

| Revenues | | | |
|--|--|------------------|------------------------------|
| USATF Memberships | | 2021 | 2022 Projected Budget |
| Membership Adult/Officials | | \$42,577 | \$51,577 |
| Membership Youth | | \$21,984 | \$27,230 |
| Clubs | | \$6,575 | \$6,500 |
| Membership Individual, Clubs | | \$71,136 | \$85,307 |
| | | | |
| Sanctions | | \$18,100 | \$18,100 |
| | | \$0 | \$0 |
| USATF Fee Total | | \$89,236 | \$103,407 |
| | | | |
| Program Expenses | | | |
| MEMBER BENEFIT PROGRAM EXPENSES (GP,ATR,GRANTS) | | 2021 | |
| XC GP Awards | | \$2,775 | \$4,500 |
| LDR Road GP | | \$6,400 | \$14,600 |
| MUT | | \$2,000 | \$8,000 |
| T&F Awards | | \$0 | \$3,500 |
| ATR | | \$1,100 | \$1,450 |
| Perform:24 | | 500 | 500 |
| Grants | | 0 | \$5,000 |
| Total Benefit Program Costs | | \$12,775 | \$37,550 |
| Benefits as Percent of Membership Fe | | 18% | 44% |
| Net After Member Benefit | | \$76,461 | \$65,857 |
| Expenses Administrative | | 2021 | 2022 Projection |
| General and Administrative | | | |
| Occupancy | | \$27,000 | \$14,000 |
| | | | |
| Salaries+Taxes | | \$70,800 | \$70,800 |
| Retirement Benefit | | \$7,000 | \$5,000 |
| Health | | \$11,200 | \$2,400 |
| Bookkeeper | | \$0 | \$7,000 |
| Webmaster | | \$0 | \$2,000 |
| Accountant and Taxes | | \$14,000 | \$14,000 |
| Advertising | | \$2,400 | \$3,000 |
| Insurance and Miscellaneous | | \$3,000 | \$5,500 |
| Intern | | | \$2,500 |
| Total SG&A | | \$135,400 | \$126,200 |
| SG&A Percent of total Fees | | 151.73% | 122.04% |
| Target SG&A | | | \$109,611 |
| SG&A Gap To Target (106%) | | | -\$16,589 |
| | | 2021 | 2022 |
| Net After SG&A, Member Benefits and BEFORE EVENTS | | -\$58,939 | -\$60,343 |

| Events | 2021 | 2022 |
|---|-------------|-------------|
| Total Event Revenues | \$104,142 | \$101,585 |
| Youth Events | 2021 | 2022 |
| Revenue | | |
| Spring T&F Meets | \$34,460 | \$24,000 |
| Fall XC Meets | \$17,385 | \$7,500 |
| Fall Mass Middle School | \$11,130 | \$11,200 |
| Indoor Series | \$0 | \$9,335 |
| Merchandise | \$15,154 | \$15,000 |
| Total youth Event Revenue | \$78,129 | \$67,035 |
| Expenses | | |
| Indoor Series Expenses | \$0 | 5400 |
| Spring T&F Meets | \$21,960 | 21960 |
| JO XC Meets | \$10,828 | \$5,328 |
| Fall Mass Middle School including Merch | \$15,649 | \$15,649 |
| Total Expense | \$48,438 | \$42,937 |
| Open / Master T&F | 2021 | 2022 |
| Revenue | | |
| Summer Track | \$9,230 | \$11,500 |
| Spotlight | \$2,550 | \$700 |
| Mini Meet | \$1,134 | \$700 |
| Indoor Series Wheaton | 0 | 5550 |
| Indoor Masters + Open | | \$3,000 |
| Total T&F Revenue | \$12,914 | \$21,450 |
| Expenses | | |
| Summer Track | \$10,589 | \$10,589 |
| Masters General | \$620 | \$620 |
| Wheaton Indoor | | 4500 |
| Masters and Open Indoor expense | | \$3,000 |
| T&F Awards Indoor/Outdoor | | \$0 |
| Total Expenses | \$11,209 | \$18,709 |
| T&F Free Cash Flow | \$1,705 | \$2,741 |

| Cross Country | 2021 | 2022 |
|--|------------------|------------------|
| Revenue | | |
| Mayor's Cup | \$4,780 | \$5,000 |
| Codfish | \$810 | \$ - |
| NE XC Championship | \$7,509 | \$7,500 |
| Total Open/Master XC Revenue | \$13,099 | \$13,100 |
| MUT | | |
| Expenses | | |
| XC meet Expenses+ Meet Awards but no | \$12,611 | \$12,611 |
| Total Expenses | \$12,611 | \$12,611 |
| XC Free Cash Flow | \$488 | \$489 |
| TOTAL EVENT FREE CASH FLOW | \$31,884 | \$27,328 |
| NET OPERATING INCOME BEFORE ONE TIME EVENTS | -\$27,055 | -\$33,015 |
| Non-Recurring Championships | 2021 | 2022 |
| Revenue | | |
| Master XC 5K Nationals | \$10,992 | 0 |
| Expenses | | |
| Event+Awards Masters 5K XC | \$7,743 | 0 |
| MUT 50K National Champ Awards | \$3,500 | \$0 |
| Non Recurring Free Cash Flow | -\$251 | \$0 |
| Net Operating Income After Events | -\$27,306 | -\$33,015 |