

Cary IMP Club
Income Statement Analysis

YTD thru **3/31/2019**

	<u>Budget 18/19</u>	<u>% of Total</u>	<i>Thru 75% of year</i>			<u>Mar-18</u>	<u>% of Total</u>
			<u>Mar-19</u>	<u>% to Bud</u>	<u>% of Total</u>		
INCOME			\$ -				
Concessions	\$ 33,000	25%	\$ 24,642	75%	21%	\$ 26,898	25%
Membership	\$ 24,000	18%	\$ 21,444	89%	18%	\$ 22,094	21%
Spirit Wear	\$ 11,000	8%	\$ 9,533	87%	8%	\$ 10,534	10%
Sponsorship/Program	\$ 36,000	27%	\$ 35,879	100%	30%	\$ 38,425	36%
Dine Out Income	\$ 2,000	1%	\$ 974	49%	1%	\$ 1,830	2%
Beverage Machine Sales	\$ 20,000	15%	\$ 7,343	0%	6%	\$ 173	0%
PROGRAM INCOME	\$ 126,000	94%	\$ 99,815	79%	84%	\$ 99,781	93%
Other Income	\$ 8,200	6%	\$ 18,444	225%	16%	\$ 7,233	7%
TOTAL INCOME	\$ 134,200	100%	\$ 118,259	88%	100%	\$ 107,186	100%
EXPENSES							
AD General Exp	\$ 38,000	28%	\$ 50,413	133%	43%	\$ 41,835	43%
Repair & Maintenance	\$ 26,000	19%	\$ 22,510	87%	19%	\$ 17,317	18%
Concessions	\$ 17,160	13%	\$ 10,925	64%	9%	\$ 14,563	15%
Membership	\$ 250	0%	\$ 440	0%	0%	\$ -	0%
SpiritWear	\$ 9,350	7%	\$ 5,584	60%	5%	\$ 8,118	8%
Sponsorship/Program	\$ 7,500	6%	\$ 4,485	60%	4%	\$ 12,255	13%
Beverage Machine Exp	\$ 15,000	11%	\$ 5,545	0%	5%	\$ -	0%
Equipment Lease Expense	\$ -	0%	\$ -	0%	0%	\$ -	0%
Raffle Expense	\$ (4,500)	-3%	\$ 1,252	-28%	1%	\$ (2,040)	-2%
Team Expense	\$ 9,000	7%	\$ -	0%	0%	\$ -	0%
Championship Expense	\$ 500	0%	\$ 6,048	1210%	5%	\$ (1,725)	-2%
Miscellaneous	\$ 3,540	3%	\$ 1,501	42%	1%	\$ 1,547	2%
KEY EXPENSES	\$ 121,800	91%	\$ 108,703	89%	94%	\$ 91,870	94%
Administrative Expenses	\$ 8,600	6%	\$ 6,201	72%	5%	\$ 4,868	5%
Other Expenses	\$ 3,800	3%	\$ 1,103	29%	1%	\$ 1,170	1%
TOTAL EXPENSES	\$ 134,200	100%	\$ 116,007	86%	100%	\$ 97,908	100%
NET INCOME	\$ -		\$ 2,251			\$ 9,278	

CONTRIBUTION MARGIN ANALYSIS

Concessions

Cary IMP Club Income Statement Analysis

Income	\$	33,000		\$	24,642		\$	26,898
Expense	\$	<u>17,160</u>		\$	<u>10,925</u>		\$	<u>14,563</u>
Gross Margin		<u>15,840</u>			<u>13,717</u>			<u>12,335</u>
<i>GM%</i>		<i>48%</i>			<i>56%</i>			<i>46%</i>
 Membership								
Income	\$	24,000		\$	21,444		\$	22,094
Expense	\$	<u>250</u>		\$	<u>440</u>		\$	<u>-</u>
Gross Margin		<u>\$ 23,750</u>			<u>\$ 21,004</u>			<u>\$ 22,094</u>
<i>GM%</i>		<i>99%</i>			<i>98%</i>			<i>100%</i>
 Spirit Wear								
Income	\$	11,000		\$	9,533		\$	10,534
Expense	\$	<u>9,350</u>		\$	<u>5,584</u>		\$	<u>8,118</u>
Gross Margin		<u>\$ 1,650.00</u>			<u>\$ 3,948.91</u>			<u>\$ 2,415.79</u>
<i>GM%</i>		<i>15%</i>			<i>41%</i>			<i>23%</i>
 Sponsorship/Program								
Income	\$	36,000		\$	35,879		\$	38,425
Expense	\$	<u>7,500</u>		\$	<u>4,485</u>		\$	<u>12,255</u>
Gross Margin		<u>\$ 28,500.00</u>			<u>\$ 31,393.32</u>			<u>\$ 26,169.96</u>
<i>GM%</i>		<i>79%</i>			<i>87%</i>			<i>68%</i>
 Beverage Machine								
Income	\$	20,000		\$	7,343		\$	173
Expense	\$	<u>15,000</u>		\$	<u>5,545</u>		\$	<u>-</u>
Gross Margin		<u>\$ 5,000.00</u>			<u>\$ 1,797.61</u>			<u>\$ 172.60</u>
<i>GM%</i>		<i>25%</i>			<i>24%</i>			<i>100%</i>

