

**Montgomery County Road Runners Club
2012 Budget Estimate**

Line		2010 Budget	2010 Actual	2011 Budget	FY 2011 Est.	FY 2012 Budget	Notes
1	Revenue and Fee-Based Activities						
2							
3	Membership Revenue:						
4	Membership Dues	\$ 59,000.00	\$ 69,451.87	\$ 67,000.00	\$ 81,000.00	\$ 84,000.00	
5	Member Contributions	\$ 2,000.00	\$ 2,585.00	\$ 2,500.00	\$ 1,750.00	\$ 2,000.00	
6	Timing Chip fees	\$ -	\$ 6,335.00	\$ 2,000.00	\$ 1,500.00	\$ 1,500.00	
NEW 7	Club Clothing and Merchandise	\$ -	\$ -	\$ -	\$ 50.00	\$ 50.00	
8	Subtotal: Membership Revenue	\$ 61,000.00	\$ 78,371.87	\$ 71,500.00	\$ 84,300.00	\$ 87,550.00	
9							
10	Race Revenue:						1
NEW 11	Race Entries (all races)	\$ -	\$ -	\$ -	\$ 275,000.00	\$ 280,000.00	2
NEW 12	Sponsorship	\$ -	\$ -	\$ -	\$ 36,000.00	\$ 40,000.00	
NEW 13	Photo Contract	\$ -	\$ -	\$ -	\$ 1,117.17	\$ 1,200.00	
NEW 14	Upgrades Purchased	\$ -	\$ -	\$ -	\$ 12,000.00	\$ 14,000.00	
DEL 15	Major Race Revenue	\$ -	\$ 282,499.63	\$ 45,000.00	\$ 3,250.00	\$ -	3,4,5
DEL 16	Major Race Expenses	\$ -	\$ (218,276.17)	\$ (19,500.00)	\$ -	\$ -	7
17	Major Race Net:	\$ 29,000.00	\$ 64,223.46	\$ 25,500.00	\$ 327,367.17	\$ 335,200.00	6
18							
DEL 19	Low Key Race Revenue	\$ 2,000.00	\$ 22,176.51	\$ 21,000.00	\$ -	\$ -	3
DEL 20	Low Key Race Expenses	\$ (12,300.00)	\$ (20,110.85)	\$ (16,000.00)	\$ -	\$ -	7
21	Low Key Race Net:	\$ (10,300.00)	\$ 2,065.66	\$ 5,000.00	\$ -	\$ -	
22							
23	Subtotal: Club Race Revenue:	\$ 18,700.00	\$ 304,676.14	\$ 66,000.00	\$ 327,367.17	\$ 335,200.00	8
24							
25	Marine Corp. Marathon Room	\$ -	\$ 7,523.69	\$ -	\$ 7,500.00	\$ 8,000.00	
26							
27	MCRRC Race Management Services Revenue:						
NEW 28	RMS Race Revenue	\$ -	\$ 105,337.92	\$ -	\$ 81,000.00	\$ 82,000.00	
NEW 29	RMS Rental Revenue (cones and equip.)	\$ -	\$ 7,514.00	\$ -	\$ 5,000.00	\$ 5,000.00	
DEL 30	RMS Race/Rental Revenue:	\$ 25,000.00	\$ 112,851.92	\$ 90,000.00	\$ -	\$ -	
DEL 31	Rockville 10K/5K Net Revenue	\$ 2,500.00	\$ -	\$ -	\$ -	\$ -	
DEL 32	Twilighter - Net Revenue	\$ 6,000.00	\$ -	\$ -	\$ -	\$ -	
DEL 33	Rockville Youth Track	\$ 900.00	\$ -	\$ -	\$ -	\$ -	
34	Mailing list rental	\$ -	\$ 9,832.00	\$ 10,000.00	\$ 6,000.00	\$ 7,500.00	
35	Subtotal, Race Management Services Revenue:	\$ 34,400.00	\$ 122,683.92	\$ 100,000.00	\$ 92,000.00	\$ 94,500.00	
36							
NEW 37	Training Program Revenue	\$ 36,700.00	\$ 92,109.13	\$ 77,950.00	\$ 90,000.00	\$ 92,000.00	9
DEL 38	Training Program Expenses	\$ (24,600.00)	\$ (55,131.89)	\$ (44,300.00)	\$ -	\$ -	10
39	NET Training Program Revenue	\$ 12,100.00	\$ 36,977.24	\$ 33,650.00	\$ -	\$ -	
40							
