

	FY21	FY22
Sailing Loan Repayment Delayed	<input checked="" type="checkbox"/> TRUE	<input checked="" type="checkbox"/> TRUE

Ouw Desk Fee	\$12,000.00	\$35,400.00
Council Contribution	\$9,100.00	\$17,700.00
Club Contribtuion	\$2,900.00	\$17,700.00

Sailing Open	Summer 21
UW Madison Students	<input checked="" type="checkbox"/> TRUE
All Community Members	<input checked="" type="checkbox"/> TRUE

Historical Proj Membership Change Calculator	
% Membership Increase	FY21
Other Membership Multiplier	7.50%
Sailing Membership Multiplier	44.19%
Total Budget Multiplier	1.517

Hooper Club Aggregate Membership Change	
2019 Actual Total Membership \$	29,756.00
2021 Forcast Total Membership \$	10,541.00
Total Memberships as % of 2019	35.42%
2022 Forcast Total Membership \$	31,265.00
Total Memberships as % of 2019	105.07%

Hooper Funds Available	
Hooper Council Callable Foundation	38,830.88
Total to Allocate to Council Exp	

Total Memberships
Community Member Ratio

Total UW Students
Total Community

Council Fee
UW Revenue
Community Revenue

Sailing Fee Revenue FY21
Sailing Fee Revenue FY22

Mountaineering
Outing
Riding Club Stable
Scuba
Ski and Snowboard

Sailing Membership Projections

Open Summer 2021			Closed Summer 2021		
Through June 30th, 2021	Rest of Summer	Spring 2022	Through June 30th, 2021	Rest of Summer	
150	50	610	0	0	
0.6					
60	20	244	0	0	
90	30	366	0	0	
\$13.00					
\$780.00	\$260.00	\$3,172.00	\$0.00	\$0.00	
\$1,170.00	\$390.00	\$4,758.00	\$0.00	\$0.00	
\$1,950.00					
\$8,580.00					

Other Club Membership Projections

FY 2021			FY 2022		
Forecast 2021	Actual 2019	% Change	Forecast 2022	Actual 2019	
493.00	1,999.00	-75.34%	1,000.00	1,999.00	
2,500.00	10,460.00	-76.10%	13,150.00	10,460.00	
1,000.00	4,340.00	-76.96%	2,615.00	4,340.00	
548.00	1,231.00	-55.48%	1,500.00	1,231.00	
6,000.00	11,726.00	-48.83%	13,000.00	11,726.00	

Spring 2022

290

116

174

\$1,508.00

\$2,262.00

% Change

-49.97%

25.72%

-39.75%

21.85%

10.86%

	FY21	FY22
Zest Repayment Delayed	TRUE	TRUE
Club does not subsize Team	FALSE	FALSE

HOI Salary %	70	80
Approx HOI Cost	\$48,000.00	\$48,000.00
Propotional Cost	\$33,600.00	\$38,400.00

Per Lesson Cost	\$70.00	\$70.00
Paid Lessons per Day	3	4
Weeks	6	10
Total Lessons	126	280
Total Lessons Cost	\$8,820.00	\$19,600.00
Misc. Instructor Costs	\$1,000.00	\$1,000.00
Instructor Budget (non-HOI)	\$9,820.00	\$20,600.00
		\$15,000.00
Total Instructional Budget	\$43,420.00	\$74,000.00

May/June 2022

Endowment Withdrawal Amount	\$40,000.00	\$0.00
Use Endowment	TRUE	TRUE

Operate in Summer 2021 **TRUE**

Youth Operates in Summer 2021	FALSE	← No per Pre-College
Youth FY21 Registrations	0	\$0.00
Youth FY22 S21 Registrations	0	\$0.00
Youth FY22 S22 Registrations	100	\$30,000.00
Youth FY22 Total Revenue		\$30,000.00
Youth FY21 Expense	0	
Youth FY22 S21 Expense	0	
Youth FY22 S22 Expense	\$9,000.00	
Youth FY22 Total Expense	\$9,000.00	

NEW MEM

Open Summer 2021

	Through June 30, 2021	Rest of Summer	Spring 2022 (through June)
Annual	30	50	420
Summer	100	0	100
Fall	0		10
Academic Year	0		30
Monthly	20		50
Community Member Ratio	0.6		
Annual - Community	18	30	252
Annual - Student	12	20	168
Summer - Community	60	0	60
Summer - Student	40	0	40
Fall	0		10
Academic Year	0		30
Monthly - Community	12		30
Monthly - Student	8		20
Annual - Community	\$284.00		
Annual - Student	\$209.00		
Summer - Community	\$254.00		
Summer - Student	\$169.00		
Fall - Student	\$89.00		
Academic Year - Student	\$139.00		
Monthly - Community	\$129.00		
Monthly - Student	\$99.00		
Council Fee (each)	\$13.00	\$13.00	\$13.00
Council Fee (total)	\$1,950.00	\$650.00	\$7,930.00
Annual - Community	\$5,112.00	\$8,520.00	\$71,568.00
Annual - Student	\$2,508.00	\$4,180.00	\$35,112.00
Summer - Community	\$15,240.00	\$0.00	\$15,240.00
Summer - Student	\$6,760.00	\$0.00	\$6,760.00
Fall - Student	\$0.00	\$0.00	\$890.00
Academic Year - Student	\$0.00	\$0.00	\$4,170.00
Monthly - Community	\$1,548.00	\$0.00	\$3,870.00
Monthly - Student	\$792.00	\$0.00	\$1,980.00
Total Membership Revenue	\$30,010.00	\$12,050.00	\$131,660.00
Total Work Hour	\$8,340.00	\$3,900.00	\$41,160.00

MEMBERSHIPS

Don't Open 2021

Through June 30, 2021	Rest of Summer	Spring 2022 (through June)
0	0	100
0	0	100
0		10
0		30
0		50

0	0	0
0	0	100
0	0	0
0	0	100
0		10
0		30
0		0
0		50

Work Hour Depos Membership

	\$90.00	\$284.00
	\$60.00	\$209.00
	\$60.00	\$254.00
	\$60.00	\$169.00
	\$60.00	\$89.00
	\$60.00	\$139.00
	\$0.00	\$129.00
	\$0.00	\$99.00

\$13.00	\$13.00	\$13.00
\$0.00	\$0.00	\$3,770.00

\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$20,900.00
\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$16,900.00
\$0.00	\$0.00	\$890.00
\$0.00	\$0.00	\$4,170.00
\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$4,950.00

\$0.00	\$0.00	\$44,040.00
\$0.00	\$0.00	\$14,400.00

Total Cost

\$374.00
\$269.00
\$314.00
\$229.00
\$149.00
\$199.00
\$129.00
\$99.00

University of Wisconsin-Madison Hoofers
Retained Earnings Balances at Fiscal Year End

	FY 16	FY 17	FY 18	FY 19	FY 20
Council	\$ 18,408	\$ 51,632	\$ 61,932	\$ 47,092	\$ 40,245
Mountaineering	\$ 3,787	\$ 3,882	\$ 5,778	\$ 2,229	\$ 765
Outing	\$ 13,426	\$ 18,483	\$ 20,354	\$ 17,126	\$ 21,499
Riding	\$ (93,309)	\$ (75,183)	\$ (44,719)	\$ (39,368)	\$ (41,243)
Scuba	\$ 13,781	\$ 14,765	\$ 15,029	\$ 10,542	\$ 7,310
Ski and Snowboard	\$ 26,137	\$ 1,694	\$ 35,146	\$ 53,599	\$ 46,192
Sailing	\$ 35,475	\$ 24,383	\$ (27,159)	\$ (91,302)	\$ (116,172)
Total Club Retained Earnings	\$ 17,705	\$ 39,656	\$ 66,362	\$ (84)	\$ (41,403)
Hoofers Fund	\$ 151,760	\$ 151,760	\$ 151,760	\$ 151,760	\$ 151,760
Total Retained Earnings	\$ 169,465	\$ 191,416	\$ 218,122	\$ 151,676	\$ 110,357

Included within Ski & Snowboard:

Ski and Snowboard - Alpine Team -	\$ (818)	\$ (1,167)	\$ (1,167)	\$ (1,805)	\$ (11,367)
Ski and Snowboard - Nordic Team -	\$ (3,573)	\$ (3,533)	\$ 191	\$ (8,237)	\$ (15,585)
Ski and Snowboard - Freestyle	\$ (1,256)	\$ (1,256)	\$ (1,274)	\$ (2,574)	\$ (1,908)

Proj FY 21

\$ 34,697
\$ 768
\$ 22,869
\$ (37,161)
\$ 6,230
\$ 50,938
\$ (122,259)
\$ (43,918)
\$ 151,760
\$ 107,842

\$ (480)
\$ (3,591)
\$ 440

		FY 04	FY 05	FY 06	FY 07
Council	Revenue	\$ 37,864.00	\$ 29,053.00	\$ 35,811.00	\$ 45,696.00
	Expenses	30,468.00	30,434.00	38,013.00	54,649.00
	Net Income	\$ 7,396.00	\$ (1,381.00)	\$ (2,202.00)	\$ (8,953.00)
	Previous Retained Earnings	-	-	(1,381.00)	(3,583.00)
	Retained Earnings	\$ -	\$ (1,381.00)	\$ (3,583.00)	\$ (12,536.00)
	Previous Loan Balance + Loans Issued	-	-	-	-
	Loan Repayments Received	-	-	-	-
	Outstanding Loan Receivable				

		FY 04	FY 05	FY 06	FY 07
Mountaineering	Revenue	2,290.00	2,825.00	1,978.00	2,971.00
	Expenses	\$ 2,236.00	\$ 2,522.00	\$ 1,328.00	\$ 2,911.00
	Net Income	\$ 54.00	\$ 303.00	\$ 650.00	\$ 60.00
	Previous Retained Earnings	-	-	303.00	953.00
	Retained Earnings	\$ -	\$ 303.00	\$ 953.00	\$ 1,013.00

		FY 04	FY 05	FY 06	FY 07
Outing	Revenue	19,012.00	21,210.00	19,027.00	22,146.00
	Expenses	\$ 17,215.00	\$ 15,778.00	\$ 16,051.00	\$ 22,968.00
	Net Income	\$ 1,797.00	\$ 5,432.00	\$ 2,976.00	\$ (822.00)
	Previous Retained Earnings	-	-	5,432.00	8,408.00
	Retained Earnings	\$ -	\$ 5,432.00	\$ 8,408.00	\$ 7,586.00

		FY 04	FY 05	FY 06	FY 07
Riding	Revenue	180,245.00	165,682.00	228,700.00	246,902.00
	Expenses	\$ 210,731.00	\$ 194,768.00	\$ 221,856.00	\$ 248,635.00
	Net Income	\$ (30,486.00)	\$ (29,086.00)	\$ 6,844.00	\$ (1,733.00)
	Previous Retained Earnings	-	-	-	6,844.00
	Retained Earnings	\$ -	\$ -	\$ 6,844.00	\$ 5,111.00
		FY 04	FY 05	FY 06	FY 07
Scuba	Revenue	51,888.00	53,070.00	85,030.00	51,829.00
	Expenses	\$ 47,749.00	\$ 57,326.00	\$ 80,068.00	\$ 49,086.00
	Net Income	\$ 4,139.00	\$ (4,256.00)	\$ 4,962.00	\$ 2,743.00
	Previous Retained Earnings	-	-	-	4,962.00
	Retained Earnings	\$ -	\$ -	\$ 4,962.00	\$ 7,705.00
		FY 04	FY 05	FY 06	FY 07
Ski and Snowboard (including the clubs/teams broken out below)	Revenue	313,877.00	371,024.00	512,988.00	508,386.00
	Expenses	\$ 313,999.00	\$ 346,503.00	\$ 489,259.00	\$ 482,792.00
	Net Income	\$ (122.00)	\$ 24,521.00	\$ 23,729.00	\$ 25,594.00
	Previous Retained Earnings	-	-	24,521.00	48,250.00
	Retained Earnings	\$ -	\$ 24,521.00	\$ 48,250.00	\$ 73,844.00

			FY 04		FY 05		FY 06		FY 07
Ski and Snowboard	Revenue		-		371,024.00		512,988.00		508,386.00
- Alpine Team -	Expenses	\$	-	\$	346,503.00	\$	489,259.00	\$	482,792.00
	Net Income	\$	-	\$	24,521.00	\$	23,729.00	\$	25,594.00
	Previous Retained Earnings		-		-		24,521.00		48,250.00
	Retained Earnings	\$	-	\$	24,521.00	\$	48,250.00	\$	73,844.00

			FY 04		FY 05		FY 06		FY 07
Ski and Snowboard	Revenue		-		371,024.00		512,988.00		508,386.00
- Nordic Team -	Expenses	\$	-	\$	346,503.00	\$	489,259.00	\$	482,792.00
	Net Income	\$	-	\$	24,521.00	\$	23,729.00	\$	25,594.00
	Previous Retained Earnings		-		-		24,521.00		48,250.00
	Retained Earnings	\$	-	\$	24,521.00	\$	48,250.00	\$	73,844.00

			FY 04		FY 05		FY 06		FY 07
Ski and Snowboard	Revenue		-		371,024.00		512,988.00		508,386.00
- Freestyle	Expenses	\$	-	\$	346,503.00	\$	489,259.00	\$	482,792.00
	Net Income	\$	-	\$	24,521.00	\$	23,729.00	\$	25,594.00
	Previous Retained Earnings		-		-		24,521.00		48,250.00
	Retained Earnings	\$	-	\$	24,521.00	\$	48,250.00	\$	73,844.00

		FY 04	FY 05	FY 06	FY 07
Sailing	Revenue	256,614.00	269,781.00	349,544.00	335,360.00
	Expenses	\$ 263,862.00	\$ 241,754.00	\$ 296,751.00	\$ 312,792.00
	Net Income	\$ (7,248.00)	\$ 28,027.00	\$ 52,793.00	\$ 22,568.00
	Previous Retained Earnings	-	-	28,027.00	60,820.00
	Retained Earnings	\$ -	\$ 28,027.00	\$ 60,820.00	\$ 68,388.00
	Previous Loan Balance + Loans Issued		40,592.50	58,700.00	
	Repaid Loans			20,000.00	15,000.00
	Outstanding Loan Payable	-	40,592.50	79,292.50	64,292.50
		FY 04	FY 05	FY 06	FY 07
	Total Club Net Income	0	\$ 52,646.00	\$ 89,752.00	\$ 39,457.00
	Total Retained Earnings	\$ 156,016.00	\$ 168,069.50	\$ 199,121.50	\$ 238,578.50
	Hooper Fund	\$ 156,016.00	\$ 111,167.50	\$ 72,467.50	\$ 87,467.50
	Club Retained Earnings	0	\$ 56,902.00	\$ 126,654.00	\$ 151,111.00
	Total Retained Earnings	\$ 156,016.00	\$ 168,069.50	\$ 199,121.50	\$ 238,578.50

University of Wisconsin-Madison Hoofers

	FY 08		FY 09		FY 10		FY 11		FY 12		FY 13		FY 14
\$	27,241.00	\$	32,698.00	\$	32,167.00	\$	45,887.00	\$	29,565.00	\$	23,147.00	\$	31,392.00
	21,434.00		25,469.00		30,616.00		34,647.00		22,637.00		23,761.00		41,383.00
\$	5,807.00	\$	7,229.00	\$	1,551.00	\$	11,240.00	\$	6,928.00	\$	(614.00)	\$	(9,991.00)
	(12,536.00)		(6,729.00)		500.00		2,051.00		13,291.00		20,219.00		19,605.00
\$	(6,729.00)	\$	500.00	\$	2,051.00	\$	13,291.00	\$	20,219.00	\$	19,605.00	\$	9,614.00
	-		-		-		-		-		-		-
	-		-		-		-		-		-		-

