

Wisconsin Union Council

Date: 3.13.14

Time: 5:30 pm

Location: Union South – Industry 3rd Floor

Food: Dinner will be served at 5:30 pm

Guests: Chelsea Anderson (Hoover President), Brendan Walsh (Vice President – Finance, Hoofers), Sarah Bergman (Society and Politics Director, Incoming Union President), Jenny Knoepfel (Global Connections Director, Incoming VP-PR), Daniel Bahn (Incoming VP-LD)



Wisconsin Union
Experiences for a lifetime

5:30 pm	Call to Order Approval of Minutes from 1.30 Meeting	All
5:40 pm	Dinner / Decision Item ❖ WUD 2014-2015 Director Slate <i>Presentation and approval of WUD Director Selections</i>	2014-2015 Union Officers
6:10 pm	Open Forum	Any Union Members
6:20 pm	Updates & Discussion Items ❖ New Hooper Space: Use & Involvement Update ❖ MUR Construction Update & Budgetary Impacts ❖ Wheelhouse Studios Update	Chelsea A. Hank W. Jay E.
6:40 pm	Further Decision Items ❖ FY15 Hooper Budget <i>Presentation and approval of the budget</i>	Brendan W. / Chelsea A.
7:30 pm	Reports ❖ President ❖ VP Program Administration ❖ VP Public Relations ❖ VP Leadership Development ❖ Secretary ❖ Treasurer ❖ ASM Chair	Neil Damron Gary Filipp Andrew Bulovsky Annie Paul Mark Guthier Hank Walter David Gardner

Union Council
2013-2014 Minutes
Meeting Date: January 30, 2014

MEMBERS			
		Nick Checker, ASM Rep	X
Neil Damron, President	X	Devan Maier, ASM Rep	X
Gary Filipp, VP-Program Admin	X	Sean McNally, ASM Rep	X
Andrew Bulovsky, VP-Public Relations	X	William Lipske, Staff Rep	X
Annie Paul, VP-Leadership Development	X	Peter Lipton, Faculty Rep	X
Mark Guthier, Secretary	X	Jeff Haupt, Alumni Rep	X
Hank Walter, Treasurer	X	Juli Aulik, Alumni Rep	X
Bill Mulligan, WUD Rep	X	Lori Berquam, Dean of Students	X
David Gardner, ASM Chair		Susan Dibbell, Asst Director-Social Ed	X

Guests: Jacob Heyka, Director-Alternative Breaks; Nathalie McFadden, Director's Office Assistant

TOPIC	DISCUSSION	ACTION
Call to Order	Mr. Damron called the meeting to order at 6:01 p.m.	Motion Passed
Approval of Minutes	Ms. Aulik noted that Ms. Giannopoulos was in attendance at the 11-14-14 meeting. Mr. Bulovsky made a Motion to Approve the minutes with the change. Mr. Lipske seconded . None opposed. Motion passed.	
Updates and Discussion Items:		
Wisconsin Experience Bus Trip	Mr. Heyka, Alternative Breaks Director, presented a new program called the Wisconsin Experience Bus Trip. This trip will allow 30-40 UW student leaders from all over Wisconsin to meet with state leaders and participate in volunteer activities. Following the trip these individuals will meet with Jones Leadership Center staff to discuss their experiences.	
	Mr. Heyka stated that he has been involved in planning this trip since October. His goal is to get students involved from various campus entities who would not normally be brought together. Mr. Lipske asked if this will become an annual event. Mr. Heyka stated that it will depend on how this year goes, but the goal is to make it an annual event. Mr. Lipton asked what the ideal outcome of this trip is. Mr. Heyka stated that the goal is to get individuals from different walks of life to develop relationships with each other, volunteer, and learn to be better leaders. These individuals will form one cohesive group and learn about the culture of Wisconsin. Mr. Lipton asked if one week is enough of an immersion experience. Mr. Heyka stated that it is geared at student leaders. Mr. Bulovsky asked how student leaders will be identified. Mr. Heyka stated that the brain trust list will be used.	
Selection Training	Mr. Bulovsky explained the role of the Nominating Committee and the selection process. The Nominating Committee will be made up of one student member of Council, one non-student member of Council, the VP of Public Relations (non-voting) and Susan Dibbell (non-voting). He then outlined the expectations for this committee. Committee members must take the process seriously, acknowledge that participation requires a time commitment, and exact questions must be asked in an exact way to ensure that everyone gets the same opportunities. The selections will be presented at the February 19th meeting. Each candidate will have an opportunity to speak and then be interviewed. Union Council must work together as a cohesive and confidential group.	

Nominations Interest Decision Items: Wisconsin Union Budget	Mr. Haupt asked if recommendations from the Program Committee on the process were being considered. Mr. Bulovsky said that the Nominating Committee will consider these recommendations in addition to Union Council's recommendations. He noted that this meeting is to select officers. Director selection information will be shared in the near future. Mr. Damron asked that any individual interested in serving on the Nominations speak to him as soon as possible. <u>Approval of 2014-2015 Budget Proposal:</u> Mr. Walter suggested that Union Council members talk at an upcoming meeting about the budget process and any suggestions for how it can be improved. Mr. Damron stated that he will be happy to add that conversation to a future meeting agenda. Mr. Walter noted that past budget reviews and conversations have taken anywhere from ½ hour to three hours. He is happy to spend as much time as necessary. Mr. Walter touched on highlights of the budget. The accompanying narrative document is used for a variety of audiences, and is helpful in helpful to remind readers of the breadth of everything that the Union does. For instance: • The Union makes more than 30,000 campus room reservations annually. • More than 1,400 students are employed by the Union. This year, the Union budgeted to spend \$4.9 million on student wages; next year the budget is \$4.6 million. The Union takes pride in the fact that students are trusted and trained to take on roles that might be done by full time staff, and frequently are in other departments and at other unions. • 23% of the budget comes from segregated fee funding • 16% comes from the segregated fee dedicated to the Union Building Project • 0% comes from GPR revenue (state funds) • 55% comes from operating revenue generated by the Union • The remaining 6% comes from other sources of revenue • A majority of expenses are paid by sources other than segregated fees. Mr. Walter then described factors that will have budget impact for the coming year. • The Union will continue to work on securing sponsorships from the private sector for programming. • A new coffee shop will open in the School of Nursing building at the beginning of next year. • The biggest challenge is the timing of Phase II, which is dependent upon the State Building Commission decision at its March meeting. We hope to begin construction next summer, but could be delayed by one year. Currently, we are not sure if major revenue units will be open next year. If construction begins, the Phase II sections of Memorial Union would close at the end of the summer. There is a lot more uncertainty in this budget than in a normal budget year. The State Building Commission will meet on March 5th and their
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	decisions will have a huge impact on the Phase 2 construction schedule. Mr. Haupt asked what parts of the Union we are planning to close during Phase II. Mr. Walter stated that the assumption is that the east and central wings will close in September. This includes all revenue units that are currently open except for Outdoor UW, as well as meeting rooms. There will be temporary plans for some units. For example, Peet's may move into a space in the west wing for a year. Essentials will be moved to the Paul Bunyan Room for ice cream and grab and go snacks. The current plan is to provide lunch and dinner service at the Stiftskeller and we hope there is an option to keep the Rathskeller seating area open. Mr. Walter went on to say that we are budgeting a deficit of \$197,000 for next fiscal year. He noted that the Union has been holding back on some expenditures knowing that we would need the money for next year. The Union will be requesting a 1.5% increase in segregated fees for next year. Some losses in revenue are being projected; however we are assuming that the Terrace will be open May 15 through September 15. While this is all based on assumptions, it is believed that this budget is feasible. Additionally the Union is expecting an increase in revenue because of changes to the Wiscard program next year. Starting in the fall, there will only be one Wiscard account, and students will be able to use it anywhere Wiscards are accepted, regardless of whether they live in the residence halls or not. The Union will also be investing in a couple of areas that need improvement. This includes information technology and marketing.	
	Mr. Walter stated that another significant impact on the budget is there have been a mandated cost increases from the campus of \$172,000. Ms. Berquam inquired about the budgeted decrease in student wages. Mr. Walter stated that there will be fewer student jobs when the building closes, however the Union will help interested student employees find jobs in other units. Mr. Checker asked how the numbers regarding unit revenues were predicted. Mr. Walter stated that these numbers were aggregated from each individual unit's predictions for the next year. Mr. Checker stated that the revenue numbers looked ambitious and asked if Mr. Walter thought this was a fair projection, and if there was a contingency plan. Mr. Walter stated this included all the major food operations-including the ones in Union South which continue to do well and grow. This number also includes the Capital Café in Grainger Hall, which is also expected to continue to grow. The Stiftskeller will be opening in late January or early February and will sell food during Phase 2, in addition to the new and very successful Brat Stand and the Gazebo on the Terrace. The losses from Lakefront on Langdon and the Rathskeller will be balanced by these units. Mr. Checker noted that this budget format makes it difficult to analyze because all of the units are bundled. He asked if these documents could go to SSFC earlier in the process so it is not so rushed at the end. Mr. Walter stated he would love for Union Council, as the Union's governing body, to be more involved. However, he is unsure about how to do this. He noted that committees may be a good way to implement this. Mr. Guthrie stated that he would be open to increase the amount of time between the draft of the budget and the deadline for presentation to the	