41	Interest Income	\$ 500.00	\$ 312.05	\$ 200.00	\$ 100.00	\$ 100.00	
42							
43	Other Revenue	\$ -	\$ 1,294.35	\$ -	\$ 8,000.00	\$ -	11
44							
45							
46	TOTAL REVENUE	\$ 163,600.00	\$ 606,971.15	\$ 315,650.00	\$ 601,767.17	\$ 609,350.00	12,13,14
1	Accounting for Pike's Peek 10K, Parks Half Marathon and Halloween Young Run has now been consolidated with general accounting						
2	Low key and major races						
3	Line will be eliminated, as revenue will subsequently be broken out into categories above						
4	In 2011, only NET income/expense to the club was included in this budget line, not total major race income						
5	Residual amounts in 2011 YTD and 2011 Est. were credited prior to the switch in accounting practices to include major races						
6	2010 Budget, 2010 Actual and 2011 Budget only included NET proceeds contributed back to club from major race accounts prior to consolidation						
7	Race expenses are now listed on the expense page, broken down into the appropriate categories						
8	For 2010 Budget, NET was used for calculation, while only REVENUE was used for subsequent calculations						
9	2010 Budget contained some NET figures, while other programs were broken out into income and expenses						
10	Training program expenses are now listed on the expense page, broken down into the appropriate categories						
11	2011 YTD and Est. is a one-year selling commission from SignMeUp						
12	Difference between 2010 budget and actual and 2011 budget and actual mainly due to inclusion of major races and prior use of NETS						
13	Discrepancy of \$36K between published and current 2010 Budget numbers, due to prior inclusion of NETS in calculations and a \$300 math error						
14	Discrepancy of \$121K between published and current 2011 Budget numbers due to prior inclusion of NETS in calculations						

**Montgomery County Road Runners Club
2012 Budget Estimate**

Line		2010 Budget	2010 Actual	2011 Budget	FY 2011 Est.	FY 2012 Budget	Notes
1	Activities Funded by Dues and Net Revenue						
2							
3							
4	General/Administrative Expenses:						
5	Postage/PO Box/Shipping	\$ 4,500.00	\$ 12,233.51	\$ 11,000.00	\$ 11,000.00	\$ 5,000.00	1
6	Office Administrator - Payroll	\$ 13,000.00	\$ 24,666.47	\$ 25,000.00	\$ 33,000.00	\$ 55,000.00	2
7	Payroll Processing Fees	\$ -	\$ 1,031.28	\$ 1,200.00	\$ 1,300.00	\$ 2,300.00	
8	Admin. Expense Reimbursements	\$ -	\$ 650.00	\$ 600.00	\$ 600.00	\$ 600.00	
9	Telephone and Internet	\$ 2,500.00	\$ 1,852.04	\$ 2,000.00	\$ 1,600.00	\$ 1,800.00	
10	Printing and Reproduction	\$ 1,750.00	\$ 2,595.25	\$ 3,500.00	\$ 500.00	\$ 1,000.00	
11	Office Supplies	\$ 250.00	\$ 1,561.32	\$ 1,800.00	\$ 1,800.00	\$ 2,000.00	