	FY 08		FY 09		FY 10		FY 11		FY 12		FY 13		FY 14
	2,356.00		2,180.00		3,356.00		3,359.00		2,992.00		5,762.00		8,091.00
\$	2,037.00	\$	1,978.00	\$	1,880.00	\$	3,643.00	\$	3,594.00	\$	1,517.00	\$	11,904.00
\$	319.00	\$	202.00	\$	1,476.00	\$	(284.00)	\$	(602.00)	\$	4,245.00	\$	(3,813.00)
	1,013.00		1,332.00		1,534.00		3,010.00		2,726.00		2,124.00		6,369.00
\$	1,332.00	\$	1,534.00	\$	3,010.00	\$	2,726.00	\$	2,124.00	\$	6,369.00	\$	2,556.00

	FY 08		FY 09		FY 10		FY 11		FY 12		FY 13		FY 14
	32,691.00		40,919.00		24,554.00		24,007.00		18,443.00		19,523.00		17,817.00
\$	30,639.00	\$	42,122.00	\$	24,795.00	\$	24,235.00	\$	11,350.00	\$	16,510.00	\$	16,325.00
\$	2,052.00	\$	(1,203.00)	\$	(241.00)	\$	(228.00)	\$	7,093.00	\$	3,013.00	\$	1,492.00
	7,586.00		9,638.00		8,435.00		8,194.00		7,966.00		15,059.00		18,072.00
\$	9,638.00	\$	8,435.00	\$	8,194.00	\$	7,966.00	\$	15,059.00	\$	18,072.00	\$	19,564.00

	FY 08		FY 09		FY 10		FY 11		FY 12		FY 13		FY 14
	271,275.00		301,830.00		303,249.00		330,088.00		317,449.00		353,462.00		241,759.00
\$	281,196.00	\$	296,795.00	\$	303,250.00	\$	332,816.00	\$	322,457.00	\$	355,229.00	\$	223,705.00
\$	(9,921.00)	\$	5,035.00	\$	(1.00)	\$	(2,728.00)	\$	(5,008.00)	\$	(1,767.00)	\$	18,054.00
	5,111.00		(4,810.00)		225.00		224.00		(2,504.00)		(7,512.00)		(9,279.00)
\$	(4,810.00)	\$	225.00	\$	224.00	\$	(2,504.00)	\$	(7,512.00)	\$	(9,279.00)	\$	8,775.00

	FY 08		FY 09		FY 10		FY 11		FY 12		FY 13		FY 14
	46,178.00		55,248.00		47,411.00		34,034.00		27,548.00		33,263.00		6,214.00
\$	50,725.00	\$	55,474.00	\$	44,644.00	\$	33,020.00	\$	16,977.00	\$	29,288.00	\$	12,356.00
\$	(4,547.00)	\$	(226.00)	\$	2,767.00	\$	1,014.00	\$	10,571.00	\$	3,975.00	\$	(6,142.00)
	7,705.00		3,158.00		2,932.00		5,699.00		6,713.00		17,284.00		21,259.00
\$	3,158.00	\$	2,932.00	\$	5,699.00	\$	6,713.00	\$	17,284.00	\$	21,259.00	\$	15,117.00

	FY 08		FY 09		FY 10		FY 11		FY 12		FY 13		FY 14
	513,340.00		595,792.00		577,322.00		666,136.00		634,866.00		514,926.00		649,027.00
\$	517,891.00	\$	596,623.00	\$	600,477.00	\$	646,116.00	\$	645,585.00	\$	531,971.00	\$	636,042.00
\$	(4,551.00)	\$	(831.00)	\$	(23,155.00)	\$	20,020.00	\$	(10,719.00)	\$	(17,045.00)	\$	12,985.00
	73,844.00		69,293.00		68,462.00		45,307.00		65,327.00		54,608.00		37,563.00
\$	69,293.00	\$	68,462.00	\$	45,307.00	\$	65,327.00	\$	54,608.00	\$	37,563.00	\$	50,548.00

	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14
	422,938.00	370,179.00	496,931.00	401,256.00	463,063.00	389,317.00	491,165.00
\$	462,992.00	\$ 339,992.00	\$ 518,331.00	\$ 364,652.00	\$ 427,701.00	\$ 460,418.00	\$ 482,467.00
\$	(40,054.00)	\$ 30,187.00	\$ (21,400.00)	\$ 36,604.00	\$ 35,362.00	\$ (71,101.00)	\$ 8,698.00
	68,388.00	18,334.00	28,521.00	(2,879.00)	9,432.50	44,794.50	(26,306.50)
\$	18,334.00	\$ 28,521.00	\$ (2,879.00)	\$ 9,432.50	\$ 44,794.50	\$ (26,306.50)	\$ (17,608.50)
	10,000.00	20,000.00	10,000.00	24,292.50			
	54,292.50	34,292.50	24,292.50	-	-	-	-

	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14
\$	(50,895.00)	\$ 40,393.00	\$ (39,003.00)	\$ 65,638.00	\$ 43,625.00	\$ (79,294.00)	\$ 21,673.00
\$	187,683.50	\$ 228,076.50	\$ 189,073.50	\$ 254,711.50	\$ 298,336.50	\$ 219,042.50	\$ 240,715.50
\$	97,467.50	\$ 117,467.50	\$ 127,467.50	\$ 151,760.00	\$ 151,760.00	\$ 151,760.00	\$ 151,760.00
\$	90,216.00	\$ 110,609.00	\$ 61,606.00	\$ 102,951.50	\$ 146,576.50	\$ 67,282.50	\$ 88,955.50
\$	187,683.50	\$ 228,076.50	\$ 189,073.50	\$ 254,711.50	\$ 298,336.50	\$ 219,042.50	\$ 240,715.50

FY 15		FY 16		FY 17		FY 18		FY 19		FY 20		Proj FY 21	
\$	51,262	\$	35,442	\$	52,360	\$	33,241	\$	23,397	\$	19,690	\$	8,108
\$	44,456	\$	33,454	\$	19,136	\$	22,941	\$	38,237	\$	26,537	\$	13,656
\$	6,806	\$	1,988	\$	33,224	\$	10,300	\$	(14,840)	\$	(6,847)	\$	(5,548)
\$	9,614	\$	16,420	\$	18,408	\$	51,632	\$	61,932	\$	47,092	\$	40,245
\$	16,420	\$	18,408	\$	51,632	\$	61,932	\$	47,092	\$	40,245	\$	34,697
\$	-	\$	-	\$	-	\$	-	\$	27,000	\$	27,000	\$	27,000
\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
\$	-	\$	-	\$	-	\$	-	\$	27,000	\$	27,000	\$	27,000

FY 15		FY 16		FY 17		FY 18		FY 19		FY 20		Proj FY 21	
\$	6,399	\$	3,359	\$	2,988	\$	18,695	\$	15,916	\$	11,107	\$	693
\$	2,344	\$	6,183	\$	2,893	\$	16,799	\$	19,465	\$	12,570	\$	691
\$	4,055	\$	(2,824)	\$	95	\$	1,896	\$	(3,549)	\$	(1,463)	\$	2
\$	2,556	\$	6,611	\$	3,787	\$	3,882	\$	5,778	\$	2,229	\$	765
\$	6,611	\$	3,787	\$	3,882	\$	5,778	\$	2,229	\$	765	\$	768

FY 15		FY 16		FY 17		FY 18		FY 19		FY 20		Proj FY 21	
\$	19,594	\$	18,609	\$	19,885	\$	19,843	\$	13,203	\$	17,611	\$	2,500
\$	21,261	\$	23,080	\$	14,828	\$	17,972	\$	16,431	\$	13,238	\$	1,130
\$	(1,667)	\$	(4,471)	\$	5,057	\$	1,871	\$	(3,228)	\$	4,374	\$	1,370
\$	19,564	\$	17,897	\$	13,426	\$	18,483	\$	20,354	\$	17,126	\$	21,499
\$	17,897	\$	13,426	\$	18,483	\$	20,354	\$	17,126	\$	21,499	\$	22,869

FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	Proj FY 21
\$ 261,858	\$ 284,245	\$ 108,826	\$ 115,358	\$ 71,242	\$ 36,869	\$ 18,835
\$ 342,708	\$ 350,134	\$ 90,700	\$ 84,894	\$ 65,892	\$ 38,745	\$ 14,753
\$ (80,850)	\$ (65,889)	\$ 18,126	\$ 30,464	\$ 5,351	\$ (1,875)	\$ 4,082
\$ 8,775	\$ (27,420)	\$ (93,309)	\$ (75,183)	\$ (44,719)	\$ (39,368)	\$ (41,243)
\$ (44,813)	\$ (93,309)	\$ (75,183)	\$ (44,719)	\$ (39,368)	\$ (41,243)	\$ (37,161)

FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	Proj FY 21
\$ 12,127	\$ 12,332	\$ 12,693	\$ 6,337	\$ 18,710	\$ 20,923	\$ 2,174
\$ 12,658	\$ 13,137	\$ 11,709	\$ 6,073	\$ 23,197	\$ 24,155	\$ 3,254
\$ (531)	\$ (805)	\$ 984	\$ 264	\$ (4,487)	\$ (3,232)	\$ (1,080)
\$ 15,117	\$ 14,586	\$ 13,781	\$ 14,765	\$ 15,029	\$ 10,542	\$ 7,310
\$ 14,586	\$ 13,781	\$ 14,765	\$ 15,029	\$ 10,542	\$ 7,310	\$ 6,230

FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	Proj FY 21
\$ 721,477	\$ 541,455	\$ 575,860	\$ 500,225	\$ 422,300	\$ 484,415	\$ 38,250
\$ 725,605	\$ 561,738	\$ 600,303	\$ 466,773	\$ 403,847	\$ 491,821	\$ 33,505
\$ (4,128)	\$ (20,283)	\$ (24,443)	\$ 33,452	\$ 18,453	\$ (7,407)	\$ 4,745
\$ 50,548	\$ 46,420	\$ 26,137	\$ 1,694	\$ 35,146	\$ 53,599	\$ 46,192
\$ 46,420	\$ 26,137	\$ 1,694	\$ 35,146	\$ 53,599	\$ 46,192	\$ 50,938

FY 15		FY 16		FY 17		FY 18		FY 19		FY 20		Proj FY 21	
\$	-	\$	47,290	\$	56,421	\$	58,214	\$	54,334	\$	58,427	\$	16,200
\$	-	\$	49,608	\$	56,770	\$	58,214	\$	54,972	\$	67,989	\$	5,313
\$	-	\$	(2,318)	\$	(349)	\$	-	\$	(638)	\$	(9,563)	\$	10,887
\$	-	\$	1,500	\$	(818)	\$	(1,167)	\$	(1,167)	\$	(1,805)	\$	(11,367)
\$	1,500	\$	(818)	\$	(1,167)	\$	(1,167)	\$	(1,805)	\$	(11,367)	\$	(480)

FY 15		FY 16		FY 17		FY 18		FY 19		FY 20		Proj FY 21	
\$	-	\$	16,560	\$	20,530	\$	15,310	\$	11,583	\$	20,173	\$	12,200
\$	-	\$	21,133	\$	20,490	\$	11,586	\$	20,011	\$	27,521	\$	206
\$	-	\$	(4,573)	\$	40	\$	3,724	\$	(8,428)	\$	(7,348)	\$	11,994
\$	-	\$	1,000	\$	(3,573)	\$	(3,533)	\$	191	\$	(8,237)	\$	(15,585)
\$	1,000	\$	(3,573)	\$	(3,533)	\$	191	\$	(8,237)	\$	(15,585)	\$	(3,591)

FY 15		FY 16		FY 17		FY 18		FY 19		FY 20		Proj FY 21	
\$	-	\$	417	\$	1,207	\$	1,250	\$	-	\$	1,020	\$	2,450
\$	-	\$	2,173	\$	1,207	\$	1,268	\$	1,300	\$	354	\$	102
\$	-	\$	(1,756)	\$	-	\$	(18)	\$	(1,300)	\$	666	\$	2,348
\$	-	\$	500	\$	(1,256)	\$	(1,256)	\$	(1,274)	\$	(2,574)	\$	(1,908)
\$	500	\$	(1,256)	\$	(1,256)	\$	(1,274)	\$	(2,574)	\$	(1,908)	\$	440

	FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	Proj FY 21
\$	450,871	\$ 461,548	\$ 436,849	\$ 342,776	\$ 333,102	\$ 254,639	\$ 134,307
\$	431,930	\$ 427,406	\$ 447,941	\$ 394,317	\$ 397,245	\$ 279,508	\$ 140,394
\$	18,941	\$ 34,142	\$ (11,092)	\$ (51,541)	\$ (64,144)	\$ (24,870)	\$ (6,087)
\$	(17,609)	\$ 1,333	\$ 35,475	\$ 24,383	\$ (27,159)	\$ (91,302)	\$ (116,172)
\$	1,333	\$ 35,475	\$ 24,383	\$ (27,159)	\$ (91,302)	\$ (116,172)	\$ (122,259)
\$	-	\$ -	\$ -	\$ -	\$ 27,000	\$ 27,000	\$ 27,000
\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$	-	\$ -	\$ -	\$ -	\$ 27,000	\$ 27,000	\$ 27,000

	FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	Proj FY 21
\$	(40,371)	\$ (58,142)	\$ 21,951	\$ 26,706	\$ (66,445)	\$ (41,319)	\$ (2,516)
\$	227,607	\$ 169,465	\$ 191,416	\$ 218,122	\$ 151,676	\$ 110,357	\$ 107,842
\$	151,760	\$ 151,760	\$ 151,760	\$ 151,760	\$ 151,760	\$ 151,760	\$ 151,760
\$	75,847	\$ 17,705	\$ 39,656	\$ 66,362	\$ (84)	\$ (41,403)	\$ (43,918)
\$	227,607	\$ 169,465	\$ 191,416	\$ 218,122	\$ 151,676	\$ 110,357	\$ 107,842

Hooper Council FY22 Budget

	2021-2022 BUDGET	2020-2021 REVISED
<u>Direct Operating Revenue</u>		
2100 MERCHANDISE SALES	1,000.00	600.00
2721 FEES	22,268.80	7,507.93
2990 MISCELLANEOUS INCOME		
2999 SAILING REV CLEARING	0.00	0.00
	-----	-----
Total Direct Operating Revenue	23,268.80	8,107.93
 <u>Direct Operating Expenses</u>		
Salaries, Wages, Fringes		
4100's WAGES	17,700.00	9,100.00
COST OF GOODS SOLD		
	-----	-----
Total Salaries, Wages, Fringes	17,700.00	9,100.00
 <u>Supplies & Services</u>		
5300 OFFICE SUPPLIES	800.00	150.00
6020 MARKETING & PROMOTION	3,000.00	1,000.00
6080 CASH OVER/SHORT	402.42	247.26
6110 M/C VISA SERVICE CHARGE	448.65	151.26
6150 POSTAGE	5.00	5.00
6350 TRAINING EXPENSE	1,500.00	0.00
6460 UNION COPIER	75.00	25.00
7315 WEBSITE/POS FEES	2,184.00	2,184.00
7712 EDUCATION SERIES	1,000.00	300.00
8001 ALL HOOFER ACTIVITIES	1,500.00	0.00
8002 EVENT SPONSORSHIP	500.00	0.00
8003 PRESIDENTIAL PROJECTS	500.00	0.00
8006 HOOFER AMBASSADORS	2,000.00	0.00
8035 RECOGNITION	500.00	250.00
8600 REPAIRS AND MAINTENANCE	722.89	243.72
5900 MISCELLANEOUS EXPENSE	500.00	0.00
9999 UNION BUDGET ADJUSTMENT		

Total Supplies & Services	15,637.97	4,556.25
Total Direct Operating Expenses	33,337.97	13,656.25
<u>Performance Margin</u>	(10,069.17)	(5,548.32)

Starting RE

Ending RE

Foundation account balance:

Foundation Spending:

Foundation Account Balances

Total Available

For the Seven Months Ending January 31, 2021

2020-2021 BUDGET	YEAR TO DATE	2019-2020 ACTUAL	2018-2019 ACTUAL	2017-2018 ACTUAL	2016-2017 ACTUAL
800.00		609.15	962.00	2,513.00	2,637.00
19,000.00	4,412.48	19,113.12	21,194.00	29,773.00	30,094.00
6,000.00		(32.05)	-	-	-
<hr/>					
25,800.00	4,412.48	19,690.22			
<hr/>					
18,530.00	7,000.00	12,000.00	12,000.00	-	-
<hr/>					
18,530.00	7,000.00	12,000.00	12,000.00		
750.00		12.55	176.00	786.00	1,547.00
3,000.00		3,283.26	3,124.00	2,586.00	3,351.00
500.00	163.00	1,395.46	383.00	243.00	(451.00)
600.00	72.64	486.57	427.00	491.00	589.00
1,500.00		276.81		1,522.00	2,390.00
75.00		64.43	44.00		135.00
2,500.00	306.99	2,978.97	6,584.00	2,053.00	2,078.00
1,000.00	159.55	578.60	2,138.00	1,076.00	5,384.00
0.00		201.59	3,156.00	4,000.00	(138.00)
500.00				427.00	330.00
0.00			494.00		58.00
2,000.00		2,004.63	4,813.00		
900.00		10.00	191.00		330.00
600.00	172.05	573.50	688.00	658.00	531.00
500.00		2,317.00	1,906.00	67.00	(333.00)
		(66.85)			

14,425.00	874.23	14,116.52
32,955.00	7,874.23	26,116.52
(7,155.00)	(3,461.75)	(6,426.30)

Will also talk to Hooper Council
pushing allocation next year.

