

**Bicycle Racing Association of Colorado - the ACA**  
**Profit & Loss Prev Year Comparison**  
 January through July 2012

|   | Jan - Jul 12     | Jan - Jul 11      | \$ Change         | % Change       |
|---|------------------|-------------------|-------------------|----------------|
| <b>Ordinary Income/Expense</b>          |                  |                   |                   |                |
| <b>Income</b>                           |                  |                   |                   |                |
| 3999 · Credit Card Transactions         | 0.00             | 0.00              | 0.00              | 0.0%           |
| 4000 · Dues                             |                  |                   |                   |                |
| 4001 · Individual                       | 62,325.65        | 97,295.00         | -34,969.35        | -35.9%         |
| 4002 · Junior                           | 2,135.00         | 3,686.00          | -1,551.00         | -42.1%         |
| 4003 · Family                           | 0.00             | 755.00            | -755.00           | -100.0%        |
| 4004 · Combo Racer/Official             | 0.00             | 180.00            | -180.00           | -100.0%        |
| 4005 · Official / Mechanic              | 0.00             | 280.00            | -280.00           | -100.0%        |
| 4006 · Non-Racing                       | 220.00           | 220.00            | 0.00              | 0.0%           |
| 4008 · Club                             | 8,575.00         | 10,225.00         | -1,650.00         | -16.1%         |
| 4010 · Non-ACA Club Listing             | 20.00            | 1,520.00          | -1,500.00         | -98.7%         |
| <b>Total 4000 · Dues</b>                | <b>73,275.65</b> | <b>114,161.00</b> | <b>-40,885.35</b> | <b>-35.8%</b>  |
| 4011 · Transponder Fees                 |                  |                   |                   |                |
| 4012 · Transponder Usage Fees           | 23,975.00        | 78,718.88         | -54,743.88        | -69.5%         |
| 4013 · Less Cost of Transponders        | -15,290.00       | -49,148.00        | 33,858.00         | 68.9%          |
| 4014 · Transponder One Day Rental       | 4,145.00         | 0.00              | 4,145.00          | 100.0%         |
| <b>Total 4011 · Transponder Fees</b>    | <b>12,830.00</b> | <b>29,570.88</b>  | <b>-16,740.88</b> | <b>-56.6%</b>  |
| 4050 · LA Rebate from USAC              | 17,348.50        | 0.00              | 17,348.50         | 100.0%         |
| 4100 · Permits                          |                  |                   |                   |                |
| 4101 · Late Fees                        | 0.00             | 225.00            | -225.00           | -100.0%        |
| 4100 · Permits - Other                  | 0.00             | 1,475.00          | -1,475.00         | -100.0%        |
| <b>Total 4100 · Permits</b>             | <b>0.00</b>      | <b>1,700.00</b>   | <b>-1,700.00</b>  | <b>-100.0%</b> |
| 4105 · Race Date Fee                    | 1,050.00         | 0.00              | 1,050.00          | 100.0%         |
| 4107 · Race Designation Fee Silver      | 200.00           | 0.00              | 200.00            | 100.0%         |
| 4108 · Race Designation Fee Gold        | 300.00           | 0.00              | 300.00            | 100.0%         |
| 4110 · One Day Memberships              | 2,360.00         | 6,702.00          | -4,342.00         | -64.8%         |
| 4120 · Surcharges                       |                  |                   |                   |                |
| 4121 · Operational                      | 35,230.50        | 19,338.00         | 15,892.50         | 82.2%          |
| 4124 · Junior                           | 2,590.00         | 1,260.00          | 1,330.00          | 105.6%         |
| <b>Total 4120 · Surcharges</b>          | <b>37,820.50</b> | <b>20,598.00</b>  | <b>17,222.50</b>  | <b>83.6%</b>   |
| 4200 · Race Registration Fees           | 36,322.47        | 96,919.05         | -60,596.58        | -62.5%         |
| 4210 · Camp Income                      | 3,500.00         | 2,750.00          | 750.00            | 27.3%          |
| 4300 · Advertising                      | 615.00           | 1,020.00          | -405.00           | -39.7%         |
| 4400 · Donations                        | 21,616.08        | 4,307.00          | 17,309.08         | 401.9%         |
| 4410 · Sponsorship                      | 12,256.07        | 3,050.00          | 9,206.07          | 301.8%         |
| 4600 · Race Kit Items                   | 160.00           | 809.00            | -649.00           | -80.2%         |
| 4900 · Other Income                     | 2,513.91         | 1,033.16          | 1,480.75          | 143.3%         |
| 4910 · Revenue Adjustments              |                  |                   |                   |                |
| 5401 · Jr Operation Surcharges Waived   | -2,590.00        | -1,260.00         | -1,330.00         | -105.6%        |
| <b>Total 4910 · Revenue Adjustments</b> | <b>-2,590.00</b> | <b>-1,260.00</b>  | <b>-1,330.00</b>  | <b>-105.6%</b> |
| 5500 · Refunds                          | -25.00           | 50.50             | -75.50            | -149.5%        |

