



Union Council Budget Presentation

FY20 Revised / FY21 Budget

Maxwell Kramer

VP-Finance



Overview

- Personal Introduction
- Club Background
- Assumptions and Risk Management
- Individual Budgets
- Questions

Personal Introduction

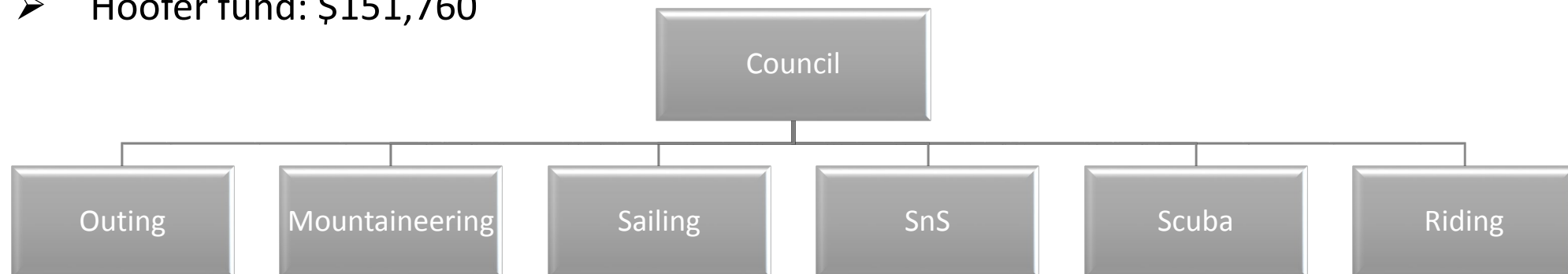
- ❖ Sophomore majoring in Economics and Applied Mathematics
- ❖ VP-Finance for Hoofers
 - ❖ Mountaineering Member





Club Background

- Mission: To cultivate a community of outdoor adventure, learning, and growth.
- Projected Income / (Loss) for FY20: \$43,722
- Projected Income / (Loss) for FY21: \$(59,514)
- Safety net: \$151,678
 - FY19 Retained Earnings: \$(82)
 - Hooper fund: \$151,760





Assumptions and Risk Management

- Reduced membership and programming revenue expected through FY20 end.
- Expecting to Revise budgets by January deadline

Plan A

- Return to programming by Academic Year End

Plan B

- Return to programming by Fiscal Year End

Plan C

- Return to programming by Fall 2020.



Council Budget

- Revenue Source: \$13 from every member
- Main Expenses: OUW, Website, Marketing, All Hooper Activities
- Large changes: OUW adjustment, Reduced fee revenue, Foundation support for All Hooper activities and presidential projects.
- Fiscal Year 19 Retained Earnings: \$49,072

Council	Income	Expenses	Net Income / (Loss)
FY20 Budget	\$ 33,500	\$ 30,850	\$ 2,650
FY20 Revised	\$ 27,245	\$ 29,237	\$ (1,992)
FY21 Budget	\$ 25,800	\$ 32,955	\$ (7,155)



Council Foundation Initiatives

General Gifts January Balance: \$37,195.88

Grants and Sponsorships:

- Wilderness First Aid – 350\$
- Mountaineering Tablet System: \$300,
- Scuba Trip Subsidy: \$5000
- Riding Horse Chiropractor/Saddle fitting: \$615
- Mountaineering/Outing Ice climbing trip Subsidy: \$600

Fiscal Year 20 End Balance: \$30,330.88

Fiscal Year 21 planned Spending: \$3,250



Ski and Snowboard Budget

- Revenue Source: Membership fees, resale spread
- Main Expenses: Resale refund, travel, lodging
- Large changes: Consolidation of accounts, Inclusion of resale support lines, OUW contribution
- Fiscal Year 19 Retained Earnings: \$53,599

SNS	Income	Expenses	Net Income / (Loss)
FY20 Budget	\$ 599,610.00	\$ 569,350.00	\$ 30,260.00
FY20 Revised	\$ 483,605.00	\$ 470,074.24	\$ 13,530.76
FY21 Budget	\$ 431,650.00	\$ 402,956.85	\$ 28,693.15



Sailing Budget

- Revenue Source: Dues, youth program
- Main Expenses: Wages, upkeep on equipment, travel
- Large changes: Loss of this summer's Sailing Youth Program, OUW contribution, Zest purchase
- Fiscal Year 19 Retained Earnings: (\$91,302)

Sailing	Income	Expenses	Net Income / (Loss)
FY20 Budget	\$ 458,600	\$ 435,650	\$ 22,950
FY20 Revised	\$ 459,966	\$ 426,333	\$ 33,633
FY21 Budget	\$ 353,550	\$ 432,800	\$ (79,250)



Scuba Budget

- Revenue Source: Winter trip, OW instruction
- Main Expenses: Trips, OW instruction, Marketing, Equipment replacement*
- Large changes: Trip to Florid, OUW contribution
- Fiscal Year 19 Retained Earnings: \$10,542

Scuba	Income	Expenses	Net Income / (Loss)
FY20 Budget	\$ 34,110	\$ 30,556	\$ 3,554
FY20 Revised	\$ 32,980	\$ 34,973	\$ (1,993)
FY21 Budget	\$ 27,100	\$ 26,996	\$ 104

*Accommodating periodic required gear replacement



Outing Budget

- Revenue Source: Seasonal and Annual membership fees
- Main Expenses: Equipment
- Large changes: Expanding club Marketing, OUW contribution
- Fiscal Year 19 retained earnings: \$11,820

Outing	Income	Expenses	Net Income / (Loss)
FY20 Budget	\$ 12,950	\$ 13,700	\$ (750)
FY20 Revised	\$ 16,737	\$ 16,893	\$ (156)
FY21 Budget	\$ 21,050	\$ 26,200	\$ (5,150)



Mountaineering Budget

- Revenue Source: Dues and trip fees
- Main Expenses: Marketing, trips, equipment
- Large changes: More trips, provided Climbing Team membership refunds, Increased membership fee, OUW contribution
- Fiscal Year 19 Retained Earnings: \$2,229

Mountaineering	Income	Expenses	Net Income / (Loss)
FY20 Budget	\$ 16,800	\$ 14,075	\$ 2,725
FY20 Revised	\$ 10,477	\$ 10,930	\$ (453)
FY21 Budget	\$ 15,794	\$ 14,955	\$ 839



Riding Budget

- Revenue Source: Lesson fees, IHSA hosted show
- Main Expenses: IHSA shows, horse boarding, Vet
- Large changes: Consolidation of Club and Team budgets, High Horse care costs, adjusted lesson fees, OUW contribution
- Fiscal Year 19 Club Retained Earnings: (\$59,199)
- Fiscal Year 19 Team Retained Earnings: \$19,381

Riding	Income	Expenses	Net Income / (Loss)
FY20 Budget	\$ 71,350	\$ 67,800	\$ 3,550
FY20 Revised	\$ 38,348	\$ 37,196	\$ 1,152
FY21 Budget	\$ 67,985	\$ 65,580	\$ 2,405

Hoofers Club Retained Earnings History

	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21
Council	19,605.00	9,614.00	16,420.00	18,408.00	51,632.00	61,932.00	47,092.00	45,100.00	37,945.00
Mountaineering	6,369.00	2,556.00	6,611.00	3,787.00	3,882.00	5,778.00	2,229.00	1,776.27	2,615.27
Outing	18,072.00	19,564.00	17,897.00	13,426.00	18,483.00	20,354.00	17,126.00	16,970.00	11,820.00
Riding Club and Stable	(9,279.00)	8,775.00	(44,813.00)	(119,045.00)	(96,311.00)	(70,876.00)	(59,199.00)	(38,216.00)	(35,811.00)
Riding Team	-	390.00	17,393.00	25,736.00	21,128.00	26,157.00	19,831.00	-	-
Scuba	21,259.00	15,117.00	14,586.00	13,781.00	14,765.00	15,029.00	10,542.00	8,549.00	8,653.00
Ski and Snowboard	37,563.00	50,548.00	46,420.00	26,137.00	1,694.00	35,146.00	53,599.00	67,129.76	95,822.91
Sailing	(26,306.50)	(17,608.50)	1,332.50	35,474.50	24,382.50	(27,158.50)	(91,302.00)	(57,669.00)	(136,919.00)
Total Club Retained Earnings	67,282.50	88,955.50	75,846.50	17,704.50	39,655.50	66,361.50	(82.00)	43,640.03	(15,873.82)
Hoofers Fund	151,760.00	151,760.00	151,760.00	151,760.00	151,760.00	151,760.00	151,760.00	151,678.00	195,318.03
Total Retained Earnings	219,042.50	240,715.50	227,606.50	169,464.50	191,415.50	218,121.50	151,678.00	195,318.03	179,444.21

A dark blue, irregularly shaped graphic with a splatter effect, containing the word "Questions?" in white text. The graphic has a rough, hand-painted appearance with various shades of blue and white splatters around its edges. The text is centered within the dark blue area.

Questions?

Hooper Council FY21 Budget

for the Eight Months Ending February 31,

	2020-2021 BUDGET	2019-2020 REVISED	2019-2020 BUDGET
<u>Direct Operating Revenue</u>			
2100 MERCHANDISE SALES	800.00	650.00	1,500.00
2721 FEES	19,000.00	17,300.00	23,000.00
2793 EDUCATION			
2965 DONATIONS			
2990 MISCELLANEOUS INCOME		295.00	-
2999 SAILING REV CLEARING	6,000.00	9,000.00	9,000.00
Total Direct Operating Revenue	25,800.00	27,245.00	33,500.00
 <u>Direct Operating Expenses</u>			
Salaries, Wages, Fringes			
4100's WAGES	18,530.00	12,000.00	12,000.00
COST OF GOODS SOLD			
Total Salaries, Wages, Fringes	18,530.00	12,000.00	12,000.00
 <u>Supplies & Services</u>			
5300 OFFICE SUPPLIES	750.00	100.00	750.00
6020 MARKETING & PROMOTION	3,000.00	5,580.00	4,000.00
6080 CASH OVER/SHORT	500.00	1,500.00	500.00
6110 M/C VISA SERVICE CHARGE	600.00	600.00	600.00
6350 TRAINING EXPENSE	1,500.00	300.00	1,500.00
6460 UNION COPIER	75.00	75.00	50.00
6483 BROCHURES			
7315 WEBSITE/POS FEES	2,500.00	3,000.00	3,000.00
7712 EDUCATION SERIES	1,000.00	600.00	1,000.00
8001 ALL HOOVER ACTIVITIES	-	300.00	3,000.00
8002 EVENT SPONSORSHIP	500.00	845.00	500.00
8003 PRESIDENTIAL PROJECTS	-	250.00	250.00

8006 HOOFER AMBASSADORS	2,000.00	1,987.00	1,500.00
8035 RECOGNITION	900.00	900.00	900.00
8600 REPAIRS AND MAINTENANCE	600.00	600.00	600.00
5900 MISCELLANEOUS EXPENSE	500.00	600.00	2,200.00
9999 UNION BUDGET ADJUSTMENT			
	-----	-----	-----
Total Supplies & Services	14,425.00	17,237.00	20,350.00
Total Direct Operating Expenses	32,955.00	29,237.00	32,350.00
<u>Performance Margin</u>	(7,155.00)	(1,992.00)	1,150.00
<u>Starting RE</u>	45,100.00	47,092.00	
<u>Ending RE</u>	37,945.00	45,100.00	
<u>Foundation account balance:</u>	30,430.00	37,295.00	
<u>Foundation Spending:</u>	3,250.00	6,865.00	
<u>Foundation Account Balances</u>	27,180.00	30,430.00	
<u>Total Available</u>	65,125.00	75,530.00	

YEAR TO DATE	2018-2019 ACTUAL	2017-2018 ACTUAL	2016-2017 ACTUAL	2015-2016 ACTUAL	
609.15	962.00	2,513.00	2,637.00	2,489.00	
18,486.00	21,194.00	29,773.00	30,094.00	38,008.00	FYE prediction including Du
-	-	-	-	-	
295.00					
-	-	-	-	-	

19,389.95					
8,000.00	12,000.00	-	-	-	1000 to 1500 dollars a mon

8,000.00	12,000.00				
13.00	176.00	786.00	1,547.00	1,456.00	
3,401.00	3,124.00	2,586.00	3,351.00	2,865.00	Revised combines tableing
1,304.00	383.00	243.00	(451.00)	87.00	
425.00	427.00	491.00	589.00	1,160.00	
245.00		1,522.00	2,390.00	2,668.00	
64.00	44.00		135.00	243.00	
420.00			715.00	1,048.00	Marketing Expense
727.00	6,584.00	2,053.00	2,078.00	4,814.00	\$2184.00 pinFire expense y
374.00	2,138.00	1,076.00	5,384.00	57.00	Revision provides cushion fc
202.00	3,156.00	4,000.00	(138.00)	3,551.00	
845.00		427.00	330.00	(1,750.00)	
	494.00		58.00	238.00	