2015-2016
ACTUAL

2,489.00
38,008.00

-

-

1,456.00
2,865.00
87.00
1,160.00

2,668.00
243.00
4,814.00
57.00
3,551.00
(1,750.00)
238.00

650.00
584.00
168.00

I about

2021-2022
BUDGET

Direct Operating Revenue

2180 T-SHIRTS/UNIFORMS	0.00
2701 TRIPS	2000.00
2720 ANNUAL MEMBERSHIP FEES	1000.00
2990 MISCELLANEOUS INCOME	1600.00
Total Direct Operating Revenue	4600.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

5300 OFFICE SUPPLIES	10.00
6020 MARKETING & PROMOTION	1000.00
6110 M/C VISA SERVICE CHARGE	200.00
8003 SPECIAL PROJECTS	0.00
8130 TRIPS	2000.00
8700 TOOLS/EQUIPMENT	300.00
5900 MISCELLANEOUS EXPENSE	960.00

Total Supplies & Services 4470.00

Total Direct Operating Expenses 4470.00

Club Performance Margin 130.00

Climbing team performance margin

TOTAL Performance margin

Starting RE

Ending RE

Description for 2021-2022

2020-2021
REVISED

No plans to sell T-shirts during 2021-2022	0.00
We anticipate a similar amount of trips as the 2019-2020 year	200.00
We are expecting a lower membership next year due to COVID-19.	493.00
Money for a film (Reel Rock, Pretty Strong, etc)	0.00
	693.00

Similar to the 2019-2020 year	0.00
To promote Reel Rock	50.00
Similar to the 2019-2020 year	20.00
Hoofer Desk Fee is now under Miscellaneous	170.80
More trips will happen during 2021-2022	200.00
Gear purchases will be made	0.00
Reel Rock and other films, administrative fee	250.00
	690.80
	690.80
	2.20

YEAR TO
DATE

Description for Revised

0.00 No T-shirts/Uniforms due to COVID-19

85.00 Fleet charge for local trip and welcome weekend

493.00 Decrease in memberships due to COVID-19

0.00 No film due to COVID-19

578.00

0.00 No office supplies purchased

0.00 Promote events

9.30

0.00 Hooper Desk Fee is now under Miscellaneous Expense

(51.44) Welcome Weekend Trip, fleet charges for local clinics

0.00 No gear purchases made due to COVID-19

Administrative Fee

(42.14)

(42.14)

535.86

2020-2021
BUDGET

5500.00

3444.00

250.00

9194.00

20.00

1300.00

200.00

1064.00

5810.00

800.00

9194.00

9194.00

0.00

2021-2022
BUDGET

Direct Operating Revenue

2750 DUES	3,000.00
2990 MISCELLANEOUS INCOME	400.00

Total Direct Operating Revenue 3,400.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6325 TRAVEL EXPENSES	200.00
6350 TRAINING EXPENSE	3,000.00
8170 T-SHIRTS/UNIFORMS	200.00
5900 MISCELLANEOUS EXPENSE	-

Total Supplies & Services 3,400.00

Total Direct Operating Expenses 3,400.00

Performance Margin -

Description for 2021-2022	2020-2021 REVISED
Climbing team will start again in the fall of 2021	-
Kubis Klassik Fundraiser	400.00
	400.00
Use fleet or uber for travel	-
	-
T-shirts for Kubis Klassik	200.00
	200.00
	200.00

Year To Date

Description for Revised

- There was a small climbing team for spring 2021
- There will be Kubis Klassik Fundraiser spring 2021

- No Fleet used during spring 2021
-
- There will be Kubis Klassik Fundraiser spring 2021
-

2020-2021
BUDGET

6,000.00

600.00

6,600.00

500.00

5,000.00

261.00

5,761.00

5,761.00

839.00

4040 - Outing

Assuming
normal year

2021-2022 BUDGET	2020-2021 Revised
---------------------	----------------------

Direct Operating Revenue

2180 T-SHIRTS/UNIFORMS	700.00	
2680 SPECIAL PROJECTS INCOME	-	
2682 WHITEWATER USER FEES	-	
2688 POOL RENTAL	-	
2689 CANOE REVENUE	-	
2698 DELTA LODGE REVENUE	2,500.00	
2701 TRIPS	4,600.00	
2722 ROLLING ANNUAL FEES	7,000.00	1,200.00
2723 SUMMER MEMBERSHIP FEES	150.00	
2725 FALL/SPRING MEMBERSHIP FEES	3,500.00	950.00
2726 SPRING MEMBERSHIP FEES	2,500.00	350.00
2990 MISCELLANEOUS INCOME	150.00	

Total Direct Operating Revenue

21,100.00 **2,500.00**

Performance Margin

(820.00) **1,370.00**

Direct Operating Expenses

2020-2021 BUDGET	2019-2020 Revised
---------------------	----------------------

Supplies & Services

6020 MARKETING & PROMOTION	800.00	
6110 M/C VISA SERVICE CHARGE	500.00	40.00
6134 POOL RENT EXPENSE	300.00	120.00
6137 DELTA LODGE	2,500.00	
6138 UW CAR FLEET EXPENSE	400.00	
6354 SCHOLARSHIPS	500.00	
6480 RETREATS	200.00	
7730 SPECIAL/TEAM EVENTS		
8035 RECOGNITION	-	
8061 SOCIALS	400.00	
8085 ACCESSIBLE PROGRAM	-	
8130 TRIPS	3,500.00	
8300 INSTRUCTION	1,200.00	
8320 WATER SAFETY	500.00	
8600 REPAIRS AND MAINTENANCE	50.00	
8700 TOOLS/EQUIPMENT	700.00	
8710 BACKPACKING EQUIPMENT	700.00	

8711 CAMPING EXPENSE	-	
8713 IAT TRAILBUILDING EXP	200.00	
8720 CROSS COUNTRY SKI EQUIP	300.00	
8722 SNOWSHOE EQUIP	200.00	
8725 MT. BIKING EQUIPMENT	1,800.00	
8730 OPEN WATER CANOE EQUIPMENT	400.00	
8735 WHITEWATER EQUIPMENT	1,800.00	
8745 SEA KAYAKING EQUIPMENT	1,500.00	
8750 TELEMARCK EQUIPMENT	1,000.00	
8760 WI BASECAMP EXPENSES	-	
5900 MISCELLANEOUS EXPENSE	2,470.00	970.00
 Total Supplies & Services		
 Total Direct Operating Expenses	 21,920.00	 1,130.00

2020-2021 BUDGET	YEAR TO DATE	2019-2020 ACTUAL	2018-2019 ACTUAL
700.00		258.94	295.02
-		60.00	
-			10.00
-		659.00	700.00
2,500.00		2,823.20	
4,600.00		3,894.00	
7,000.00	1,154.25	4,959.82	3,079.00
100.00		51.18	77.00
3,500.00	941.44	2,805.60	2,595.00
2,500.00	328.76	1,999.50	1,161.00
150.00		100.00	
21,050.00	2,424.45	17,611.24	7,917.11
(5,150.00)	2,424.45	4,373.64	5,014.78

Anticipated Income FY 21-

Starting RE - Start of FY 21-

Ending RE - End of FY 21-

Consolidated Account Balan

Total Available for FY 21-2

2019-2020 BUDGET	YEAR TO DATE	2019-2020 ACTUAL	2018-2019 ACTUAL
800.00		74.76	22.50
500.00	35.33	351.58	155.48
300.00		163.88	412.50
2,500.00		2,755.00	800.00
500.00		306.60	
500.00			
200.00			
-		148.93	
-			
600.00		370.14	
-			
4,500.00		3,297.64	
3,500.00		710.32	
1,000.00		161.22	32.27
		45.00	
700.00		201.69	83.78
700.00		296.47	179.64

-			
200.00			
300.00			
200.00			
2,000.00		1,291.19	70.00
400.00		252.00	
2,000.00		1,128.17	
1,500.00		1,000.29	1,080.58
1,000.00		632.95	
-		12.73	
2,300.00	830.00	37.04	65.58
26,200.00		13,237.60	2,902.33
26,200.00		13,237.60	2,902.33

-820.00

\$ 21,499

20,679

Riding PROPOSAL 2020-2021 BUDGET

Direct Operating Revenue	2021-2022 PROPOSAL	
2650 HORSE SALES		\$0.00
2660 LEASES		\$0.00
# of months leased	0	
rev/lease/month	\$0.00	
# leases/month	0	
2700 TRAVEL (TEAM)		\$6,000.00
2720 ANNUAL MEMBERSHIP FEES		\$2,615.00
# students	15	
# community	5	
Net \$ / student	\$162.00	
Net \$ / community	\$37.00	
2749 TEAM BANQUET REVENUE (TEAM)		\$1,000.00
2750 DUES (TEAM)		\$2,500.00
2770 LESSON FEES		
\$ / lesson	\$45.00	\$14,850.00
# of members	15	
# of lessons / member / year	22	
2790 TEAM PRACTICE FEE		
\$ / lesson	\$45.00	\$5,400.00
# of members	15	
# of lessons / member / year	8	
2792 SCHOOLING SHOWS REV		\$1,000.00
2795 CLINIC/SPEAKER REV		\$2,550.00
# of attendees / unmounted	15	
\$ / unmounted	\$20.00	
# of unmounted clinics	2	
# of attendees / mounted	15	
\$ / mounted	\$65.00	

# of mounted clinics	2	
2796 IHSA TEAM HOSTED SHOW INC (TEAM)		\$10,000.00
2797 AWAY SHOW REVENUE (TEAM)		\$4,000.00
2890 GIFTS/GRANTS/COSPONSORSHIPS		\$250.00
2891 FUNDRAISING REVENUE		\$2,000.00
2990 MISCELLANEOUS INCOME		\$1,000.00
Total Direct Operating Revenue		\$53,165.00
Direct Operating Expenses		
<i>Salaries, Wages, Fringes</i>		
4100's WAGES		
4200'S WAGES		
Total Salaries, Wages, Fringes		
Supplies & Services		
5300 OFFICE SUPPLIES		
6020 MARKETING & PROMOTION		\$100.00
6110 M/C VISA SERVICE CHARGE		\$1,000.00
6325 TRAVEL EXPENSES (TEAM & CLUB)		\$6,000.00
8010 FUNDRAISING EXPENSE		\$500.00
8050 CLINICS/SPEAKER EXP		\$2,100.00
# of unmounted clinics	2	
\$ / unmounted	\$250.00	
# of mounted clinics	2	
\$ / mounted	\$800.00	
8054 SCHOOLING SHOWS EXP		\$300.00
8060 AWAY SHOW EXPENSES (TEAM)		\$4,000.00
8062 IHSA TEAM HOSTED SHOW EXP (TEAM)		\$10,000.00
8115 IHSA MEMBERSHIP DUES (TEAM)		\$300.00
8116 TEAM BANQUET EXPENSE (TEAM)		\$1,000.00
8200 VET		\$0.00
8201 INSTRUCTION - TEAM		\$11,553.43
\$ / lesson	\$35.00	
# lessons / member / year	22	
# practices / member / year	8	
8202 COACHING FEES (TEAM)		

\$ / coaching day	\$300.00	3000
# of coaching days	10	
8204 TRAILORING		\$0.00
8205 CHIROPRACTOR		\$0.00
8210 FARRIER		\$0.00
\$ / visit		
visits / year		
8220 FEED/NUTRITION		\$0.00
\$ of grain / month		
\$ sandclear / month		
\$ equishine / month		
\$ dewormer / month		
# of months		
8245 HORSE BOARD/CLUB HORSES		\$0.00
\$ of board / horse / month		
# horses		
# months		
8702 RIDING EQUIP & REPAIR		\$0.00
9200 INSURANCE		\$20.00
5900 MISCELLANEOUS EXPENSE		\$1,250.00
Total Supplies & Services		
Total Direct Operating Expenses		\$41,123.43
Performance		\$12,041.57
Retained Earnings		(\$41,243.48)
Club Foundation Account #112900010		\$4,826.60
Team Foundation Account #112900011		\$6,195.78

Proposal Comments	2020-2021 REVISED	Revised Comments
This is optimistic but achievable for the following year	\$10,000.00	sale of finn
	\$1,700.00	finish up lease of finn?
slightly higher to account for fleet usage	\$0.00	bulk comes from fall (esp october of 2019 there were 2,500) bc of covid and assuming smaller team cut these by a lot for revised
smaller team, less membership dues	\$1,000.00	
	\$0.00	no banquet this year
assuming team will be active next year	\$4,635.00	this is so up in the air at the moment
maybe lower to \$40 in future (or 35)	\$0.00	no practice
	\$1,300.00	another schooling show in summer
	\$0.00	could have in summer

hoping for normal showing

\$200.00 50 from apparel

\$18,835.00

\$150.00

\$130.00 should be under schooling shows exp for
future reference

\$300.00 could have another in summer

\$1,000.00

\$4,480.00

\$250.00 125
360
\$1,327.75

\$200.00

\$6,125.00 a little more for finn until sold

this includes front desk fee of 250

\$430.00 includes front desk

\$14,752.75

\$4,082.25

current retained earnings

*goal of increasing in the future

**Wisconsin Union
4051/4053 - RIDING**

2020-2021 YTD	2020-2021 BUDGET	2019-2020 ACTUAL	2019-2020 BUDGET	2018-2019 BUDGET	2018-2019 ACTUAL	2017-2018 ACTUAL
\$7,000.00	\$0.00		\$0.00	\$0.00	\$5,325.00	\$9,350.00
\$1,550.00	\$1,800.00	\$240.00	\$1,500.00	\$1,200.00	\$1,210.00	\$1,050.00
	\$5,000.00	\$201.74	\$6,000.00	\$6,500.00	-	-
\$795.00	\$4,235.00	\$2,992.80	\$4,000.00	\$5,625.00	\$4,340.00	\$6,582.00
	\$1,500.00		\$1,000.00	\$1,000.00	\$1,930.00	\$650.00
	\$4,500.00	\$3,232.94	\$3,050.00	-	\$641.00	\$1,177.00
\$315.00	\$19,800.00	\$11,560.00	\$34,350.00	\$64,000.00	\$29,960.00	\$61,101.00
	\$7,200.00	\$5,565.00	\$4,550.00	\$6,000.00	\$4,900.00	\$7,300.00
\$975.00	\$350.00		\$400.00	\$400.00	-	\$235.00
	\$3,600.15	\$3,095.00	\$0.00	-	-	-