	chancellor. It is unrealistic to build the budget before December, because the Union is not even half-way through its fiscal year. The budget also needs to go to SSFC in February. Mr. Guthier suggested exploring the flexibility of the deadline date in order to allow more time for review. Mr. Damron encouraged individuals who feel this way to participate in subcommittees. Mr. Haupt stated that Mr. Guthier and Mr. Walter are very open and transparent about the budget process. Additionally, he noted that this budget is a 10,000 foot view – the big picture. Mr. McNally asked why segregated fees-building ready for use-are being increased when the building is not open. Mr. Walter noted that it is important to remember that this budget is based on the assumption that we are shutting down one-half of the building, but also opening and maintaining another. Additionally, Union Council made a commitment that no permanent staff member would lose their job due to the renovation. Mr. Guthier noted that even though a part of the building will be closed there are still expenses that remain the same. He also noted the \$172,000 campus mandated increases as a contributing factor to the building ready-to-use increase. Mr. Walter then gave an overview of the various departments within the Union Budget. <u>Restaurants:</u> Mr. Walter stated that he had already talked about projections for the major restaurants: Union South expects continued growth; Capital Café and the Terrace expect moderate improvement, and Memorial Union is budgeted to be closed for most of the year.	
	<u>Markets and Cafes:</u> Predicted continued growth at Union South and an additional café opening in the new School of Nursing. The cafes are also expecting increased revenue because of the new Wiscard account. <u>Catering:</u> There will be a drop in catering related to the closing of Memorial Union; however catering jobs will continue as much as possible. Conference catering has remained somewhat flat based on projections. <u>Retail and Recreation:</u> This is made up of the hotel at Union South and the guest rooms at Memorial Union. The Memorial Union guest rooms will go off line; however the hotel at Union South is expected to maintain high occupancy. It currently has one of the highest occupancy rates in the city. <u>Programs:</u> This is made up of the Theater, Outdoor UW, paid programs, boat rentals, etc. Mr. Haupt asked about the new Wiscard program. Mr. Walter explained that it will make things more convenient for students, because residence hall students will not be limited to spending their money in the residence halls. In order to predict the Union's increase in revenue, they looked unit by unit where they would expect to see residence hall students throughout the day. He went on to say that the new Wiscard could also present some challenges for restaurants like Ginger Root which does not have much capacity for additional traffic during lunchtime. The Union and Housing plan to offer a 5% discount for Wiscard users.	

	This will make putting money on the Wiscard more appealing. Mr. Haupt stated that when it is simpler and easier to spend the money, people will spend the money. Mr. Lipton asked if this will encourage students to eat more food, and should we be doing this. Mr. Haupt stated that when parents put money on a Wiscard, there is no debate about where it went. This program will also encourage students to make healthier choices. If they are using other forms of payment they may make unhealthier choices in order to conserve their own funds, but many Wiscard deposits come from parents. Mr. Walter noted that Union operations strive to provide a healthy blend of options - making it better than going to a fast food chain restaurant. Mr. Walter then went over various other items in the budget. • He noted that the Segregated Fee total revenue appears on the budget as a 2.2% increase. This is because of expected increased enrollment. • Depreciation is increasing significantly. Depreciation will begin on new equipment once possession is turned over to the Union. • Building project debt service is increasing. • He then mentioned several other miscellaneous items such as building opening costs and contingency. • Salary dollars are budgeted to increase by 2% and the Union was instructed to budget it centrally. Really, there will be a 3% salary increase on specific budget lines because of a current 1% salary increase in the central budget. Mr. Checker asked about the student staffing issue in terms of relocating employees who are displaced, and the Union's stated commitment to assist every current student employee with finding another job within the Union, if they want one. Mr. Walter stated that attrition will be significant in food service and custodial, which will make up for much of the budget decrease. He noted that there are students who only want to work at the Memorial Union and are not excited by other locations, so they may not pursue other Union options. Mr. Checker asked if any units will be overstaffed. Mr. Walter said no. Students will be required to follow up if they would like to be relocated. Additionally, there will be significant natural attrition. If the State Building Commission does not approve the design on March 5, none of the closures will happen during the next budget year. If the design is not approved the Union has made a commitment not to request Segregated Fee increases. However, there will be major changes to the budget, which will be brought back to Union Council. Mr. Haupt made a Motion to Approve the budget. Mr. Bulovsky seconded. Mr. Haupt asked if parking Lot 1 will re-open and the construction trailer be moved if nothing is closed down in the fall. Mr. Walter stated that he assumes the parking lot will open and the trailer will move unless Boldt has a continuing role. Mr. Checker abstained. Motion Passed. Annie Paul presented director position description changes, which were previously brought to WUD and approved. The biggest changes are as follows: Alternative Breaks: Scope was changed from national to international, there will be additional fundraising points, and the director will have the	Motion Passed
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WUD Positions Description Changes	ability to troubleshoot and communicate with other campus groups. WUD Entertainment: There will now be two associate directors, one will focus on the new Play Circle, and the other will focus on Revelry. The associate directors will serve managerial roles, and will also need to recruit and fundraise, especially for Revelry. The director will also be given the autonomy to decide if they want to take on additional special events. Union South Summer Arts Coordinator: This individual will focus on Summer Gallery 1308 shows and Sett Social Hour, as well as additional summer programs in the Sett. Mr. Guthier asked what the total number of committees would be if the changes are approved. Ms. Paul stated that there would be ten committees, plus Hoofers and four officers. Therefore there would be a total of 15. Ms. Dibbell noted that they would like to hire a graduate student. Additionally, less programming will be occurring at the Memorial Union, therefore this will be a pilot program. Mr. Checker asked how directors are compensated, and how the compensation is approved. Mr. Filipp stated that the amount will be voted on in April by Union Council and there is generally a 2% increase every year. Compensation is based on the amount of time and work load and is distributed in a lump sum at the beginning of every semester, which is how all stipend positions on campus are run. Mr. Damron noted that Directors are accountable to Union Council, not Union staff.	
	Mr. Haupt asked what kind of programming will occur in the Play Circle. Ms. Paul stated that her subcommittee has been discussing possibilities, which include talent shows, professional theater, comedy or other entertainment, and of course students. Mr. Haupt asked if the person running Revelry will also run the Play Circle. Mr. Damron stated that this individual will run the committee that looks over both, however there will be managing coordinators for both the Play Circle and Revelry. Mr. Haupt noted that the Play Circle seems more related to the Theater and Revelry seems more connected to Music. Mr. McNally asked if there should be an accountability process for directors. Mr. Damron stated that it is very obvious if someone is not doing their job. Ms. Dibbell stated that individuals understand that if they do not do their work, they will not receive a stipend. She went on to say that she could only remember one time in her 25 years when this happened, and that student resigned. The distribution of a stipend has not been an issue. Mr. Guthier made a Motion to Approve the three position descriptions as presented. Mr. Bulovsky seconded. All approved. Those individuals who sent out their reports in advance did not give an oral report, however they did welcome questions. Mr. Haupt asked about Revelry. Mr. Damron stated that \$157,000 has been raised for Revelry so far. A number of acts have been booked, and they are continuing to approach artists. A planning structure and marketing plan have been implemented. There is a possibility that the event will occur on Langdon St. Mr. Damron concluded by stating that	

Adjournment	goals and similar view points; they simply need to figure out a way to work together. Mr. Damron noted that everyone should plan for a longer meeting on February 19th during which officer selection will take place. Mr. Lipske Made a Motion to adjourn the meeting. Mr. Bulovsky seconded. None Opposed. The meeting was Adjourned at 8:06 p.m.	Motion Passed
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Hoofers Budgets Revised FY14 and Budgeted FY15		
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Shortcuts

Council

Moutaineering

Outing

Riding

Scuba

Ski and Snowboard (Sns)

Sailing

Not yet 100% Standardized because of its size and time constraints. Will be next year.