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|---------------------------------------|--------------|--------------|------------|----------|
| <b>Total Income</b>                   | 219,553.18   | 281,410.59   | -61,857.41 | -22.0%   |
| <b>Gross Profit</b>                   | 219,553.18   | 281,410.59   | -61,857.41 | -22.0%   |
| <b>Expense</b>                        |              |              |            |          |
| 5000 · Race Staffing                  | 4,001.07     | 13,853.20    | -9,852.13  | -71.1%   |
| 5010 · Police                         | 1,855.00     | 5,108.61     | -3,253.61  | -63.7%   |
| 5020 · Timing and Results             | 3,344.12     | 9,066.60     | -5,722.48  | -63.1%   |
| 5030 · Venue Rental                   | 9,524.80     | 12,617.45    | -3,092.65  | -24.5%   |
| 5035 · Event Meals                    | 1,512.32     | 816.65       | 695.67     | 85.2%    |
| 5037 · Event Lodging                  | 820.60       | 0.00         | 820.60     | 100.0%   |
| 5040 · Race Rental Equipment          | 1,434.08     | 2,634.96     | -1,200.88  | -45.6%   |
| 5050 · Officials Fees                 | 3,871.65     | 6,121.20     | -2,249.55  | -36.8%   |
| 5055 · Junior Race Entry Fee Waived   | 0.00         | 8,350.00     | -8,350.00  | -100.0%  |
| 5057 · Senior Race Entry Fee Waived   | 0.00         | 4,785.00     | -4,785.00  | -100.0%  |
| 5060 · Medical Services               | 728.00       | 2,113.00     | -1,385.00  | -65.6%   |
| 5070 · ACA Race Permits               | 215.00       | 0.00         | 215.00     | 100.0%   |
| 5072 · ACA Paid Operational Surcharge | 772.50       | 0.00         | 772.50     | 100.0%   |
| 5100 · Race Kit                       |              |              |            |          |
| 5102 · Equipment                      | 2,580.44     | 974.66       | 1,605.78   | 164.8%   |
| <b>Total 5100 · Race Kit</b>          | 2,580.44     | 974.66       | 1,605.78   | 164.8%   |
| 5110 · Race Numbers                   | 12,510.48    | 5,784.04     | 6,726.44   | 116.3%   |
| 5300 · Awards                         |              |              |            |          |
| 5320 · Medals/Plaques                 | 1,044.26     | 6,961.46     | -5,917.20  | -85.0%   |
| 5330 · Prize Money                    | 610.00       | 695.00       | -85.00     | -12.2%   |
| 5340 · Party                          | 512.98       | 468.31       | 44.67      | 9.5%     |
| <b>Total 5300 · Awards</b>            | 2,167.24     | 8,124.77     | -5,957.53  | -73.3%   |
| 5400 · Program Expenses               | 1,453.42     | 161.76       | 1,291.66   | 798.5%   |
| 5430 · Marketing - Events             | 315.00       | 600.00       | -285.00    | -47.5%   |
| 5431 · Marketing - Materials          | 5,510.70     | 1,174.13     | 4,336.57   | 369.3%   |
| 5432 · Marketing - Advertising        | 1,735.00     | 0.00         | 1,735.00   | 100.0%   |
| 5510 · Outbound Donations             | 2,000.00     | 3,000.00     | -1,000.00  | -33.3%   |
| 5700 · Website                        |              |              |            |          |
| 5710 · Components                     | 0.00         | 555.17       | -555.17    | -100.0%  |
| 5730 · Hosting                        | 1,930.11     | 1,547.40     | 382.71     | 24.7%    |
| <b>Total 5700 · Website</b>           | 1,930.11     | 2,102.57     | -172.46    | -8.2%    |
| 6100 · Staff Travel                   | 227.00       | 0.00         | 227.00     | 100.0%   |
| 6115 · Bank Service Charge            | 82.90        | 25.00        | 57.90      | 231.6%   |
| 6120 · Credit Card Processing Fees    | 3,296.30     | 7,070.77     | -3,774.47  | -53.4%   |
| 6150 · Depreciation Expense           | 19,483.31    | 6,852.00     | 12,631.31  | 184.3%   |
| 6160 · Dues and Subscriptions         | 90.00        | 1,252.03     | -1,162.03  | -92.8%   |
| 6180 · Insurance                      |              |              |            |          |
| 6182 · Directors and Officers         | 1,413.00     | 1,327.00     | 86.00      | 6.5%     |
| 6183 · Workman's Comp                 | 326.00       | 348.00       | -22.00     | -6.3%    |