12	Bank Charges	\$ 400.00	\$ 337.41	\$ 150.00	\$ 150.00	\$ 150.00	
13	Interest Expense	\$ -	\$ 209.21	\$ 150.00	\$ 150.00	\$ 150.00	
14	Taxes	\$ 400.00	\$ -	\$ 50.00	\$ 100.00	\$ 100.00	
15	Misc. Admin.	\$ -	\$ -	\$ -	\$ 100.00	\$ 100.00	
16	Property/Other Insurance	\$ -	\$ 1,813.00	\$ -	\$ 1,511.00	\$ 1,800.00	
17	Subtotal, General/Administrative	\$ 22,800.00	\$ 46,949.49	\$ 45,450.00	\$ 51,811.00	\$ 70,000.00	
18							
19	Professional Fees/Services	\$ 7,000.00	\$ 4,949.57	\$ 27,000.00	\$ -	\$ -	3
NEW 20	Accounting	\$ -	\$ -	\$ -	\$ 3,500.00	\$ 3,500.00	
NEW 21	IT/Computer	\$ -	\$ -	\$ -	\$ 18,500.00	\$ 18,500.00	4
NEW 22	Other Professional Fees/Services	\$ -	\$ -	\$ -	\$ 1,000.00	\$ 1,000.00	
23	Subtotal, Professional Fees/Services	\$ 7,000.00	\$ 4,949.57	\$ 27,000.00	\$ 23,000.00	\$ 23,000.00	
24							
25	Clubhouse Expenses:						
26	Rent	\$ -	\$ 20,250.00	\$ 19,500.00	\$ 19,200.00	\$ 21,200.00	
27	Utilities/Insurance	\$ -	\$ 4,052.35	\$ 5,000.00	\$ 4,000.00	\$ 4,000.00	
DEL 28	Clubhouse O&M	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	
29	Materials/Maintenance	\$ 500.00	\$ 1,156.45	\$ 1,750.00	\$ 1,000.00	\$ 1,000.00	
30	Subtotal, Clubhouse	\$ 20,500.00	\$ 25,458.80	\$ 26,250.00	\$ 24,200.00	\$ 26,200.00	
31							
32	RCA Expenses:						
33	RRCA Dues	\$ -	\$ 5,568.31	\$ -	\$ 6,000.00	\$ 6,500.00	
34	RRCA Liability Insurance	\$ -	\$ 6,140.49	\$ -	\$ 6,500.00	\$ 7,000.00	
DEL 35	RRCA Dues/Insurance Total	\$ 12,000.00	\$ 11,708.80	\$ 15,000.00	\$ -	\$ -	
36	Subtotal, RRCA	\$ 12,000.00	\$ 11,708.80	\$ 15,000.00	\$ 12,500.00	\$ 13,500.00	
37							
38	USATF Dues	\$ -	\$ -	\$ -	\$ 600.00	\$ -	5
39							
40	Club Communications - Expense:						
41	Rundown/Crossroads/Intervals	\$ 17,500.00	\$ 10,160.40	\$ 10,000.00	\$ -	\$ 12,000.00	
42	Publicity/PR	\$ 900.00	\$ 3,202.28	\$ 3,800.00	\$ 50.00	\$ 1,000.00	
43	Running Book	\$ -	\$ 12.00	\$ 20.00	\$ 12.00	\$ 20.00	
44	Subtotal, Communications	\$ 18,400.00	\$ 13,374.68	\$ 13,820.00	\$ 62.00	\$ 13,020.00	
45							
46	MCRRC Equipment - Expense:						
47	Club Van	\$ -	\$ 5,997.08	\$ 2,500.00	\$ 600.00	\$ 1,500.00	
48	Equipment - New	\$ 2,400.00	\$ 2,344.48	\$ 3,000.00	\$ 2,000.00	\$ 3,000.00	6
49	Equipment - Maintenance	\$ 1,000.00	\$ 1,851.98	\$ 2,500.00	\$ 3,250.00	\$ 3,500.00	
50	Equipment - Consumables	\$ 1,000.00	\$ 2,067.70	\$ 2,800.00	\$ 10,000.00	\$ 12,000.00	7
NEW 51	Food and Beverage	\$ -	\$ -	\$ -	\$ 38,000.00	\$ 40,000.00	
NEW 52	T shirts and Premiums	\$ -	\$ -	\$ -	\$ 115,000.00	\$ 120,000.00	
53	Subtotal, MCRRC Equipment	\$ 4,400.00	\$ 12,261.24	\$ 10,800.00	\$ 168,850.00	\$ 180,000.00	
54							