1,987.00	4,813.00				
10.00	191.00		330.00	650.00	
344.00	688.00	658.00	531.00	584.00	
366.00	1,906.00	67.00	(333.00)	168.00	Misc expense, and Council

10,727.57

18,727.57

662.38

ial Council fee reimbursements.

ith. Difference of 530 dollars payed at FYE

material payment with adjustment for brochures expense and FY20 year end.

ret to be applied
or garmin devices.

contribution to SOEC

PRELIM
02/12/19

	2020-2021 BUDGET	Description for 2020-2018	2019-2020 REVISED
<u>Direct Operating Revenue</u>			
2100 MERCHANDISE SALES			
2180 T-SHIRTS/UNIFORMS			6.00
2701 TRIPS	5,500.00	We don't anticipate any fewer trips.	2,131.46
2720 ANNUAL MEMBERSHIP FEES	3,444.00	Similar membership + 10 increase in membership	1,881.00
2990 MISCELLANEOUS INCOME	250.00	Money for Reel Rock (not anticipating another film)	1,000.00
Total Direct Operating Revenue	9,194.00		5,018.46

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

5300 OFFICE SUPPLIES	20.00	Copy Code auto sends to this...	20.00
6020 MARKETING & PROMOTION	1,300.00	Reel Rock, set 200 for new marketing position	1,883.01
6110 M/C VISA SERVICE CHARGE	200.00	There are always charges in here...	200.00
7712 EDUCATION SERIES			
7744 TEAM SUPPORT			
8003 SPECIAL PROJECTS	1,064.00	trips and scholarships and the hooper desk fee	-
8130 TRIPS	5,810.00	Similar	3,227.65

8503 TRIP FUND (will now be under special projects)		26.00
8700 TOOLS/EQUIPMENT	800.00	11.00
<u>Total Supplies & Services</u>	9,194	5,368
<u>Total Direct Operating Expenses</u>	9,194	5,368
<u>Club Performance Margin</u>	0	<u>We do not plan on having any retained earnings this year</u> -349.20
Climbing team performance margin		-\$102.73
TOTAL Performance margin		-451.93
Starting RE		2229
Ending RE		1,777.07

YEAR TO DATE	Description for Revised	2019-2020 BUDGET	2018-2019 ACTUAL	2017-2018 ACTUAL
		-	23.70	47.00
5.70		-		43.00
2,881.46	Revised: this includes all spring break refunds we anticipate giving.	3,000.00	893.00	1,255.00
1,881.36	revised: We do not anticipate any new members for the rest of the fiscal year.	1,700.00	1,305.72	2,079.00
485.00	revised: Extra Payment for Pretty Strong film	750.00	290.00	
-				-----
5,247.82		5,450.00	2,512.42	4,028.00
10.56	No revision	20.00	5.74	6.00
1,883.01	No revision	1,250.00	1,099.46	1,165.00
176.98	No revision	200.00	146.36	287.00
		300.00	14.40	166.00
		-	-	
		-	-	-
2,860.06	Spring break campsite refund and fleet charges for the year	\$2,085	1,023.15	1,273

26.00	No revision	100	114.85	
	No gear purchase to minimize losses			151
11.00	from COVID	300	74.89	
-				-----
2,897		4255	2,478.85	3,064
2,897		4255	2,478.85	3,064
	Losses due to COVID cancellations for			
<u>2,351</u>	spring break trips	1195	\$34	964

2229

-

2016-2017 ACTUAL	2015-2016 ACTUAL	2014-2015 ACTUAL
---------------------	---------------------	---------------------

465.00		40.00
184.00	43.00	57.00
143.00	578.00	1,706.00
1,663.00	2,239.00	2,987.00
	500.00	

---	---	---
2,988.00	3,360.00	6,400.00

37.00	6.00	6.00
1,000.00	1,346.00	665.00
38.00	220.00	81.00
475.00	250.00	
-		
150	610	1,865

233	682	2,810
-----	-----	-------

---	---	---
2,894	6,183	2,344

2,894	6,183	2,344
-------	-------	-------

	-2,823	4,056
--	--------	-------

94

	2020-2021 BUDGET	Description for 2020-2021	2019-2020 REVISED
<u>Direct Operating Revenue</u>			
2750 DUES	6,000.00	Similar to this year	5,039.27
2990 MISCELLANEOUS INCOME	600.00	More fundraising/better attendance	420.00
<u>Total Direct Operating Revenue</u>	6,600.00		5,459.27
<u>Direct Operating Expenses</u>			
Salaries, Wages, Fringes			
<u>Supplies & Services</u>			
6325 TRAVEL EXPENSES	500.00	might use fleet more	301.00
6350 TRAINING EXPENSE	5,000.00	Similar to this year	5,000.00
5900 MISCELLANEOUS EXPENSE	261.00	similar to this year	261.00
<u>Total Supplies & Services</u>	5,761.00		5,561.00
<u>Total Direct Operating Expenses</u>	5,761.00		5,562.00
<u>Performance Margin</u>	839.00		(102.73)

YEAR TO Date	Description for Revised	2019-2020 BUDGET	2018-2019 REVISED
6,054.27	Revised: We will be giving partial refunds for a partial season.	9,500.00	9,075.00
420.00	Kubis Klassik (800 total, 400 split w summit)	1,000.00	1,029.15
6,474.27		11,300.00	10,104.15
1,130.53	Revision: Funds moved to Mountaineering Club for incorrect charges in fleet.	800	800
3,300.00		8520	9400
261.00	tshirts for kubis klassik	500	654
4,430.53		9820	10854
2,043.74		1310	-749.85

2018-2019 BUDGET	YEAR TO DATE	2017-2018 ACTUAL
		12,667.00
11,000.00	5,375.00	
		2,000.00
500.00		
-	-	-----
11,500.00	5,375.00	14,667.00

		1,184
	665	
10,000	5,140	12,490
		61
-	-	-----
11,500	5,805	13,735
11,500	5,805	13,735
	(430)	932

4040 - Outing

	2020-2021 BUDGET	2019-2020 Revised	2019-2020 BUDGET
<u>Direct Operating Revenue</u>			
2180 T-SHIRTS/UNIFORMS	700.00	258.94	
2680 SPECIAL PROJECTS INCOME	-	60.00	
2682 WHITEWATER USER FEES	-	-	
2688 POOL RENTAL	-	599.00	
2689 CANOE REVENUE		300.00	
2698 DELTA LODGE REVENUE	2,500.00	2,913.00	
2701 TRIPS	4,600.00	3,500.00	
2722 ROLLING ANNUAL FEES	7,000.00	4,575.00	6,840.00
2723 SUMMER MEMBERSHIP FEES	100.00	25.59	540.00
2725 FALL/SPRING MEMBERSHIP FEES	3,500.00	2,806.00	4,451.00
2726 SPRING MEMBERSHIP FEES	2,500.00	1,600.00	1,119.00
2990 MISCELLANEOUS INCOME	150.00	100.00	

Total Direct Operating Revenue	21,050.00	16,737.00	12,950.00
Performance Margin	(5,150.00)	(155.87)	(750.00)
<u>Direct Operating Expenses</u>			
	2020-2021 BUDGET	2019-2020 Revised	2019-2020 BUDGET
<u>Supplies & Services</u>			
6020 MARKETING & PROMOTION	800.00	150.00	300.00
6110 M/C VISA SERVICE CHARGE	500.00	350.00	500.00
6134 POOL RENT EXPENSE	300.00	150.00	
6137 DELTA LODGE	2,500.00	2,755.00	
6138 UW CAR FLEET EXPENSE	500.00	307.00	
6354 GRANTS	500.00	-	500.00
6480 RETREATS	200.00	150.00	400.00
7730 SPECIAL/TEAM EVENTS	-	149.00	200.00
8035 RECOGNITION	-	-	300.00
8061 SOCIALS	600.00	450.00	700.00
8085 ACCESSIBLE PROGRAM	-	-	500.00
8130 TRIPS	4,500.00	3,298.00	
8300 INSTRUCTION	3,500.00	4,310.00	1,350.00
8320 WATER SAFETY	1,000.00	100.00	
8700 TOOLS/EQUIPMENT	700.00	210.00	300.00
8710 BACKPACKING EQUIPMENT	700.00	300.00	700.00

8711 CAMPING EXPENSE	-	-	850.00
8713 IAT TRAILBUILDING EXP	200.00	-	200.00
8720 CROSS COUNTRY SKI EQUIP	300.00	-	400.00
8722 SNOWSHOE EQUIP	200.00	-	200.00
8725 MT. BIKING EQUIPMENT	2,000.00	1,291.00	2,400.00
8730 OPEN WATER CANOE EQUIPMENT	400.00	252.00	500.00
8735 WHITEWATER EQUIPMENT	2,000.00	988.00	1,500.00
8745 SEA KAYAKING EQUIPMENT	1,500.00	1,000.00	1,000.00
8750 TELEMARQUE EQUIPMENT	1,000.00	633.00	500.00
8760 WI BASECAMP EXPENSES	-	13.00	
5900 MISCELLANEOUS EXPENSE	2,300.00	37.00	400.00
 Total Supplies & Services	 26,200.00	 16,893.00	 13,700.00
 Total Direct Operating Expenses	 26,200.00	 16,893.00	 13,700.00

YEAR TO DATE	2018-2019 ACTUAL
258.94	295.02
60.00	
	10.00
599.00	700.00
300.00	
2,913.00	
4,494.00	
4,575.72	3,079.00
25.59	77.00
2,805.60	2,595.00
1,892.00	1,161.00
100.00	

18,024.05	7,917.11

2,261.34 5,014.78

<u>Anticipated Income FY 20-21</u>	21,050.00
<u>Starting RE - Start of FY 20-21</u>	16,970
<u>Ending RE - End of FY 20-21</u>	11,000
<u>Consolidated Account Balances</u>	-----
<u>Total Available for FY 20-21</u>	27,020.13

The performance margin (C23) goes directly into Retain
Click on I9 to see where this factors into budget

Note: These are FEBRUARY final numbers

YEAR TO DATE	2018-2019 ACTUAL
75.00	22.50
320.00	155.48
	412.50
2,755.00	800.00
307.00	
149.00	
370.00	
3,297.64	
3,710.00	
68.00	32.27
202.00	83.78
296.00	179.64

This 2500 for next year should be more accurate since the Trip

The 600 I am anticipating is for a Kayak event that was purchas

1,291.00	70.00
252.00	
988.00	
1,000.00	1,080.58
633.00	
13.00	
37.00	65.58
15,762.71	2,902.33
15,762.71	2,902.33

red Earnings

Leader said he overspent this year

sed in late March.

Riding PROPOSAL 2020-2021 BUDGET

Direct Operating Revenue	2020-2021 PROPOSAL	Proposal Comments
2650 HORSE SALES	\$0.00	
2660 LEASES	\$1,800.00	
# of months leased	4	Winter break, summer break
rev/lease/month	\$225.00	
# leases/month	2	# of horses leased/month. We have 3 horses, but all of them may not get leased every month
2700 TRAVEL (TEAM)	\$5,000.00	
2720 ANNUAL MEMBERSHIP FEES	\$4,235.00	
# students	25	team averages 20 members every semester but we have new members each semester that may not stay on the team but they still have to pay
# community	5	low balled
Net \$ / student	\$162.00	cost raised from \$125 to \$175
Net \$ / community	\$37.00	
2749 TEAM BANQUET REVENUE (TEAM)	\$1,500.00	
2750 DUES (TEAM)	\$4,500.00	rev from competeing team members for coaching fees
2770 LESSON FEES	\$19,800.00	
\$ / lesson	\$45.00	cost raised from \$35 to \$45
# of members	20	
# of lessons / member / year	22	
2790 TEAM PRACTICE FEE	\$7,200.00	
\$ / lesson	\$45.00	cost raised from \$35 to \$45
# of members	20	
# of lessons / member / year	8	
2792 SCHOOLING SHOWS REV	\$350.00	
2794 SHOW - FALL	-	
2795 CLINIC/SPEAKER REV	\$3,600.15	
# of attendees / unmounted	15	
\$ / unmounted	\$20.00	
# of unmounted clinics	2	
# of attendees / mounted	15	
\$ / mounted	\$66.67	

