

El Dorado Hills Little League

BUDGET VS. ACTUALS: FY2020 BUDGET - FY20 P&L

October 2019 - September 2020

| | TOTAL | |
|--------------------------------------------------------|-------------------|-------------------|
| | ACTUAL | BUDGET |
| Revenue | | |
| 4000 Program Revenue | | |
| 4010 Spring Program Revenue | | |
| 4010.1 Spring Registration Fees | 138,380.00 | 140,000.00 |
| 4010.2 Spring Late Fee | 6,690.00 | 7,000.00 |
| 4010.3 Spring Discounts | -295.00 | |
| 4010.7 Spring - Family Discounts | -315.00 | -100.00 |
| 4010.8 Spring - Scholarships | -1,665.00 | -1,750.00 |
| Scholarship Reimbursement | 1,284.00 | 425.00 |
| Total 4010.8 Spring - Scholarships | -381.00 | -1,325.00 |
| 4010.9 Spring Refunds | -3,528.10 | -5,000.00 |
| 4011.0 Spring 2020 Cancelation Refund | -22,980.00 | |
| Total 4010 Spring Program Revenue | 117,570.90 | 140,575.00 |
| 4020 Fall Program Revenue | | |
| 4020.1 Fall Registration Fees | 1,250.00 | 12,500.00 |
| 4020.8 Fall - Scholarships | | -200.00 |
| 4020.9 Fall Refunds | -110.00 | -1,000.00 |
| Total 4020 Fall Program Revenue | 1,140.00 | 11,300.00 |
| 4080 Volunteer Opt Out Fees | | |
| 4080.1 Opt Out Income | 4,400.00 | 5,000.00 |
| 4080.2 Opt Out Income - Past Year | 4,625.00 | 1,000.00 |
| 4080.3 Opt Out COVID Refund Spring 2020 | -1,950.00 | |
| Total 4080 Volunteer Opt Out Fees | 7,075.00 | 6,000.00 |
| Total 4000 Program Revenue | 125,785.90 | 157,875.00 |
| 4100 Fundraising Income | | |
| 4100.1 Fundraiser - Chocolate Sales | 35,980.00 | 30,000.00 |
| 4100.2 Fundraising Income - Rivercats | 996.00 | 8,500.00 |
| 4100.3 Fundraising Income - Giants/As | 112.00 | 2,500.00 |
| 4100.5 Fundraising Income - Go Pink | | 250.00 |
| 4100.6 Fundraising Income - Revenue Share | 13.54 | 20.00 |
| 4100.7 Fundraising Income - Dine Out | | 600.00 |
| Total 4100 Fundraising Income | 37,101.54 | 41,870.00 |
| 4200 Concessions & Spirit Wear Income | | |
| 4200.1 Concessions Income - Spring | 1,204.71 | 8,500.00 |
| 4200.2 Concessions Income - Post-Season | | 2,500.00 |
| 4200.3 Concessions Income - Fall | 89.00 | 850.00 |
| 4200.4 Spiritwear Income | 1,697.00 | 3,000.00 |
| 4200.5 Spiritwear Sales - All Stars | | 500.00 |
| Total 4200 Concessions & Spirit Wear Income | 2,990.71 | 15,350.00 |
| 4300 Sponsorship Income | | |
| 4300.2 Sponsorship Income | 10,250.00 | 15,000.00 |