55	RMS Expenses						
56	RMS Staff Payments	\$ -	\$ 36,239.00	\$ 40,000.00	\$ 33,000.00	\$ 36,000.00	
57	RMS Reimbursements	\$ -	\$ 983.88	\$ 800.00	\$ 100.00	\$ 500.00	
58	RMS Rentals/Other Fees	\$ -	\$ 1,884.47	\$ 500.00	\$ 1,000.00	\$ 2,500.00	
59	Subtotal, RMS Expenses	\$ -	\$ 39,107.35	\$ 41,300.00	\$ 34,100.00	\$ 39,000.00	
60							
61							
NEW 62	Race/Program Logistics						
NEW 63	Advertising	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 27,000.00	
NEW 64	Permitting	\$ -	\$ -	\$ -	\$ 1,000.00	\$ 1,500.00	
NEW 65	Police/EMT support	\$ -	\$ -	\$ -	\$ 7,500.00	\$ 7,500.00	
NEW 66	Equipment rental	\$ -	\$ -	\$ -	\$ 21,000.00	\$ 24,000.00	
NEW 67	Service rental	\$ -	\$ -	\$ -	\$ 37,000.00	\$ 39,000.00	
NEW 68	Refunds	\$ -	\$ -	\$ -	\$ 25.00	\$ 25.00	
NEW 69	Race Awards	\$ -	\$ -	\$ -	\$ 24,000.00	\$ 25,000.00	
NEW 70	Invited Runner Expense	\$ -	\$ -	\$ -	\$ 500.00	\$ 750.00	
DEL 71	Major Races	\$ -	\$ 218,276.17	\$ 19,500.00	\$ 7,000.00	\$ -	8
DEL 72	Low Key Race Expenses	\$ 12,300.00	\$ 20,110.85	\$ 16,000.00	\$ -	\$ -	
NEW 73	Coach gifts	\$ -	\$ -	\$ -	\$ 1,500.00	\$ 1,500.00	
74	Subtotal, Race Logistics	\$ 12,300.00	\$ 238,387.02	\$ 35,500.00	\$ 124,525.00	\$ 126,275.00	
75							
76							
77	Certification Reimbursement/Other Training	\$ 1,500.00	\$ 917.13	\$ 1,000.00	\$ 3,000.00	\$ 6,000.00	
78							
79	Social - Expense:						
80	Volunteer Picnic	\$ 3,000.00	\$ 4,573.54	\$ 4,600.00	\$ 4,127.81	\$ 4,500.00	
81	Awards Party	\$ 6,000.00	\$ 7,944.90	\$ 7,000.00	\$ 7,460.59	\$ 5,000.00	
82	Holiday Party	\$ 1,600.00	\$ 2,922.87	\$ 2,750.00	\$ 2,900.00	\$ 3,000.00	
83	Sunshine Fund	\$ 1,000.00	\$ 1,311.82	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	
84	MCM Room	\$ 3,000.00	\$ 5,805.27	\$ 4,000.00	\$ 4,500.00	\$ 5,000.00	
85	Subtotal, Social	\$ 14,600.00	\$ 22,558.40	\$ 19,350.00	\$ 19,988.40	\$ 18,500.00	
86							
DEL 87	Weekly Workouts - Expense:						9
DEL 88	Weekend training runs	\$ 1,000.00	\$ 624.58	\$ 800.00	\$ -	\$ -	9
DEL 89	Track Lights	\$ 4,000.00	\$ -	\$ 2,000.00	\$ -	\$ -	9
DEL 90	Subtotal, Weekly Workouts	\$ 5,000.00	\$ 624.58	\$ 2,800.00	\$ -	\$ -	9
91							
92	Club Meetings - Expense:						
93	RRCA Convention	\$ 1,000.00	\$ -	\$ 4,000.00	\$ 2,121.45	\$ 3,500.00	
94	Club meetings - general	\$ 1,000.00	\$ 1,458.27	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	
95	Board meeting costs	\$ 1,200.00	\$ 824.64	\$ 1,200.00	\$ 1,500.00	\$ 1,500.00	
96	Subtotal, Club Meetings	\$ 3,200.00	\$ 2,282.91	\$ 7,700.00	\$ 6,121.45	\$ 7,500.00	
97							
98	Club Awards - Expense	\$ 12,950.00	\$ 13,313.20	\$ 15,000.00	\$ 12,000.00	\$ 15,000.00	
99							