# of mounted clinics	3		
2796 IHSA TEAM HOSTED SHOW INC (TEAM)		\$10,000.00	
2797 AWAY SHOW REVENUE (TEAM)		\$8,000.00	away show rider entry fees
2890 GIFTS/GRANTS/COSPONSORSHIPS		\$0.00	
2891 FUNDRAISING REVENUE		\$2,000.00	
2990 MISCELLANEOUS INCOME		\$0.00	
Total Direct Operating Revenue		\$67,985.15	
Direct Operating Expenses			
<i>Salaries, Wages, Fringes</i>			
4100's WAGES		\$0.00	
4200'S WAGES		\$0.00	
Total Salaries, Wages, Fringes		\$0.00	
Supplies & Services			
5300 OFFICE SUPPLIES		\$0.00	
6020 MARKETING & PROMOTION		\$100.00	
6110 M/C VISA SERVICE CHARGE		\$500.00	
6325 TRAVEL EXPENSES (TEAM & CLUB)		\$6,000.00	exp > rev because fleet vehicles are occasionally required to get exec members without their own cars to the barn for necessary horse care. we do not charge them for this fee in this case
8010 FUNDRAISING EXPENSE		\$750.00	
8050 CLINICS/SPEAKER EXP		\$2,400.00	500 less for daniel stewart clinic. paid deposit this year
# of unmounted clinics	2		
\$ / unmounted		\$250.00	
# of mounted clinics	3		
\$ / mounted		\$800.00	
8054 SCHOOLING SHOWS EXP		\$350.00	
8060 AWAY SHOW EXPENSES (TEAM)		\$8,000.00	
8062 IHSA TEAM HOSTED SHOW EXP (TEAM)		\$6,000.00	
8115 IHSA MEMBERSHIP DUES (TEAM)		\$300.00	
8116 TEAM BANQUET EXPENSE (TEAM)		\$1,000.00	
8200 VET		\$2,500.00	
8201 INSTRUCTION - TEAM		\$18,000.00	
\$ / lesson		\$30.00	assumes 50/50 mix of hooper and SCS horses
# lessons / member / year	440		

# practices / member / year	160	
8202 COACHING FEES (TEAM)		\$4,500.00
\$ / coaching day	\$300.00	
# of coaching days	15	
8204 TRAILORING		\$300.00
8205 CHIROPRACTOR		\$800.00
8210 FARRIER		\$2,560.00
\$ / visit	\$320.00	
visits / year	8	
8220 FEED/NUTRITION		\$1,920.00
\$ of grain / month	\$100.00	
\$ sandclear / month	\$20.00	
\$ equishine / month	\$30.00	
\$ dewormer / month	\$10.00	
# of months	12	
8245 HORSE BOARD/CLUB HORSES		\$8,100.00
\$ of board / horse / month	\$225.00	
# horses	3	
# months	12	
8702 RIDING EQUIP & REPAIR		\$300.00
9200 INSURANCE		\$20.00
5900 MISCELLANEOUS EXPENSE		\$1,000.00
to council for front desk		\$180.00
Total Supplies & Services		\$65,580.00
Total Direct Operating Expenses		\$65,580.00
Performance		\$2,405.15

Retained Earnings (\$41,817.85)

Club Foundation Account #112900010 \$9,754.67 NEW \$4,395.38

Team Foundation Account #112900011 \$10,973.66 NEW \$3,763.54

**Wisconsin Union
4051/4053 - RIDING**

2019-2020 REVISED	Revised Comments	2019-2020 YTD	2019-2020 BUDGET	2018-2019 BUDGET	2018-2019 ACTUAL
\$0.00		\$0.00	\$0.00	\$0.00	\$5,325.00
\$500.00	possible additional May and June leases	\$240.00	\$1,500.00	\$1,200.00	\$1,210.00
\$1,750.00	ate fleet costs from team fall semester, will be charging for spring	\$28.13	\$6,000.00	\$6,500.00	-
\$3,000.00		\$2,955.80	\$4,000.00	\$5,625.00	\$4,340.00
\$0.00	COVID-19 canceled the banquet	\$0.00	\$1,000.00	\$1,000.00	\$1,930.00
\$3,000.00		\$2,071.23	\$3,050.00	-	\$641.00
\$11,250.00		\$11,040.00	\$34,350.00	\$64,000.00	\$29,960.00
\$5,600.00		\$5,565.00	\$4,550.00	\$6,000.00	\$4,900.00
\$155.00		\$154.32	\$400.00	\$400.00	-
\$112.00		\$112.00	\$0.00	-	-
\$3,095.00	COVID-19 canceled our last clinic	\$3,095.00	\$0.00	-	-

\$9,010.00	\$9,010.00	\$15,000.00	\$5,000.00	\$21,004.00
-	-	-	-	-
\$269.00	\$269.00	\$0.00	\$4,000.00	-
\$537.00	\$537.00	\$1,500.00	\$2,500.00	\$370.00
\$70.00	\$70.00	\$0.00	\$0.00	\$962.00
\$38,348.00	\$35,147.48	\$71,350.00	\$96,225.00	\$70,642.00
\$0.00	\$0.00	\$0.00	\$3,300.00	\$3,229.00
\$0.00	\$0.00	\$0.00	\$322.00	\$322.00
\$0.00	\$0.00	\$0.00	\$3,622.00	\$3,551.00
\$0.00	\$0.00	\$100.00	\$100.00	-
\$0.00	\$0.00	\$100.00	\$600.00	-
\$500.00	\$360.21	\$1,400.00	\$1,600.00	\$939.00
\$4,400.00 taking out of foundation	\$5,566.12	\$6,000.00	\$7,500.00	\$703.00
\$500.00	\$0.00	\$500.00	\$500.00	\$169.00
\$2,571.00	\$2,571.00	-	-	-
\$0.00 YTD transferring to other account	\$308.58	\$130.00	\$130.00	-
\$405.00	\$405.00	-	-	-
\$5,270.00	\$3,169.14	\$15,000.00	\$5,000.00	\$25,623.00
\$300.00 charged to the wrong account. will be transferred	\$0.00	\$300.00	\$400.00	\$300.00
\$0.00 COVID-19 cancelled the banquet	\$0.00	\$1,000.00	\$1,000.00	\$2,857.00
\$0.00 taking out of foundation account	\$2,524.70	\$3,000.00	\$6,000.00	\$4,088.00
\$8,000.00	\$7,880.00	\$22,800.00	-	-

\$750.00	taking some out of foundation account	\$4,978.15	\$3,000.00	-	-
\$350.00		\$272.00	\$300.00	\$300.00	\$125.00
-					
\$2,500.00		\$1,335.00	\$3,600.00	\$7,200.00	\$2,180.00
\$2,250.00		\$2,112.39	\$250.00	\$500.00	\$322.00
\$8,500.00		\$6,834.00	\$9,000.00	\$34,800.00	\$14,412.00
\$0.00	taking out of foundation	\$1,076.81	\$300.00	\$1,000.00	\$224.00
\$20.00		\$0.00	\$20.00	\$300.00	\$20.00
\$880.00		\$878.51	\$1,000.00	\$300.00	\$9,459.00
\$37,196.00		\$40,271.61	\$67,800.00	\$67,230.00	\$61,421.00
\$37,196.00		\$40,271.61	\$67,800.00	\$70,852.00	\$64,972.00
\$1,152.00		(\$5,124.13)	\$3,550.00	\$25,373.00	\$5,670.00
(\$44,223.00)	added team retained earnings of \$19,831.00	(\$70,330.13)		(\$59,199.00)	(\$65,206.00)
\$5,359.29	Total exp that will be taken out of foundation account				
\$7,210.12	Total exp that will be taken out of foundation account				

2017-2018	2016-2017	2015-2016	2014-2015
ACTUAL	ACTUAL	ACTUAL	ACTUAL
\$9,350.00	\$4,800.00	\$11,500.00	\$12,458.00
\$1,050.00	\$1,061.00	\$4,939.00	\$2,693.00
-	-	-	-
\$6,582.00	\$6,597.00	\$3,125.00	\$5,718.00
\$650.00	\$1,816.00	-	\$1,035.00
\$1,177.00	\$585.00	\$8,426.00	\$20,030.00
\$61,101.00	\$65,359.00	\$76,782.00	\$95,776.00
\$7,300.00	\$8,489.00	\$8,160.00	\$11,840.00
\$235.00	\$225.00	\$3,529.00	\$9,065.00
-	-	-	-
-	-	-	-

\$9,396.00	\$2,741.00	\$26,899.00	\$19,266.00
-	-	-	-
\$6,425.00	\$5,729.00	\$2,133.00	\$1,858.00
\$6,928.00	\$2,113.00	\$2,504.00	\$8,273.00
\$5,240.00	\$8,117.00	\$200.00	\$630.00
\$115,434.00	\$107,632.00	\$148,197.00	\$188,642.00

\$15,295.00	\$20,569.00	\$86,737.00	\$93,758.00
\$5,153.00	\$3,431.00	\$10,163.00	\$18,527.00
\$20,448.00	\$24,000.00	\$96,900.00	\$112,285.00

\$0.00	\$0.00	\$162.00	\$342.00
\$0.00	\$425.00	\$0.00	\$10.00
\$1,396.00	\$1,542.00	\$1,960.00	\$1,081.00

\$2,593.00	\$3,093.00	\$13,715.00	\$12,649.00
\$10.00	\$4,393.00	\$1,562.00	\$8,255.00

-	-	-	-
---	---	---	---

\$130.00	\$864.00	\$825.00	\$1,741.00
-	-	-	-
\$7,969.00	\$6,197.00	\$9,346.00	\$12,250.00
\$330.00	\$295.00	\$250.00	\$250.00
\$1,537.00	\$2,020.00	-	\$250.00
\$4,777.00	\$3,846.00	\$10,103.00	\$10,279.00
-	-	-	-

-	-	-	-
\$288.00	\$281.00	\$265.00	\$844.00
\$4,369.00	\$7,287.00	\$13,718.00	\$10,613.00
\$61.00	\$0.00	\$426.00	\$359.00
\$34,746.00	\$34,790.00	\$87,570.00	\$56,340.00
\$1,795.00	\$597.00	\$518.00	\$619.00
\$5.00	\$8.00	\$0.00	\$1,766.00
\$821.00	\$614.00	\$5,130.00	\$4,590.00
\$60,827.00	\$66,252.00	\$145,550.00	\$122,238.00
\$81,275.00	\$90,252.00	\$242,450.00	\$234,523.00
\$34,159.00	\$17,380.00	(\$94,253.00)	(\$45,881.00)
(\$70,876.00)	(\$96,311.00)	(\$119,045.00)	(\$44,813.00)

Highlight new expense lines!

Highlight removed expense lines!

	2020-2021 BUDGET	2019-2020 REVISED	2019-2020 BUDGET
<u>Direct Operating Revenue</u>			
2180 T-SHIRTS/UNIFORMS	\$225.00	\$240.00	\$100.00
2255 EQUIPMENT RENTAL	\$600.00	\$400.00	\$400.00
2702 WINTER TRIP	\$9,000.00	\$6,465.00	\$8,500.00
2705 WEEKEND TRIPS	\$100.00	\$100.00	\$600.00
2720 ANNUAL MEMBERSHIP FEES	\$3,075.00	\$1,875.00	\$1,980.00
2780 OW INSTRUCTION	\$11,950.00	\$13,450.00	\$12,480.00
2781 AOW INSTRUCTION	\$1,100.00	\$400.00	\$1,200.00
2783 RESCUE INSTRUCTION	\$0.00	\$0.00	\$1,500.00
2784 SPECIAL INSTRUCTION	\$200.00	\$50.00	\$900.00
2786 DIVEMASTER INSTRUCTION	\$0.00	\$0.00	\$0.00
2787 AIRFILL REVENUE	\$850.00	\$500.00	\$1,450.00
2990 MISCELLANEOUS INCOME	\$0.00	\$0.00	\$0.00
2890 GIFTS/GRANTS/COSPONSORSHIPS	\$0.00	\$9,500.00	\$0.00
2891 FUNDRAISING REVENUE	\$0.00	\$0.00	\$5,000.00
Total Direct Operating Revenue	\$27,100.00	\$32,980.00	\$34,110.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6020 MARKETING & PROMOTION	\$100.00	\$25.00	\$200.00
6110 M/C VISA SERVICE CHARGE	\$300.00	\$315.00	\$300.00
6135 FACILITY RENTAL	\$0.00	\$0.00	\$500.00
6460 UNION COPIER	\$5.00	\$5.00	\$20.00
7315 WEBSITE?POS FEES	\$0.00	\$0.00	\$0.00
8135 WEEKEND TRIPS	\$400.00	\$100.00	\$600.00
8138 REMOTE TRIPS	\$0.00	\$0.00	\$11,000.00
8140 WINTER TRIP	\$11,500.00	\$11,223.09	\$0.00
8305 SPECIALTY INSTRUCTION	\$200.00	\$0.00	\$800.00
8310 AOW INSTRUCTION	\$1,000.00	\$300.00	\$1,000.00
8315 OW INSTRUCTION	\$10,253.00	\$12,145.00	\$11,136.00

