

2019 PROPOSED ICSA BUDGET

		2019		2018	2017	2016	2015	2014
		Proposed		Preliminary	Actual	Actual	Actual	Actual
		Budget						
<b>REVENUE</b>								
Annual Dues		24,000		23,980	23,790	23,560	24,520	24,720
Intersectional Fees		26,800		25,590	26,820	24,810	24,570	25,410
Regatta Entry Fees		12,000		13,175	10,868	10,670	12,007	11,311
Sales of AA certs				860			260	590
Donations		1,000		805	3,110	790	163	1,045
Sponsorship		50,000		49,000	47,500	61,500	36,000	47,000
	APS							4,000
	Beneteau					7,500	7,000	
	Gill			7,000	6,500	13,000		13,000
	LaserPerformance			18,000	18,000	18,000	11,000	7,000
	Marlow			8,000	8,000	8,000	8,000	8,000
	Quantum			5,000	5,000	5,000		5,000
	Selden			1,000				
	Sperry			9,000	9,000	9,000	9,000	9,000
	US Sailing			1,000	1,000	1,000	1,000	1,000
<b>TOTAL REVENUE</b>		<b>113,800</b>	<b>0</b>	<b>113,410</b>	<b>112,088</b>	<b>121,330</b>	<b>97,520</b>	<b>110,076</b>
<b>EXPENSES</b>								
Accounting Fees:Tax Prep/State filing		1,000		807	814	1,539	631	633
Administration		27,150		27,036	25,381	26,981	27,165	26,904
	Investment Fee	1,700		1,717	1,612	1,494	1,549	1,625
	Office Expenses	250		119	69	287	416	79
	I/Sec Coordinator	6,000		6,000	4,500	6,000	6,000	6,000
	ICSA President	19,200		19,200	19,200	19,200	19,200	19,200
Appeals & Rules Comm.		0		0	0	0	0	0
Awards		7,250		7,206	5,150	4,915	5,392	8,553
	Trophies	5,500		5,391	4,552	4,100	4,071	4,084
	Permanent Trophies	750		710	598	815	796	2,733
	Certificates	1,000		1,105			525	1,736
Championship Sponsorship		22,500		23,470	45,707	20,750	20,500	22,250
	BUSA/WUG Tour				18,748			
	Championship Grants	14,500		14,920	20,009	13,500	12,500	14,500
	Post Season Competition	8,000		8,550	6,950	7,250	8,000	7,750
Development		20,500		16,795	6,425	2,065	12,380	12,174
	Clinics & Development			400			400	
	District Rebate Grants	500		70	250			350
	Video/CD (Jobson)						5,000	5,000
	Scoring program	7,500		3,825	6,175	2,065	6,980	6,824
	Organization Review	12,500		12,500				
Fees		200		200	190	157	307	150
	US Sailing dues	200		200	190	157	307	150
Honoraria		4,800		4,800	3,600	4,010	4,600	3,780
Insurance		3,100		3,070	2,954	2,504	2,423	2,296
	Regatta Liability			1,287	1,237	1,321	1,296	1,270
	Director Liability			1,339	1,328	1,183	1,127	1,026
	Trailer			444	389			
Meeting Expenses		500		439	251	57	204	3,041
PR/Media Coverage		18,000		18,620	18,150	15,150	9,400	11,363
	Media Coverage			18,620	18,150	15,150	9,400	6,044
	Regatta Photos & Video							5,319
Sponsor Fulfillment								5,115
Travel Expense		4,000		4,484	4,005	2,744	5,800	5,549
	President				301			
	Secretary			1,780	1,372	907	3,540	1,584
	Treasurer			1,088	871	266	660	910
	ICSA Reps.			1,616		900	800	1,748
	Intersec. Coordinator				1,461	206	800	953
	PROs/Judges					465		354
Website		7,500		5,624	10,532	17,434	26,090	8,812
<b>TOTAL EXPENSES</b>		<b>116,500</b>		<b>112,551</b>	<b>123,159</b>	<b>98,306</b>	<b>114,892</b>	<b>110,620</b>
Net operating activity		-2,700		859	-11,071	23,024	-17,372	-544
<b>INVESTMENT</b>								
Dividends & Interest							9,403	2,239
Gain/Loss on Investment				-4,395	21,271	6,119	-14,423	7,429
<b>NET ACTIVITY</b>		<b>-2,700</b>		<b>-3,536</b>	<b>10,200</b>	<b>29,143</b>	<b>-22,392</b>	<b>9,124</b>