	\$10,000.00	\$8,951.00	\$15,000.00	\$5,000.00	\$21,004.00	\$9,396.00
	8000		-	-	-	-
	\$0.00	\$269.00	\$0.00	\$4,000.00	-	\$6,425.00
	\$2,000.00	\$537.00	\$1,500.00	\$2,500.00	\$370.00	\$6,928.00
	\$0.00	\$225.00	\$0.00	\$0.00	\$962.00	\$5,240.00
\$10,635.00	\$67,985.15	\$36,869.48	\$71,350.00	\$96,225.00	\$70,642.00	\$115,434.00

	\$0.00		\$0.00	\$3,300.00	\$3,229.00	\$15,295.00
	\$0.00		\$0.00	\$322.00	\$322.00	\$5,153.00
	\$0.00		\$0.00	\$3,622.00	\$3,551.00	\$20,448.00

	\$0.00		\$100.00	\$100.00	-	\$0.00
	\$100.00		\$100.00	\$600.00	-	\$0.00
\$80.21	\$500.00	\$477.74	\$1,400.00	\$1,600.00	\$939.00	\$1,396.00

	\$6,000.00	\$5,013.33	\$6,000.00	\$7,500.00	\$703.00	\$2,593.00
	\$750.00		\$500.00	\$500.00	\$169.00	\$10.00
\$130.00	\$2,400.00	\$1,360.00	-	-	-	-

\$90.00	\$350.00	\$308.58	\$130.00	\$130.00	-	\$130.00
	\$8,000.00	\$405.00	-	-	-	-
	\$6,000.00	\$1,799.18	\$15,000.00	\$5,000.00	\$25,623.00	\$7,969.00
	\$300.00		\$300.00	\$400.00	\$300.00	\$330.00
	\$1,000.00		\$1,000.00	\$1,000.00	\$2,857.00	\$1,537.00
\$778.90	\$2,500.00	\$469.52	\$3,000.00	\$6,000.00	\$4,088.00	\$4,777.00
\$280.00	\$18,000.00	\$10,015.00	\$22,800.00	-	-	-

	\$4,500.00	\$4,374.15	\$3,000.00	-	-	-
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\$100.00	\$300.00	\$322.00	\$300.00	\$300.00	\$125.00	\$288.00
	800					
\$1,227.75	\$2,560.00	\$1,875.00	\$3,600.00	\$7,200.00	\$2,180.00	\$4,369.00
\$120.80	\$1,920.00	\$2,112.39	\$250.00	\$500.00	\$322.00	\$61.00
\$4,625.00	\$8,100.00	\$9,109.00	\$9,000.00	\$34,800.00	\$14,412.00	\$34,746.00
	\$300.00	\$118.20	\$300.00	\$1,000.00	\$224.00	\$1,795.00
	\$20.00		\$20.00	\$300.00	\$20.00	\$5.00
\$99.99	\$1,000.00	\$985.58	\$1,000.00	\$300.00	\$9,459.00	\$821.00
	180					
	\$65,580.00	\$38,744.67	\$67,800.00	\$67,230.00	\$61,421.00	\$60,827.00
\$7,532.65	\$65,580.00	\$38,744.67	\$67,800.00	\$70,852.00	\$64,972.00	\$81,275.00
\$3,102.35	\$2,405.15	(\$1,875.19)	\$3,550.00	\$25,373.00	\$5,670.00	\$34,159.00
				(\$59,199.00)	(\$65,206.00)	(\$70,876.00)

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

\$2,741.00	\$26,899.00	\$19,266.00
-	-	-
\$5,729.00	\$2,133.00	\$1,858.00
\$2,113.00	\$2,504.00	\$8,273.00
\$8,117.00	\$200.00	\$630.00
\$107,632.00	\$148,197.00	\$188,642.00

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

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

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

-	-	-
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\$864.00	\$825.00	\$1,741.00
-	-	-
\$6,197.00	\$9,346.00	\$12,250.00

\$295.00	\$250.00	\$250.00
\$2,020.00	-	\$250.00

\$3,846.00	\$10,103.00	\$10,279.00
-	-	-

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

Highlight new expense lines!

Highlight removed expense lines!

	2021-2022 BUDGET	2020-2021 REVISED	2020-2021 BUDGET
<u>Direct Operating Revenue</u>			
2180 T-SHIRTS/UNIFORMS	\$225.00	\$0.00	\$225.00
2255 EQUIPMENT RENTAL	\$400.00	\$155.00	\$600.00
2702 WINTER TRIP	\$10,000.00	\$0.00	\$9,000.00
2705 WEEKEND TRIPS	\$50.00	\$0.00	\$100.00
2720 ANNUAL MEMBERSHIP FEES	\$1,500.00	\$548.00	\$3,075.00
2780 OW INSTRUCTION	\$10,000.00	\$521.00	\$11,950.00
2781 AOW INSTRUCTION	\$500.00	\$0.00	\$1,100.00
2783 RESCUE INSTRUCTION	\$0.00	\$0.00	\$0.00
2784 SPECIAL INSTRUCTION	\$200.00	\$0.00	\$200.00
2786 DIVEMASTER INSTRUCTION	\$0.00	\$0.00	\$0.00
2787 AIRFILL REVENUE	\$500.00	\$950.00	\$850.00
2890 GIFTS/GRANTS/COSPONSORSHIPS	\$0.00	\$0.00	\$0.00
	-----	-----	-----
Total Direct Operating Revenue	\$23,375.00	\$2,174.00	\$27,100.00
<u>Direct Operating Expenses</u>			
Salaries, Wages, Fringes			

<u>Supplies & Services</u>			
6020 MARKETING & PROMOTION	\$100.00	\$0.00	\$100.00
6110 M/C VISA SERVICE CHARGE	\$300.00	\$0.00	\$300.00
6460 UNION COPIER	\$5.00	\$0.00	\$5.00
8135 WEEKEND TRIPS	\$200.00	\$0.00	\$400.00
8140 WINTER TRIP	\$11,500.00	\$0.00	\$11,500.00
8305 SPECIALTY INSTRUCTION	\$200.00	\$0.00	\$200.00
8310 AOW INSTRUCTION	\$400.00	\$0.00	\$1,000.00
8315 OW INSTRUCTION	\$8,000.00	\$2,000.00	\$10,253.00
8330 RESCUE INSTRUCTION	\$0.00	\$0.00	\$0.00
8340 DIVEMASTER	\$0.00	\$0.00	\$0.00
8600 REPAIRS AND MAINTENANCE	\$1,000.00	\$1,000.00	\$1,000.00
8700 TOOLS/EQUIPMENT	\$200.00	\$0.00	\$200.00
8701 EQUIPMENT REPLACEMENT	\$500.00	\$0.00	\$1,000.00
8706 AIRFILLS	\$400.00	\$80.00	\$440.00

5900 MISCELLANEOUS EXPENSE	\$412.78	\$173.80	\$250.00

Total Supplies & Services	\$23,217.78	\$3,253.80	\$26,648.00
Total Direct Operating Expenses	\$23,217.78	\$3,253.80	\$26,648.00
<u>Performance Margin</u>	<u>\$157.22</u>	<u>(\$1,079.80)</u>	<u>\$452.00</u>
<u>Starting RE</u>	<u>\$6,230.62</u>	<u>\$7,310.42</u>	<u>\$7,310.42</u>
<u>Ending RE</u>	<u>\$6,387.84</u>	<u>\$6,230.62</u>	<u>\$7,762.42</u>
<u>Total Available</u>	<u>\$6,387.84</u>	<u>\$6,230.62</u>	<u>\$7,762.42</u>

December 31, 2019

YEAR TO DATE	2019-2020 ACTUAL	2018-2019 ACTUAL	2017-2018 ACTUAL	2016-2017 ACTUAL	2015-2016 ACTUAL
	\$222.30	\$723.00	\$85.00	\$14.00	\$0.00
105.00	\$360.00	\$20.00	\$95.00	\$334.00	\$50.00
	\$6,491.00	\$6,325.00	\$0.00	\$0.00	\$0.00
		\$25.00	\$20.00	\$0.00	\$219.00
248.00	\$1,588.67	\$1,231.00	\$1,146.00	\$1,505.00	\$1,631.00
(1,979.00)	\$7,681.30	\$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	\$500.00	\$0.00
		\$0.00	\$0.00	\$690.00	\$0.00
		\$0.00	\$0.00	\$0.00	\$0.00
	\$350.00	\$60.00	\$190.00	\$495.00	\$462.00
	\$4,500.00	\$0.00	\$0.00	\$0.00	\$0.00
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(\$1,626.00)	\$20,923.27	\$18,710.00	\$6,336.00	\$12,693.00	\$12,332.00
-----	-----	-----	-----	-----	-----
		\$3,325.00	\$181.00	\$0.00	\$0.00
(\$16.03)	\$336.12	\$316.00	\$122.00	\$289.00	\$1,234.00
	\$2.32	\$3.00	\$0.00	\$0.00	\$6.00
		\$8,779.00	\$0.00	\$0.00	\$630.00
	\$6,289.07	\$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	\$2,568.00	\$604.00	\$0.00
		\$0.00	\$0.00	\$0.00	\$0.00
\$72.00	\$14.22	\$598.00	\$0.00	\$972.00	\$881.00
		\$1,033.00	\$15.00	\$0.00	\$201.00
	\$8,990.00	\$0.00	\$0.00	\$0.00	\$0.00
	\$72.00	\$416.00	\$258.00	\$413.00	\$304.00

\$318.79 \$107.00 \$181.00 \$186.00 \$120.00

\$55.97 \$24,154.85 \$23,197.00 \$6,073.00 \$11,710.00 \$13,137.00

\$55.97

(\$1,681.97) **(\$3,231.58)** **(\$4,487.00)** **\$263.00** **\$983.00** **(\$805.00)**

\$10,542.00 **\$15,029.00** **\$14,765.00** **\$13,781.00** **\$14,586.00**

\$7,310.42 **\$10,542.00** **\$15,029.00** **\$14,765.00** **\$13,781.00**

\$7,310.42 **\$10,542.00** **\$15,029.00** **\$14,765.00** **\$13,781.00**

WARNING - THIS SHEET DOUBLE COUNTS RESALE TRANSFERS

For

2021-2022
BUDGET

Direct Operating Revenue

ADMIN	14,400.00
RESALE	300,000.00
ALPINE	57,000.00
NORDIC	14,500.00
FREESTYLE	20.00
BIG TRIPS	15,500.00
LOCAL TRIPS	5,200.00
SPECIAL EVENTS	10,600.00

Total Direct Operating Revenue -----
417,220.00

Expenses

ADMIN	19,787.38
RESALE	282,200.00
ALPINE	56,850.00
NORDIC	23,400.00
FREESTYLE	1,200.00
BIG TRIPS	15,500.00
LOCAL TRIPS	3,050.00
SPECIAL EVENTS	14,400.00

Total Supplies & Services -----
416,387.38

Total Direct Operating Expenses 416,387.38

Performance Margin

832.62

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE -----

OVERALL PERFORMANCE MARGIN

Wisconsin Union
SKI AND SNOWBOARD SUMMARY

for the Seven Months Ending January 31, 2020

2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE
----------------------	---------------------	-----------------

6,000.00	14,200.00	5,728.00
0.00	300,000.00	0.00
16,200.00	59,700.00	2,400.00
12,200.00	25,000.00	14,825.00
2,450.00	2,450.00	20.00
0.00	8,000.00	0.00
1,400.00	5,200.00	730.00
0.00	9,100.00	0.00

38,250.00	423,650.00	23,703.00
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1,584.00	17,862.85	1,919.70
23,300.00	280,069.00	0.00
5,312.66	51,100.00	2,313.91
206.06	20,900.00	9,613.14
102.13	1,150.00	102.13
0.00	16,000.00	0.00
2,000.00	2,400.00	0.00
1,000.00	13,475.00	0.00

33,504.85	402,956.85	13,948.88
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33,504.85	402,956.85	13,948.88
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<u>4,745.15</u>	<u>20,693.15</u>	<u>9,754.12</u>
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2021-2022 BUDGET

Direct Operating Revenue

2180 T-SHIRTS/UNIFORMS	800.00
2707 WAXING REVENUE	200.00
2720 ANNUAL MEMBERSHIP FEES	13,000.00
2990 MISCELLANEOUS INCOME	400.00

Total Direct Operating Revenue	14,400.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

5205 GOODS FOR RETAIL	2,000.00
6020 MARKETING & PROMOTION	1,000.00
6110 M/C VISA SERVICE CHARGE	2,000.00
6150 POSTAGE	
6354 SCHOLARSHIPS	3,500.00
6460 UNION COPIER	125.00
8061 SOCIALS	4,000.00
8075 SPECIAL PROJECTS	1,750.00
8085 ACCESSIBLE PROGRAM	1,500.00
8170 T-SHIRTS/UNIFORMS	
8500 SUPPLIES	300.00
5900 Miscellaneous	3,612.38

Total Supplies & Services 19,787.38

Total Direct Operating Expenses 19,787.38

Performance Margin **(5,387.38)**

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

OVERALL PERFORMANCE MARGIN

832.62

For the Seven Months Ending January 31, 2020

2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE	2019-2020 ACTUAL
0.00	700.00	0.00	958.79
			197.88
6,000.00	13,000.00	5,728.00	16,401.29
0.00	500.00	0.00	830.00
6,000.00	14,200.00	5,728.00	18,387.96
0.00	5,300.00		
0.00	1,000.00		211.41
150.00	2,000.00	126.39	1,778.20
			16.67
0.00	3,562.85		
30.00	125.00	21.07	65.43
0.00	4,000.00		3,523.05
0.00	1,500.00	1,772.24	3,528.85
			1,951.37
			5,376.03
0.00	375.00		
1,404.00			
1,584.00	17,862.85	1,919.70	16,451.01
1,584.00	17,862.85	1,919.70	16,451.01
<u>4,416.00</u>	<u>(3,662.85)</u>	<u>1,919.70</u>	<u>1,936.95</u>

ion
SD ADMIN

2018-2019 ACTUAL	2017-2018 ACTUAL
---------------------	---------------------

1,285.00	402.00
<hr/>	
11,726.00	15,004.00
450.00	3,067.00
<hr/>	
13,461.00	18,473.00

<hr/>	
1,116.00	101.00
1,090.00	2,443.00
	124.00
57.00	197.00
2,972.00	1,091.00
2,067.00	643.00
<hr/>	
	2,600.00

<hr/>	
7,302.00	7,199.00
7,672.00	7,199.00
<u>6,159.00</u>	<u>11,274.00</u>
<hr/>	

2021-2022 BUDGET

Direct Operating Revenue

2105 RESALE GOODS INCOME 300,000.00

Total Direct Operating Revenue 300,000.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6020 MARKETING & PROMOTION 1,200.00

6110 M/C VISA SERVICE CHARGE 11,000.00

7744 TEAM SUPPORT 0.00

7785. CLUB SUPPORT 18,700.00

8055 RESALE REFUND 245,000.00

8500 SUPPLIES 3,000.00

5900 MISCELLANEOUS EXPENSE 3,300.00

Total Supplies & Services 282,200.00

Total Direct Operating Expenses 282,200.00

Performance Margin **17,800.00**

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

For the Seven Months Ending January 31, 2020

2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE
0.00	300,000.00	0.00
0.00	300,000.00	0.00
0.00	1,200.00	0.00
0.00	11,000.00	0.00
23,300.00	20,429.00	0.00
0.00	18,700.00	0.00
0.00	222,740.00	0.00
0.00	3,000.00	0.00
0.00	3,000.00	0.00
23,300.00	280,069.00	0.00
23,300.00	280,069.00	0.00
<u>(23,300.00)</u>	<u>19,931.00</u>	<u>0.00</u>