Club- Council	FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Revenue	\$ 45,887.00	\$ 29,565.00	\$ 23,147.00	\$ 38,966.00	\$ 52,500.00
Expenses	\$ 34,647.00	\$ 22,637.00	\$ 23,761.00	\$ 41,160.00	\$ 52,845.00
Net Income	\$ 11,240.00	\$ 6,928.00	\$ (614.00)	\$ (2,194.00)	\$ (345.00)
Previous Retained Earnings	2,051.00	13,291.00	20,219.00	19,605.00	17,411.00
Change to Retained Earnings	\$ 11,240.00	\$ 6,928.00	\$ (614.00)	\$ (2,194.00)	\$ (345.00)
Retained Earnings	\$ 13,291.00	\$ 20,219.00	\$ 19,605.00	\$ 17,411.00	\$ 17,066.00

Club - Mountaineering	FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Revenue	3,359.00	2,992.00	\$ 4,227.00	\$ 3,834.00	\$ 3,800.00
Expenses	\$ 3,643.00	\$ 3,594.00	\$ 1,516.00	\$ 5,878.00	\$ 3,800.00
Net Income	\$ (284.00)	\$ (602.00)	\$ 2,711.00	\$ (2,044.00)	\$ -
Previous Retained Earnings	3,010.00	2,726.00	2,124.00	4,241.00	2,197.00
Change to Retained Earnings	\$ (284.00)	\$ (602.00)	\$ 2,711.00	\$ (2,044.00)	\$ -
Retained Earnings	\$ 2,726.00	\$ 2,124.00	\$ 4,835.00	\$ 2,791.00	\$ 4,988.00

Club - Outing	FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Revenue	24,007.00	18,443.00	\$	19,523.00	\$ 7,822.00 \$ 19,300.00
Expenses	\$ 24,235.00	\$ 11,350.00	\$	16,511.00	\$ 6,268.00 \$ 26,237.00
Net Income	\$ (228.00)	\$ 7,093.00	\$	3,012.00	\$ 1,554.00 \$ (6,937.00)
Previous Retained Earnings	8,194.00	7,966.00		15,059.00	18,071.00 5,713.00
Change to Retained Earnings	\$ (228.00)	\$ 7,093.00	\$	3,012.00	\$ 1,554.00 \$ (6,937.00)
Retained Earnings	\$ 7,966.00	\$ 15,059.00	\$	18,071.00	\$ 19,625.00 \$ (1,224.00)

Club - Riding	FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Revenue	330,088.00	317,449.00	\$	353,453.00	\$ 304,709.00 \$ 309,651.00
Expenses	\$ 332,816.00	\$ 322,457.00	\$	354,657.00	\$ 304,038.00 \$ 306,092.00
Net Income	\$ (2,728.00)	\$ (5,008.00)	\$	(1,204.00)	\$ 671.00 \$ 3,559.00
Previous Retained Earnings	224.00	(2,504.00)		(7,512.00)	(8,716.00) (8,045.00)
Change to Retained Earnings	\$ (2,728.00)	\$ (5,008.00)	\$	(1,204.00)	\$ 671.00 \$ 3,559.00
Retained Earnings	\$ (2,504.00)	\$ (7,512.00)	\$	(8,716.00)	\$ (8,045.00) \$ (4,486.00)
Outstanding Loan	-	-			

Club - Scuba	FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Revenue	34,034.00	27,548.00	\$	33,263.00	\$ 4,275.00 \$ 18,225.00
Expenses	\$ 33,020.00	\$ 16,977.00	\$	29,288.00	\$ 16,450.00 \$ 24,630.00
Net Income	\$ 1,014.00	\$ 10,571.00	\$	3,975.00	\$ (12,175.00) \$ (6,405.00)
Previous Retained Earnings	5,699.00	6,713.00		17,284.00	21,259.00 9,084.00
Change to Retained Earnings	\$ 1,014.00	\$ 10,571.00	\$	3,975.00	\$ (12,175.00) \$ (6,405.00)
Retained Earnings	\$ 6,713.00	\$ 17,284.00	\$	21,259.00	\$ 9,084.00 \$ 2,679.00

Club- Ski & Snowboard		FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Revenue		666,136.00	634,866.00	\$	636,892.00	\$ 661,906.00 \$ 637,481.00
Expenses		\$ 646,116.00	\$ 645,585.00	\$	644,064.00	\$ 628,253.00 \$ 629,905.00
Net Income		\$ 20,020.00	\$ (10,719.00)	\$	(7,172.00)	\$ 33,653.00 \$ 7,576.00
Previous Retained Earnings		45,307.00	65,327.00		54,608.00	47,436.00 28,301.00
Addition to Retained Earnings		\$ 20,020.00	\$ (10,719.00)	\$	(7,172.00)	\$ 33,653.00 \$ 7,576.00
Retained Earnings		\$ 65,327.00	\$ 54,608.00	\$	47,436.00	\$ 81,089.00 \$ 88,665.00

Club - Sailing		FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Revenue		401,256.00	463,063.00	\$	389,531.00	\$ 453,811.00 \$ 455,454.00
Expenses		\$ 364,652.00	\$ 427,701.00	\$	460,018.00	\$ 452,416.00 \$ 429,328.00
Net Income		\$ 36,604.00	\$ 35,362.00	\$	(70,487.00)	\$ 1,395.00 \$ 26,126.00
Previous Retained Earnings		(2,879.00)	9,432.50		44,794.50	(25,692.50) (24,297.50)
Change to Retained Earnings		\$ 12,311.50	\$ 35,362.00	\$	(70,487.00)	\$ 1,395.00 \$ 26,126.00
Retained Earnings		\$ 9,432.50	\$ 44,794.50	\$	(25,692.50)	\$ (24,297.50) \$ 1,828.50
Outstanding Loan		-	-			

		FYE 11	FYE 12	FY 13 Final	FY 14 Revised	FY15 Budgeted Final
Total Revenues		\$ 1,504,767.00	#####	\$	1,460,036.00	\$ 1,475,323.00 \$ 1,496,411.00

Total Expenses		\$ 1,439,129.00	#####	\$	1,529,815.00	\$ 1,454,463.00 \$ 1,472,837.00
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Total Hoofers Net Performance		\$ 65,638.00	\$ 43,625.00	\$	(69,779.00)	\$ 20,860.00 \$ 23,574.00
Hoofers Fund		\$ 151,760.00	\$ 151,760.00	\$	151,760.00	\$ 151,760.00 \$ 151,760.00

Club Retained Earnings		\$ 102,951.50	\$ 146,576.50	\$	76,797.50	\$ 97,657.50 \$ 109,516.50
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Total Retained Earnings		\$ 254,711.50	\$ 298,336.50	\$	228,557.50	\$ 249,417.50 \$ 261,276.50
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4010 - HOOVER COUNCIL

(Dec)

