

2018 PROPOSED ICSA BUDGET

		2018	2017	2016	2015	2014	2013	2012
		Proposed	YTD as of					
		Budget	12/22/2017	Actual	Actual	Actual	Actual	Actual
REVENUE								
Annual Dues		24,000	23,790	23,560	24,520	24,720	24,980	24,650
Grants	BUSA/WUG Tour						3,000	3,000
Intersectional Fees		24,500	26,820	24,810	24,570	25,410	20,610	11,010
Regatta Entry Fees		11,000	10,868	10,670	12,007	11,311	7,438	2,196
Dividends & Interest					9,403	2,239	395	2,176
Gain/Loss on Investment			20,582	6,119	-14,423	7,429	7,458	17,989
Sales of AA certs & DVDs					260	590	139	500
Donations			3,105	790	163	1,045		
Sponsorship		45,000	47,500	61,500	36,000	47,000	28,000	52,750
	APS					4,000	8,000	9,000
	Beneteau			7,500	7,000			
	Gill		6,500	13,000		13,000		6,000
	LaserPerformance		18,000	18,000	11,000	7,000	7,000	13,000
	Marlow		8,000	8,000	8,000	8,000	4,000	4,000
	Maclaren							6,000
	Quantum		5,000	5,000		5,000		5,000
	Sperry		9,000	9,000	9,000	9,000	9,000	8,750
	US Sailing		1,000	1,000	1,000	1,000		1,000
TOTAL REVENUE		104,500	132,665	127,449	92,500	119,744	92,020	114,271
EXPENSES								
Accounting Fees:Tax Prep/State filing		1,000	814	1,539	631	633	485	358
Administration		27,150	23,863	26,981	27,165	26,904	25,654	25,863
	Investment Fee	1,700	1,612	1,494	1,549	1,625	322	
	Printing & Postage	250	51	287	416	79	132	663
	I/Sec Coordinator	6,000	3,000	6,000	6,000	6,000	6,000	6,000
	ICSA President	19,200	19,200	19,200	19,200	19,200	19,200	19,200
Appeals & Rules Comm.		250	0	0	0	0	0	0
Awards		5,750	5,150	4,915	5,392	8,553	4,312	4,865
	Trophies	4,500	4,552	4,100	4,071	4,084	3,438	3,510
	Permanent Trophies	750	598	815	796	2,733	710	988
	Certificates	500			525	1,736	164	367
Championship Sponsorship		22,500	45,707	20,750	20,500	22,250	35,443	19,386
	BUSA/WUG Tour		18,748				15,943	
	Championship Grants	14,500	20,009	13,500	12,500	14,500	14,500	13,386
	Post Season Competition	8,000	6,950	7,250	8,000	7,750	5,000	6,000
Development		6,000	6,425	2,065	12,380	12,174	22,862	18,571
	Clinics & Development				400			2,262
	District Rebate Grants	1,000	250			350	340	158
	Video/CD (Jobson)				5,000	5,000	5,000	1,426
	Scoring program	5,000	6,175	2,065	6,980	6,824	17,522	14,725
	Travel							
Fees		190	190	157	307	150	150	125
	US Sailing dues	190	190	157	307	150	150	125
Honoraria		5,600	3,600	4,010	4,600	3,780	2,620	4,600
Insurance		3,000	2,954	2,504	2,423	2,296	2,159	2,065
	Regatta Liability		1,237	1,321	1,296	1,270	1,210	1,116
	Director Liability		1,328	1,183	1,127	1,026	949	949
	Trailer		389					
Meeting Expenses		750	251	57	204	3,041	232	509
PR/Media Coverage		18,000	18,150	15,150	9,400	11,363	8,950	12,500
	Media Coverage		18,150	15,150	9,400	6,044	6,950	5,700
	Regatta Photos & Video					5,319	2,000	6,800
Sponsor Fulfillment						5,115		402
Travel Expense		3,000	2,544	2,744	5,800	5,549	6,155	7,122
	President		301				326	
	Secretary		1,372	907	3,540	1,584	780	194
	Treasurer		871	266	660	910	643	2,246
	ICSA Reps.			900	800	1,748	1,138	448
	Intersec. Coordinator			206	800	953	3,268	1,867
	PROs/Judges			465		354		1,991
	US Sailing Meeting							376
Website		10,000	10,464	17,434	26,090	8,812	5,901	1,891
Other								
TOTAL EXPENSES		103,190	120,112	98,306	114,892	110,620	114,923	98,257
Net activity		1,310	12,553	29,143	-22,392	9,124	-22,903	16,014