8330 RESCUE INSTRUCTION	\$0.00	\$0.00	\$1,500.00
8340 DIVEMASTER	\$0.00	\$0.00	\$0.00
8600 REPAIRS AND MAINTENANCE	\$1,000.00	\$1,200.00	\$700.00
8700 TOOLS/EQUIPMENT	\$200.00	\$250.00	\$200.00
8701 EQUIPMENT REPLACEMENT	\$1,000.00	\$8,990.00	\$1,000.00
8706 AIRFILLS	\$440.00	\$200.00	\$1,500.00
5900 MISCELLANEOUS EXPENSE	\$250.00	\$220.00	\$100.00
COUNCIL FEES	\$348.00	\$0.00	\$0.00

Total Supplies & Services	\$26,996.00	\$34,973.09	\$30,556.00
---------------------------	-------------	-------------	-------------

Total Direct Operating Expenses

<u>Performance Margin</u>	<u>\$104.00</u>	<u>(\$1,993.09)</u>	<u>\$3,554.00</u>
----------------------------------	------------------------	----------------------------	--------------------------

<u>Starting RE</u>	<u>\$8,548.91</u>	<u>\$10,542.00</u>	<u>\$10,542.00</u>
---------------------------	--------------------------	---------------------------	---------------------------

<u>Ending RE</u>	<u>\$8,652.91</u>	<u>\$8,548.91</u>	<u>\$14,096.00</u>
-------------------------	--------------------------	--------------------------	---------------------------

Foundation Account Balances

<u>Total Available</u>	<u>\$8,652.91</u>	<u>\$8,548.91</u>	<u>\$14,096.00</u>
-------------------------------	--------------------------	--------------------------	---------------------------

YEAR TO DATE	2018-2019 ACTUAL	2017-2018 ACTUAL	2016-2017 ACTUAL	2015-2016 ACTUAL
\$222.30	\$723.00	\$85.00	\$14.00	\$0.00
\$360.00	\$20.00	\$95.00	\$334.00	\$50.00
\$3,494.67	\$6,325.00	\$0.00	\$0.00	\$0.00
\$0.00	\$25.00	\$20.00	\$0.00	\$219.00
\$1,528.28	\$1,231.00	\$1,146.00	\$1,505.00	\$1,631.00
\$7,276.30	\$10,056.00	\$4,140.00	\$7,500.00	\$7,610.00
(\$270.00)	\$270.00	\$660.00	\$1,620.00	\$2,340.00
\$0.00	\$0.00	\$0.00	\$500.00	\$0.00
\$0.00	\$0.00	\$0.00	\$690.00	\$0.00
\$0.00	\$0.00	\$0.00	0	\$0.00
\$350.00	\$60.00	\$190.00	\$495.00	\$462.00
\$0.00	\$0.00	\$0.00	\$35.00	\$20.00
\$4,500.00	\$0.00	\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

\$17,461.55	\$0.00	\$18,710.00	\$6,336.00	\$12,693.00	\$12,332.00
-------------	--------	-------------	------------	-------------	-------------

\$0.00	\$3,325.00	\$181.00	\$0.00	\$0.00
\$309.52	\$316.00	\$122.00	\$289.00	\$1,234.00
\$0.00	\$0.00	\$0.00	\$350.00	\$240.00
\$2.32	\$3.00	\$0.00	\$0.00	\$6.00
\$0.00	\$0.00	\$0.00	\$0.00	\$65.00
\$0.00	\$8,779.00	\$0.00	\$0.00	\$630.00
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
\$8,494.09	\$0.00	\$0.00	\$0.00	\$0.00
\$0.00	\$120.00	\$0.00	\$0.00	\$250.00
\$1,154.88	\$240.00	\$687.00	\$8,754.00	\$2,052.00
\$6,977.45	\$8,260.00	\$2,061.00	\$142.00	\$7,154.00

\$0.00	\$0.00	\$2,568.00	\$604.00	\$0.00
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
\$14.22	\$598.00	\$0.00	\$972.00	\$881.00
\$0.00	\$1,033.00	\$15.00	\$0.00	\$201.00
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
\$72.00	\$416.00	\$258.00	\$413.00	\$304.00
\$187.46	\$107.00	\$181.00	\$186.00	\$120.00
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

\$17,211.94	\$23,197.00	\$6,073.00	\$11,710.00	\$13,137.00
-------------	-------------	------------	-------------	-------------

		1		
<u>\$249.61</u>	<u>(\$4,487.00)</u>	<u>\$263.00</u>	<u>\$983.00</u>	<u>(\$805.00)</u>
<u>\$10,542.00</u>	<u>\$15,029.00</u>	<u>\$14,765.00</u>	<u>\$13,781.00</u>	<u>\$14,586.00</u>
<u>\$10,791.61</u>	<u>\$10,542.00</u>	<u>\$15,029.00</u>	<u>\$14,765.00</u>	<u>\$13,781.00</u>
<u>\$10,791.61</u>	<u>\$10,542.00</u>	<u>\$15,029.00</u>	<u>\$14,765.00</u>	<u>\$13,781.00</u>

2020-2021 BUDGET

Direct Operating Revenue

2180 T-SHIRTS/UNIFORMS	\$700.00
2720 ANNUAL MEMBERSHIP FEES	13,000.00
2990 MISCELLANEOUS INCOME	500

Total Direct Operating Revenue	14,200.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

5205 GOODS FOR RETAIL	5,300.00
6020 MARKETING & PROMOTION	1,000.00
6110 M/C VISA SERVICE CHARGE	2,000.00
6150 POSTAGE	
6354 SCHOLARSHIPS	3,562.85
6460 UNION COPIER	125
8061 SOCIALS	4,000.00
8075 SPECIAL PROJECTS	1,500.00
8085 ACCESSIBLE PROGRAM	
8170 T-SHIRTS/UNIFORMS	
8500 SUPPLIES	375

Total Supplies & Services	17,862.85

Total Direct Operating Expenses 17,862.85

Performance Margin **-3,662.85**

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4071 - SKI&SNOWBD ADM

For the Seven Months Ending January 31, 2020

2019-2020 REVISED	2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL
----------------------	---------------------	-----------------	---------------------

\$900.00	\$500.00	\$897.65	\$1,285
14,300.00	12,000.00	14,301.84	11,726
700	100	635	450
<hr style="border-top: 1px dashed black;"/>			
15,900.00	12,600.00	15,834.49	13,461

	2,500.00		
1,000.00	1,000.00	26	1,116.00
2,000.00	2,300.00	1,266.87	1,090.00
20	20	16.67	
3,000.00	3,000.00		
125	125	58.68	57
4,000.00	3,000.00	3,448.05	2,972.00
2,500.00	400	2,428.85	2,067.00
5,376.00	2,855.00	5,376.03	

400

<hr style="border-top: 1px dashed black;"/>			
18,021.00	15,600.00	12,621.15	7,302.00

18,021.00	15,600.00	12,621.15	7,672.00
<u>-2,121.00</u>	<u>-3,000.00</u>	<u>3,213.34</u>	<u>6,159.00</u>

11N

2017-2018 ACTUAL

\$402.00
15,004.00
3,067.00

18,473.00

101
2,443.00

124

197
1,091.00

643

2,600.00

7,199.00

7,199.00

11,274.00

	For the Seve	
	2020-2021 BUDGET	2019-2020 REVISED
<u>Direct Operating Revenue</u>		
2105 RESALE GOODS INCOME	\$300,000.00	\$358,500.00

Total Direct Operating Revenue	300,000.00	\$358,500.00
 <u>Direct Operating Expenses</u>		
Salaries, Wages, Fringes		

<u>Supplies & Services</u>		
6020 MARKETING & PROMOTION	1,200.00	1,010.68
6110 M/C VISA SERVICE CHARGE	11,000.00	11,526.52
7744 TEAM SUPPORT	20,429.00	12,960.00
7785. CLUB SUPPORT	18,700.00	14,300.00
8055 RESALE REFUND	222,740.00	299,686.71
8500 SUPPLIES	3,000.00	6,584.78
5900 MISCELLANEOUS EXPENSE	3,000.00	679.95

Total Supplies & Services	280,069.00	346,748.64
Total Direct Operating Expenses	280,069.00	346,748.64
<u>Performance Margin</u>	<u>19,931.00</u>	<u>11,751.36</u>

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE



Wisconsin Union
4072 - SKI&SNOWBD RESALE

n Months Ending January 31, 2020

2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL	2017-2018 ACTUAL
---------------------	-----------------	---------------------	---------------------

\$280,200.00	\$358,453.60	\$327,574.00	\$270,524.00
--------------	--------------	--------------	--------------

280,200.00	358,453.60	327,574.00	270,524.00
------------	------------	------------	------------

1,200.00	1,010.68	891	1,625.00
11,000.00	11,526.52	11,391.00	10,854.00

235,000.00	299,456.38	276,223.00	230,379.00
2,740.00	6,584.78	2,915.00	6,542.00
3,000.00	679.95	3,352.00	1,368.00

252,940.00	319,258.31	294,772.00	250,768.00
------------	------------	------------	------------

252,940.00	319,258.31	294,772.00	250,768.00
------------	------------	------------	------------

<u>27,260.00</u>	<u>39,195.29</u>	<u>32,802.00</u>	<u>19,756.00</u>
-------------------------	-------------------------	-------------------------	-------------------------

2020-2021 BUDGET

Direct Operating Revenue

2700 TRAVEL	\$17,000.00
2711 RESALE SUPPORT	6,200.00
2718 NATIONALS TEAM REVENUE	2,000.00
2750 DUES	27,500.00
2890 GIFTS/GRANTS/COSPONSORSHIPS	7,000.00

Total Direct Operating Revenue	59,700.00

Direct Operating Expenses

Salaries, Wages, Fringes	
4100's WAGES	

Total Salaries, Wages, Fringes	

Supplies & Services

6310 TRAVEL	6,000.00
6320 TRAVEL - OUT OF STATE	
8118 NATIONALS TEAM EXPENSES	11,000.00
8119 RACING REGISTRATION FEES	4,500.00
8120 WINTER BREAK EXPENSES	16,000.00
8150 FEES/LIFTS/LODGING	12,000.00
8170 T-SHIRTS/UNIFORMS	500
8700 TOOLS/EQUIPMENT	1,000.00

5900 MISCELLANEOUS EXPENSE	100

Total Supplies & Services	51,100.00
Total Direct Operating Expenses	51,100.00
<u>Performance Margin</u>	<u>8,600.00</u>
CLUB LOAN FISCAL YEAR BEG BAL	

REMAINING BALANCE DUE	

Wisconsin Union
4074 - SKI&SNOWBD ALPINE

For the Seven Months Ending January 31, 2020

2019-2020 REVISED	2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL
----------------------	---------------------	-----------------	---------------------

\$17,330.00	\$15,000.00	\$17,330.00	\$16,440.00
8,000.00	8,000.00		
2,000.00	8,000.00	287.08	1,032.00
27,590.00	27,500.00	27,590.00	25,909.00
7,000.00	3,000.00		10,952.00

61,920.00	61,500.00	45,207.08	54,333.00
-----------	-----------	-----------	-----------

6,000.00

6,000.00

6,000.00	12,000.00	5,778.50	775
3,000.00	3,000.00	397.61	11,907.00
11,000.00	11,000.00		3,434.00
4,500.00	4,500.00	1,257.00	5,125.00
16,000.00	15,000.00	13,161.86	15,170.00
12,000.00	9,000.00	10,169.35	12,390.00
433.7		433.7	
1,000.00	1,000.00	59.51	6,140.00

100

2,807.37

31

54,033.70

61,500.00

34,064.90

54,972.00

54,033.70

61,500.00

34,064.90

54,972.00

7,886.30

11,142.18

-639

2017-2018
ACTUAL

\$14,675.00
2,220.00
2,845.00
32,050.00
129

51,919.00

6,053.00
9,253.00
13,479.00
620
15,606.00
9,727.00
1,037.00

55,775.00

55,775.00

-3,856.00

2020-2021 BUDGET

Direct Operating Revenue

2180 T-SHIRTS/UNIFORMS	
2711 RESALE SUPPORT	11,000.00
2750 DUES	14,000.00
2890 GIFTS/GRANTS/COSPONSORSHIPS	
2990 MISCELLANEOUS INCOME	

Total Direct Operating Revenue	25,000.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 TRAVEL - IN STATE	14,000.00
6320 NATIONALS	3,800.00
8150 FEES/LIFTS/LODGING	3,000.00
8700 TOOLS/EQUIPMENT	100

Total Supplies & Services	20,900.00
Total Direct Operating Expenses	20,900.00

Performance Margin

4,100.00

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4075 - SKI&SNOWBD NORDIC

For the Seven Months Ending January 31, 2020

2019-2020 REVISED	2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL
----------------------	---------------------	-----------------	---------------------

			\$40.00
3,960.00	3,960.00		
14,375.00	10,500.00	14,375.00	11,375.00
1,400.00			168
450		450	
<hr/>			
20,185.00	14,460.00	14,825.00	11,583.00