Wisconsin Union
 SKI&SNOWBD RESALE

2019-2020 ACTUAL	2018-2019 ACTUAL	2017-2018 ACTUAL
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358,453.60	327,574.00	270,524.00
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	327,574.00	270,524.00
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1,010.68	891.00	1,625.00
11,526.52	11,391.00	10,854.00
12,960.00		
14,300.00		
299,686.71	276,223.00	230,379.00
6,584.78	2,915.00	6,542.00
679.95	3,352.00	1,368.00

346,748.64	294,772.00	250,768.00
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346,748.64	294,772.00	250,768.00
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<u>11,704.96</u>	<u>32,802.00</u>	<u>19,756.00</u>
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18,500.00

2021-2022 BUDGET

Direct Operating Revenue

2700 TRAVEL	17,000.00
2711 RESALE SUPPORT	0.00
2718 NATIONALS TEAM REVENUE	3,000.00
2750 DUES	26,000.00
2890 GIFTS/GRANTS/COSPONSORSHIPS	11,000.00

Total Direct Operating Revenue	57,000.00

Direct Operating Expenses

Salaries, Wages, Fringes	
4100's WAGES	550.00

Total Salaries, Wages, Fringes	550.00

Supplies & Services

6310 TRAVEL	12,500.00
8118 NATIONALS TEAM EXPENSES	10,000.00
8119 RACING REGISTRATION FEES	4,500.00
8120 WINTER BREAK EXPENSES	15,000.00
8150 FEES/LIFTS/LODGING	11,000.00
8170 T-SHIRTS/UNIFORMS	400.00
8700 TOOLS/EQUIPMENT	1,000.00
5900 MISCELLANEOUS EXPENSE	1,900.00

Total Supplies & Services	56,300.00

Total Direct Operating Expenses	56,850.00
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<u>Performance Margin</u>	<u>150.00</u>
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<u>Starting Retained Earnings</u>	<u>(479.66)</u>
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<u>Ending Retained Earnings</u>	<u>(329.66)</u>
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<u>Starting Foundation Account</u>	<u>21,498.85</u>
<u>Donation's Raised</u>	<u>10,000.00</u>
<u>Ending Foundation Account</u>	<u>20,498.85</u>
<u>Net Team Balance</u>	<u>20,169.19</u>

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

For the Seven Months Ending January 31, 2020

2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE	2019-2020 ACTUAL
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0.00	17,000.00		18,164.45
8,800.00	6,200.00		8,000.00
0.00	2,000.00		6,587.08
3,400.00	27,500.00	2,400.00	25,675.00
4,000.00	7,000.00		
<hr style="border-top: 1px dashed black;"/>			
16,200.00	59,700.00	2,400.00	58,426.53

517.25	0.00		548.20
<hr style="border-top: 1px dashed black;"/>			
517.25	0.00		548.20

61.50	6,000.00		12,539.35
0.00	11,000.00		16,298.58
0.00	4,500.00	680.00	3,526.45
0.00	16,000.00		13,461.86
3,000.00	12,000.00		17,429.07
100.00	500.00		433.70
1,633.91	1,000.00	1,633.91	239.21
0.00	100.00		3,512.85
<hr style="border-top: 1px dashed black;"/>			
4,795.41	51,100.00	2,313.91	67,441.07

5,312.66	51,100.00	2,313.91	67,989.27
<u>10,887.34</u>	<u>8,600.00</u>	<u>86.09</u>	<u>(9,562.74)</u>

(11,367.00)

(479.66)

22,998.85

2,500.00

21,498.85

21,019.19



.PINE

2018-2019 ACTUAL	2017-2018 ACTUAL
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16,440.00	14,675.00
	2,220.00
1,032.00	2,845.00
25,909.00	32,050.00
10,952.00	129.00

54,333.00	51,919.00
-----------	-----------

12,682.00	15,306.00
3,434.00	13,479.00
5,125.00	620.00
15,170.00	15,606.00
12,390.00	9,727.00
6,140.00	1,037.00
31.00	

54,972.00	55,775.00
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54,972.00	55,775.00
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<u>(639.00)</u>	<u>(3,856.00)</u>
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2021-2022 BUDGET

Direct Operating Revenue

2180 T-SHIRTS/UNIFORMS	
2700 TRAVEL	0.00
2718 NATIONALS TEAM REVENUE	200.00
2711 RESALE SUPPORT	0.00
2750 DUES	14,000.00
2890 GIFTS/GRANTS/COSPONSORSHIPS	100.00
2990 MISCELLANEOUS INCOME	200.00

Total Direct Operating Revenue	14,500.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 TRAVEL - IN STATE	18,000.00
6320 NATIONALS	200.00
8150 FEES/LIFTS/LODGING	5,000.00
8700 TOOLS/EQUIPMENT	200.00

Total Supplies & Services	23,400.00

Total Direct Operating Expenses 23,400.00

Performance Margin **(8,900.00)**

Starting Retained Earnings **(3,591.06)**

Ending Retained Earnings **(12,491.06)**

Starting Foundation Account **3,132.25**

Donations Raised **2,000.00**

Ending Foundation Account

5,032.25

Net Team Balance

(7,458.81)

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4075 - SKI&SNOWBD NOI

For the Seven Months Ending January 31, 2020

2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE	2019-2020 ACTUAL
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0.00			
0.00			1,050.00
0.00			
12,200.00	11,000.00		3,960.00
0.00	14,000.00	14,375.00	14,600.00
0.00			
0.00		450.00	562.50
<hr style="border-top: 1px dashed black;"/>			
12,200.00	25,000.00	14,825.00	20,172.50

206.06	14,000.00	9,613.14	19,636.60
0.00	3,800.00		1,004.51
0.00	3,000.00		6,588.29
0.00	100.00		291.48
<hr style="border-top: 1px dashed black;"/>			

206.06	20,900.00	9,613.14	27,520.88
206.06	20,900.00	9,613.14	27,520.88
<u>11,993.94</u>	<u>4,100.00</u>	<u>5,211.86</u>	<u>(7,348.38)</u>
<u>(15,585.00)</u>			
<u>(3,591.06)</u>			
<u>3,132.25</u>			
<u>0.00</u>			

3,132.25

(458.81)



RDIC

2018-2019 ACTUAL	2017-2018 ACTUAL
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	370.00
11,375.00	10,200.00
168.00	740.00

11,583.00	11,310.00
-----------	-----------

17,271.00	7,899.00
2,693.00	3,373.00
47.00	314.00

20,011.00	11,586.00
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20,011.00	11,586.00
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<u>(8,428.00)</u>	<u>(276.00)</u>
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2021-2022 BUDGET

Direct Operating Revenue

2711 RESALE SUPPORT	0.00
2750 DUES	20.00

Total Direct Operating Revenue	20.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 TRAVEL - IN STATE	1,000.00
8150 FEES/LIFTS/LODGING	200.00

Total Supplies & Services	1,200.00

Total Direct Operating Expenses	1,200.00
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<u>Performance Margin</u>	<u>(1,180.00)</u>
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<u>Starting Retained Earnings</u>	<u>439.87</u>
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<u>Ending Retained Earnings</u>	<u>(740.13)</u>
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CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE	-----
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Wisconsin Union
4076 - SKI&SNOWBD FREES

For the Seven Months Ending January 31, 2020

2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE	2019-2020 ACTUAL
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2,300.00	2,300.00		1,000.00
150.00	150.00	20.00	20.00
<hr style="border-top: 1px dashed black;"/>			
2,450.00	2,450.00	20.00	1,020.00

102.13	1,000.00	102.13	354.14
0.00	150.00		

102.13	1,150.00	102.13	354.14
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102.13	1,150.00	102.13	354.14
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<u>2,347.87</u>	<u>1,300.00</u>	<u>(82.13)</u>	<u>665.86</u>
------------------------	------------------------	-----------------------	----------------------

(1,908.00)

439.87

STYLE

2018-2019 ACTUAL	2017-2018 ACTUAL
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250.00

250.00

1,218.00
82.00

1,220.00
48.00

1,300.00

1,268.00

1,300.00

1,268.00

(1,300.00)

(1,018.00)

|

Direct Operating Revenue

2703 TRIPS
2711 RESALE SUPPORT MIDWEST
2711 RESALE SUPPORT OUTWEST
2711 RESALE SUPPORT SPRING BREAK

Total Direct Operating Revenue

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

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

Total Supplies & Services

Total Direct Operating Expenses

Performance Margin

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

For the Seven Months Ending Jan			
2020-2021 BUDGET	2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE
9,000.00			
3,000.00	0.00	2,000.00	
3,000.00	0.00		
500.00	0.00	6,000.00	
-----	-----	-----	-----
15,500.00	0.00	8,000.00	
-----	-----	-----	-----
4,000.00	0.00	5,000.00	
8,000.00	0.00	5,000.00	
2,500.00	0.00	5,000.00	
1,000.00	0.00	1,000.00	
-----	-----	-----	-----
15,500.00	0.00	16,000.00	
15,500.00	0.00	16,000.00	
<u>0.00</u>	<u>0.00</u>	<u>(8,000.00)</u>	
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Wisconsin Union
 ·SKI&SNOWBD BIG TRIPS

February 31, 2020		
2019-2020 ACTUAL	2018-2019 ACTUAL	2017-2018 ACTUAL

8,690.00
 1,500.00
 1,000.00
 2,000.00

13,190.00

3,813.15	3,509.00	3,055.00
7,719.70	7,732.00	9,108.00
2,456.16	1,446.00	364.00
546.61	53.00	439.00

14,535.62 1,714.00 113,825.00

14,535.62 1,714.00 113,825.00

(1,345.62) **(1,714.00)** **5,220.00**

2020-2021 BUDGET

Direct Operating Revenue

2701 TRIPS	600.00
2705 LOCAL TRIPS	3,000.00
2711 RESALE SUPPORT	1,600.00

Total Direct Operating Revenue	5,200.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 TRAVEL	2,500.00
8150 FEES/LIFTS/LODGING	550.00

Total Supplies & Services	3,050.00

Total Direct Operating Expenses 3,050.00

Performance Margin **2,150.00**

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

Wisconsin Union
4080 - SKI&SNOWBD LOCAL

For the Seven Months Ending January 31, 2020

2019-2020 REVISED	2020-2021 BUDGET	YEAR TO DATE	2019-2020 ACTUAL
400.00	600.00	155.00	675.00
1,000.00	3,000.00	575.00	4,289.00
0.00	1,600.00		500.00
<hr style="border-top: 1px dashed black;"/>			
1,400.00	5,200.00	730.00	5,464.00
 <hr style="border-top: 1px dashed black;"/>			
2,000.00	1,800.00		6,281.10
0.00	600.00		(80.00)
<hr style="border-top: 1px dashed black;"/>			
2,000.00	2,400.00	0.00	6,201.10
2,000.00	2,400.00	0.00	6,201.10
<u>(600.00)</u>	<u>2,800.00</u>	<u>730.00</u>	<u>(737.10)</u>
<hr style="border-top: 1px dashed black;"/>			

_ TRIPS

2018-2019 ACTUAL	2017-2018 ACTUAL
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1,904.00 2,812.00

2,439.00 3,052.00

3,125.00 2,867.00

3,125.00 2,867.00

3,125.00 2,867.00

(686.00) **185.00**

2021-2022 BUDGET

Direct Operating Revenue

2711 RESALE SUPPORT 10,600.00

Total Direct Operating Revenue 10,600.00

Direct Operating Expenses

Salaries, Wages, Fringes

Supplies & Services

6310 TRAVEL - IN STATE 400.00

7802 RAIL JAM 10,000.00

8064 FREE NIGHT 1,500.00

8085 ACCESSIBLE PROGRAM 2,500.00

Total Supplies & Services 14,400.00

Total Direct Operating Expenses 14,400.00

Performance Margin **(3,800.00)**

CLUB LOAN FISCAL YEAR BEG BAL

REMAINING BALANCE DUE

For the Seven Months Ending Januar

2020-2021 REVISED	2020-2021 BUDGET	YEAR TO DATE
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0.00	9,100.00	
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0.00	9,100.00	
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0.00	375.00	
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0.00	9,000.00	
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0.00	1,200.00	
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1,000.00	2,900.00	
----------	----------	--

1,000.00	13,475.00	
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1,000.00	13,475.00	
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<u>(1,000.00)</u>	<u>(4,375.00)</u>	
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Wisconsin Union
 SNOWBD SPECIAL EVENTS

by 31, 2020		
2019-2020 ACTUAL	2018-2019 ACTUAL	2017-2018 ACTUAL

9,100.00

80.00

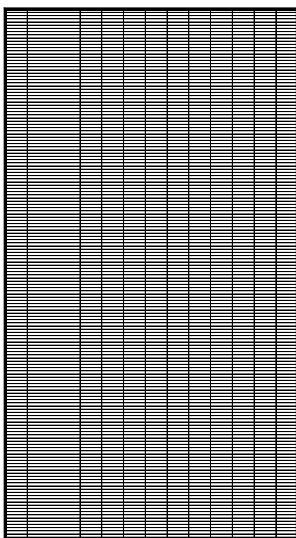
375.00		
11,645.48	8,300.00	1,702.00
	644.00	360.00

12,020.48	8,944.00	2,062.00
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12,020.48	8,944.00	2,062.00
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<u>(2,920.48)</u>	<u>(8,944.00)</u>	<u>(1,982.00)</u>
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A vertical rectangular grid consisting of 10 columns and 30 rows. The grid is composed of thin black lines forming a uniform pattern of small squares. The grid is centered horizontally on the page.