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current	FY 14 Revised	Revised Variance	FY15 Budgeted	Budgeted Variance
4010-2100	MERCHANDISE SALES	\$ 922.00	\$ 96.00	\$ 146.00	\$ 100.00	\$ 29.00	\$ 250.00	150.00%	\$ 400.00	#REF!
4010-2653	KEY DEPOSIT	\$ 1,500.00	\$ 1,205.00	\$ 750.00	\$ 1,000.00	\$ 80.00	\$ 1,000.00	0.00%	\$ 1,000.00	0.00%
4010-2721	FEES	\$ 24,218.00	\$ 20,775.00	\$ 21,256.00	\$ 20,000.00	\$ 7,531.00	\$ 16,000.00	-20.00%	\$ 30,000.00	87.50%
4010-2793	EDUCATION	\$ 14,320.00	\$ 3,005.00	\$ 945.00	\$ 3,500.00	\$ 2,000.00	\$ 19,116.00	446.17%	\$ 20,000.00	4.62%
4010-2880	GIFT CERTIFICATES SOLD	\$ 714.00	\$ 1,236.00	\$ 975.00	\$ 1,000.00	\$ 156.00	\$ 1,000.00	0.00%	\$ 1,000.00	0.00%
4010-2885	FUNDRAISING	\$ 1,500.00	\$ -	\$ -	\$ -	\$ -	\$ -			
4010-2990	MISCELLANEOUS INCOME	\$ 1,814.00	\$ 388.00	\$ 20.00	\$ 100.00	\$ 1,563.00	\$ 1,600.00	1500.00%	\$ 100.00	-93.75%
REV	***TOTAL REVENUES***	\$ 44,988.00	\$ 26,715.00	\$ 23,147.00	\$ 25,700.00	\$ 11,359.00	\$ 38,966.00	346.03%	\$ 52,500.00	#REF!

Flow through with \$3500 subsidy
Flow Through Account

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4010-5300	OFFICE SUPPLIES	\$ 270.00	\$ 372.00	\$ 6.00	\$ 1,000.00	\$ 269.00	\$ 400.00	-60.00%	\$ 1,000.00	150.00%
4010-5900	MISC SUPPLIES & SERVICES	\$ 172.00	\$ 162.00	\$ 2,423.00	\$ 500.00	\$ 450.00	\$ 500.00	0.00%	\$ 1,000.00	100.00%
4010-6020	MARKETING & PROMOTION	\$ 1,246.00	\$ 2,245.00	\$ 945.00	\$ 2,500.00	\$ 450.00	\$ 2,000.00	-20.00%	\$ 4,000.00	100.00%
4010-6080	CASH OVER & SHORT	\$ (136.00)	\$ (142.00)	\$ 945.00	\$ 160.00	\$ 1,784.00	\$ 150.00	-6.25%	\$ 175.00	16.67%
4010-6086	GIFT CERTIFICATE REDEMPTION	\$ 804.00		\$ 510.00	\$ 1,000.00	\$ -	\$ 1,000.00	0.00%	\$ 1,000.00	0.00%
4010-6090	TELEPHONE SERVICE			\$ -	\$ -	\$ -	\$ -			
4010-6110	MIC VISA SERVICE CHARGE	\$ 1,891.00	\$ 1,139.00	\$ 4,285.00	\$ 600.00	\$ 2,555.00	\$ 600.00	0.00%	\$ 800.00	33.33%
4010-6150	POSTAGE	\$ 28.00	\$ 10.00	\$ 15.00	\$ 50.00	\$ 4.00	\$ 30.00	-40.00%	\$ 60.00	100.00%
4010-6310	TRAVEL - IN STATE			\$ -	\$ -	\$ -	\$ -			
4010-6350	TRAINING	\$ 1,764.00	\$ 302.00	\$ 1,195.00	\$ 1,700.00	\$ 445.00	\$ 1,800.00	5.88%	\$ 1,800.00	0.00%
4010-6430	SALEABLE MERCHANDISE			\$ 1,146.00	\$ -	\$ -				
4010-6460	COPIER SERVICES	\$ 258.00	\$ 148.00	\$ 177.00	\$ 350.00	\$ 58.00	\$ 250.00	-28.57%	\$ 360.00	44.00%
4010-6480	PRINTING	\$ -	\$ 4.00	\$ 183.00	\$ 100.00	\$ -	\$ 100.00	0.00%	\$ 100.00	0.00%
4010-6483	BROCHURES	\$ 887.00	\$ 900.00	\$ 887.00	\$ 890.00	\$ -	\$ 890.00	0.00%	\$ 1,000.00	500.00%
4010-7315	Database/POS Fees*	\$ 156.00	\$ 191.00	\$ 1,383.00	\$ 400.00		\$ 1,000.00	150.00%	\$ 6,000.00	1.73%
4010-7712	EDUCATION SERIES	\$ 14,194.00	\$ 4,077.00	\$ 1,247.00	\$ 6,500.00		\$ 23,100.00	255.38%	\$ 23,500.00	7.14%
4010-8000	COMPUTER	\$ 23.00	\$ 116.00	\$ -	\$ 700.00	\$ 1,400.00	\$ 1,400.00	100.00%	\$ 1,500.00	333.33%
4010-8001	ALL HOOVER ACTIVITIES	\$ 1,438.00	\$ 1,990.00	\$ 2,763.00	\$ 1,800.00		\$ 1,500.00	-16.67%	\$ 6,500.00	33.33%
4010-8002	EVENT SPONSORSHIPS	\$ 190.00	\$ 201.00	\$ 750.00	\$ 750.00		\$ 750.00	0.00%	\$ 1,000.00	40.00%
4010-8003	PRESIDENTIAL PROJECTS	\$ 750.00		\$ 194.00	\$ 500.00	\$ -	\$ 500.00	-53.33%	\$ 700.00	75.00%
4010-8020	ODR COMPENSATION	\$ 6,422.00	\$ 6,853.00	\$ 3,750.00	\$ 7,500.00	\$ 500.00	\$ 3,500.00	0.00%	\$ -	-100.00%
4010-8035	RECOGNITION	\$ 397.00	\$ 387.00	\$ 605.00	\$ 400.00	\$ 442.00	\$ 400.00	-37.50%	\$ -	614.29%
4010-8080	SEMINARS	\$ -		\$ 54.00	\$ 800.00		\$ 500.00	-86.00%	\$ 1,000.00	0.00%
4010-8470	KEY DEPOSIT REFUND	\$ 575.00	\$ 515.00	\$ 440.00	\$ 1,000.00	\$ 140.00	\$ 140.00	8.33%	\$ 650.00	#DIV/0!
4010-8600	REPAIRS AND MAINTENANCE	\$ 533.00	\$ 510.00	\$ 510.00	\$ 600.00	\$ 288.00	\$ 650.00			
4010-9200	INSURANCE	\$ 1,974.00	\$ 1,876.00	\$ 865.00	\$ 2,000.00	\$ -	\$ -	-100.00%	\$ -	
4010-9455	HOOFFRINTS EXPENSES		\$ 19.00	\$ -	\$ 20.00	\$ -	\$ -			
4010-9999	UNION BUDGET ADJ			\$ -	\$ -	\$ -	\$ -			
EXP	***TOTAL EXPENSES***	\$ 33,836.00	\$ 21,875.00	\$ 24,391.00	\$ 31,820.00	\$ 8,335.00	\$ 41,160.00	3.10%	\$ 52,845.00	#DIV/0!