14,613.14	9,500.00	9,893.24	17,271.00
3,800.00	0		
3,000.00	4,860.00	2,165.79	2,693.00
100	100		47
<hr/>			

21,513.14	14,460.00	12,059.03	20,011.00
21,513.14	14,460.00	12,059.03	20,011.00
<u>-1,328.14</u>		<u>2,765.97</u>	<u>-8,428.00</u>

2017-2018
ACTUAL

370
10,200.00
740

11,310.00

7,899.00

3,373.00
314

11,586.00

11,586.00

-276

For the Seven M	
2020-2021 BUDGET	2019-2020 REVISED

Direct Operating Revenue

2711 RESALE SUPPORT	\$2,300.00	\$1,000.00
2750 DUES	150	150
	-----	-----
Total Direct Operating Revenue	2,450.00	1,150.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 TRAVEL - IN STATE	1,000.00	1,000.00
8150 FEES/LIFTS/LODGING	150	150
	-----	-----

Total Supplies & Services	1,150.00	1,150.00
---------------------------	----------	----------

Total Direct Operating Expenses	1,150.00	1,150.00
---------------------------------	----------	----------

Performance Margin

	<u>1,300.00</u>	<u>0</u>
--	------------------------	-----------------

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4076 - SKI&SNOWBD FREESTYLE

Months Ending January 31, 2020

2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL	2017-2018 ACTUAL
---------------------	-----------------	---------------------	---------------------

\$1,000.00

150

20

250

1,150.00

20

250

1,000.00

102.13

1,218.00

1,220.00

150

82

48

1,150.00

102.13

1,300.00

1,268.00

1,150.00

102.13

1,300.00

1,268.00

-82.13

-1,300.00

-1,018.00

2020-2021 BUDGET

Direct Operating Revenue

2703 MIDWEST TRIP	8,000.00
RESALE SUPPORT MIDWEST	2,000.00
2711 RESALE SUPPORT OUTWEST	6,000.00

Total Direct Operating Revenue	16,000.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

8145 MIDWEST TRAVEL	5,000.00
8151 MIDWEST FEES/LIFTS/LODGING	5,000.00
8170 Break Trips T-SHIRTS/UNIFORMS	5,000.00
5900 Break Trips MISCELLANEOUS EXPENSE	1,000.00

Total Supplies & Services 16,000.00

Total Direct Operating Expenses 16,000.00

Performance Margin

----- -

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4078 - SKI&SNOWBD **BIG TRIP**

For the Seven Months Ending January 31, 2020

2019-2020 REVISED	2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL
----------------------	---------------------	-----------------	---------------------

8,000.00	4,500.00		
----------	----------	--	--

2,000.00	1,500.00		
----------	----------	--	--

3,000.00	1,000.00		
----------	----------	--	--

13,000.00	7,000.00		
-----------	----------	--	--

5,000.00	4,500.00		3,509.00
----------	----------	--	----------

5,000.00	1,500.00	2,359.85	7,732.00
----------	----------	----------	----------

2,456.16	2,000.00	2,456.16	1,446.00
----------	----------	----------	----------

546.61	700.00	546.61	53.00
--------	--------	--------	-------

13,002.77	8,700.00	3,002.77	1,714.00
-----------	----------	----------	----------

13,002.77	8,700.00	3,002.77	1,714.00
-----------	----------	----------	----------

<u>(2.77)</u>	<u>(1,700.00)</u>	<u>(3,002.77)</u>	<u>(1,714.00)</u>
---------------	-------------------	-------------------	-------------------

'S

2017-2018 ACTUAL



3,055.00

9,108.00

364.00

439.00

113,825.00

113,825.00

5,220.00

		For the Seven	
		2020-2021	2019-2020
		BUDGET	REVISED

Direct Operating Revenue

2701 EDUCATION	\$600.00	\$350.00
2705 LOCAL TRIPS	3,000.00	3,000.00
2711 RESALE SUPPORT	1,600.00	500
	-----	-----
Total Direct Operating Revenue	5,200.00	3,850.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 LOCAL TRIP FEES	1,800.00	1,780.00
8150 EDUCATION FEES	600	350
	-----	-----
Total Supplies & Services	2,400.00	2,130.00

Total Direct Operating Expenses	2,400.00	2,130.00
---------------------------------	----------	----------

<u>Performance Margin</u>	<u>2,800.00</u>	<u>1,720.00</u>
----------------------------------	------------------------	------------------------

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4080 - SKI&SNOWBD LOCAL TRIPS

n Months Ending January 31, 2020			
2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL	2017-2018 ACTUAL
\$200.00			
1,400.00	2,022.00	1,904.00	2,812.00
500			

2,100.00	2,022.00	2,439.00	3,052.00

1,700.00	1,097.46	3,125.00	2,867.00
200			

1,900.00	1,097.46	3,125.00	2,867.00
1,900.00	1,097.46	3,125.00	2,867.00
<u>200</u>	<u>924.54</u>	<u>-686</u>	<u>185</u>

		For the Seven	
		2019-2020	2020-2021
		REVISED	BUDGET

Direct Operating Revenue

2711 RESALE SUPPORT	\$9,100.00	\$9,100.00

Total Direct Operating Revenue	9,100.00	9,100.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 TRAVEL - IN STATE	375	375
7802 RAIL JAM	9,000.00	11,000.00
8064 FREE NIGHT	1,200.00	1,200.00
8085 ACCESSIBLE PROGRAM	2,900.00	900

Total Supplies & Services	13,475.00	13,475.13
Total Direct Operating Expenses	13,475.00	13,475.13

Performance Margin

-4,375.00 **-4,375.00**

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4081 - SKI&SNOWBD SPECIAL EVENTS

Months Ending January 31, 2020			
2019-2020 BUDGET	YEAR TO DATE	2018-2019 ACTUAL	2017-2018 ACTUAL

\$9,100.00

9,100.00

80

	375		
7,000.00	1,216.15	8,300.00	1,702.00
1,200.00		644	360
900			

9,100.00

1,591.15

8,944.00

2,062.00

9,100.00

1,591.15

8,944.00

2,062.00

-1,591.15

-8,944.00

-1,982.00

HOOFER SAILING CLUB

Budget Summary

Account		FY15 Final	FY16 Final	FY17 Final
4600	4600 - SAILING ADMIN	251,729	235,813	232,146
4610	4610 - SAILING CAPITAL EQUIP	-	-	23,335
4620	4620 - SAILING EVENTS	2,876	2,249	4,120
4630	4630 - SAILING FACILITIES	-	622	-
4640	4640 - SAILING INSTRUCTION	1,795	2,065	2,223
4650	4650 - SAILING YOUTH PROGRAM	111,106	166,875	112,611
4660	4660 - SAILING OUTREACH	770	2,373	3,204
4670	4670 - SAILING UW TEAM	68,101	48,656	54,929
4690	4690 - ASA INSTRUCTION	14,491	2,896	4,282
TOTAL REVENUES		450,868	461,549	436,850

Account		FY15 Final	FY16 Final	FY17 Final
4600	4600 - SAILING ADMIN	30,095	18,838	15,097
4610	4610 - SAILING CAPITAL EQUIP	127	-	31,500
4620	4620 - SAILING EVENTS	15,983	10,169	20,143
4630	4630 - SAILING FACILITIES	160,926	201,969	159,570
4640	4640 - SAILING INSTRUCTION	92,924	99,802	137,987
4650	4650 - SAILING YOUTH PROGRAM	42,268	37,502	24,426
4660	4660 - SAILING OUTREACH	1,420	369	-
4670	4670 - SAILING UW TEAM	75,634	56,295	55,844
4690	4690 - ASA INSTRUCTION	12,552	2,423	3,281
TOTAL EXPENSES		431,929	427,367	447,848

NET INCOME / PERFORMANCE	18,939	34,182	-10,998
---------------------------------	---------------	---------------	----------------

Retained Earnings	-16,530	7,227	41,371
--------------------------	----------------	--------------	---------------

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
203,279	158,724	264,800	76,115	273,708	3.40%	270,250
115 -	-	-	-	-	0.00%	-
5,019	3,606	6,500	3,624	5,528	-15.00%	4,500
-	-	-	-	-	0.00%	-
6,705	3,850 -	-	15,609	15,609	0.00%	-
41,642	106,155	109,500	107,551	107,551	-1.80%	4,000
2,830 -	-	2,500 -	-	2,500	0.00%	2,500
76,951	59,034	68,300	23,146	51,070	-25.20%	68,300
6,236	1,734	7,000	3,100	4,000	-42.90%	4,000
342,777	333,103	458,600	229,145	459,966	0.30%	353,550

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
17,236	11,993	17,150	5,417	17,000	-0.90%	24,900
17,393	61,495	17,500	16,263	36,763	110.10%	17,500
21,552	28,473	25,550	7,567	24,250	-5.10%	22,950
117,659	133,805	148,750	57,700	150,020	0.90%	146,750
99,931	54,790	106,700	83,414	106,200	-0.50%	121,000
41,646	40,686	43,000	6,553	39,600	-7.90%	28,600
3 -	-	500 -	-	500	0.00%	500
77,209	63,155	68,300	26,424	50,200	-26.50%	68,300
1,550	2,847	8,200	861	1,800	-78.00%	2,300
394,179	397,244	435,650	204,199	426,333	-2.10%	432,800

-51,402	-64,141	22,950	24,946	33,633		-79,250
----------------	----------------	---------------	---------------	---------------	--	----------------

-10,031	-74,172			-40,539		-119,789
----------------	----------------	--	--	----------------	--	-----------------

**Budgeted
Variance**

2.10%
0.00%
-30.80%
0.00%
0.00%
-96.30%
0.00%
0.00%
-42.90%
-22.90%

**Budgeted
Variance**

45.20%
0.00%
-10.20%
-1.30%
13.40%
-33.50%
0.00%
0.00%
-72.00%
0.00%
-0.70%

4600 - ADMIN

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final	FY18 Final
4600-2105	RESALE INCOME	3,114	1,058	996	601
4600-2720	ANNUAL MEMBERSHIP FEES	133,767	136,857	140,891	121,335
4600-2723	SUMMER MEMBERSHIP FEES	31,872	27,220	21,508	22,000
4600-2724	FALL FEES	2,521	1,408	1,717	1,048
4600-2727	MONTHLY FEES	11,144	11,277	11,820	11,480
4600-2728	ACADEMIC YEAR FEES	7,924	6,628	6,351	4,684
4600-2762	WORK HOURS DEPOSITS	59,117	50,407	48,103	41,476
4600-2965	DONATIONS	209	10	70	-
4600-2990	MISCELLANEOUS	1,401	159	-	-
4600-2999	SAILING REV CLEARING	-	-	-	-
REV	***TOTAL REVENUES***	251,729	235,813	232,146	203,279
4600-5205	GOODS FOR RESALE	2,272	2,483	530	1,268
4600-5300	OFFICE SUPPLIES	157	187	81	-
4600-6020	MARKETING & PROMOTION	3,374	2,001	2,062	2,067
4600-6110	M/C VISA SERVICE CHARGE	9,401	5,840	7,315	7,385
4600-6135	FACILITY RENTAL	-	-	125	3,043
4600-6150	POSTAGE	363	60	24	28
4600-6460	UNION COPIER	1,656	1,270	549	329
4600-5905	Front Desk Contribution				
4600-8465	WORK HOUR REFUNDS	5,130	3,812	2,465	2,760
4600-5900	MISCELLANEOUS EXP	736	669	1,126	
EXP	***TOTAL EXPENSES***	30,095	18,838	15,097	17,236
NI	ET INCOME / PERFORMANC	221,634	216,975	217,049	186,043

FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted	Budgeted Variance
416	500	802	1,000	100.00%	1,000	100.00%
98,179	154,800	45,305	162,000	4.70%	167,950	8.50%
14,026	29,300	35	29,300	0.00%	26,800	-8.50%
424	1,400	2,608	2,608	86.30%	2,000	42.90%
7,609	13,500	7,612	13,500	0.00%	13,200	-2.20%
1,864	6,100	2,772	6,100	0.00%	6,300	3.30%
36,026	59,200	16,981	59,200	0.00%	53,000	-10.50%
1 -	-	-	-	0.00%	-	0.00%
-	-	-	-	0.00%	-	0.00%
-	-	-	-	0.00%	-	0.00%
158,724	264,800	76,115	273,708	3.40%	270,250	2.10%

1,331	1,000	129	1,000	0.00%	1,000	0.00%
5	100 -		50	-50.00%	50	-50.00%
951	2,750	39	2,750	0.00%	2,750	0.00%
6,350	7,500	3,810	8,000	6.70%	8,000	6.70%
1,059 -		879	1,500	0.00%	1,500	0.00%
217	300	198	300	0.00%	300	0.00%
153	500	83	500	0.00%	300	-40.00%
					8,500	
1,650	5,000	-90	2,500	-50.00%	2,500	-50.00%
277 -		369	400	0.00%	-	0.00%
11,993	17,150	5,417	17,000	-0.90%	24,900	45.20%