Cary IMP Club
Income Statement Comparison
7/1/2018 to 3/31/2019

	<u>Budget 18/19</u>	<u>Variance</u>	<u>Mar-19</u>	<u>Variance</u>	<u>Mar-18</u>
INCOME					
Concessions	\$ 33,000.00		\$ 24,642.25		\$ 26,898.08
Membership	\$ 24,000.00		\$ 21,444.46		\$ 22,093.83
Spirit Wear	\$ 11,000.00		\$ 9,532.73		\$ 10,533.71
Sponsorship/Program *	\$ 36,000.00		\$ 35,878.66		\$ 38,425.00
Shopping Cards/Dine Out	\$ 2,000.00		\$ 973.58		\$ 1,829.98
Beverage Machine Sales	\$ 20,000.00		\$ 7,342.99		\$ 172.60
Sub-total Program Income	\$ 126,000.00	\$ (26,185.33)	\$ 99,814.67	\$ (138.53)	\$ 99,953.20
AD General Income	\$ -		\$ 2,911.00		\$ 2,390.74
Interest Income	\$ -		\$ 3.58		\$ 6.17
Miscellaneous Income	\$ -		\$ 18.00		\$ -
Donor Income	\$ -		\$ 917.46		\$ -
Powder Puff	\$ 2,200.00		\$ -		\$ 2,230.00
Sales Tax Refund	\$ 6,000.00		\$ 14,593.94		\$ 2,606.17
Sub-total Other Income	\$ 8,200.00	\$ 10,243.98	\$ 18,443.98	\$ 11,210.90	\$ 7,233.08
TOTAL INCOME	\$ 134,200.00	\$ (15,941.35)	\$ 118,258.65	\$ 11,072.37	\$ 107,186.28

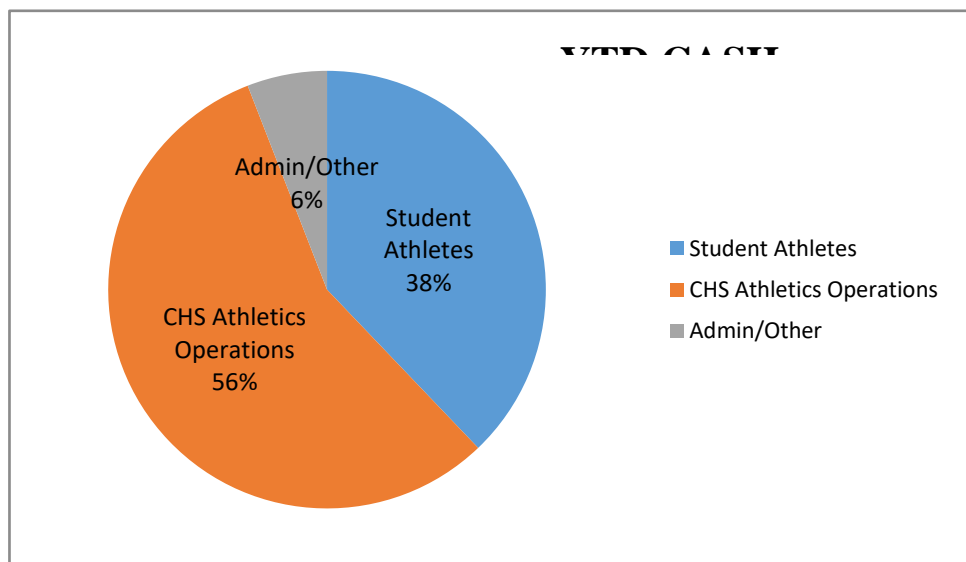
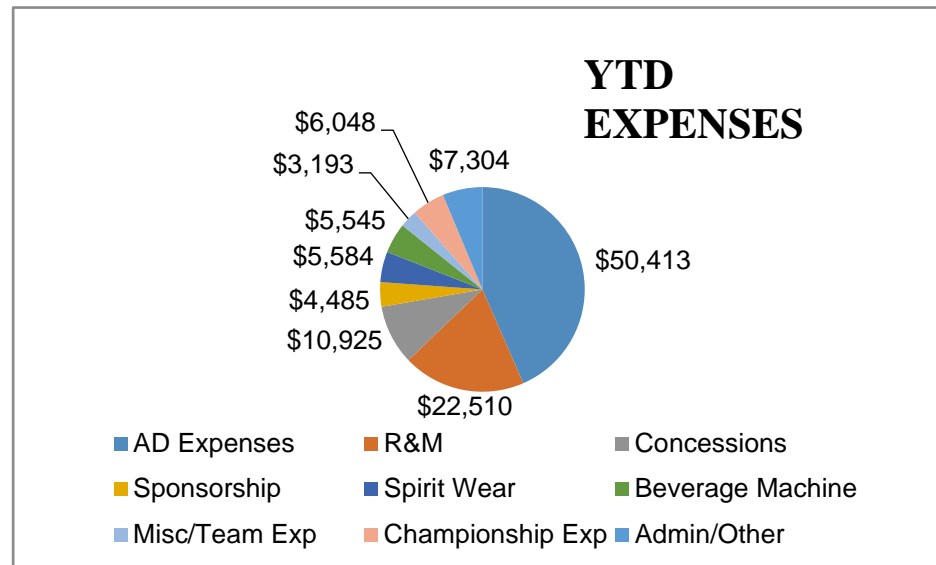
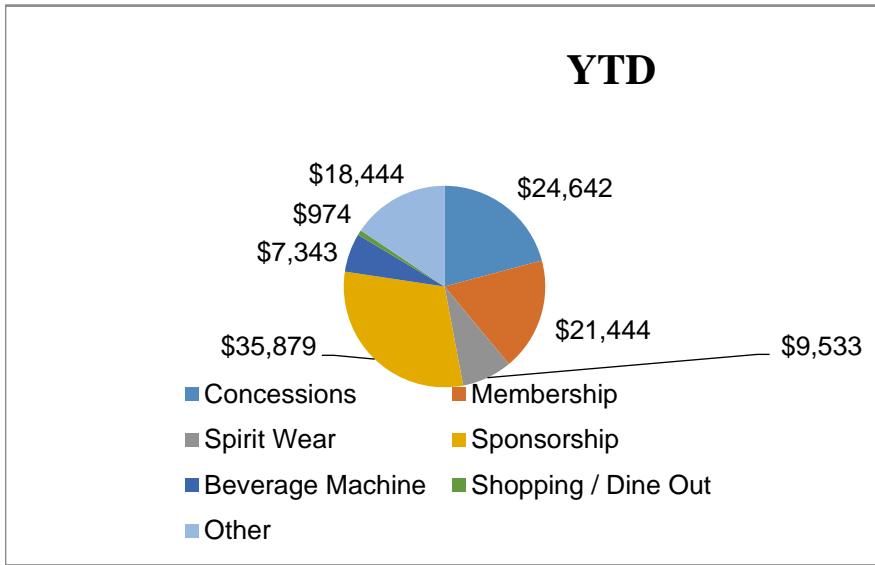
EXPENSES