4600 - ADMIN											
Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final	FY18 Final	FY19 Final	FY20 Final	FY21 Budgeted	FY21 Current	FY21 Revised	FY22 Budgeted
4600-2105	RESALE INCOME	\$ 3,114.00	\$ 1,058.00	\$ 996.00	\$ 601.00	\$ 416.00	\$ 824.00	\$ 1,000.00	\$ 38.00	\$ 100.00	500
4600-2720	ANNUAL MEMBERSHIP FEES	\$ 133,767.00	\$ 136,857.00	\$ 140,891.00	\$ 121,335.00	\$ 98,179.00	\$ 48,477.00	\$ 167,950.00	\$ 807.00	\$ 7,620.00	119,380
4600-2723	SUMMER MEMBERSHIP FEES	\$ 31,872.00	\$ 27,220.00	\$ 21,508.00	\$ 22,000.00	\$ 14,026.00	\$ 191.00	\$ 26,800.00	\$ -	\$ 22,000.00	22,000
4600-2724	FALL FEES	\$ 2,521.00	\$ 1,408.00	\$ 1,717.00	\$ 1,048.00	\$ 424.00	\$ 2,608.00	\$ 2,000.00	\$ 121.00	\$ -	890
4600-2727	MONTHLY FEES	\$ 11,144.00	\$ 11,277.00	\$ 11,820.00	\$ 11,480.00	\$ 7,609.00	\$ 7,960.00	\$ 13,200.00	\$ -	\$ 2,340.00	5,850
4600-2728	ACADEMIC YEAR FEES	\$ 7,924.00	\$ 6,628.00	\$ 6,351.00	\$ 4,684.00	\$ 1,864.00	\$ 2,772.00	\$ 6,300.00	\$ 1,148.00	\$ -	4,170
4600-2762	WORK HOURS DEPOSITS	\$ 59,117.00	\$ 50,407.00	\$ 48,103.00	\$ 41,476.00	\$ 36,026.00	\$ 18,841.00	\$ 53,000.00	\$ 1,343.00	\$ 8,340.00	45,060
4600-2965	DONATIONS	\$ 209.00	\$ 10.00	\$ 70.00	\$ -	\$ 1.00	\$ 250.00	\$ -	\$ -	\$ -	15,000
4600-2990	MISCELLANEOUS	\$ 1,401.00	\$ 159.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 51,500.00	-
4600-2999	SAILING REV CLEARING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
REV	***TOTAL REVENUES***	\$ 251,729.00	\$ 235,813.00	\$ 232,146.00	\$ 203,279.00	\$ 158,724.00	\$ 81,923.00	\$ 270,250.00	\$ 3,457.00	\$ 91,900.00	\$ 212,850.00
4600-5205	GOODS FOR RESALE	\$ 2,272.00	\$ 2,483.00	\$ 530.00	\$ 1,268.00	\$ 1,331.00	\$ 129.00	\$ 1,000.00	\$ -	\$ -	500
4600-5300	OFFICE SUPPLIES	\$ 157.00	\$ 187.00	\$ 81.00	\$ -	\$ 5.00	\$ 22.00	\$ 50.00	\$ -	\$ -	50
4600-6020	MARKETING & PROMOTION	\$ 3,374.00	\$ 2,001.00	\$ 2,062.00	\$ 2,067.00	\$ 951.00	\$ 983.00	\$ 2,750.00	\$ -	\$ 2,000.00	2,750
4600-6090	TELEPHONE SERVICE	\$ 277.00	\$ 561.00	\$ 756.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-6110	M/C VISA SERVICE CHARGE	\$ 9,401.00	\$ 5,840.00	\$ 7,315.00	\$ 7,385.00	\$ 6,350.00	\$ 4,160.00	\$ 8,000.00	\$ 184.00	\$ 3,000.00	6,500
4600-6135	FACILITY RENTAL	\$ -	\$ -	\$ 125.00	\$ 3,043.00	\$ 1,059.00	\$ 1,504.00	\$ 1,500.00	\$ 750.00	\$ 1,500.00	1,500
4600-6150	POSTAGE	\$ 363.00	\$ 60.00	\$ 24.00	\$ 28.00	\$ 217.00	\$ 200.00	\$ 300.00	\$ -	\$ 50.00	50
4600-6328	CLUB SUBSIDIES EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,500.00	\$ -	\$ 8,500.00	8,500
4600-6460	UNION COPIER	\$ 1,656.00	\$ 1,270.00	\$ 549.00	\$ 329.00	\$ 153.00	\$ 89.00	\$ 300.00	\$ 7.50	\$ 100.00	300
4600-6480	PRINTING	\$ 614.00	\$ -	\$ -	\$ 356.00	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-6481	MEMBERSHIP FORMS & CARDS	\$ -	\$ -	\$ 64.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-6483	BROCHURES	\$ 5.00	\$ 65.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-7315	WEBSITE FEES	\$ -	\$ 390.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-8000	COMPUTER	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-8036	DONATION PROGRAM EXP'S	\$ 3,110.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-8455	COMMODORE STIPEND	\$ 3,000.00	\$ 1,500.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
4600-8465	WORK HOUR REFUNDS	\$ 5,130.00	\$ 3,812.00	\$ 2,465.00	\$ 2,760.00	\$ 1,650.00	\$ 870.00	\$ 2,500.00	\$ -	\$ 1,000.00	3,000
4600-5900	MISCELLANEOUS EXP	\$ 736.00	\$ 669.00	\$ 1,126.00	\$ -	\$ 277.00	\$ 369.00	\$ -	\$ -	\$ -	-
EXP	***TOTAL EXPENSES***	\$ 30,095.00	\$ 18,838.00	\$ 15,097.00	\$ 17,236.00	\$ 11,993.00	\$ 8,326.00	\$ 24,900.00	\$ 941.50	\$ 16,150.00	\$ 23,150.00
NI	NET INCOME / PERFORMANCE	\$ 221,634.00	\$ 216,975.00	\$ 217,049.00	\$ 186,043.00	\$ 146,731.00	\$ 73,597.00	\$245,350.00	\$ 2,515.50	\$ 75,750.00	\$189,700.00

4610 - CAPITAL EQUIPMENT											
Number	Account Description	Final	Final	Final	Final	Final	Final	Budgeted	FY21 Current	Revised	Budgeted
4610-2990	MISCELLANEOUS INCOME	-	-	23,335	115	-	-	-	4,707	4,707	-
REV	***TOTAL REVENUES***	-	-	23,335	115	-	-	-	4,707	4,707	-
4610-5900	MISCELLANEOUS EXP	127	-	-	-	-	-	-	-	-	-
4610-6328	CLUB TEAM SUBSIDY	-	-	11,500	11,500	11,500	11,500	11,500	-	11,500	11,500
4610-8605	FLEET/EQUIP REPLACEMENT	-	-	20,000	5,893	49,995	-	6,000	-	-	-
4610-9245	INSURANCE CLAIM EXP	-	-	-	-	-	730	-	-	-	-
EXP	***TOTAL EXPENSES***	127	-	31,500	17,393	61,495	12,230	17,500	-	11,500	11,500
NI	NET INCOME / PERFORMANCE	(127)	-	(8,165)	(17,278)	(61,495)	(12,230)	(17,500)	4,707	(6,793)	(11,500)

4620 - EVENTS											
Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final	FY 18 Final	FY 19 Final	FY 20 Final	FY 21 Budgeted	FY 21 Current	FY 21 Revised	FY 22 Budgeted
4620-2712	COMMODORE'S CUP FEES	\$ 2,570.00	\$ 160.00	\$ 1,540.00	\$ 3,090.00	\$ 4,134.00	\$ 2,530.00	\$ 2,500.00	\$ -	\$ -	\$ -
4620-2713	PIRATE'S DAY FEES	\$ (5.00)	\$ 2,029.00	\$ 2,189.00	\$ 1,729.00	\$ 108.00	\$ 1,096.00	\$ 2,000.00	\$ -	\$ -	\$ 1,000.00
4620-2715	TECH INTERGALACTICS FEES	\$ 140.00	\$ -	\$ 391.00	\$ 200.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4620-2717	SPECIAL EVENTS FEES	\$ 171.00	\$ 60.00	\$ -	\$ -	\$ (636.00)	\$ -	\$ -	\$ -	\$ -	\$ -
REV	***TOTAL REVENUES***	\$ 2,876.00	\$ 2,249.00	\$ 4,120.00	\$ 5,019.00	\$ 3,606.00	\$ 3,626.00	\$ 4,500.00	\$ -	\$ -	\$ 1,000.00
4620-6480	PRINTING	\$ 280.00	\$ 226.00	\$ 128.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4620-7730	SPECIAL/TEAM EVENTS	\$ 395.00	\$ (215.00)	\$ 41.00	\$ 37.00	\$ 1,820.00	\$ -	\$ -	\$ -	\$ -	\$ -
4620-8051	SPRING CHICKEN REGATTA / SNOW BALL EXPENSES	\$ 80.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	\$ -	\$ -	\$ -
4620-8053	INTERGALACTICS	\$ 95.00	\$ -	\$ 324.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4620-8057	COMMODORE'S CUP	\$ 7,312.00	\$ 1,416.00	\$ 7,465.00	\$ 7,197.00	\$ 7,183.00	\$ 8,180.00	\$ 7,100.00	\$ -	\$ -	\$ -
4620-8058	PIRATE'S DAY	\$ 1,724.00	\$ 986.00	\$ 823.00	\$ 1,262.00	\$ 930.00	\$ 388.00	\$ 1,500.00	\$ -	\$ -	\$ 500.00
4620-8061	SOCIALS	\$ 5,688.00	\$ 7,521.00	\$ 10,784.00	\$ 12,080.00	\$ 10,049.00	\$ 12,304.00	\$ 12,800.00	\$ -	\$ -	\$ 2,000.00
4620-8500	SUPPLIES	\$ 135.00	\$ 68.00	\$ 406.00	\$ 359.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4620-8501	WORK PARTY SUPPLIES	\$ -	\$ -	\$ -	\$ 253.00	\$ 90.00	\$ -	\$ -	\$ -	\$ -	\$ -
4620-8693	BUCCANEER'S BALL EXPENSES	\$ 160.00	\$ 167.00	\$ -	\$ 80.00	\$ 134.00	\$ 126.00	\$ 400.00	\$ -	\$ -	\$ -
4620-8700	TOOLS/EQUIPMENT	\$ 114.00	\$ -	\$ 101.00	\$ 165.00	\$ 90.00	\$ -	\$ -	\$ -	\$ -	\$ -
4620-5900	MISCELLANEOUS EXP	\$ -	\$ -	\$ 71.00	\$ 119.00	\$ 8,177.00	\$ 2,400.00	\$ 150.00	\$ -	\$ -	\$ -
EXP	***TOTAL EXPENSES***	\$ 15,983.00	\$ 10,169.00	\$ 20,143.00	\$ 21,552.00	\$ 28,473.00	\$ 23,398.00	\$ 22,950.00	\$ -	\$ -	\$ 2,500.00
NI	NET INCOME / PERFORMANCE	\$ (13,107.00)	\$ (16,023.00)	\$ (16,023.00)	\$ (16,533.00)	\$ (24,867.00)	\$ (19,772.00)	\$ (18,450.00)	\$ -	\$ -	\$ (1,500.00)

4640 - INSTRUCTION											
Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final	FY18 Final	FY19 Final	FY20 Final	FY21 Budgeted	FY21 Current	FY21 Revised	FY22 Budgeted
4640-2974	ASA NEW INSTRUCTOR FEE	1,715	2,065	2,150	-	3,850	-	-	-	-	2,000
4640-2990	MISCELLANEOUS	(395)	-	70	6,705	-	15,610	-	-	9,000	12,000
REV	***TOTAL REVENUES***	1,795	2,065	2,223	6,705	3,850	15,610	-	-	9,000	14,000
4640-4100s	WAGES	74,307	80,683	111,710	72,476	45,869	86,348	95,000	20,036	43,420	74,000
4640-4200s	FRINGES	16,897	16,731	25,645	26,219	6,730	11,027	25,000	3,828	4,342	7,400
4640-8335	INSTRUCTION SAFETY	-	280	-	99	-	-	-	-	-	-
4640-8350	INST SUPPLIES/TRAINING	1,444	1,900	472	1,073	1,650	855	1,000	-	1,000	1,500
4640-8370	SPECIAL INSTR SUPPLIES	114	-	-	-	34	-	-	-	-	-
4640-8375	INSTRUCTION MANUALS	-	-	-	-	-	-	-	-	-	-
4640-5900	MISCELLANEOUS EXP	162	208	160	64	507	163	-	-	-	-
EXP	***TOTAL EXPENSES***	92,924	99,802	137,987	99,931	54,790	98,393	121,000	23,864	48,762	82,900
NI	NET INCOME / PERFORMANCE	(91,129)	(97,737)	(135,764)	(93,226)	(50,940)	(82,783)	(121,000)	(23,864)	(39,762)	(68,900)

4650 - YOUTH PROGRAM											2022
Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final	FY18 Final	FY19 Final	Final	Budgeted	Current	Revised	Budgeted
4650-2735	GENERAL YOUTH REVENUES	105,406	166,875	107,711	36,812	102,515	107,276	-	-	-	30,000
4650-2737	YOUTH FINANCIAL AID										
4650-2738	YOUTH 4H CONFERENCE	5,460		4,900	4,830	3,640		4,000	-	-	4,000
4650-2990	MISCELLANEOUS	240									
REV	***TOTAL REVENUES***	111,106	166,875	112,611	41,642	106,155	107,276	4,000	-	-	34,000
4650-4100s	WAGES	32,500	32,500	14,200	36,147	34,002	-	26,000	-	-	9,000
4650-4200s	FRINGES	226			164	317		500			
4650-8335	INSTRUCTION SAFETY	346	263	284		90		100			
4650-8336	YOUTH INSTRUCTION SAFETY	346			188	68					
4650-8350	INST SUPPLIES/TRAINING	4,033	1,487	763	2,449	3,168	4,485	2,000			2,000
4650-5900	MISCELLANEOUS EXP	4,817	3,252	9,179	2,698	3,041	2,443				2,500
EXP	***TOTAL EXPENSES***	42,268	37,502	24,426	41,646	40,686	6,928	28,600	-	-	13,500
NI	NET INCOME / PERFORMANCE	68,838	129,373	88,185	(4)	65,469	100,348	(24,600)	-	-	20,500

4660 - OUTREACH											
Number	Account Description	Final	Final	Final	Final	Final	Final	Budgeted	Current	Revised	Budgeted
4660-2732	ACCESSIBLE SAILING FEES	-	1,500	2,100	2,346	-	-	1,500	-	-	-
4660-2754	CONFERENCE SAILING	770	873	1,104	484	-	-	1,000	-	-	-
4660-2756	PE/MINI COURSE USER FEES	-	-	-	-	-	-	-	-	-	-
4660-2778	PRIVATE INSTRUCTION	-	-	-	-	-	-	-	-	-	-
4660-2883	OUTREACH PROGRAM INCOME	-	-	-	-	-	-	-	-	-	-
REV	***TOTAL REVENUES***	770	2,373	3,204	2,830	-	-	2,500	-	-	-
4660-4100s	WAGES	-	-	-	-	-	-	-	-	-	-
4660-8085	ACCESSIBLE PROGRAM	1,420	251	-	3	-	-	500	-	-	-
4660-8362	CONFERENCE SAILING EXP	-	-	-	-	-	-	-	-	-	-
4660-5900	MISCELLANEOUS EXPENSE	-	118	-	-	-	-	-	-	-	-
EXP	***TOTAL EXPENSES***	1,420	369	-	3	-	-	500	-	-	-
NI	NET INCOME / PERFORMANCE	(650)	2,004	3,204	2,827	-	-	2,000	-	-	-