146,731 247,650 70,698 256,708

245,350

4610 - CAPITAL EQUIPMENT

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final
4610-2990	MISCELLANEOUS INCOME	-	-	23,335
REV	***TOTAL REVENUES***	-	-	23,335
4610-5900	MISCELLANEOUS EXP	127		
4610-5905	CLUB TEAM SUBSIDY			11,500
4610-8605	FLEET/EQUIP REPLACEMENT			20,000
4610-9245	INSURANCE CLAIM EXP			
EXP	***TOTAL EXPENSES***	127	-	31,500
NI	NET INCOME / PERFORMANCE	-127	-	-8,165

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
115 -	-	-	-	-	0.00%	-
115	-	-	-	-	0.00%	-
		-	-	-	0.00%	-
11,500	11,500	11,500 -		11,500	0.00%	11,500
5,893	49,995	6,000 -		9,000	50.00%	6,000
		-	16,263	16,263	0.00%	-
17,393	61,495	17,500	16,263	36,763	110.10%	17,500
-17,278	-61,495	-17,500	-16,263	-36,763		-17,500

**Budgeted
Variance**

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

4620 - EVENTS

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final	FY18 Final
4620-2712	COMMODORE'S CUP FEES	2,570	160	1,540	3,090
4620-2713	PIRATE'S DAY FEES	-5	2,029	2,189	1,729
4620-2714	SNOW BALL FEES				
4620-2715	TECH INTERGALACTICS FEES	140	-	391	200
4620-2717	SPECIAL EVENTS FEES	171	60	-	-
REV	***TOTAL REVENUES***	2,876	2,249	4,120	5,019
4620-6480	PRINTING	280	226	128	-
4620-7730	SPECIAL/TEAM EVENTS	395	-215	41	37
4620-8051	SNOW BALL EXPENSES	80	-	-	-
4620-8053	INTERGALACTICS	95	-	324	-
4620-8057	COMMODORE'S CUP	7,312	1,416	7,465	7,197
4620-8058	PIRATE'S DAY	1,724	986	823	1,262
4620-8061	SOCIALS	5,688	7,521	10,784	12,080
4620-8500	SUPPLIES	135	68	406	359
4620-8501	WORK PARTY SUPPLIES	-	-	-	253
4620-8693	BUCCANEER'S BALL EXPENSES	160	167	-	80
4620-8700	TOOLS/EQUIPMENT	114	-	101	165
4620-5900	MISCELLANEOUS EXP	-	-	71	119
EXP	***TOTAL EXPENSES***	15,983	10,169	20,143	21,552
NI	NET INCOME / PERFORMANCE	-13,107	-16,023	-16,023	-16,533

FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted	Budgeted Variance
4,134	2,500	2,528	2,528	-38.80%	2,500	0.00%
108	2,000	1,096	3,000	2677.80%	2,000	0.00%
-	-	-	-	0.00%	-	0.00%
-	-	-	-	0.00%	-	0.00%
-636	2,000	-	-	-100.00%	-	-100.00%
3,606	6,500	3,624	5,528	53.30%	4,500	-30.80%
-	-	-	-	0.00%	-	0.00%
1,820	-	-	-	-100.00%	-	0.00%
-	-	-	-	0.00%	1,000	0.00%
-	-	-	-	0.00%	-	0.00%
7,183	8,100	4,303	7,000	-2.50%	7,100	-12.30%
930	1,500	388	1,500	61.30%	1,500	0.00%
10,049	15,000	350	12,800	27.40%	12,800	-14.70%
-	-	-	-	0.00%	-	0.00%
90	800	-	400	344.40%	400	-50.00%
134	150	126	150	11.90%	150	0.00%
90	-	-	-	-100.00%	-	0.00%
8,177	-	2,400	2,400	-70.60%	-	0.00%
28,473	25,550	7,567	24,250	-14.80%	22,950	-10.20%
-24,867	-19,050	-3,943	-18,722		-18,450	

4630 - FACILITIES

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final
	MISCELLANEOUS INCOME	-	622	-
4600-2720	LIFT IN/LIFT OUT	-	-	-
	SPECIAL PROJECTS INCOME	-	-	-
REV	***TOTAL REVENUES***	-	622	-
4630-4100s	WAGES	50,420	82,162	60,592
4630-4200s	FRINGES	1,460	3,131	2,946
4630-6290	FUEL EXPENSE	2,303	1,908	1,821
4630-7087	BOAT TRANSPORTATION	120	220	1,421
4630-8500	SUPPLIES	699		
4360-8505	VOLUNTEER SUPPLIES	-	556	-
4630-8510	SHOP SUPPLIES	9,286	11,242	6,675
4630-8515	SCUBA EQUIPMENT (SUPPLIES, REPAIRS)	380	1,144	252
4630-8525	MOTORBOATS/GAS	8,560	14,361	1,857
4630-5900	MISCELLANEOUS EXP	708	78	1,512
4630-8600	REPAIRS AND MAINTENANCE	1,505	999	2,800
4630-8630	SAFETY	6,379	2,837	4,383
4630-8640	LAKEFRONT MAINTENANCE	1,192	576	277
4630-8642	PIER UPKEEP	2,781	6,846	1,570
4630-8645	LIFT IN/LIFT OUT	11,608	10,430	6,217
4630-8650	MOORINGS	10,616	10,186	10,692
4630-8680	TECH EXPENSES	7,207	3,950	1,729
4630-8681	BOARDS EXPENSES	7,762	6,043	9,977
4630-8682	SLOOPS EXPENSES	2,575	1,763	2,296
4630-8683	420s EXPENSES	2,187	1,248	1,707
4630-8684	SCOWS EXPENSES	4,783	5,052	5,772
4630-8685	LASERS EXPENSES	220	671	981
4630-8686	BYTE EXPENSES	178	299	297
4630-8688	J-BOATS EXPENSES	9,968	16,014	12,256
4630-8689	KEELBOAT EXPENSES	13,833	15,840	12,251
4630-8690	SNOW KITING EXPENSE	1,290	2,359	3,796
4630-8694	KITING SAFETY EQUIPMENT	-	-	-
4630-8700	TOOLS/EQUIPMENT	1,161	1,673	4,387
EXP	***TOTAL EXPENSES***	160,926	201,969	159,570
NI	NET INCOME / PERFORMANCE	-160,926	-201,347	-159,570

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
-	-	-	-	-	0%	-
-	-	-	-	-	0%	-
-	-	-	-	-	0%	-
-	-	-	-	-	0%	-
38,672	45,519	60,000	27,024	55,000	-8%	55,000
1,896	1,688	3,000	984	2,000	-33%	2,000
1,515	1,772 -	-	-	-	0%	-
952	2,227	1,000	184	1,000	0%	1,000
1,238	5,418 -	-	224	250	0%	-
562	190	500 -	-	500	0%	500
1,371	11,505	12,000	4,251	12,000	0%	12,000
126	246	350 -	-	350	0%	350
1,248	10,549	10,000	1,011	10,000	0%	10,000
-	16 -	-	59 -	-	0%	-
631	885	500 -	-	500	0%	500
3,693	2,631	2,000	839	2,000	0%	2,000
759	-476 -	-	111	200	0%	-
3,777	7,568	1,000	9,024	10,000	900%	5,000
6,710	6,957	3,000	6,719	7,000	133%	1,000
11,664	15,893	11,000 -	-	13,000	18%	13,000
281	197	500 -	-	400	-20%	500
13,504 -	-	4,500	45	3,600	-20%	4,500
896	136	2,400	213	1,920	-20%	2,400
2,069	659	2,000	1,285	1,600	-20%	2,000
149	498	5,000	214	4,000	-20%	5,000
721 -	-	750 -	-	800	7%	1,000
-	1,194	250 -	-	-	-100%	-
6,145	3,804	10,000 -	-	8,000	-20%	10,000
14,553	9,616	14,000	4,517	11,200	-20%	14,000
3,238	3,418	4,500 -	-	3,600	-20%	4,500
-	-	500	448	500	0%	500
897	1,695 -	-	548	600	0%	-
117,659	133,805	148,750	57,700	150,020	1%	146,750
-117,659	-133,805	-148,750	-57,700	-150,020		-146,750

**Budgeted
Variance**

0.00%

0.00%

0.00%

0.00%

-8.30%

-33.30%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

400.00%

-66.70%

18.20%

0.00%

0.00%

0.00%

0.00%

0.00%

33.30%

-100.00%

0.00%

0.00%

0.00%

0.00%

0.00%

-1.30%

4640 - INSTRUCTION

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final
4640-2974	ASA NEW INSTRUCTOR FEE	1,715	2,065	2,150
4640-2990	MISCELLANEOUS	-395	-	70
REV	***TOTAL REVENUES***	1,795	2,065	2,223
4640-4100s	WAGES	74,307	80,683	111,710
4640-4200s	FRINGES	16,897	16,731	25,645
4640-8335	INSTRUCTION SAFETY	-	280	-
4640-8350	INSTRUCTION SUPPLIES	1,444	1,900	472
	MISCELLANEOUS EXP	162	208	160
EXP	***TOTAL EXPENSES***	92,924	99,802	137,987
NI	NET INCOME / PERFORMANCE	-91,129	-97,737	-135,764

2015: \$40931 HOI salary increased %5, amounting to budget increase of \$2600

After 5% 2015 raise, \$42978 salary + 17,192 benefits = \$60169.

60% HOI, 20% Team Coach, 20% Union-paid shop supervisor

INSTRUCTION WAGES BUDGET

Lessons

Security

Conference Sailing

4H

OutdoorUW extra hours

Racing Coordinator

Training Weekend

Instructor development

Special projects

HOI

HOI fringe

Lesson Coordinator

Instructor fringe

TOTAL

LESSONS OFFERED

2010

**TOTAL
LESSONS**

2842

**TOTAL
MEMBERSHIP
INSTRUCTION**

1325

WAGES

\$108,758

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
-	3,850 -	-	-	-	0.00%	-
6,705 -	-	-	15,609	15,609	0.00%	-
6,705	3,850	-	15,609	15,609	0.00%	-
72,476	45,869	80,000	75,519	80,000	0.00%	95,000
26,219	6,730	25,000	7,018	25,000	0.00%	25,000
99 -	-	500 -	-	-	-100.00%	-
1,073	1,650	1,000	730	1,000	0.00%	1,000
64	507	200	147	200	0.00%	-
					0.00%	
99,931	54,790	106,700	83,414	106,200	-0.47%	121,000
-93,226	-50,940	-106,700	-67,805	-90,591		-121,000

**Budgeted
Variance**

0.00%

0.00%

0.00%

0.00%

0.00%

-100.00%

0.00%

-100.00%

0.00%

13.40%

4650 -YOUTH PROGRAM

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final
4650-2735	GENERAL YOUTH REVENUES	105,406	166,875	107,711
4650-2737	YOUTH FINANCIAL AID			
4650-2738	YOUTH 4H CONFERENCE	5,460		4,900
4650-2990	MISCELLANEOUS	240		
REV	***TOTAL REVENUES***	111,106	166,875	112,611
4650-4100s	WAGES	32,500	32,500	14,200
4650-4200s	FRINGES	226		
4650-8335	INSTRUCTION SAFETY	346	263	284
4650-8336	YOUTH INSTRUCTION SAFETY	346		
4650-8350	YOUTH SUPPLIES	4,033	1,487	763
4650-5900	MISCELLANEOUS EXP	4,817	3,252	9,179
EXP	***TOTAL EXPENSES***	42,268	37,502	24,426
NI	NET INCOME / PERFORMANCE	68,838	129,373	88,185

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
36,812	102,515	105,500	107,551	107,551	1.94%	-
-	-	-	-	-	0.00%	-
4,830	3,640	4,000	-	-	-100.00%	4,000
-	-	-	-	-	0.00%	-
41,642	106,155	109,500	107,551	107,551	-1.78%	4,000
36,147	34,002	34,000	-	31,000	-8.82%	26,000
164	317	500	-	500	0.00%	500
	90	500	-	100	-80.00%	100
188	68	-	-	-	0.00%	-
2,449	3,168	5,000	4,110	5,000	0.00%	2,000
2,698	3,041	3,000	2,443	3,000	0.00%	-
41,646	40,686	43,000	6,553	39,600	-7.91%	28,600
-4	65,469	66,500	100,998	67,951		-24,600