Flow Through Account

Union used

Union used

Union used

Union used

NI	NET INCOME / PERFORMANCE	\$ 11,152.00	\$ 4,840.00	\$ (1,244.00)	\$ (6,120.00)	\$ 3,024.00	\$ (2,194.00)	\$ (345.00)
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Retained earnings

\$19,605.00 N/A

\$17,411.00

\$17,066.00

Hoofer Council Revenue accounts

4010-2100	MERCHANDISE SALES	Non club official Hoofers Merchandise sold
4010-2653	KEY DEPOSIT	\$20 deposits for leaders requesting and owning keys. partial flow through
4010-2721	FEES	\$9 fee that every club membership gives to council revenue from education programs. Lower than Expenses to reflect the subsidy, for this year is \$3,500
4010-2793	EDUCATION	
4010-2880	GIFT CERTIFICATES SOLD	revenue from gift certificates, redeemed later for memberships or merchandise
4010-2885	FUNDRAISING INCOME	Any money from fundraising money delegated to council any unexpected income that does not fit into another account
4010-2990	MISCELLANEOUS INCOME	

Hoofer Council Expense Accounts

4010-5300	OFFICE SUPPLIES	office supplies necessary for the function of the OPO
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4010-6020	MARKETING & PROMOTION	any expense of promotional posters, all campus emails, or advertisements for Hoofers events and services
4010-6040	REPAIRS FACILITIES & EQUIP	Hoofers sharing the cost of repair or maintenance costs in the Hoofers building space. short changing or giving to much change from the OPO over the year.
4010-6080	CASH OVER & SHORT	
4010-6086	GIFT CERTIFICATE REDEMPTION	redemption of gift certificates for hoofers memberships and merchandise
4010-6090	TELEPHONE SERVICE	pays the OPO's telephone service bill
4010-6110		credit card charges for Hoofers from the OPO. Redelegated from council's budget to appropriate clubs through fiscal y
4010-6150	M/C VISA SERVICE CHARGE	
4010-6310	POSTAGE	paying for postage for letters
4010-6350	TRAVEL - IN STATE	Union Accountant Used training expenses for OPO staff certifications
4010-6430	TRAINING	expenses for ordering and creating official Hoofers merchandise, to be sold by council.
4010-6460	SALEABLE MERCHANDISE	upkeep of the OPO's copier
	COPIER SERVICES	Union Accountant Used -
4010-6480	PRINTING	Contribute to the costs of printing in Hoofers Leadership office

4010-6483	BROCHURES	creation and copying of brochures, used in the OPO and at promotion events cost of running the Hoofers website domain names, website hosting, and website improvements
4010-7315	WEBSITE FEES	
4010-7712	EDUCATION SERIES	Education programs put on by the Hoofers Education advisor and Education Chair.
4010-8000	COMPUTER	upkeep and improvements of OPO computers
4010-8001	ALL HOOFER ACTIVITIES	Hooper events, such as Haunted Halloween and Winter Carnival.
4010-8002	EVENT SPONSORSHIPS	Money set aside for council to subsidize individual club events that deserve help
4010-8003	PRESIDENTIAL PROJECTS	Money from WUD given for the President to spend where he/she feels appropriate according to WUD's regulations
4010-8020	ODR COMPENSATION	Compensation for the ODR's handling of Hooper administration or check outs
4010-8035	RECOGNITION	fund for recognizing Hooper leaders throughout the year and Hooper Leadership awards at the end of the year
4010-8080	SEMINARS	Seminars sponsored by council

4010-8470	KEY DEPOSIT REFUND	refund when leaders turn in their keys. Refund within a month of position termination
4010-8600	REPAIRS AND MAINTENANCE	payments to the Union for day to day repairs around the Hoofers space and OPO
4010-8700	EQUIPMENT	
4010-9200	INSURANCE	not used in official council budgets
4010-9455	HOOFPRINTS Expenses	Any supplies that the Hoofprints Intern or council need to put out Hoofprints change description

Account Number	Account Description	FY 12 Final	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4010-5300	OFFICE SUPPLIES	\$ -	\$ 224.00	\$ 20.00	\$ -	\$ -	-100.00%	\$ 20.00	#DIV/0!
4010-6200	MARKETING & PROMOTION	\$ -	\$ -	\$ 400.00	\$ 486.00	\$ 600.00	50.00%	\$ 800.00	33.33%
4010-6110	M/C VISA SERVICE CHARGE	\$ 8.00	\$ -	\$ 110.00	\$ -	\$ 110.00	0.00%	\$ 110.00	0.00%
4010-6460	PRINTING	\$ 191.00	\$ -	\$ 200.00	\$ -	\$ -	-100.00%	\$ -	#DIV/0!
4010-7315	WEBSITE FEES	\$ 69.00	\$ 69.00	\$ 39.00	\$ 10.00	\$ 10.00	-74.36%	\$ 39.00	290.00%
4010-8130	TRIPS	\$ 609.00	\$ 348.00	\$ 400.00	\$ 534.00	\$ 834.00	108.50%	\$ 900.00	7.91%
4010-8170	T-SHIRTS/UNIFORMS	\$ 834.00	\$ -	\$ 500.00	\$ -	\$ -	-100.00%	\$ 500.00	#DIV/0!
4010-8700									<(FY14 revised - added \$1000 for previously approved gear purchase, added remainder of money left over from FY15 revised(\$542)), (FY14 CURRENT - add \$900 for boots, money taken from reserved
	TOOLS/EQUIPMENT	\$ 1,884.00	\$ 505.00	\$ 1,916.00	\$ 2,282.00	\$ 3,824.00	99.58%	\$ 931.00	-75.65%
4010-8180									<(After a council grant, Mtng has to pay \$370 of their own money
4010-?	DLCC CHALLENGE EXPENSE Education Fund		\$ 370.00	\$ 2,000.00	\$ 2,245.00	\$ -		\$ -	
			\$ 370.00	\$ 2,000.00	\$ 2,245.00	\$ 500.00		\$ 500.00	
EXP	***TOTAL EXPENSES***	\$ 3,595.00	\$ 1,516.00	\$ 5,585.00	\$ 5,557.00	\$ 5,878.00	(1.16)	\$ 3,800.00	
NI	NET INCOME / PERFORMANCE	\$ (604.00)	\$ 2,711.00	\$ (1,000.00)	\$ (148.00)	\$ (2,044.00)	#DIV/0!	\$ -	
									*
	Balance in Retained Earnings	\$ 2,124.00	\$ 4,835.00			\$ 2,791.00		\$ 2,791.00	

* Student/Union Member fee = \$30
* Fac/Staff Member Fee = \$35

*(DLCC climbing challenge removed)

HOOFER CLUB

DLCC Climbing Challenge Charity Donation Budgeting

Income/Expense Location	FY 13 Final	FY 14 Current	Total from 2013 Fundraiser
DLCC Revenue	\$ 1,534.00	\$ 2,245.00	\$ 3,779.00
Council Grant to reduce expenses	\$ 594.00		\$ 594.00
Total Revenue	\$ 2,128.00	\$ 2,245.00	\$ 4,373.00
DLCC Total Expenses	\$ 964.00	\$ -	\$ 964.00
Expenses share covered by Mountainering	\$ 370.00	\$ -	\$ 370.00
(The Club had \$964 of expenses to pay off but got \$594 from council to reduce the financial burden of starting the event.)			
(this leaves them to pay \$370 of their own money)			
Total Expenses	\$ 964.00	\$ -	\$ 964.00
DLCC Net Income for donation	\$ 1,164.00	\$ 2,245.00	\$ 3,409.00

4040 - Hoofers Outing

Account Description	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
2180 T-SHIRTS/UNIFORMS	232.00					200.00	
2682 WHITEWATER USER FEES	251.00		565.00	565.00			-100.00%
2684 SEA KAYAKING USER FEES	519.00						
2688 POOL RENTAL	840.00	600.00	1,100.00	294.00	-51.00%	1,200.00	308.16%
2689 CANOE REVENUE	303.00		675.00	75.00			-100.00%
2695 CAVING REVENUE	95.00			(18.00)			-100.00%
2698 DELTA LODGE REVENUE	3,270.00	4,000.00	4,000.00		-100.00%	4,000.00	
2701 TRIPS	2,665.00	2,000.00	2,000.00	140.00	-93.00%	2,000.00	1328.57%
2722 ROLLING ANNUAL FEES	7,583.00	8,000.00	7,000.00	3,601.00	-54.99%	7,500.00	108.28%
2723 SUMMER MEMBERSHIP FEES	785.00	1,215.00	1,215.00	128.00	-89.47%	1,200.00	837.50%
2725 FALL/SPRING MEMBERSHIP FEES	1,702.00	2,484.00	2,051.00	2,051.00	-17.43%	2,000.00	-2.49%
2726 SPRING MEMBERSHIP FEES	1,278.00	720.00	1,100.00	978.00	35.83%	1,200.00	22.70%
2782 YOUTH INSTRUCTION		500.00	0.00		-100.00%	0.00	
2990 MISCELLANEOUS			8.00	8.00			-100.00%
Total Direct Operating Revenue	19,523.00	19,519.00	19,714.00	7,822.00	-58.76%	19,300.00	220.27%

