00	-	450.00	0.0%
Fields - Clinics	-	259.50	(259.50)	(100.0%)
Juniors Programming	2,529.17	7,459.77	(4,930.60)	(66.1%)
Juniors Comp Program Expenses	8,445.07	-	8,445.07	0.0%
Ops Coordinator - Fees	10,800.00	13,830.57	(3,030.57)	(21.9%)
Subtotal - League Program Expenses	76,484.04	79,577.59	(3,093.55)	(3.9%)
Professional Fees	-	1,000.00	(1,000.00)	(100.0%)
Operational costs	7,308.03	7,582.97	(274.94)	(3.6%)
Insurance	1,400.60	4,700.00	(3,299.40)	(70.2%)
Miscellaneous	-	-	-	0.0%
Prof. Development/Conferences	1,375.00	1,728.51	(353.51)	(20.5%)
League Member Prof. Development	-	371.05	(371.05)	(100.0%)
League Marketing/Promotion	2,500.00	791.75	1,708.25	215.8%
Rent	212.39	796.46	(584.07)	(73.3%)
Coaching Certification & Hosting	225.00	824.93	(599.93)	(72.7%)
Bank Fees	1,410.11	2,074.16	(664.05)	(32.0%)
Subtotal - Other Expenses	14,431.13	19,869.83	(5,438.70)	(27.4%)
TOTAL EXPENSE	90,915.17	99,447.42	(8,532.25)	(8.6%)
NET INCOME	13,386.67	11,933.95	1,452.72	12.2%