

Lee County Community Tennis Association, Inc.

Profit & Loss Budget Performance Month End

|   | Aug 18          | Budget          | \$ Over Budget    | Jan - Aug 18     | YTD Budget       | \$ Over Budget     | Annual Budget    |
|---|-----------------|-----------------|-------------------|------------------|------------------|--------------------|------------------|
| <b>Ordinary Income/Expense</b>              |                 |                 |                   |                  |                  |                    |                  |
| <b>Income</b>                               |                 |                 |                   |                  |                  |                    |                  |
| Interest                                    | 10.13           |                 |                   | 78.23            |                  |                    |                  |
| <b>Donations, Grants, Memberships</b>       |                 |                 |                   |                  |                  |                    |                  |
| Board Directors & Advisors                  | 100.00          |                 |                   | 100.00           |                  |                    |                  |
| Community Donations & Funding               | 0.00            | 1,000.00        | (1,000.00)        | 740.00           | 8,000.00         | (7,260.00)         | 12,000.00        |
| Lee County Parks & Recs                     | 0.00            | 1,250.00        | (1,250.00)        | 7,500.00         | 10,000.00        | (2,500.00)         | 15,000.00        |
| Memberships                                 | 40.00           | 208.33          | (168.33)          | 1,560.00         | 1,666.66         | (106.66)           | 2,500.00         |
| Miscellaneous Fund Raising                  | 0.00            | 125.00          | (125.00)          | 0.00             | 1,000.00         | (1,000.00)         | 1,500.00         |
| Donations, Grants, Memberships - Other      | 0.00            | 58.33           | (58.33)           | 200.00           | 466.66           | (266.66)           | 700.00           |
| <b>Total Donations, Grants, Memberships</b> | <b>140.00</b>   | <b>2,641.66</b> | <b>(2,501.66)</b> | <b>10,100.00</b> | <b>21,133.32</b> | <b>(11,033.32)</b> | <b>31,700.00</b> |
| <b>Tennis Center Operations</b>             |                 |                 |                   |                  |                  |                    |                  |
| Hancock                                     | 181.50          | 416.67          | (235.17)          | 1,768.80         | 3,333.34         | (1,564.54)         | 5,000.00         |
| Rutenberg                                   | 532.00          | 291.67          | 240.33            | 3,531.00         | 2,333.34         | 1,197.66           | 3,500.00         |
| Three Oaks                                  | 528.00          | 541.67          | (13.67)           | 6,115.00         | 4,333.34         | 1,781.66           | 6,500.00         |
| Veterans                                    | 103.50          | 166.67          | (63.17)           | 1,342.00         | 1,333.34         | 8.66               | 2,000.00         |
| Tennis Center Operations - Other            | 0.00            |                 |                   | 482.00           |                  |                    |                  |
| <b>Total Tennis Center Operations</b>       | <b>1,345.00</b> | <b>1,416.68</b> | <b>(71.68)</b>    | <b>13,238.80</b> | <b>11,333.36</b> | <b>1,905.44</b>    | <b>17,000.00</b> |
| <b>LCCTA Tennis Programs</b>                |                 |                 |                   |                  |                  |                    |                  |
| Local Tournaments                           | 3,470.50        | 941.67          | 2,528.83          | 45,554.15        | 7,533.34         | 38,020.81          | 11,300.00        |
| Instructions - Wa-Ke-Hatchee                | 126.00          | 83.33           | 42.67             | 1,401.00         | 666.66           | 734.34             | 1,000.00         |
| Instructions - Judd Park                    | 0.00            | 41.67           | (41.67)           | 66.00            | 333.34           | (267.34)           | 500.00           |
| LCWTL                                       | 0.00            | 83.33           | (83.33)           | 650.00           | 666.66           | (16.66)            | 1,000.00         |
| USTA  | 0.00            | 41.67           | (41.67)           | 306.00           | 333.34           | (27.34)            | 500.00           |
| <b>Total LCCTA Tennis Programs</b>          | <b>3,596.50</b> | <b>1,191.67</b> | <b>2,404.83</b>   | <b>47,977.15</b> | <b>9,533.34</b>  | <b>38,443.81</b>   | <b>14,300.00</b> |
| <b>Total Income</b>                         | <b>5,091.63</b> | <b>5,250.01</b> | <b>(158.38)</b>   | <b>71,394.18</b> | <b>42,000.02</b> | <b>29,394.16</b>   | <b>63,000.00</b> |
| <b>Gross Profit</b>                         | <b>5,091.63</b> | <b>5,250.01</b> | <b>(158.38)</b>   | <b>71,394.18</b> | <b>42,000.02</b> | <b>29,394.16</b>   | <b>63,000.00</b> |
| <b>Expense</b>                              |                 |                 |                   |                  |                  |                    |                  |
| <b>Business Expenses</b>                    |                 |                 |                   |                  |                  |                    |                  |
| Audit and Tax Services                      | 0.00            | 83.33           | (83.33)           | 94.50            | 666.64           | (572.14)           | 1,000.00         |
| Background Checks                           | 0.00            | 8.33            | (8.33)            | 12.00            | 66.64            | (54.64)            | 100.00           |