**Revised
Variance**

-100.00%

0.00%

0.00%

0.00%

-96.35%

-23.53%

0.00%

-80.00%

0.00%

-60.00%

-100.00%

-33.49%

4660 - OUTREACH

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final
4660-2732	ACCESSIBLE SAILING FEES	-	1,500	2,100
4660-2754	CONFERENCE SAILING	770	873	1,104
4660-2756	PE/MINI COURSE USER FEES	-	-	-
4660-2778	PRIVATE INSTRUCTION	-	-	-
4660-2883	OUTREACH PROGRAM INCOME	-	-	-
REV	***TOTAL REVENUES***	770	2,373	3,204
4660-4100s	WAGES	-	-	-
4660-8085	ACCESSIBLE PROGRAM	1,420	251	-
4660-8362	CONFERENCE SAILING EXP	-	-	-
4660-5900	MISCELLANEOUS EXPENSE	-	118	-
EXP	***TOTAL EXPENSES***	1,420	369	-
NI	NET INCOME / PERFORMANCE	-650	2,004	3,204

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
2,346 -		1,500 -		1,500	0.00%	1,500
484 -		1,000 -		1,000	0.00%	1,000
--	-	-	-	-	0.00%	-
--	-	-	-	-	0.00%	-
--	-	-	-	-	0.00%	-
2,830	-	2,500	-	2,500	0.00%	2,500
--	-	-	-	-	0.00%	-
3 -		500 -		500	0.00%	500
--	-	-	-	-	0.00%	-
--	-	-	-	-	0.00%	-
3	-	500	-	500	0.00%	500
2,827	-	2,000	-	2,000		2,000

**Budgeted
Variance**

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

4670 - SAILING UW TEAM

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final
4670-2100	MERCHANDISE SALES	973	-	2,543
4670-2101	MERCHANDISE & T-SHIRT SALES	1,595	2,910	
4670-2180	T-SHIRTS/UNIFORMS	-	-	-
4670-2181	UNIFORM REPAYMENT	309	-	-
4670-2720	ANNUAL MEMBERSHIP FEES	-	-	-
4670-2719	SPRING BREAK REPAYMENT	14,314	13,641	15,320
4670-2739	NATIONALS REPAYMENT	1,955	8,850	1,192
4670-2745	TRAVEL DUES 1ST SEMESTER	516	1,030	1,004
4670-2746	TRAVEL DUES 2ND SEMESTER	130	750	5,545
4670-2747	TEAM DUES 1ST SEMESTER	2,341	6,340	6,950
4670-2748	TEAM DUES 2ND SEMESTER	4,925	5,020	-25
4670-2750	DUES	2,600	-	-
4670-2751	REGATTA INCOME (HOSTING)	-59	667	395
4670-2753	OUT OF STATE TRAVEL DUES	1,195	-	-
4670-2767	CLINIC REVENUE	3,735	2,700	
4670-2891	FUNDRAISING	28,817	6,331	10,505
4670-2990	MISCELLANEOUS	4,755	417	-
4670-2900	CLUB TEAM SUBSIDY	-	-	11,500
REV	***TOTAL REVENUES***	68,101	48,656	54,929
4670-4315	COACHING FEE (UW TEAM)	6,000	-	-
4670-5205	GOODS FOR RESALE	1,170	-	-
4670-5210	MERCHANDISE PURCHASES	3,215	3,884	3,298
4670-6311	TRAVEL EXPENSES 1ST SEM	736	8,866	18,207
4670-6321	TRAVEL EXPENSES 2ND SEM	2,263	19,723	5,420
4670-6325	TRAVEL EXPENSES	29,673	1,041	5,154
4670-8010	FUNDRAISING EXPENSE	3,640	1,839	5,369
4670-8048	REGATTA FEES (ATTENDING)	385	80	
4670-8049	CLINIC EXPENSE	-	-	218
4670-8052	REGATTA EXPENSES (HOSTING)	210	1,102	244
4670-8100	NATIONAL FEES	8,189	7,907	3,067
4670-8105	MCSA FEES	985	595	1,035
4670-8156	SPRING BREAK	10,999	9,050	12,567
4670-8170	T-SHIRTS/UNIFORMS	2,881	-787	-
4670-8171	UNIFORM PURCHASES (FLOW THRU)	4,233	-	-
4670-5900	MISCELLANEOUS EXP	1,055	2,995	1,265
EXP	***TOTAL EXPENSES***	75,634	56,295	55,844

NI

NET INCOME / PERFORMANCE

-7,533

-7,639

-915

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Revised	Revised Variance	FY21 Budgeted
-	-	-	-	-	0.00%	-
1,134	1,913	2,500	923	2,500	0.00%	2,500
-	-	-	-	-	0.00%	-
-	1,200	1,000	300	1,000	0.00%	1,000
-	-	-	-	-	0.00%	-
16,913	15,776	18,000	9,644	10,000	-44.44%	18,000
5,716	5,124	5,000	-	-	-100.00%	5,000
117	1,394	1,500	1,056	1,500	0.00%	1,500
5,265	1,029	1,100	506	700	-36.36%	1,100
6,890	6,111	6,000	5,330	6,000	0.00%	6,000
100	5,300	5,000	100	100	-98.00%	5,000
-	-	-	-	-	0.00%	-
149	278	700	-	700	0.00%	700
-	-	-	-	-	0.00%	-
-	2,999	3,000	67	70	-97.67%	3,000
8,868	5,510	12,000	5,220	16,000	33.33%	12,000
20,299	11,500	1,000	-	1,000	0.00%	1,000
11,500	900	11,500	-	11,500	0.00%	11,500
76,951	59,034	68,300	23,146	51,070	-25.23%	68,300
12,000	412	12,000	-	12,000	0.00%	12,000
1,414	-	-	-	-	0.00%	-
-	3,365	4,000	772	2,000	-50.00%	4,000
708	8,141	9,000	9,750	9,750	8.33%	9,000
25,418	9,322	8,000	-	3,000	-62.50%	8,000
1,888	7,124	4,000	-28	4,000	0.00%	4,000
4,601	2,298	2,000	1,063	1,100	-45.00%	2,000
39	100	200	-	200	0.00%	200
1,070	164	1,050	-	1,050	0.00%	1,050
835	-	300	-	300	0.00%	300
11,597	4,714	7,000	-	-	-100.00%	7,000
795	1,286	1,000	915	1,000	0.00%	1,000
14,927	24,207	18,000	8,475	8,500	-52.78%	18,000
-	-	-	-	-	0.00%	-
-	-	1,000	-	1,000	0.00%	1,000
1,917	2,022	750	5,477	6,300	740.00%	750
77,209	63,155	68,300	26,424	50,200	-26.50%	68,300

-258

-4,121

-

-3,278

870

-

**Budgeted
Variance**

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

0.00%

4690 - ASA INSTRUCTION

Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final
4690-2105	RESALE INCOME	2	-	-
4690-2742	ASA MADISON LAKE COURSE INCOME	8,740	3,635	4,282
4690-2743	ASA OFF-MENDOTA CLASS INCOME	5,749	-	-
4690-2744	ASA HOOFER MEMBERSHIP INCOME	-	-739	-
	ASA 105 COASTAL NAVIGATION	-	-	-
	ASA MISCELLANEOUS REVENUE	-	-	-
REV	***TOTAL REVENUES***	14,491	2,896	4,282
4690-4100s	ASA WAGES	-	-	-
4690-4200s	ASA FRINGES	-	-	-
4690-5205	GOODS FOR RESALE	3,136	1,179	698
4690-6020	MARKETING & PROMOTION	-	-	-
4690-6352	ASA CERTIFICATION	-	-	696
4690-6353	ASA TRAINING/DEV	-	-	490
4690-8405	ASA ON-MENDOTA CLASS EXP	1,218	744	897
4690-8410	ASA OFF-MENDOTA CLASS EXP	7,659	-	500
4690-8415	ASA NATIONAL MEMBERSHIP FEES	-	500	-
4690-8420	ASA ANNUAL CLUB FEES	-	-	-
	REPAIRS AND MAINTENANCE	-	-	-
	ASA MISCELLANEOUS EXPENSES	539	-	-
EXP	***TOTAL EXPENSES***	12,552	2,423	3,281
NI	NET INCOME / PERFORMANCE	1,939	473	1,001

FY18 Final	FY19 Final	FY20 Budgeted	FY20 Current	FY20 Budgeted	Revised Variance	FY21 Budgeted
49	49 -	-	-	-	0.00%	-
6,187	1,685	4,000	3,100	4,000	0.00%	4,000
--		3,000 -	-	-	-100.00%	-
--		-	-	-	0.00%	-
--		-	-	-	0.00%	-
--		-	-	-	0.00%	-
6,236	1,734	7,000	3,100	4,000	-42.86%	4,000
--	-	-	-	-	0.00%	0
--	-	-	-	-	0.00%	0
741 -		800 -		800	0.00%	800
--		100 -	-	-	-100.00%	0
309 -		500	861	1,000	100.00%	500
--		450 -	-	-	-100.00%	0
-	2,052	1,000 -	-	-	-100.00%	1,000.00
-	295	4,000 -	-	-	-100.00%	0
500 -		500 -	-	-	-100.00%	0
-	500	850 -	-	-	-100.00%	0
--		-	-	-	0.00%	-
--		-	-	-	0.00%	-
1,550	2,847	8,200	861	1,800	-78.05%	2,300
4,686	-1,113	-1,200	2,239	2,200		1,700

**Budgeted
Variance**

0.00%
0.00%
-100.00%
0.00%
0.00%
0.00%
-42.86%

0.00%
0.00%
0.00%
-100.00%
0.00%
-100.00%
0.00%
-100.00%
-100.00%
-100.00%
0.00%
0.00%
-71.95%

Hooper Summary	Income	Expenses
FY20 Budget	\$ 1,226,920	\$ 1,161,981
FY20 Revised	\$ 1,069,358	\$ 1,025,636
FY21 Budget	\$ 942,929	\$ 1,002,443

Council	Income	Expenses
FY20 Budget	\$ 33,500	\$ 30,850
FY20 Revised	\$ 27,245	\$ 29,237
FY21 Budget	\$ 25,800	\$ 32,955

SNS	Income	Expenses
FY20 Budget	\$ 599,610.00	\$ 569,350.00
FY20 Revised	\$ 483,605.00	\$ 470,074.24
FY21 Budget	\$ 431,650.00	\$ 402,956.85

Sailing	Income	Expenses
FY20 Budget	\$ 458,600	\$ 435,650
FY20 Revised	\$ 459,966	\$ 426,333
FY21 Budget	\$ 353,550	\$ 432,800

Scuba	Income	Expenses
FY20 Budget	\$ 34,110	\$ 30,556
FY20 Revised	\$ 32,980	\$ 34,973
FY21 Budget	\$ 27,100	\$ 26,996

Outing	Income	Expenses
FY20 Budget	\$ 12,950	\$ 13,700
FY20 Revised	\$ 16,737	\$ 16,893
FY21 Budget	\$ 21,050	\$ 26,200

Mountaineering	Income	Expenses
FY20 Budget	\$ 16,800	\$ 14,075
FY20 Revised	\$ 10,477	\$ 10,930
FY21 Budget	\$ 15,794	\$ 14,955

Riding	Income	Expenses
---------------	---------------	-----------------

FY20 Budget	\$ 71,350	\$ 67,800
FY20 Revised	\$ 38,348	\$ 37,196
FY21 Budget	\$ 67,985	\$ 65,580

Net Income / (Loss)	
\$	64,939
\$	43,722
\$	(59,514)

Net Income / (Loss)	
\$	2,650
\$	(1,992)
\$	(7,155)

Net Income / (Loss)	
\$	30,260.00
\$	13,530.76
\$	28,693.15

Net Income / (Loss)	
\$	22,950
\$	33,633
\$	(79,250)

Net Income / (Loss)	
\$	3,554
\$	(1,993)
\$	104

Net Income / (Loss)	
\$	(750)
\$	(156)
\$	(5,150)

Net Income / (Loss)	
\$	2,725
\$	(453)
\$	839

Net Income / (Loss)	
---------------------	--

\$	3,550
\$	1,152
\$	2,405

	FY13	FY14	FY15
Council	19,605.00	9,614.00	16,420.00
Mountaineering	6,369.00	2,556.00	6,611.00
Outing	18,072.00	19,564.00	17,897.00
Riding Club and Stable	(9,279.00)	8,775.00	(44,813.00)
Riding Team	-	390.00	17,393.00
Scuba	21,259.00	15,117.00	14,586.00
Ski and Snowboard	37,563.00	50,548.00	46,420.00
Sailing	(26,306.50)	(17,608.50)	1,332.50
Total Club Retained Earnings	67,282.50	88,955.50	75,846.50
Hoofers Fund	151,760.00	151,760.00	151,760.00
Total Retained Earnings	219,042.50	240,715.50	227,606.50

FY20 and FY21 Budget notes:

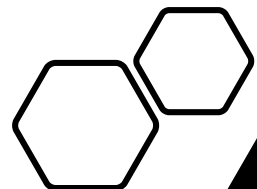
Riding Club and Stable - Consolidation of *Riding Club and Stable* with *Riding Team* sheets to reflect some structural changes within the club.

