



# USA Surfing Inc. Approved Budget

## BUDGET OVERVIEW: 2019 APPROVED BUDGET - FY19 P&L

January - December 2019

	TOTAL
Income	
Donations	12,000.00
Event Income	176,900.00
Fundraising	
Fundraiser Expenses	-11,000.00
Fundraising Income	110,000.00
<b>Total Fundraising</b>	<b>99,000.00</b>
Grants	244,000.00
Membership Income	42,300.00
Product Sales (Wholesale)	12,000.00
Sponsor	
Sponsorship Activation Expenses	-53,000.00
Sponsorship Commissions	-55,400.00
Sponsorship Income	277,000.00
<b>Total Sponsor</b>	<b>168,600.00</b>
<b>Total Income</b>	<b>\$754,800.00</b>
Cost of Goods Sold	
Events	
Event Supplies	15,750.00
Insurance	27,800.00
Judges	53,327.00
Meals & Entertainment	18,100.00
Other Event Costs	2,400.00
Permits	52,225.00
Photography	16,625.00
Staffing	84,200.00
Travel	17,800.00
Trophys	10,800.00
<b>Total Events</b>	<b>299,027.00</b>
HPC	
Equipment	90,000.00
<b>Total HPC</b>	<b>90,000.00</b>
Team	
Coaching	47,000.00
Meals	9,060.00
Team Entry Fees	12,900.00
Team Supplies	1,200.00
Travel	68,800.00
Uniform	7,200.00
<b>Total Team</b>	<b>146,160.00</b>
<b>Total Cost of Goods Sold</b>	<b>\$535,187.00</b>

	TOTAL
<b>GROSS PROFIT</b>	<b>\$219,613.00</b>
Expenses	
Auto Expenses	7,200.00
Bank Charges	600.00
Computer & Internet	4,800.00
Credit Card Processing	880.00
Director Salary	72,000.00
Insurance-Directors & Officers	3,540.00
Marketing	9,701.92
Meals & Entertainment	3,600.00
Office Expenses	2,700.00
Outside Services	55,200.00
Rent	9,600.00
Shipping, Freight & Delivery	960.00
Telephone	1,440.00
Travel	21,550.00
Utilities	360.00
Web Design and Maintenance	2,400.00
<b>Total Expenses</b>	<b>\$196,531.92</b>
<b>NET OPERATING INCOME</b>	<b>\$23,081.08</b>
<b>NET INCOME</b>	<b>\$23,081.08</b>