

# FRU 2021

# Budget Presentation

## **Revenue Cycle Considerations (Cash Basis)**

**2013-2019** - Following Registration, received \$ approximately 2 to 3 months following a player registering

**2019** - End of year received anticipated Jan & Feb payments (for Nov & Dec registrations) early, due to pressure from Unions to receive \$ faster - Ended 12K Plus (2018 5K+),

**2020**- fall -change to sportlomo system, about 2 weeks following registration. Ended -17K (reduced \$ from previous year, pandemic decreased registrations also decreased expenses) (net down 5K)

**2021** - currently even

# 2021 Considerations

## **Revenue Projections:**

Slightly lower spring (20%); return to normal in the fall

-currently not back to normal in fall but were only 15% down in spring

## **Expense Projections:**

Attempted to limit expenses since we were unsure what numbers would be  
(coaching development, college HPP)

Given revenue above, approved higher expenditures for coaching & referee development (clinic)

**Currently net “even” for the year (-\$106)**

Anticipated fall income, expenses for Summit, AFD, referee match costs, additional coaching certification (underbudgeted) - Operating Account

Savings Account \$29,883.61 “reserve” - half a year operating expenses set aside by board for when things go wrong or for special expenditures approved by the board  
eg. over budget on summit, Ignite Coaching Program

# 2021 Projected Budget

Revenue			
	Membership		
		Men	\$38,955.00
		Women	\$8,750.00
		College Men	\$11,013.00
		College Women	\$4,830.00
	Donations		
	Equipment		\$0.00
	Sponsorship		\$0.00
	Tournament Fees		\$0.00
	Tours		\$0.00
	Other		\$0.00
Total Revenue			\$63,548.00

	Administrative	Financial fees (Sunbiz + Q/Books)	\$370.00
		Insurance	\$540.00
		Marketing	\$2,500.00
		Salaries	\$29,680.00
		Travel	\$1,500.00
		Newsletter (Mailchimp)	\$634.80
		Website	\$200.00
	Event	Annual Meeting	\$1,200.00
		Coach certification	\$1,500.00
		College 7s	\$1,300.00
		College summit	\$0.00
		Florida Cup	\$0.00
		Referee Development (clinics, coaching)	\$4,000.00
		Referee Match Costs (mileage, software)	\$4,760.00
		Regional championship	\$0.00
		State championship	\$3,049.20
		Women's camp	\$1,500.00
Total Expenses			52734
Profit (Loss)			\$10,814

# 2020 Final

	TOTAL
Income	
Men's College Team Revenue	2,030.00
Other	1,000.00
Player Membership Revenue	24,359.30
<b>Total Income</b>	<b>\$27,389.30</b>
Cost of Goods Sold	
Cost of Goods Sold	30.00
<b>Total Cost of Goods Sold</b>	<b>\$30.00</b>
<b>GROSS PROFIT</b>	<b>\$27,359.30</b>
Expenses	
0.5 FTE Salary Administrator	29,683.98
Advertising & Marketing	200.00
Apparel Costs	1,496.40
Board Member Travel	1,063.55
Coach Education	5,000.00
D&O Insurance	441.16
Financial Fees	2,124.00
Insurance	550.00
Interest Paid	-12.14
NSCRO Fees	560.00
Office Supplies & Software	12.00
Referee Development Fees	3,360.00
Sunbiz Costs	70.00
Website & Marketing Fees	795.88
<b>Total Expenses</b>	<b>\$45,344.83</b>
<b>NET OPERATING INCOME</b>	<b>\$ -17,985.53</b>
<b>NET INCOME</b>	<b>\$ -17,985.53</b>

## REVENUE

Item	Budgeted	Actual	Plus/Minus
Player Revenue 2019	\$51,410.00	\$53,120.63	\$1,710.63
Mens College Club Income	\$10,800.00	\$15,091.37	\$4,291.37
Tournament Application Fees	\$900.00	\$0.00	\$900.00
7s Qualifier Income	\$3,000.00	\$2,525.00	\$475.00
College HPP Tour Payment	\$3,900.00	\$3,715.17	\$184.83
Other	\$0.00	\$0.00	\$0.00
<b>Total</b>	<b>\$70,010.00</b>	<b>\$74,452.17</b>	<b>\$4,442.17</b>
USA Rugby Overdue Fees		\$0.00	\$7,213.40

## Expenses

### OFFICE / BOARD EXPENSES

Item	Budgeted	Actual	Plus/Minus
FINANCIAL FEES	\$700.00	\$0.00	\$700.00
Website /Marketing	\$4,800.00	\$190.00	\$4,610
Sunbiz Fees	\$70.00	\$70.00	\$0
Postage/Office Supplies	\$50.00	\$0.00	\$50
General Manager Travel	\$200.00	\$244.57	\$44
Board Member Travel	\$1,000.00	\$2,491.30	\$1,491
AGM FEES	\$1,500.00	\$0.00	\$1,500
D&O Insurance	\$600.00	\$0.00	\$600
0.50 FTE SALARY ADMINISTRATOR	\$29,680.00	\$28,840.00	\$840.00
0.50 PAYROLL COST / TAX	\$2,000.00	\$1,823.00	\$177.00
SOUTH CONGRESS REP/USA CONGRESS REP	\$1,000.00	\$0.00	\$1,000.00
Apparel Costs	\$0.00	\$0.00	\$0.00
Club Donations	\$0.00	\$0.00	\$0.00
<b>SUBTOTAL</b>	<b>\$41,600.00</b>	<b>\$33,658.87</b>	<b>\$7,941.13</b>

### COMPETITIONS

Item	Budgeted	Actual	Plus/Minus
REFEREE'S DEVELOPMENT	\$7,350.00	8,310.00	\$960.00
CHAMPIONSHIP PRIZES	\$3,000.00	2000	\$1,000.00
Men's College 7s	\$2,000.00	1249.2	\$750.80
College Summit	\$900.00	900	\$0.00
State Championship Tournament	\$4,500.00	4294.69	\$205.31
NSCRO Fees / Eckerd Refund	\$450.00	\$690.00	\$240.00
7s Qualifier Hosting	\$3,000.00	4128.06	\$1,128.06
<b>SUBTOTAL</b>	<b>\$21,200.00</b>	<b>\$21,571.95</b>	<b>\$371.95</b>

### HIGH PERFORMANCE & DEVELOPMENT FUNDING

Item	Budgeted	Actual	Plus/Minus
HPP 7s	\$2,600.00	\$723.10	\$1,876.90
College Men HPP	\$2,600.00	5597.16	\$2,997.16
Coach Education	\$2,000.00	78.28	\$1,921.72
<b>SUBTOTAL</b>	<b>\$7,200.00</b>	<b>\$6,398.54</b>	<b>\$801.46</b>

<b>TOTAL EXPENSES</b>	<b>\$70,000.00</b>	<b>\$61,629.36</b>	<b>\$8,370.64</b>
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<b>TOTAL PROFIT/LOSS</b>	<b>\$10.00</b>	<b>\$12,822.81</b>
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