Ski and Snowboard - Very Successful resale and team fundraising with a relatively low expected impact from programming restrictions.

Sailing - 2020 summer Youth program cancelled.

FY16	FY17	FY18	FY19	FY20
18,408.00	51,632.00	61,932.00	47,092.00	45,100.00
3,787.00	3,882.00	5,778.00	2,229.00	1,776.27
13,426.00	18,483.00	20,354.00	17,126.00	16,970.00
(119,045.00)	(96,311.00)	(70,876.00)	(59,199.00)	(38,216.00)
25,736.00	21,128.00	26,157.00	19,831.00	-
13,781.00	14,765.00	15,029.00	10,542.00	8,549.00
26,137.00	1,694.00	35,146.00	53,599.00	67,129.76
35,474.50	24,382.50	(27,158.50)	(91,302.00)	(57,669.00)
17,704.50	39,655.50	66,361.50	(82.00)	43,640.03
151,760.00	151,760.00	151,760.00	151,760.00	151,678.00
169,464.50	191,415.50	218,121.50	151,678.00	195,318.03

FY21
37,945.00
2,615.27
11,820.00
(35,811.00)
-
8,653.00
95,822.91
(136,919.00)
(15,873.82)
195,318.03
179,444.21



Presents the 2020-
2021 Season



WUD Performing Arts
Committee

Goals



Diversity



Newer and younger artists



Community Engagement
opportunities

Booking the season



INSPIRATION



FIND THE AGENT



CONTACT THE
AGENT



COLLECT TOUR
DATES AND ARTIST
FEE



OFFER



CONTRACT



ADVANCING



VOILA

Rescheduled shows from last year

- Renée Fleming, Oct. 22-24, 2020
 - Christian Sands, Dec 3rd, 2020
- Masterclass with Gil Shaham, Feb 2021



Concert Series



ROOMFUL OF TEETH

- Date: Oct. 2-3
- What: Vocal Ensemble
- Why: exciting new music and vocal techniques, great community engagement opportunity



CAMILLE THOMAS

- Date: Nov. 7
- What: Solo Cello Recital
- Why: virtuosic musician signed as an exclusive artist of Deutsche Grammophon



BRENTANO QUARTET

- Date: Apr. 15
- What: String Quartet
- Why: established quartet performing thematic repertoire exploring composers' interpretation and usage of F-minor



SŌ PERCUSSION

- Date: May 1
- What: Percussion Ensemble
- Why: New project with Caroline Shaw (saw showcase at APAP)

Other exciting names in the Concert Series - A continuation of excellence

The Concert Series at 101 years will be as responsive to our community as it was this year.



JEREMY DENK



VERONA QUARTET



MECCORE STRING QUARTET

Jazz series



Chick Corea Vigilette Trio

- Date: April 18th
- What: Jazz Piano/Bass/Drums Trio
- Why: led by a living jazz legend playing relevant, contemporary music written by Chick himself



Braxton Cook

- Date: November 6th
- What: Saxophonist/vocalist
- Why: Amazing writer and performer. Creating Jazz/R&B fusion music that often address current social issues



Nicholas Payton

- Date: February 19th
- What: Trumpet/piano trio
- Why: Extremely cool, subdued sound. Writes a lot of music that addresses what jazz is; famous for #BAM vs. Jazz.

World Series



MWMF

- Date: Sept 11th&12th
 - What: Festival
- Why: Celebrate and integrate cultures



Mon Laferte

- Date: TBD
- What: Chilean singer
- Why: Upbeat and dance



[OKAIDJA AFROSO](#)

- Date: TBD
- What: Ghanaian singer
- Why: Intimate and is a storyteller

Special Events



HASAN MINHAI

- Date: TBD
- What: information comedy
- Why: Hilarious, thought provoking; potential “Welcome Week” event



[OCEAN VUONG](#)

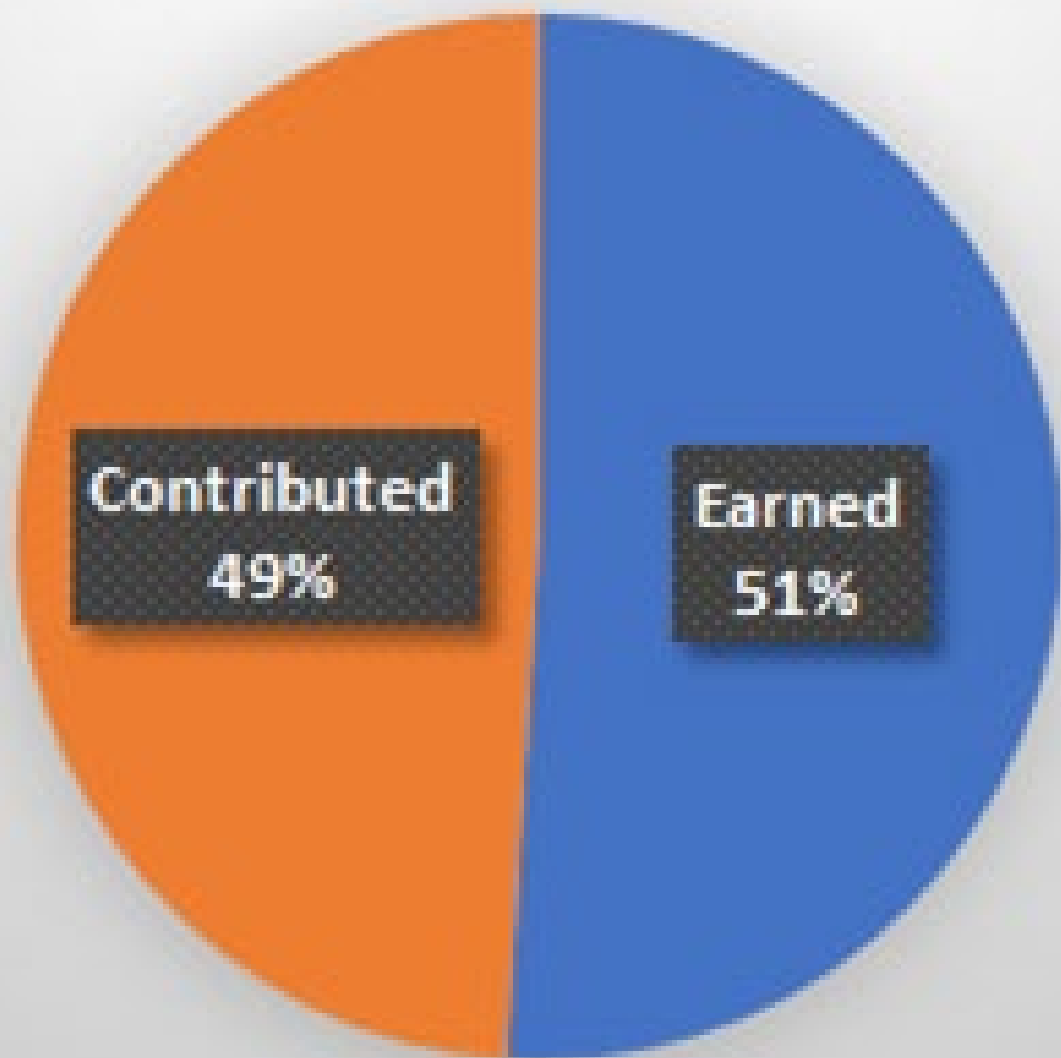
- Date: January 2021
 - What: Poet
- Why: spoken word and poetry is underrepresented



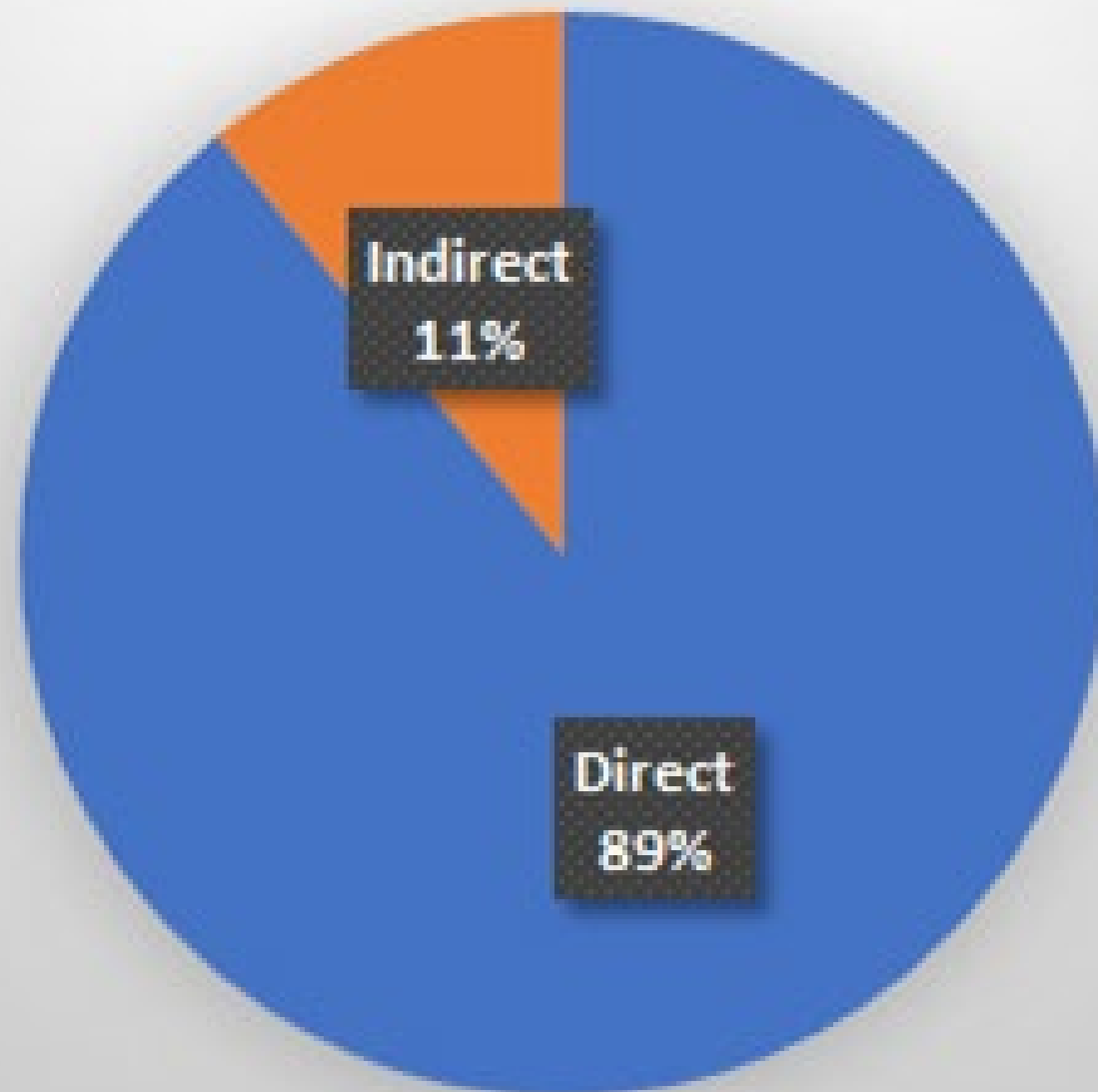
BLACK ARTS MATTER FESTIVAL

- Date: October or March
- What: Festival celebrating Black Art founded by UW-Madison student, Shasparay Lighteard
- Why: provide a platform and celebrate black art

Income



Expenses



FY21 SEASON BUDGET OVERVIEW

“INTERNAL SHOWS”

REVENUE	\$691,471
Earned Income	\$356,018
Contributed Income	\$335,453
EXPENSE	\$460,021
Direct Expense	\$408,291
Indirect Expense	\$51,730
Net Income/Loss	\$231,450
Anticipated earned income from rescheduled events	\$128,725
Anticipated costs for rescheduled events	117,400
Revised Net Income/Loss	\$247,775

PERFORMER FEES - \$350,520	76% of Direct Expense Budget
Classical Concert Series + Summer Serenades	\$94,700
Jazz Series & Jazz Fest 2021	\$77,000
World Music Fest & World Stage Series	\$56,200
Special Events (comedy, dance, theater, & Black Arts Matter Festival)	\$119,000
	\$346,900
Rescheduled 2020 (Covid-19) - includes Jazz Fest originally slated for June 2020	\$121,000
	\$467,900

Our dollars at work



**SUBSIDIZE
STUDENT TICKETS**



**FOCUS ON
COMMUNITY NOT
PROFIT**



**PROVIDE A STAGE
FOR LOCAL ARTISTS**



**REPRESENT
DIFFERENT
PERFORMING ARTS**



**QUALITY SPACES
AND TECHNOLOGY**