Account Description	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
5300 OFFICE SUPPLIES		50.00	50.00		-100.00%	50.00	0.00%
6020 MARKETING & PROMOTION	218.00	1,000.00	1,000.00	94.00	-90.60%	1,000.00	0.00%
6110 M/C VISA SERVICE CHARGE		300.00	300.00		-100.00%	350.00	16.67%
6134 POOL RENT EXPENSE	806.00	1,120.00	1,100.00		-100.00%	1,200.00	9.09%
6135 FACILITY RENTAL	76.00						
6137 DELTA LODGE	3,270.00	4,000.00	4,000.00		-100.00%	4,000.00	
6480 PRINTING	11.00	1,000.00	1,000.00		-100.00%	300.00	-70.00%
7315 WEBSITE FEES	106.00	108.00	108.00	54.00	-50.00%	112.00	3.70%
7730 SPECIAL/TEAM EVENTS	327.00	500.00	500.00		-100.00%	1,500.00	200.00%
7758 COMMUNITY SERVICE	121.00					1,000.00	
8035 RECOGNITION	307.00	400.00	400.00	238.00	-40.50%	400.00	0.00%
8130 TRIPS	3,584.00	2,000.00	2,000.00	90.00	-95.50%	2,000.00	0.00%
8154 HOOFLAND MAINTENANCE		50.00	50.00		-100.00%	200.00	300.00%
8300 INSTRUCTION	2,285.00	2,400.00	2,040.00	319.00	-86.71%	1,750.00	-14.22%
8320 WATER SAFETY	472.00	700.00	800.00		-100.00%	800.00	0.00%

8600 REPAIRS AND MAINTENANCE	75.00	150.00	150.00	86.00	-42.67%	150.00	0.00%
8700 TOOLS/EQUIPMENT	251.00	4,700.00	4,520.00		-100.00%	2,600.00	-42.48%
8710 BACKPACKING EQUIPMENT		1,200.00	1,200.00	686.00	-42.83%	990.00	-17.50%
8713 IAT TRAILBUILDING EXP	53.00	350.00	350.00		-100.00%	350.00	0.00%
8715 CAVING EQUIPMENT	196.00	100.00	121.00		-100.00%	150.00	23.97%
8720 CROSS COUNTRY SKI EQUIP	187.00	1,574.00	1,574.00	1,390.00	-11.69%	798.00	-49.30%
8722 SNOWSHOE EQUIP		120.00	120.00		-100.00%	200.00	66.67%
8725 MT. BIKING EQUIPMENT		100.00	200.00		-100.00%	200.00	0.00%
8730 OPEN WATER CANOE EQUIPMENT	89.00	300.00	2,700.00		-100.00%	1,178.00	-56.37%
8735 WHITEWATER EQUIPMENT	2,313.00	1,960.00	3,525.00	810.00	-58.67%	1,506.00	-57.28%
8740 ROAD BIKING EQUIPMENT	34.00	900.00	300.00		-100.00%	300.00	0.00%
8745 SEA KAYAKING EQUIPMENT	994.00	2,460.00	3,110.00	1,554.00	-36.83%	1,328.00	-57.30%
8750 TELEMARK EQUIPMENT	601.00	750.00	750.00		-100.00%	1,050.00	40.00%
8755 TOP ROPING EQUIPMENT	133.00	100.00	100.00		-100.00%	775.00	675.00%
5900 MISCELLANEOUS EXP	2.00		5.00	947.00			-100.00%

Total Direct Operating Expenses	16,511.00	28,392.00	32,073.00	6,268.00	-83.56%	26,237.00	-18.20%
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Performance Margin	3,012.00	(8,873.00)	(12,359.00)	1,554.00	24.80%	(6,937.00)	238.47%
Balance In Retained Earnings	\$18,072.00	\$9,199.00		\$10,753.00		\$3,816.00	
With Donations	\$7,803.00					\$11,619.00	

Hoofers Riding Organization	FY 12 Final	FY 13 Final	FY 14 Budgeted Revenues	FY 14 Current	FY 14 Revised	FY 15 Budgeted
RIDING CLUB REVENUE	\$160,440.00	\$169,208.00	\$183,107.00	\$90,754.00	\$166,844.00	\$167,714.39
STABLE REVENUE	\$127,718.00	\$138,335.00	\$139,464.10	\$16,641.00	\$106,365.00	\$111,437.10
RIDING TEAM REVENUE	\$29,290.00	\$45,910.00	\$22,150.00	\$22,822.00	\$31,500.00	\$30,500.00
TOTAL REVENUE	\$317,448.00	\$353,453.00	\$344,721.10	\$130,217.00	\$304,709.00	\$309,651.49
RIDING CLUB EXPENSES	\$107,673.00	\$118,626.00	\$125,869.00	\$33,212.00	\$130,208.00	\$129,928.28
STABLE EXPENSES	\$185,746.00	\$194,947.00	\$193,653.00	\$66,616.00	\$142,330.00	\$147,613.69
RIDING TEAM EXPENSES	\$29,039.00	\$41,084.00	\$22,150.00	\$19,662.00	\$31,500.00	\$28,550.00
TOTAL EXPENSES	\$322,458.00	\$354,657.00	\$341,672.00	\$119,490.00	\$304,038.00	\$306,091.96
NET PERFORMANCE	(\$5,010.00)	(\$1,204.00)	\$3,049.10	\$10,727.00	\$671.00	\$3,559.53
RETAINED EARNINGS	(\$7,512.00)	(\$8,716.00)	(\$5,666.90)	N/A	(\$8,045.00)	(\$4,485.47)

4051 - Hoofers Riding (Club)

Account Number	Account Description	FY 12 Final	FY 13 Final	FY 14 Budgeted Revenues	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4051-2180	T-SHIRTS/UNIFORMS	\$ 11	\$ 77	\$ 200	\$ -	\$ -	100%	\$ -	
4051-2650	HORSE SALES	\$ 3,791	\$ 7,615	\$ 3,308	\$ -	\$ 3,308	0%	\$ 3,308	
4051-2660	LEASES	\$ 3,071	\$ 1,408	\$ 1,980	\$ 1,077	\$ 1,980	0%	\$ 2,520	
4051-2697	YOUTH EVENT INCOME	\$ 735	\$ 550	\$ 900	\$ -	\$ 450	50%	\$ 750	
4051-2720	MEMBERSHIP FEES	\$ 6,114	\$ 6,876	\$ 5,998	\$ 7,680	\$ 5,998	0%	\$ 6,477	
4051-2730	TRIAL MEMBERSHIPS	\$ -	\$ -	\$ -	\$ 3	\$ -	#DIV/0!	\$ -	
4051-2737	YOUTH FINANCIAL AID	\$ (192)	\$ 20	\$ -	\$ -	\$ -	#DIV/0!	\$ -	
4051-2762	WORK HOURS	\$ 6,240	\$ 4,978	\$ 6,000	\$ 2,420	\$ 6,000	0%	\$ 6,000	
4051-2770	LESSON FEES	\$ 83,020	\$ 92,727	\$ 103,311	\$ 42,372	\$ 95,946	7%	\$ 95,763	
4051-2771	LESSONS FEE EXCHANGE	\$ 4,583	\$ 4,934	\$ 5,760	\$ -	\$ -	100%	\$ -	
4051-2775	TRAIL RIDES	\$ 585	\$ 40	\$ 400	\$ 30	\$ 200	50%	\$ 200	
4051-2776	SENIOR RIDER RIDES	\$ 608	\$ 925	\$ 590	\$ 452	\$ 826	-40%	\$ 826	
4051-2777	RING RIDES	\$ 2,093	\$ 2,635	\$ 2,800	\$ 1,095	\$ 2,000	29%	\$ 2,980	
4051-2790	TEAM PRACTICE FEE	\$ 10,069	\$ 7,580	\$ 12,160	\$ 5,920	\$ 12,160	0%	\$ 12,160	
4051-2791	CLUB EVENTS	\$ -	\$ 992	\$ -	\$ -	\$ -	#DIV/0!	\$ -	
4051-2792	SCHOOLING SHOWS	\$ 9,079	\$ 11,831	\$ 9,000	\$ 5,645	\$ 10,000	-11%	\$ 9,000	
4051-2795	CLINIC/SPEAKER REVENUE	\$ 6,619	\$ 2,140	\$ 4,000	\$ 2,450	\$ 3,000	25%	\$ 3,500	
4051-2799	YOUTH CAMP REVENUE	\$ 15,950	\$ 14,682	\$ 21,700	\$ 15,884	\$ 18,874	13%	\$ 20,230	
4051-2890	GIFTS/GRANTS/COSPONSORSHIPS	\$ 7,690	\$ 7,895	\$ 5,000	\$ 5,627	\$ 6,000	-20%	\$ 4,000	
4051-2990	MISCELLANEOUS INCOME	\$ 374	\$ 1,313	\$ -	\$ 99	\$ 99	#DIV/0!	\$ -	
REV	***TOTAL REVENUES***	\$ 160,440	\$ 169,208	\$ 183,107	\$ 90,754	\$ 166,844		\$ 167,714	