4670 - SAILING UW TEAM

Number	Account Description	Final	Final	Final	Final	Final	Final	Budgeted	Current	Revised	Budgeted
4670-2100	MERCHANDISE SALES	973	-	2,543	-	-	-	-	-	-	-
4670-2101	MERCHANDISE & T-SHIRT SALES	1,595	2,910	-	1,134	1,913	930	2,500	-	-	1,000
4670-2180	T-SHIRTS/UNIFORMS	-	-	-	-	-	-	-	-	-	-
4670-2181	UNIFORM REPAYMENT	309	-	-	-	1,200	390	1,000	-	-	1,000
4670-2720	ANNUAL MEMBERSHIP FEES	-	-	-	-	-	-	-	-	-	-
4670-2719	SPRING BREAK REPAYMENT	14,314	13,641	15,320	16,913	15,776	9,644	18,000	-	-	18,000
4670-2739	NATIONALS REPAYMENT	1,955	8,850	1,192	5,716	5,124	-	5,000	-	-	5,000
4670-2745	TRAVEL DUES 1ST SEMESTER	516	1,030	1,004	117	1,394	1,352	1,500	-	-	1,500
4670-2746	TRAVEL DUES 2ND SEMESTER	130	750	5,545	5,265	1,029	506	1,100	-	-	1,100
4670-2747	TEAM DUES 1ST SEMESTER	2,341	6,340	6,950	6,890	6,111	5,460	6,000	4,200	4,200	6,000
4670-2748	TEAM DUES 2ND SEMESTER	4,925	5,020	(25)	100	5,300	325	5,000	-	4,000	5,000
4670-2750	DUES	2,600	-	-	-	-	-	-	-	-	-
4670-2751	REGATTA INCOME (HOSTING)	(59)	667	395	149	278	(225)	700	-	-	500
4670-2753	OUT OF STATE TRAVEL DUES	1,195	-	-	-	-	-	-	-	-	-
4670-2767	CLINIC REVENUE	3,735	2,700	-	-	2,999	67	3,000	-	-	3,000
4670-2891	FUNDRAISING	28,817	6,331	10,505	8,868	5,510	9,880	12,000	-	-	5,000
4670-2990	MISCELLANEOUS	4,755	417	-	20,299	900	-	1,000	-	9,000	-
4670-2900	CLUB TEAM SUBSIDY	-	-	11,500	11,500	11,500	11,500	11,500	-	11,500	11,500
REV	***TOTAL REVENUES***	68,101	48,656	54,929	76,951	59,034	39,829	68,300	4,200	28,700	58,600
4670-4315	COACHING FEE (UW TEAM)	6,000	-	-	12,000	412	12,000	12,000	4,500	9,000	12,000
4670-5205	GOODS FOR RESALE	1,170	-	-	1,414	-	-	-	-	-	-
4670-5210	MERCHANDISE PURCHASES	3,215	3,884	3,298	-	3,365	772	4,000	-	-	-
4670-6311	TRAVEL EXPENSES 1ST SEM	736	8,866	18,207	708	8,141	9,750	9,000	-	-	9,000
4670-6321	TRAVEL EXPENSES 2ND SEM	2,263	19,723	5,420	25,418	9,322	2,674	8,000	-	-	8,000
4670-6325	TRAVEL EXPENSES	29,673	1,041	5,154	1,888	7,124	(28)	4,000	-	-	4,000
4670-8010	FUNDRAISING EXPENSE	3,640	1,839	5,369	4,601	2,298	2,647	2,000	164	500	2,000
4670-8048	REGATTA FEES (ATTENDING)	385	80	-	39	100	-	200	-	-	200
4670-8049	CLINIC EXPENSE	-	-	218	1,070	164	95	1,050	-	-	1,000
4670-8052	REGATTA EXPENSES (HOSTING)	210	1,102	244	835	-	-	300	-	-	300
4670-8100	NATIONAL FEES	8,189	7,907	3,067	11,597	4,714	-	7,000	-	-	7,000
4670-8105	MCSA FEES	985	595	1,035	795	1,286	1,425	1,000	-	-	1,000
4670-8156	SPRING BREAK	10,999	9,050	12,567	14,927	24,207	9,401	18,000	(268)	(268)	10,000
4670-8170	T-SHIRTS/UNIFORMS	2,881	(787)	-	-	-	-	-	-	-	-
4670-8171	UNIFORM PURCHASES (FLOW THRU)	4,233	-	-	-	-	642	1,000	-	-	-
4670-5900	MISCELLANEOUS EXP	1,055	2,995	1,265	1,917	2,022	8,198	750	3,815	19,500	4,000
EXP	***TOTAL EXPENSES***	75,634	56,295	55,844	77,209	63,155	47,576	68,300	8,211	28,732	58,500
NI	NET INCOME / PERFORMANCE	(7,533)	(7,639)	(915)	(258)	(4,121)	(7,747)	-	(4,011)	(32)	100

4690 - ASA INSTRUCTION											
Account Number	Account Description	FY 15 Final	FY 16 Final	FY 17 Final	FY18 Final	FY19 Final	FY20 Final	FY21 Budgeted	FY21 Current	FY21 Revised	FY22 Budgeted
4690-2105	RESALE INCOME	2	-	-	49	49	-			-	
4690-2742	ASA MADISON LAKE COURSE INCOME	8,740	3,635	4,282	6,187	1,685	3,100			-	2,000
4690-2743	ASA OFF-MENDOTA CLASS INCOME	5,749	-	-	-	-	-			-	-
4690-2744	ASA HOOFER MEMBERSHIP INCOME	-	(739)	-	-	-	-			-	-
REV	***TOTAL REVENUES***	14,491	2,896	4,282	6,236	1,734	3,100	-	-	-	-
4690-4100s	ASA WAGES	-	-	-	-	-	-			-	-
4690-4200s	ASA FRINGES	-	-	-	-	-	-			-	-
4690-5205	GOODS FOR RESALE	3,136	1,179	698	741	-	-			-	-
4690-6020	MARKETING & PROMOTION	-	-	-	-	-	-			-	-
4690-6352	ASA CERTIFICATION	-	-	696	309	-	861			900	900.00
4690-6353	ASA TRAINING/DEV	-	-	490	-	-	-			-	-
4690-8405	ASA ON-MENDOTA CLASS EXP	1,218	744	897	-	2,052	-			-	-
4690-8410	ASA OFF-MENDOTA CLASS EXP	7,659	-	500	-	295	-			-	-
4690-8415	ASA NATIONAL MEMBERSHIP FEES	-	500	-	500	-	-			-	-
4690-8420	ASA ANNUAL CLUB FEES	-	-	-	-	500	-			-	-
	REPAIRS AND MAINTENANCE	-	-	-	-	-	-			-	-
	ASA MISCELLANEOUS EXPENSES	539	-	-	-	-	-			-	-
EXP	***TOTAL EXPENSES***	12,552	2,423	3,281	1,550	2,847	861	-	-	900	900
NI	NET INCOME / PERFORMANCE	1,939	473	1,001	4,686	(1,113)	2,239	-	-	(900)	(900)



Union Council Hooper Budget Presentation

Outline

- Current State of Hoofers
- Hooper & Hooper Council Trends
- Pandemic Era Club Overview
- Issues to Consider
- Spreadsheet Overview and Q&A

Current State of Hoofers

- Pandemic severely negatively impacted club ability to program
- Hooper Club Membership \$ Change:

Club	Forecast 2021	Actual 2019	% Change
Council	7,507.93	21,194.00	-64.58%
Mountaineering	493.00	1,999.00	-75.34%
Outing	2,500.00	10,460.00	-76.10%
Riding Club Stable	1,000.00	4,340.00	-76.96%
Scuba	548.00	1,231.00	-55.48%
Ski and Snowboard	6,000.00	11,726.00	-48.83%
Sailing	31,960.00	172,486.00	-81.47%

Current State of Hoofers

- Club was able to substantially eliminate expenses
- Lost significant programming
- FY21 club revenues of \$204,867 and expenses of \$202,351
 - Total forecasted Hooper Performance Margin: \$(2,516)
- Future programming still risky due to uncertainty surrounding COVID-19
- FY22 plan \$866,579 in revenue and \$857,057 in expenses
 - Total Forecasted Performance Margin \$9,522
- Still a way to go before the typical \$1.2m budget

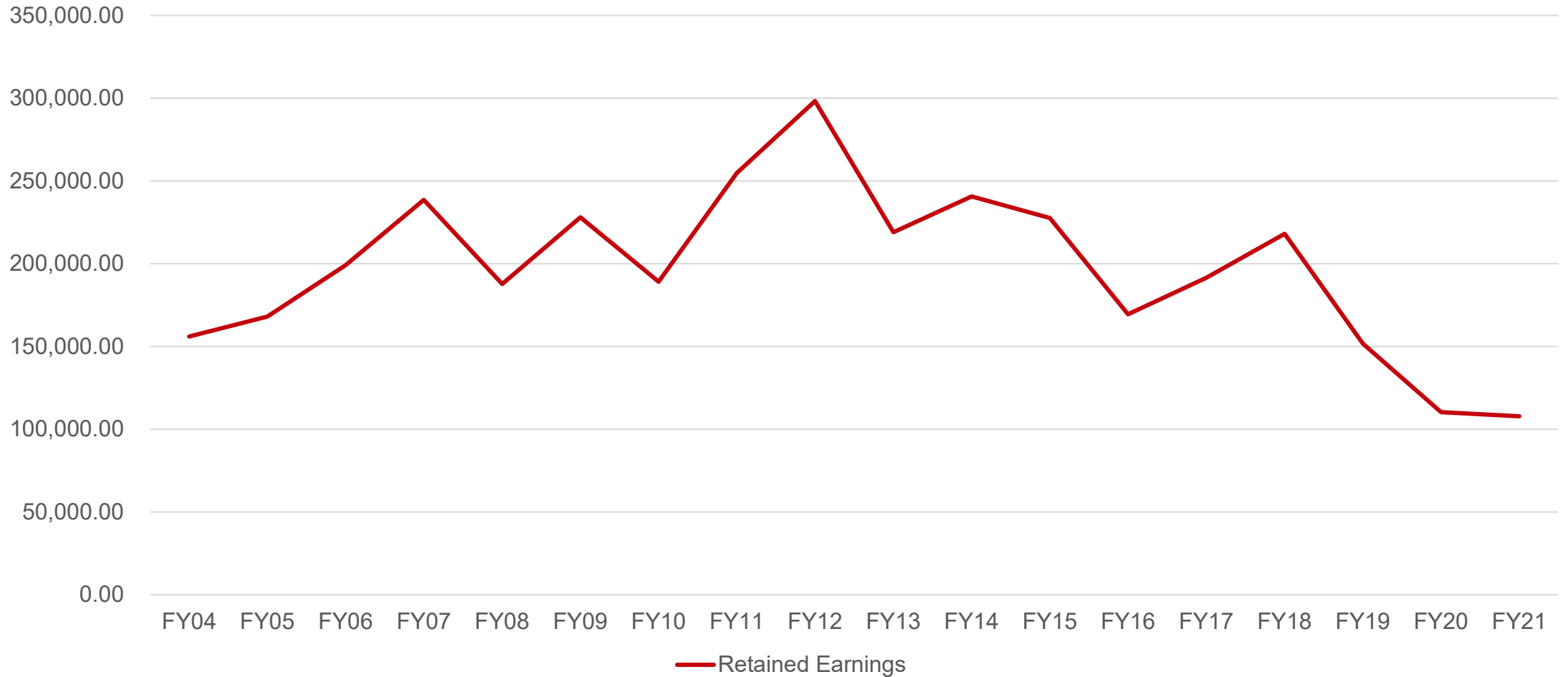
Hooper Council Trends

Revenues Vs Expenses



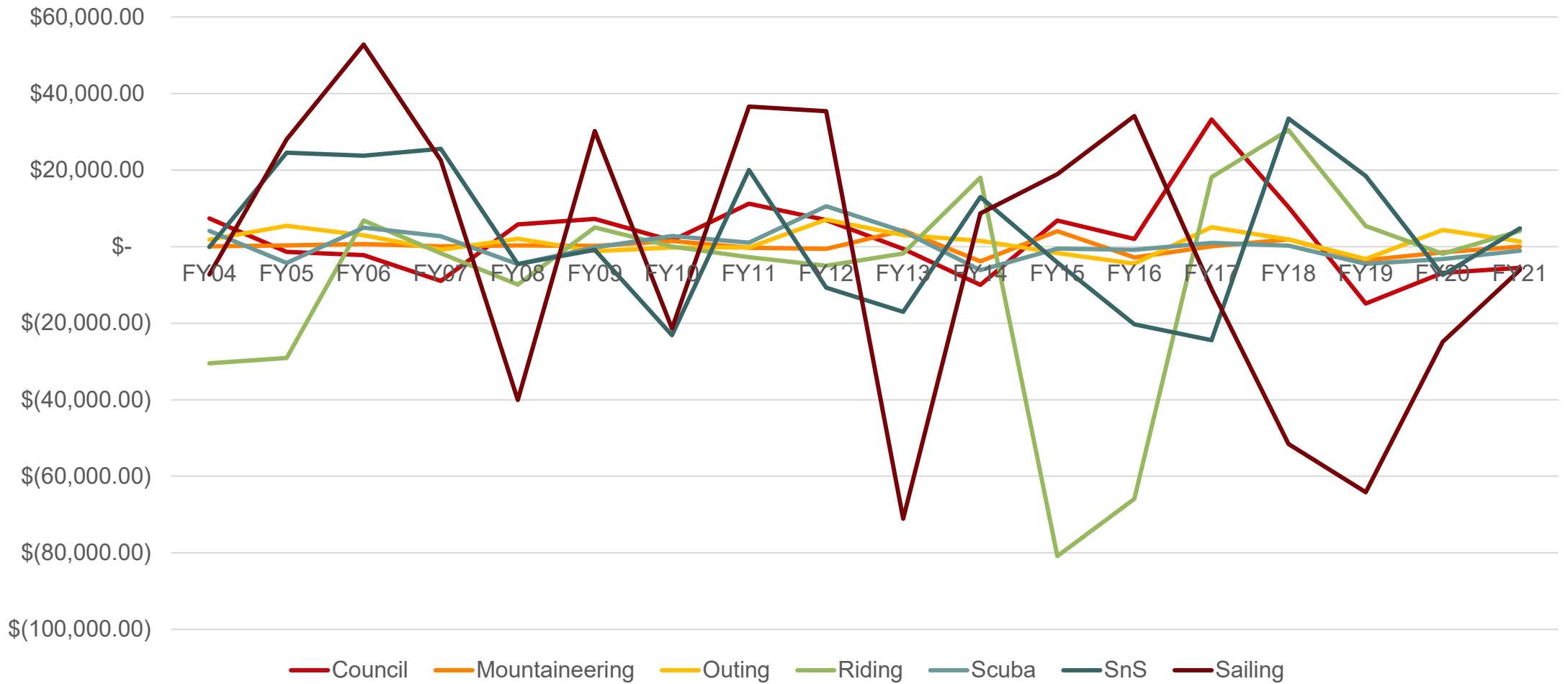
Hooper Trends

Retained Earnings



Hooper Trends

Performance Margin Over Time



Mountaineering Club Overview

- Limited group programming compared to baseline year
- Film programming still occurred this year (virtual)
- Successfully rented equipment for solo trips
- Dale Cole Fund Usage
 - Subsidize spring educational clinics (\$300)
 - Subsidize year end leader trip (\$200)
 - Build educational training boards (\$100)
- FY21 \$202 Performance Margin (PM)
 - (Includes \$200 from Team)
- FY22 \$130 PM

Outing Club Overview

- Limited group programming compared to baseline
- Still rented out equipment for club members
- Dale Cole Fund
 - Leader training trip in early summer (unspecified)
- Long Term wants to start drawing down retained earnings (\$25,000 worth)
- FY21 \$1,370 PM
- FY22 \$(820) PM

Riding Club Overview

- Significant Changes towards club restructuring
 - Completing Sale of Horses
- Due to loss of Horses will be limiting team size going forward
- Transitioning towards lessons and transportation as the main perk of members
- Rapidly repaying Hooper Debts
- FY21 \$4,082 PM
- FY22 \$12,042 PM

Scuba Overview

- Plans to provide significantly more programming as Mendota warms
- Fully operational in mid summer due to the inherently socially distanced programming
- Issues going forward:
 - Need to work with RecWell for pool access as Nat construction occurs
- FY21 \$(1,080) PM
- FY22 \$157 PM

Ski and Snowboard Overview

- Limited to Local Trips only for programming
 - Local trips saw low turnout due to fleet vehicle restrictions
- Saw the lowest drop in membership due to the sale of subsidized ski passes (-48.33%)
- No Resale due to COVID
- Informal Rail Jam at Tyrol Basin
 - Tyrol will sponsor SNS a portion of sales
- Issues:
 - Need to transfer resale revenue accrued, Teams FY21, rest FY22
 - Need to retain club membership due to later programming start
- FY21 \$4,745 PM
- FY22 \$833 PM

Sailing Overview

- Worst hit by COVID-19 (-81.47% drop in memberships)
- Significant fixed costs (boats, head of instruction)
 - Were successfully able to allocate away %30 of HOI salary in FY21
 - Plan to allocate 20% in FY22
- Issues with Marina installation, currently waiting on Canadian Company to repair
- Youth Program Cancelled (Provides over \$100,000 in funding)
- Will cancel all social events FY21
- Will draw down \$40,000 in foundation to cover expenses
- Limiting paid lessons by ~55%
- FY21 \$(6,087) PM
- FY22 \$7,250 PM

Hooper Council Overview

- Limiting expenses to mandatory costs
 - OUW Admin Fee, Website/POS charges, Repairs, Garmin Subscription
 - Will provide necessary fund for recognition this year
- Membership Fees down 65% due to pandemic
- Programs like Hooper Ambassadors have been able to operate due to grant funding
- FY21 PM \$(5,548)
- FY22 PM \$(10,069)
 - Includes \$5,000 in expenses to be applied to WUD grants

Issues to Consider

- Uncertainty surrounding return to normal plans
 - Sailing being unable to operate would reduce PM by \$20,000
 - This is assuming that Hooper Sailing can react in time to any changes
- Rising administrative costs
 - Tangible: OUW Admin Fee
 - Previously received these services for almost nothing
 - Need to consider providing own services or raising fees
 - Intangible: Necessity of Pro and Desk staff for programming



Commission to ensure Diversity, Equity and Inclusion in Dining, Policies and Practices

Pradyumna Rao, Chair of the Facilities Advisory Board, Vice-President of External Affairs - Wisconsin Union

Facilities Diversity, Equity and Inclusion Subcommittee, Wisconsin Union
Dining and Hospitality Advisory Board, Wisconsin Union

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Preamble

The Wisconsin Union, opened in 1928, currently serves in student and community life through five main functions; Events & Activities, Relaxing & Studying, Food and Beverage, Outdoor Recreation, Student Leadership, and Theater. This proposal seeks to analyze the facilitation of three of these functions, *Events & Activities*, *Student Leadership*, and *Food and Beverage* through a Diversity, Equity, and Inclusion (DEI) lens. This issue has reached a crescendo this year from both internal and external outlets. Wisconsin Union Directorate (WUD) committees, full-time Dining, Facilities, and Campus Event Services Office (CESO) staff have all raised the issue of outdated policies, lack of an equitable structure and process to facilitate diverse organizations and programming. Externally, the experiences of organizations tied to the Multicultural Student Center (MSC) have resulted in representatives joining the Facilities Advisory Board to express similar concerns. As a result, the Facilities Advisory Board, in conjunction with the Dining and Hospitality Advisory Board, have voted to advance this proposal calling for a working group to analyse the operations of the Union in the three functional areas through a DEI lens.



