

Intercollegiate Sailing Association (ICSA)

Profit & Loss

January through December 2019

	Jan - Dec 19	Jan - Dec 18
Ordinary Income/Expense		
Income		
Annual Dues	23,930.00	23,980.00
Intersectional Fees	26,795.00	25,590.00
Entry Fees		
Match Race	0.00	2,450.00
Regatta Entry Fees	17,202.80	11,818.00
Singlehanded Championship	0.00	-10.00
Total Entry Fees	17,202.80	14,258.00
Incoming Donation		
Donation via Techscore button	410.00	210.00
Total Incoming Donation	410.00	210.00
Sales		
Certificates	520.00	1,300.00
Total Sales	520.00	1,300.00
Sponsorship Income	44,500.00	49,600.00
Uncategorized Income	500.00	0.00
Total Income	113,857.80	114,938.00
Gross Profit	113,857.80	114,938.00
Expense		
Bank Service Charges	50.91	12.78
Credit Card Processing Fees	1,323.05	983.10
Administration		
Consultant - Organiz. Review	12,500.00	12,500.00
Consulting-Intersec Coordinator	6,000.00	6,000.00
Consulting-President	19,200.00	19,200.00
Total Administration	37,700.00	37,700.00
Awards		
Burgees	705.52	0.00
All American Certificates	158.45	1,104.93
Permanent Trophies	569.95	709.75
Trophies	4,999.04	5,390.65
Total Awards	6,432.96	7,205.33
Championship Support	18,530.00	14,920.00
Conference Expenses		
Speaker Stipends	2,100.00	0.00
Total Conference Expenses	2,100.00	0.00
Development		
Clinics	2,000.00	400.00
District Dues Rebate Grants	0.00	70.00
Mailing List Hosting	59.97	0.00
Scoring program	3,375.00	3,825.00
Website	5,958.34	5,624.22
Total Development	11,393.31	9,919.22
Dues & Entry Fees	0.00	200.00
Honoraria	4,600.00	4,800.00
Insurance		
Director Liability	1,344.00	1,287.00
Regatta Liability	781.00	1,339.00
Trailer	1,591.00	444.00
Umbrella	1,430.00	0.00
Total Insurance	5,146.00	3,070.00

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Investment fee	1,655.55	1,716.85
Meeting Expense	48.00	439.28
Office Expense		
Conference Call Service	59.94	0.00
Office Supplies	230.69	0.00
Postage	49.09	38.15
Printing	1,382.47	0.00
QuickBooks Fees	369.49	67.25
Total Office Expense	2,091.68	105.40
Post Season Competition Grant	7,800.00	8,550.00
Professional Fees		
Accounting Fees/Tax Preparation	912.50	807.50
Bookkeeping	551.25	0.00
Total Professional Fees	1,463.75	807.50
PR/Media Fullfillment	23,520.00	18,620.00
Travel Expense		
ICSA Singlehanded Nationals	418.43	0.00
ICSA Regatta Representative	0.00	1,615.90
Secretary	4,642.78	1,780.41
Treasurer	432.35	1,088.12
Total Travel Expense	5,493.56	4,484.43
Total Expense	129,348.77	113,533.89
Net Ordinary Income	-15,490.97	1,404.11
Other Income/Expense		
Other Income		
Sale of Equipment	3,600.00	0.00
Realized Investment Income	9,410.00	0.00
Unrealized Gain/Loss on Investm	26,650.73	-13,245.18
Total Other Income	39,660.73	-13,245.18
Net Other Income	39,660.73	-13,245.18
Net Income	24,169.76	-11,841.07