| Bad Debt Write-Off                          | 0.00            | 8.33            | (8.33)            | 0.00             | 66.64            | (66.64)            | 100.00           |
| Bank Service Fees                           | 25.55           | 41.67           | (16.12)           | 402.80           | 333.36           | 69.44              | 500.00           |
| State Corporation Filing Fees               | 0.00            | 16.67           | (16.67)           | 145.00           | 133.36           | 11.64              | 200.00           |
| Insurance                                   | 114.83          | 100.00          | 14.83             | 915.67           | 800.00           | 115.67             | 1,200.00         |
| Marketing / Advertising                     | 49.25           | 66.67           | (17.42)           | (43.14)          | 533.36           | (576.50)           | 800.00           |
| <b>Office Expenses</b>                      |                 |                 |                   |                  |                  |                    |                  |
| Office (Supplies Postage Cell)              | 123.00          | 83.33           | 39.67             | 1,530.73         | 666.64           | 864.09             | 1,000.00         |
| <b>Total Office Expenses</b>                | <b>123.00</b>   | <b>83.33</b>    | <b>39.67</b>      | <b>1,530.73</b>  | <b>666.64</b>    | <b>864.09</b>      | <b>1,000.00</b>  |
| <b>Operational Contingency</b>              | <b>0.00</b>     | <b>75.00</b>    | <b>(75.00)</b>    | <b>124.99</b>    | <b>600.00</b>    | <b>(475.01)</b>    | <b>900.00</b>    |
| Organ - Dues & Subscription                 | 0.00            | 33.33           | (33.33)           | 0.00             | 266.64           | (266.64)           | 400.00           |
| Website Development & Maint                 | 0.00            | 58.33           | (58.33)           | 321.13           | 466.64           | (145.51)           | 700.00           |
| <b>Total Business Expenses</b>              | <b>312.63</b>   | <b>574.99</b>   | <b>(262.36)</b>   | <b>3,503.68</b>  | <b>4,599.92</b>  | <b>(1,096.24)</b>  | <b>6,900.00</b>  |
| <b>Contracted Services</b>                  |                 |                 |                   |                  |                  |                    |                  |
| Florida Open Tournament Directo             | 0.00            | 208.33          | (208.33)          | 0.00             | 1,666.66         | (1,666.66)         | 2,500.00         |
| Bookkeeping Services                        | 780.00          | 750.00          | 30.00             | 6,240.00         | 6,000.00         | 240.00             | 9,000.00         |
| <b>Executive Director</b>                   |                 |                 |                   |                  |                  |                    |                  |
| Executive Director Base Pay                 | 1,550.00        | 1,550.00        | 0.00              | 12,400.00        | 12,400.00        | 0.00               | 18,600.00        |
| Performance Bonus                           | 0.00            | 600.00          | (600.00)          | 3,600.00         | 4,800.00         | (1,200.00)         | 7,200.00         |
| <b>Total Executive Director</b>             | <b>1,550.00</b> | <b>2,150.00</b> | <b>(600.00)</b>   | <b>16,000.00</b> | <b>17,200.00</b> | <b>(1,200.00)</b>  | <b>25,800.00</b> |
| <b>Total Contracted Services</b>            | <b>2,330.00</b> | <b>3,108.33</b> | <b>(778.33)</b>   | <b>22,240.00</b> | <b>24,866.66</b> | <b>(2,626.66)</b>  | <b>37,300.00</b> |
| <b>Tennis Programs</b>                      |                 |                 |                   |                  |                  |                    |                  |
| Community Outreach/Scholarships             | 400.00          | 850.00          | (450.00)          | 4,856.62         | 6,800.00         | (1,943.38)         | 10,200.00        |
| LCWT League Operational                     | 0.00            | 8.33            | (8.33)            | 0.00             | 66.64            | (66.64)            | 100.00           |
| Local Tournaments (LCCTA OP)                | 187.96          | 416.67          | (228.71)          | 26,917.62        | 3,333.36         | 23,584.26          | 5,000.00         |
| Special Olympics                            | 0.00            | 41.67           | (41.67)           | 0.00             | 333.36           | (333.36)           | 500.00           |
| Tennis Equipment & Supplies                 | 0.00            | 41.67           | (41.67)           | 83.96            | 333.36           | (249.40)           | 500.00           |
| Volunteer Recognition                       | 0.00            | 8.33            | (8.33)            | 0.00             | 66.64            | (66.64)            | 100.00           |
| Wheelchair Tennis                           | 0.00            | 200.00          | (200.00)          | 1,000.00         | 1,600.00         | (600.00)           | 2,400.00         |
| <b>Total Tennis Programs</b>                | <b>587.96</b>   | <b>1,566.67</b> | <b>(978.71)</b>   | <b>32,858.20</b> | <b>12,533.36</b> | <b>20,324.84</b>   | <b>18,800.00</b> |
| <b>Total Expense</b>                        | <b>3,230.59</b> | <b>5,249.99</b> | <b>(2,019.40)</b> | <b>58,601.88</b> | <b>41,999.94</b> | <b>16,601.94</b>   | <b>63,000.00</b> |
| <b>Net Ordinary Income</b>                  | <b>1,861.04</b> | <b>0.02</b>     | <b>1,861.02</b>   | <b>12,792.30</b> | <b>0.08</b>      | <b>12,792.22</b>   | <b>0.00</b>      |
| <b>Net Income</b>                           | <b>1,861.04</b> | <b>0.02</b>     | <b>1,861.02</b>   | <b>12,792.30</b> | <b>0.08</b>      | <b>12,792.22</b>   | <b>0.00</b>      |