Account Number	Account Description	FY 12 Final	FY 13 Final	FY 14 Budgeted Expenses	FY 14 Current	FY 14 Revised	FY 15 Budgeted
4051-4100's	WAGES***	\$ 10,529	\$ 7,071	\$ 7,123	\$ 5,201	\$ 6,641	\$ 9,788
4051-4100	ACADEMIC SALARIES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4110	CLASSIFIED WAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4120	LTE WAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4130	STUDENT WAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4200's	FRINGES***	\$ -	\$ 488	\$ -	\$ 312	\$ 508	\$ 749
4051-4200	RETIREMENT CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4210	SOCIAL SECURITY CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4220	HEALTH INSURANCE CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4230	LIFE INSURANCE CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4240	INCOME INSURANCE CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4051-4305	INSTRUCTOR EXCHANGE HOURS	\$ 7,010	\$ 9,255	\$ 12,060	\$ -	\$ -	\$ -
4051-5300	OFFICE SUPPLIES	\$ 170	\$ -	\$ 200	\$ -	\$ 200	\$ 200
4051-5900	MISC SUPPLIES & SERVICES	\$ 410	\$ 55	\$ 300	\$ 16	\$ 300	\$ 300
4051-6020	MARKETING & PROMOTION	\$ 74	\$ -	\$ 500	\$ 140	\$ 300	\$ 200

4051-6110	M/C VISA SERVICE CHARGE	\$	112	\$	-	\$	500	\$	-	\$	500	\$	500
4051-6305	MILEAGE REFUND	\$	130	\$	-	\$	500	\$	-	\$	500	\$	500
4051-6325	TRAVEL EXPENSES	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4051-7315	WEBSITE FEES	\$	114	\$	115	\$	120	\$	44	\$	120	\$	120
4051-8010	FUNDRAISING EXPENSE	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4051-8050	CLINIC/SPEAKER EXPENSES	\$	4,331	\$	874	\$	3,000	\$	-	\$	2,000	\$	3,000
4051-8054	SCHOOLING SHOWS EXPENSE	\$	1,730	\$	3,749	\$	2,400	\$	4,005	\$	6,155	\$	3,000
4051-8170	TSHIRTS / Uniforms	\$	783	\$	1,615	\$	800	\$	740	\$	800	\$	800
4051-8200	VET	\$	1,674	\$	5,901	\$	5,075	\$	3,628	\$	5,075	\$	5,200
4051-8201	INSTRUCTION - TEAM	\$	13,680	\$	14,320	\$	14,080	\$	8,160	\$	15,840	\$	15,840
4051-8203	YOUTH CAMP EXPENSE	\$	757	\$	640	\$	750	\$	359	\$	750	\$	750
4051-8204	TRAILERING	\$	-	\$	410	\$	-	\$	569	\$	875	\$	500
4051-8205	CHIROPRACTOR	\$	-	\$	300	\$	640	\$	1,103	\$	1,103	\$	640
4051-8206	YOUTH SCHOLARSHIP PAYOUT	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4051-8210	FARRIER	\$	7,886	\$	7,055	\$	8,000	\$	8,630	\$	16,000	\$	15,300
4051-8220	FEED/NUTRITION	\$	1,062	\$	712	\$	1,491	\$	29	\$	1,491	\$	1,491
4051-8240	HORSE PURCHASE	\$	-	\$	-	\$	800	\$	-	\$	800	\$	800
4051-8243	HORSE USE EXCHANGE	\$	1,250	\$	-	\$	1,300	\$	-	\$	-	\$	-
4051-8245	HORSE BOARD/CLUB HORSES	\$	55,520	\$	65,368	\$	64,320	\$	-	\$	68,340	\$	68,340
4051-8246	PORTABLE TOILET RENTAL	\$	275	\$	680	\$	510	\$	255	\$	510	\$	510
4051-8465	WORK HOUR REFUNDS	\$	-	\$	-	\$	100	\$	-	\$	100	\$	100
4051-8702	RIDING EQUIP & REPAIR	\$	176	\$	18	\$	1,000	\$	21	\$	1,000	\$	1,000
4051-8830	TRIAL MEMBERSHIP EXPENSES	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4051-9200	INSURANCE PREMIUMS FOR CAMP	\$	-	\$	-	\$	300	\$	-	\$	300	\$	300
EXP	***TOTAL EXPENSES***	\$	107,673	\$	118,626	\$	125,869	\$	33,212	\$	130,208	\$	129,928

NI	NET INCOME / PERFORMANCE	\$	52,767	\$	50,582	\$	57,238	\$	57,542	\$	36,636	\$	37,786
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4052 - Hoofers Stable

Account Number	Account Description	FY 12 Final	FY 13 Final	FY 14 Budgeted Revenues	FY 14 Current	FY 14 Revised	FY 15 Budgeted
4052-2651	VENDING INCOME	\$ -	\$ 202	\$ 250	\$ -	\$ 250	\$ 250
4052-2757	LATE FEES	\$ -	\$ 43	\$ -	\$ 210	\$ 210	\$ -
4052-2758	VEHICLE STORAGE FEES	\$ -	\$ 290	\$ -	\$ 688	\$ 988	\$ -
4052-2761	INDOOR BOARD	\$ 30,391	\$ 35,684	\$ 34,190	\$ 13,174	\$ 29,758	\$ 34,190
4052-2763	OUTDOOR BOARD	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-2764	BOARD-CLUB HORSES	\$ 55,520	\$ 65,368	\$ 64,320	\$ -	\$ 68,340	\$ 68,340
4052-2765	BOARD - WORK EXCHANGE	\$ 30,235	\$ 32,428	\$ 32,160	\$ -	\$ -	\$ -
4052-2769	STALL RENTAL	\$ 865	\$ 749	\$ 1,044	\$ 609	\$ 1,044	\$ 1,157
4052-2772	DEWORMING PRG INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-2773	HOUSE RENT	\$ 7,200	\$ 2,738	\$ 7,500	\$ 1,810	\$ 5,625	\$ 7,500
4052-2890	GIFTS/GRANTS/COSPONSORSHIPS	\$ 3,000	\$ 1,000	\$ -	\$ -	\$ -	\$ -
4052-2945	INSURANCE CLAIM RECEIVED	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-2990	MISCELLANEOUS INCOME	\$ 507	\$ (167)	\$ -	\$ 150	\$ 150	\$ -

REV	***TOTAL REVENUES***	\$ 127,718	\$ 138,335	\$ 139,464	\$ 16,641	\$ 106,365	\$ 111,437
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Account Number	Account Description	FY 12 Final	FY 13 Final	FY 14 Budgeted Expenses	FY 14 Current	FY 14 Revised	FY 15 Budgeted
4052-4100's	WAGES	\$ 54,145	\$ 49,903	\$ 46,923	\$ 19,069	\$ 40,923	\$ 45,124
4052-4100	ACADEMIC SALARIES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4110	CLASSIFIED WAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4120	LTE WAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4130	STUDENT WAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4200's	FRINGES	\$ -	\$ 7,927	\$ 5,305	\$ 2,089	\$ 3,989	\$ 5,168
4052-4200	RETIREMENT CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4210	SOCIAL SECURITY CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4220	HEALTH INSURANCE CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4230	LIFE INSURANCE CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4240	INCOME INSURANCE CONTRIBUTION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-4300	WORK EXCHANGE HOURS	\$ 37,907	\$ 31,869	\$ 35,940	\$ 436	\$ 436	\$ -
4052-5900	MISC SUPPLIES & SERVICES	\$ 497	\$ 29	\$ 500	\$ 282	\$ 500	\$ 500
4052-6020	YELLOW PAGES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-6053	RENT/LEASE PAYMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4052-6090	TELEPHONE SERVICE	\$ 1,091	\$ 705	\$ 800	\$ 356	\$ 800	\$ 800
4052-6136	MACHINERY RENTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