AD General Exp	\$ 38,000.00		\$ 50,412.58		\$ 41,835.21
Repair & Maintenance	\$ 26,000.00		\$ 22,510.23		\$ 17,317.06
Concessions	\$ 17,160.00		\$ 10,925.14		\$ 14,562.66
SpiritWear	\$ 9,350.00		\$ 5,583.82		\$ 8,117.92
Sponsorship/Program *	\$ 7,500.00		\$ 4,485.34		\$ 12,255.04
Equipment Lease	\$ -		\$ -		\$ -
Membership	\$ 250.00		\$ 440.35		\$ -
Beverage Machine Expenses	\$ 15,000.00		\$ 5,545.38		\$ -
Team Expenses	\$ 9,000.00		\$ -		\$ -
Championship Expense	\$ 500.00		\$ 6,047.60		\$ (1,725.00)
Miscellaneous	\$ 3,540.00		\$ 1,500.50		\$ 1,547.46
Raffle	\$ (4,500.00)		\$ 1,252.18		\$ (2,039.95)
Sub-total Program Expenses	\$ 121,800.00	\$ (13,096.88)	\$ 108,703.12	\$ 16,832.72	\$ 91,870.40

Cary IMP Club
Income Statement Comparison

Office Supplies			\$ 84.17		\$219.28
Accounting,Tax Prep	\$ 1,500.00		\$ 1,113.60		\$ 100.00
Bank Fees	\$ 450.00		\$ 194.55		\$ 170.55
Postage/PO Box fee	\$ 300.00		\$ 225.00		\$ 171.40
Software/Website Expense	\$ 4,500.00		\$ 3,195.96		\$ 3,091.96
Admin Exp-Other	\$ 750.00		\$ 13.13		\$ -
NSF / Holding	\$ -		\$ 300.00		\$ 40.00
Insurance	\$ 1,100.00		\$ 1,075.00		\$ 1,075.00
Sub-total Administrative Expenses	\$ 8,600.00	\$ (2,398.59)	\$ 6,201.41	\$ 1,333.22	\$ 4,868.19
QuickBooks Payments Fees			\$ 0.28		
Hall of Fame	\$ 2,000.00		\$ 996.18		\$ 1,169.54
Powder Puff	\$ 1,300.00		\$ -		\$ -
Sports Medicine	\$ 500.00		\$ 106.49		\$ -
Sub-total Other Expenses	\$ 3,800.00	\$ (2,697.05)	\$ 1,102.95	\$ (66.59)	\$ 1,169.54
TOTAL EXPENSES	\$ 134,200.00	\$ (18,192.52)	\$ 116,007.48	\$ 18,099.35	\$ 97,908.13
NET INCOME	\$ -		\$ 2,251.17		\$ 9,278.15

GRAPHS
Income, Expense Distribution
as of June 30, 2018



94% Returned to Programs