El Dorado Hills Little League

BUDGET VS. ACTUALS: FY2020 BUDGET - FY20 P&L

October 2019 - September 2020

| | TOTAL | |
|-------------------------------------------------------|---------------------|---------------------|
| | ACTUAL | BUDGET |
| Total 4300 Sponsorship Income | 10,250.00 | 15,000.00 |
| Total Revenue | \$176,128.15 | \$230,095.00 |
| Cost of Goods Sold | | |
| 6100 Concession & Spiritwear Expense | | |
| 6100.1 Concession Purchases - Spring | 2,890.93 | 6,200.00 |
| 6100.2 Concession Purchase - Post-Season | | 2,000.00 |
| 6100.3 Concession Purchases - Fall | | 250.00 |
| 6100.4 Spiritwear Purchases | 1,986.00 | 2,500.00 |
| 6100.5 Spiritwear Purchases - All Stars | | 400.00 |
| Total 6100 Concession & Spiritwear Expense | 4,876.93 | 11,350.00 |
| Total Cost of Goods Sold | \$4,876.93 | \$11,350.00 |
| GROSS PROFIT | \$171,251.22 | \$218,745.00 |
| Expenditures | | |
| 6000 Advertising Expense | | |
| 6000.1 Advertising Expense - Printing | | 650.00 |
| 6000.2 Advertising Expense - Banners | | 250.00 |
| 6000.3 Newsletter | 845.00 | 780.00 |
| Total 6000 Advertising Expense | 845.00 | 1,680.00 |
| 6010 Appreciation Expense | | |
| 6010.1 Volunteer Appreciation Week | | 300.00 |
| 6010.2 Manager / Umpire Appreciation | | 50.00 |
| 6010.3 Monthly Board Meeting | 151.04 | 1,000.00 |
| 6010.4 Appreciation- Misc. Events | 422.45 | 50.00 |
| Total 6010 Appreciation Expense | 573.49 | 1,400.00 |
| 6020 Bank & Credit Card Fees | 0.34 | |
| 6020.1 Bank Fees | | 200.00 |
| 6020.3 CC Processing Fee - Square | 111.89 | 200.00 |
| 6020.4 CC Processing - Blue Sombrero | 5,267.80 | 5,750.00 |
| 6020.5 Reconciliation Discrepancies | 0.00 | |
| 6020.7 Returned Check | -540.00 | |
| Total 6020 Bank & Credit Card Fees | 4,840.03 | 6,150.00 |
| 6050 Legal & Professional Fees | | |
| 6050.1 Accounting & Tax Prep | 1,275.00 | 1,250.00 |
| 6050.2 License & Permit Fees | 70.00 | |
| Total 6050 Legal & Professional Fees | 1,345.00 | 1,250.00 |
| 6080 Charitable Contributions | | |
| 6080.1 Community Contributions | 600.00 | 1,500.00 |
| Total 6080 Charitable Contributions | 600.00 | 1,500.00 |
| 6150 Concession Repair & Maintenance | 357.55 | 250.00 |
| 6200 Equipment Expense | | 18,000.00 |
| 6200.1 Equipment Expense - Baseballs | 11,851.79 | |

El Dorado Hills Little League

BUDGET VS. ACTUALS: FY2020 BUDGET - FY20 P&L

October 2019 - September 2020

| | TOTAL | |
|--------------------------------------------------|------------------|------------------|
| | ACTUAL | BUDGET |
| 6200.2 Equipment Expense - Catcher Gear | 1,010.51 | |
| 6200.3 Equipment Expense - Misc. Equipment | 3,480.08 | |
| 6200.4 Equipment Expense - Tents | 600.40 | |
| Total 6200 Equipment Expense | 16,942.78 | 18,000.00 |
| 6300 Fields Expense | | |
| 6300.1 Field Prep Expense - Labor | 17,745.73 | 1,500.00 |
| 6300.2 Field Prep Expense - Materials | | 2,000.00 |
| 6300.3 Field Expense - Rental | 10,933.25 | 40,000.00 |
| 6300.4 Field Expense - Lights | 408.00 | 6,000.00 |
| 6300.5 Field Expense - Maint & Repairs | 4,812.00 | 3,850.00 |
| 6300.6 Field Expense - Sanitation | 2,451.13 | 4,150.00 |
| 6300.9 JMF Hillside Project 2020 | 10,000.00 | |
| Total 6300 Fields Expense | 46,350.11 | 57,500.00 |
| 6400 Fundraising Expense | | |
| 6400.1 Fundraising Expense - Go Pink | | 450.00 |
| 6400.3 Fundraising Expense - Rivercats | 500.00 | 8,500.00 |
| 6400.4 Fundraising Expense - Giants/As | 1,400.00 | 2,500.00 |
| 6400.5 Fundraising Expense - Candy Bars | 17,584.42 | 20,000.00 |
| 6400.6 Fundraising Expense - HR Derby | | 500.00 |
| Total 6400 Fundraising Expense | 19,484.42 | 31,950.00 |
| 6500 Little League Fees | | |
| 6500.1 Little League Charter Fees | 6,286.99 | 650.00 |
| 6500.2 Little League District Assessment | 3,350.00 | 3,500.00 |
| 6500.4 Insurance Expense | | 5,000.00 |
| Total 6500 Little League Fees | 9,636.99 | 9,150.00 |
| 6600 Opening Day Expenses | | |
| 6600.1 Opening Day BBQ | | 2,500.00 |
| 6600.2 Opening Day Rentals | 2,104.03 | 100.00 |
| 6600.3 Opening Day Services | 700.00 | 550.00 |
| 6600.4 Opening Day Supplies | 406.88 | 1,500.00 |
| Total 6600 Opening Day Expenses | 3,210.91 | 4,650.00 |
| 6610 Program Expenses - Closing Day | | |
| 6610.1 Closing Day Rentals | | 2,000.00 |
| 6610.2 Closing Day Supplies | | 200.00 |
| Total 6610 Program Expenses - Closing Day | | 2,200.00 |
| 6620 Auxiliary - Community Outreach | | |
| 6620.1 Community Event - Trunk or Treat | 90.24 | 75.00 |
| 6620.2 Community Event - Scarecrow Contest | | 50.00 |
| Total 6620 Auxiliary - Community Outreach | 90.24 | 125.00 |
| 6650 Program & Office Expenses | | |
| 6650.1 Office Supplies | 642.26 | 750.00 |