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| 6184 · Liability and Property         | 4,485.00          | 5,856.15          | -1,371.15         | -23.4%        |
| 6185 · Senior Insurance paid by ACA   | 947.00            | 6,580.97          | -5,633.97         | -85.6%        |
| 6186 · Junior Insurance paid by ACA   | 2,430.00          | 3,330.36          | -900.36           | -27.0%        |
| 6187 · Motor Official thru USAC       | 3,105.00          | 0.00              | 3,105.00          | 100.0%        |
| <b>Total 6180 · Insurance</b>         | <b>12,706.00</b>  | <b>17,442.48</b>  | <b>-4,736.48</b>  | <b>-27.2%</b> |
| 6230 · Licenses and Permits           | 83.00             | 0.00              | 83.00             | 100.0%        |
| 6240 · Miscellaneous                  | 0.00              | 0.02              | -0.02             | -100.0%       |
| 6250 · Postage and Delivery           | 2,976.73          | 4,346.01          | -1,369.28         | -31.5%        |
| 6260 · Printing and Reproduction      | 1,713.43          | 1,644.12          | 69.31             | 4.2%          |
| 6270 · Professional Fees              |                   |                   |                   |               |
| 6295 · Coaching                       | 1,180.67          | 1,195.20          | -14.53            | -1.2%         |
| 6650 · Accounting                     | 2,110.77          | 1,863.63          | 247.14            | 13.3%         |
| 6657 · Public Relations               | 0.00              | 725.00            | -725.00           | -100.0%       |
| 6659 · Graphic Design                 | 250.00            | 270.00            | -20.00            | -7.4%         |
| <b>Total 6270 · Professional Fees</b> | <b>3,541.44</b>   | <b>4,053.83</b>   | <b>-512.39</b>    | <b>-12.6%</b> |
| 6290 · Rent                           |                   |                   |                   |               |
| 6291 · Office                         | 2,100.00          | 2,300.00          | -200.00           | -8.7%         |
| 6292 · Storage                        | 1,750.00          | 1,750.00          | 0.00              | 0.0%          |
| <b>Total 6290 · Rent</b>              | <b>3,850.00</b>   | <b>4,050.00</b>   | <b>-200.00</b>    | <b>-4.9%</b>  |
| 6340 · Telephone                      | 1,536.80          | 385.44            | 1,151.36          | 298.7%        |
| 6350 · Meals and Entertainment        | 1,057.99          | 805.83            | 252.16            | 31.3%         |
| 6550 · Office Supplies                | 796.95            | 621.17            | 175.78            | 28.3%         |
| 6560 · Payroll Expenses               |                   |                   |                   |               |
| 6561 · Salary                         | 60,363.31         | 69,634.82         | -9,271.51         | -13.3%        |
| 6562 · Taxes                          | 5,231.84          | 6,119.98          | -888.14           | -14.5%        |
| 6564 · Payroll Processing Fees        | 564.55            | 490.36            | 74.19             | 15.1%         |
| 6560 · Payroll Expenses - Other       | 11.60             | 18.75             | -7.15             | -38.1%        |
| <b>Total 6560 · Payroll Expenses</b>  | <b>66,171.30</b>  | <b>76,263.91</b>  | <b>-10,092.61</b> | <b>-13.2%</b> |
| <b>Total Expense</b>                  | <b>175,894.68</b> | <b>212,201.21</b> | <b>-36,306.53</b> | <b>-17.1%</b> |
| <b>Net Ordinary Income</b>            | <b>43,658.50</b>  | <b>69,209.38</b>  | <b>-25,550.88</b> | <b>-36.9%</b> |
| <b>Other Income/Expense</b>           |                   |                   |                   |               |
| <b>Other Income</b>                   |                   |                   |                   |               |
| 4999 · Interest Income                | 143.74            | 331.86            | -188.12           | -56.7%        |
| <b>Total Other Income</b>             | <b>143.74</b>     | <b>331.86</b>     | <b>-188.12</b>    | <b>-56.7%</b> |
| <b>Other Expense</b>                  |                   |                   |                   |               |
| 6200 · Interest Expense               |                   |                   |                   |               |
| 6210 · Finance Charge                 | 68.03             | 0.00              | 68.03             | 100.0%        |
| <b>Total 6200 · Interest Expense</b>  | <b>68.03</b>      | <b>0.00</b>       | <b>68.03</b>      | <b>100.0%</b> |

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|---------------------|---------------------|---------------------|-------------------|-----------------|
| Total Other Expense | 68.03               | 0.00                | 68.03             | 100.0%          |
| Net Other Income    | 75.71               | 331.86              | -256.15           | -77.2%          |
| Net Income          | <u>43,734.21</u>    | <u>69,541.24</u>    | <u>-25,807.03</u> | <u>-37.1%</u>   |