Background

Over the past few years, the Facilities Advisory Board and Dining and Hospitality Advisory Board have received a multitude of feedback from all quarters. The following will describe a selection of feedback that has motivated this proposal.

Dr. Bikash Pattnaik, Assistant Professor, who was the prime motivator for this initiative, joined and offered the Facilities Advisory Board the perspective and experience of booking Diwali Nights at the Wisconsin Union for Indian Graduate Student Association.

*“Diwali is the festival of lights being celebrated worldwide including the White House. In our campus, IGSA has been hosting this annual event for a long long time. This is a cultural event and like any other cultural event has taken advantage of ethnic food served after an exhilarating cultural program. This has become a tradition that the campus community and also local families they look forward to. I have known several peer campuses celebrate this with full enthusiasm. For the past several years, I have been guiding IGSA as an RSO advisor and am a cosigner on such events where programs are held in the Shanon Hall followed by a quick serving of Indian food within the Memorial Union facilities. Over the years traditional food has been served by local Indian Restaurants, except for one year when Union catered the event. The associated costs and authenticity of food provided by Union has been a prohibitive factor. However, 2019 was remarkable as there were enumerable communications between the student organization and Union, including the Dean of Students office for reserving Union space for serving food. The students ended up being advised to serve food in the library mall on a chilly/rainy evening in November. **This does not reflect on values of a welcoming campus such as ours.** I have promoted this event wholeheartedly, all these years, as this event is a positive contributor to our campus climate. Our students are extremely busy meeting the challenges of academic expectations and this program provides an opportunity for the students to come as a community outside their classroom, to reflect on life, harness organizational skills, learn to manage budget, develop fellow feelings, express their talents and to bust stress. **These reflect the values of the Wisconsin Union as well, outlined in the Preamble.** My proposition would be that promoting ethnic group events on campus will involve food and it is important to provide solutions to this campus wide diversity and inclusion priority.”*

Arturo ‘Tito’ Diaz, Organization Development Specialist, gathered the perspectives of Multicultural Student Organizations with regards to booking events at the Wisconsin Union. After being asked for their experiences the following information was gathered. One of the groups stated, “The Wisconsin Union menu **does not have a wide range of food to support different cultures/ethnicities.** The ethnic meals that are available, are often more expensive or require additional fees. Also, these are not publicized as well because some of the items are “off the menu” but you can still get them (for an extra fee). If we are being forced to cater to the Union,



then they should have a better range of food that supports all students. If we ask for specific ethnic foods, then why does it have to be more expensive or only be available during special occasions. For example, the Union offers Hispanic bakery but only for Day of the Dead.”

Stephanie Diaz De Leon, Diversity Coordinator at the Wisconsin Union, offered the Advisory Boards the perspective of CESO, Dining and Facilities. In meeting the mission and goals of the Wisconsin Union, CESO, Dining and Facilities want to be partners and resources for RSOs wanting to host multicultural events with sustainable, equitable and proactive policies and procedures that adhere to University policy, food safety guidelines and are transparent and approachable for groups. This work is an ongoing process that we are committed to improving and implementing.

The current situation also affects the internal functions of the Wisconsin Union Directorate. Currently in the crossfires, WUD Cuisine has many limitations due to the outdated food policies of the Union. For example, the policy of not being able to bring food from outside vendors other than certified restaurants has made it difficult for the Cuisine committee to invite chefs from a variety of restaurants around Madison. Many restaurants have refused to work with the Cuisine committee as they do not want to go through a long process of getting certified just for one or few events at the Union. Moreover, the demonstration kitchen that the Cuisine committee has can only be used to give sample portions. Since many of our audiences are students who are interested in more than tasting, being able to provide full portions for all audiences will help attract more attendance. Also, not being able to bring ingredients from outside grocery stores to do cuisine events at Union is causing extra work for dining staff to prepare requested ingredients for the Cuisine committee and the cost of buying these items from dining service is way higher than if the Cuisine committee were to have bought them from grocery stores.

All of these testimonials provide the motivation for the current proposal to revise all our current policies and practices to better align with the Wisconsin Union’s standing as the living room of campus. After consultation with CESO, Dining, Facilities, MSC representatives and Executive Functions of the Union, the decision was made to create a Working Commission, reporting to Union Council and involving all stakeholders in the conversation. The rationale for creating a Working Commission is so that all stakeholders who have brought this conversation, including both campus and community entities, can be involved in the crafting of the model. For instance, if revising any campus policies, UW Risk Management would need to be involved, and the same follows for any initiatives serving MSC Organizations would need to involve MSC representatives for proper protocols and communications.



Goals of the Commission

The overall goal of this policy is to create a sustainable model to create a more inclusive environment through the functions of Events and Activities, Student Leadership, and Food and Beverage. The working commission will explore, identify, and recommend updated policies, procedures, retail and training processes so that the Wisconsin Union can provide more equitable access to catering and space reservation services. The commission will take this DEI lens through focusing a strategy on four areas: Policy, Communication of Policies, Retail, and Training. This strategy was agreed upon in coordination with CESO, MSC, Dining, Facilities and Student and Staff Leadership input.

- Goals within Policy
 - The working commission will identify outdated policies that limit space reservation and use to underrepresented students, staff, and community members.
 - The working commission will analyze the current catering policies of the Wisconsin Union to identify weaknesses in providing ethnic food options to both internal and external organizations.
 - The working commission will specifically look into the relationship between WUD Cuisine and Wisconsin Union Catering to identify specific committee concerns and needs, common needs and opportunities.
 - The working commission will work with a risk management team and EHS for an assessment to create, modify and implement food related policies that are applicable to registered student organizations and WUD committees to organize culturally diverse cuisine events independently from catering or dining service from the Union.
- Goals within Communication
 - The working commission will identify in which areas the Wisconsin Union can improve in regard to their communication of policies to internal and external organizations interested in or using Wisconsin Union services.
 - The working commission will work to find and create an efficient solution for finding catering and space reservation policies on the Union website for anyone interested in or using Wisconsin Union services.
 - The working commission will consider the best location on the Union website for policy information to be housed as well as the appropriate language for providing explanations for any sort of exclusionary policies.
- Goals within Retail
 - The working commission will research the current system of buying and selling ingredients and food products used for catering services. The commission will



identify how the Wisconsin Union can better access more ingredients and food products to provide more diverse cuisine options.

- The working commission will research current restaurant options, including the offered menus and food options to identify how the Wisconsin Union can better cater to the needs of the students that utilize these spaces.
- Goals within Training
 - The working commission will involve the job duties and descriptions of chefs at the Wisconsin Union to collaborate on better practices to create international and diverse food options.
 - The working commission will identify the extent to which CESO should be involved in training regarding diverse food options in space reservation and how to work with those reserving spaces to accommodate their unique food needs.

It should be noted that these goals are subject to change depending on the findings of the initial report creating a baseline of information as well as committee sentiment. If a substantial change to the goals is made, the Chair would need to submit a proposal to Union Council outlining the updates.

Members

The working commission will follow the structure outlined below for the membership. Voting members of the commission will only be the Chair, Co-Chair and General Members and the commission will work under a [consensus decision making model](#). Any changes to the constitution of the committee will need to be approved by Union Council. Consulting Members can be added at the discretion of the Commission Chair.

Chair:

- Chair of Facilities Advisory Board/WUD Officer

Co-Chair:

- Director of CESO (Jen Brown)
- (Matt Olson)
- (Lisa Wadzinske)
- (Carl Korz)

General Members:

- Cuisine Director
- Cuisine Advisor
- MSC Full-Time Staff Representative
- MSC Student Leader
- CESO representative
- Associate Director of Dining & Hospitality
- Associate Director of Facilities



- Diversity Director at the Union
- UW Risk Management representative
- UW Environmental, Health & Safety representative
- Student Member from Facilities Advisory Board
- Student Member from Dining and Hospitality Advisory Board

Consulting Members:

- WUD Executive
- Dining Advisory Board Member
- Facilities Advisory Board member
- Ed Janairo
- Director of Support Services

Timeline

Once the committee has been approved by Union Council, a Sub-Committee will be immediately assigned by Carl Korz, Associate Director for Dining and Hospitality Services, to create a baseline of information defining the current state of the Wisconsin Union with regards to policy, retail, communication and training. This Sub-Committee will have the following membership

- Lisa Wadzinske
- Stephanie Díaz de León
- Billie Bach
- Jennifer Brown
- Stratford Vandlik
- Han Sol Meinig

This Sub-Committee will be responsible for creating an interim report for when the commission is fully staffed early to late August 2021.

Over the semester, the committee will follow the following timeline.

- 1) Late August the commission is staffed
- 2) Initial findings to the first Facilities and Dining meeting
- 3) Commission provides an update to Union Council each month
- 4) Commission meets Bi-Weekly
- 5) November Union Council early/draft recommendations presented to Facilities and Dining and Hospitality Advisory Boards
- 6) Final Union Council meeting of Fall semester commission will provide recommendations



References

Food/Beverages on Union Premises. (n.d.). Retrieved April 16, 2021, from <https://policy.wisc.edu/library/UW-2079>



Union Space Proposal
Multicultural Greek Council and National Pan-Hellenic Council
Office of Fraternity & Sorority Life
Updated: April 8, 2021

Introduction: The Office of Fraternity & Sorority Life has four governing councils with nearly 60 organizations supporting over 4,000 members at UW - Madison. The Multicultural Greek Council and the National Pan-Hellenic Council support a collective of 18 organizations that represent various cultural and ethnic backgrounds. These councils and organizations were founded to provide an outlet for underrepresented students on campuses where there was a lack of support networks and, to this day, they continue to provide an avenue of recognition, representation, and advocacy of their identities.

Since 1946, the National Pan-Hellenic Council (NPHC) has been a pillar of community, service, and strength for the Black student population at UW-Madison, but there continues to be a lack of physical presence and space to recognize their organizations. At the time of their founding, existing fraternities and sororities excluded African-Americans from affiliating. While those exclusions are no longer present, this highlights the disparity between different types of fraternities and sororities. Today, we have six organizations on campus that continue to promote camaraderie and service to the communities they serve.

The Multicultural Greek Council (MGC) is our most recent governing body at UW - Madison since 2003, expanding within two decades to 12 fraternal organizations that support various cultural and ethnic backgrounds. These organizations have provided a foundation of support to empower students and advocate for the services they need that are lacking from other spaces.

Importance & Benefits: Research has shown that there are profound benefits to having a physical space on campus for Culturally Based Fraternal Organizations (CBFO's). Campuses across the country have begun providing physical spaces for cultural based fraternal organizations in order to provide visibility and a better understanding of multiculturalism. Referenced below highlights Northwestern University, another BIG 10 campus, who paved the way for MGC and NPHC organizations to have a physical space at their union.

- [Northwestern University, MGC & NPHC Space](#)

Currently there is no visible space or recognition on campus for MGC and NPHC at UW Madison, reducing underrepresented students' sense of belonging and resources for them to thrive at a Predominately White Institution. Due to a lack of space or visibility, these

organizations have to search for space or gather off campus, hindering their experience as students and connection to campus.

This space can provide for greater collaboration with other cultural and ethnic organizations to provide discussion around the purpose of MGC and NPHC. This proposal is in direct alignment and will provide benefit to Chancellor Blank's goals of providing resources and aid to diversity, equity and inclusion efforts across campus and in increasing and retaining a diverse student body.

Additionally, showcasing the chapters and councils of MGC and NPHC will elevate the awareness of the campus community of the history and importance of these communities to the overall community of UW-Madison.

Overall Desired Space Goals: Through a series of conversations with student leaders and organizations, this proposal expresses MGC and NPHC along with the Office of Fraternity & Sorority Life's desire to have two distinct spaces at the Memorial Union to continue to support the 18 student organizations.

Having two distinct spaces will provide the ability to meet the needs of both councils and recognize their unique story and needs. This space will provide the organizations to expand their visibility on campus, to recruit more members of diverse backgrounds, and to celebrate all cultures through programming and community gatherings.

The preference to be at the Memorial Union has been historically a highly utilized space for important student events, a place where campus partners and organizations gather, and the location for various folks to convene. It is also closely connected to the Red Gym, where the current offices and professional staff support the two councils are located (Fraternity & Sorority Life, Multicultural Student Center, Black Cultural Center, Latinx Cultural Center, APIDA Student Center).

Inn Wisconsin will be named as the National Pan-Hellenic Council Room

- Space holds 20-50 people
- Located on the second floor of Memorial Union

State Room will be named as the Multicultural Greek Council Room

- Space holds 50-100 people
- Located on the fourth floor of Memorial Union

The overall priorities of the space for both MGC and NPHC are described below:

- It is not exclusive but will be prioritized to their respective council executive board and member organizations, allowing them to reserve the space specifically for programs, meetings, and council events.
 - Organizations/Council will have to reserve the space ahead of time and will work with the Campus Event Services Office to identify reservation

needs and process that expands their access to space for meetings and events.

- When the space is not reserved, other campus and community members can reserve the space.
- For events in this space, organizations can access customer storage for any of their personal belongings.
- Decor that will be placed on the wall shall remain in place and not be moved or covered by other organizations or students.
 - Decor will be decided by the governing councils (i.e. crests, flags, material, etc.) in coordination with and with approval by the Wisconsin Union.
- Both spaces will comply with building hours and policies and regulations of the Union.
- The existing furniture will continue to meet the needs of these spaces and new purchases are not needed.
- The agreement for this space to be utilized in this way will be subject to annual review by the Union Facilities Use Committee/Wisconsin Union processes.

Thank you,

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