El Dorado Hills Little League

BUDGET VS. ACTUALS: FY2020 BUDGET - FY20 P&L

October 2019 - September 2020

| | TOTAL | |
|----------------------------------------------------|-----------------|------------------|
| | ACTUAL | BUDGET |
| 6650.2 Office Expense - Printing | 325.85 | 100.00 |
| 6650.4 Program Expense - Rule Books | 82.84 | |
| 6650.5 Office Expense - Software / Subscriptions | 3,505.64 | 1,200.00 |
| 6650.6 Photography Expense | | 2,750.00 |
| 6650.7 Office Expense - Postage | 372.50 | 250.00 |
| 6650.8 Program Expense - Website | | 850.00 |
| 6650.9 Program - Safety Expenses | 462.10 | 675.00 |
| Total 6650 Program & Office Expenses | 5,391.19 | 6,575.00 |
| 6700 Sponsor Expenses | | |
| 6700.1 Sponsor Expense - Banners | 885.24 | 1,000.00 |
| Total 6700 Sponsor Expenses | 885.24 | 1,000.00 |
| 6710 Storage Expense | | |
| 6710.1 Storage Unit Rent | 2,815.00 | 2,580.00 |
| Total 6710 Storage Expense | 2,815.00 | 2,580.00 |
| 6720 Tournament Hosting Expenses | | |
| 6720.1 Tournament Hosting Expense | | 2,000.00 |
| Total 6720 Tournament Hosting Expenses | | 2,000.00 |
| 6730 Training and Clinics | | |
| 6730.1 Training & Clinic Expense | 60.00 | |
| Total 6730 Training and Clinics | 60.00 | |
| 6740 Tournament / Post-Season Expense | | |
| 6740.1 Tournament Travel | | 14,000.00 |
| Total 6740 Tournament / Post-Season Expense | | 14,000.00 |
| 6750 Awards & Recognition | | |
| 6750.1 Trophies | 292.50 | 2,000.00 |
| 6750.2 Division Shirts | | 150.00 |
| Total 6750 Awards & Recognition | 292.50 | 2,150.00 |
| 6760 Tryouts and Evaluations | | |
| 6760.3 Assessments - Facility Rental | | 2,000.00 |
| 6760.4 Assessments - Professional Staffing | 500.00 | 50.00 |
| 6760.5 Assessment Expenses | 244.45 | 200.00 |
| Total 6760 Tryouts and Evaluations | 744.45 | 2,250.00 |
| 6820 Umpire Expense | | |
| 6820.1 Umpires - Junior | 2,640.00 | 10,750.00 |
| 6820.2 Umpires - RCOA | 3,490.00 | 8,000.00 |
| 6820.3 Umpire Shirts - Purchase | | 250.00 |
| Total 6820 Umpire Expense | 6,130.00 | 19,000.00 |
| 6900 Uniforms Expense | | |
| 6900.1 Uniforms - All Star Coaches | | 300.00 |
| 6900.2 Uniforms - All-Star Players | | 7,500.00 |
| 6900.3 Uniforms - Board Shirts | 1,241.06 | 350.00 |

El Dorado Hills Little League

BUDGET VS. ACTUALS: FY2020 BUDGET - FY20 P&L

October 2019 - September 2020

| | TOTAL | |
|------------------------------------|---------------------|----------------------|
| | ACTUAL | BUDGET |
| 6900.4 Uniforms - Fall Ball | 0.00 | 4,000.00 |
| 6900.5 Uniforms - Spring | 30,082.95 | 37,000.00 |
| Total 6900 Uniforms Expense | 31,324.01 | 49,150.00 |
| Total Expenditures | \$151,918.91 | \$234,510.00 |
| NET OPERATING REVENUE | \$19,332.31 | \$ -15,765.00 |
| Other Revenue | | |
| 8010 Interest Income | 51.72 | 75.00 |
| Total Other Revenue | \$51.72 | \$75.00 |
| NET OTHER REVENUE | \$51.72 | \$75.00 |
| NET REVENUE | \$19,384.03 | \$ -15,690.00 |