4052-8015	VENDING EXPESE	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4052-8215	FEED HAY	\$	26,746	\$	26,216	\$	36,000	\$	18,084	\$	30,000	\$	30,000
4052-8225	FEED-GRAIN	\$	8,062	\$	6,057	\$	10,000	\$	3,650	\$	8,000	\$	8,000
4052-8230	BEDDING	\$	6,928	\$	6,030	\$	7,500	\$	2,950	\$	7,000	\$	7,000
4052-8285	HOUSE EXPENSE	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4052-8290	MORTGAGE	\$	17,746	\$	17,174	\$	16,272	\$	4,257	\$	7,864	\$	7,864
4052-8602	MAINTAINENCE FUND	\$	-	\$	-	\$	-	\$	3,877	\$	8,405	\$	8,405
4052-8295	PROPERTY TAXES	\$	5,952	\$	6,052	\$	5,673	\$	-	\$	5,673	\$	5,673
4052-8500	SUPPLIES	\$	1,314	\$	582	\$	1,500	\$	276	\$	1,500	\$	1,500
4052-8610	BUILDING MAINT & REPAIR	\$	2,911	\$	1,427	\$	3,600	\$	418	\$	3,600	\$	4,000
4052-8615	PASTURE/GROUNDS MAINTENANCE	\$	5,793	\$	26,747	\$	6,240	\$	4,132	\$	6,240	\$	6,180
4052-8635	MACHINERY MAINT & REPAIR	\$	5,702	\$	3,769	\$	4,000	\$	1,186	\$	4,000	\$	4,000
4052-8703	MACHINERY/TOOLS PURCHASE	\$	898	\$	722	\$	2,000	\$	192	\$	2,000	\$	2,000
4052-8770	CAPITAL IMPROVEMENTS	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4052-9120	ELECTRICITY	\$	6,016	\$	6,899	\$	6,000	\$	4,047	\$	6,000	\$	6,000
4052-9125	LP GAS	\$	2,388	\$	1,107	\$	3,000	\$	1,315	\$	3,000	\$	3,000
4052-9200	INSURANCE	\$	1,650	\$	1,732	\$	2,400	\$	-	\$	2,400	\$	2,400
EXP	***TOTAL EXPENSES***	\$	185,746	\$	194,947	\$	193,653	\$	66,616	\$	142,330	\$	147,614

NI	NET INCOME / PERFORMANCE	\$	(58,028)	\$	(56,612)	\$	(54,189)	\$	(49,975)	\$	(35,965)	\$	(36,177)
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4051 - Hoofers Riding

REVENUES

Account Number	Account Description	Changes or Deletions
4051-2180	T-SHIRTS/UNIFORMS	DELETE
4051-2650	HORSE SALES	
4051-2660	LEASES	
4051-2697	EQUESTRIAN EXPERIENCES	
4051-2720	MEMBERSHIP FEES	
4051-2730	TRIAL MEMBERSHIPS	
4051-2737	YOUTH FINANCIAL AID	
4051-2762	WORK HOURS DEPOSIT	DELETE
4051-2770	LESSON FEES	
4051-2771	LESSON WORK EXCHANGE HOURS	DELETE
4051-2775	TRAIL RIDES	
4051-2776	SENIOR RIDER RIDES	
4051-2777	RING RIDES	
4051-2790	TEAM PRACTICE FEE	
4051-2791	CLUB EVENTS	
4051-2792	SCHOOLING SHOWS	
4051-2795	CLINIC/SPEAKER REVENUE	
4051-2799	YOUTH CAMP REVENUE	
4051-2890	GIFTS, GRANTS & FUNDRAISING	
4051-2990	MISCELLANEOUS REVENUE	

EXPENSES

Account Number	Account Description	Changes or Deletions
4051-4100's	WAGES***	
4051-4100	ACADEMIC SALARIES	

4051-4110	CLASSIFIED WAGES		
4051-4120	LTE INSTRUCTION WAGES		
4051-4130	STUDENT WAGES		
4051-4200's	FRINGES***		
4051-4200	RETIREMENT CONTRIBUTION		
4051-4210	SOCIAL SECURITY CONTRIBUTION		
4051-4220	HEALTH INSURANCE CONTRIBUTION		
4051-4230	LIFE INSURANCE CONTRIBUTION		
4051-4240	INCOME INSURANCE CONTRIBUTION		
4051-4305	INSTRUCTOR WORK EXCHANGE		DELETE
4051-5300	OFFICE SUPPLIES		
4051-5900	MISC SUPPLIES & SERVICES		
4051-6020	MARKETING & PROMOTION & PRINTING		
4051-6110	M/C VISA SERVICE CHARGE		
4051-6305	MILEAGE REFUND		
4051-6325	TRAVEL EXPENSES		
4051-7315	WEBSITE FEES		
4051-8010	FUNDRAISING EXPENSE		
4051-8050	CLINIC/SPEAKER EXPENSES		
4051-8054	SCHOOLING SHOWS EXPENSE		
4051-8170	TSHIRTS / UNIFORMS		
4051-8200	VET		
4051-8201	INSTRUCTION - TEAM		
4051-8203	YOUTH CAMP EXPENSE		
4051-8204	TRAILERING		
4051-8205	CHIROPRACTOR		
4051-8206	YOUTH FINANCIAL AID PAYOUT		
4051-8210	FARRIER		
4051-8220	FEED/NUTRITION		
4051-8240	HORSE PURCHASE		
4051-8243	HORSE USE EXCHANGE		
4051-8245	HORSE BOARD/CLUB HORSES		
4051-8246	PORTABLE TOILET RENTAL		
4051-8465	WORK HOUR REFUNDS		

4051-8702	RIDING EQUIP & REPAIR	
4051-8830	TRIAL MEMBERSHIP EXPENSES	DELETE
4051-9200	INSURANCE PREMIUMS FOR CAMP	INSURANCE PREMIUMS FOR YOUTH

4052 - Hoofers Stable

REVENUES

Account Number	Account Description	Changes or Deletions
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4052-2651	VENDING INCOME	
4052-2757	LATE FEES	
4052-2758	VEHICLE STORAGE FEES	
4052-2761	BOARD (NON-CLUB HORSES)	
4052-2763	OUTDOOR BOARD	
4052-2764	BOARD-CLUB HORSES	
4052-2765	BOARD-LABOUR EXCHANGE	DELETE
4052-2769	STALL RENTAL/FACILITY FEE	
4052-2772	DEWORMING PRG INCOME	DELETE
4052-2773	HOUSE RENTAL INCOME	
4052-2890	GIFTS/GRANTS/COSPONSORSHIPS	
4052-2945	INSURANCE CLAIM RECEIVED	
4052-2990	MISCELLANEOUS INCOME	

EXPENSES

Account Number	Account Description	Changes or Deletions
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4052-4100's	WAGES	
4052-4100	ACADEMIC SALARIES	
4052-4110	CLASSIFIED WAGES	
4052-4120	LTESTAFF WAGES	

4052-4130	STUDENT WAGES		
4052-4200's	FRINGES		
4052-4200	RETIREMENT CONTRIBUTION		
4052-4210	SOCIAL SECURITY CONTRIBUTION		
4052-4220	HEALTH INSURANCE CONTRIBUTION		
4052-4230	LIFE INSURANCE CONTRIBUTION		
4052-4240	INCOME INSURANCE CONTRIBUTION		
4052-4300	WORK EXCHANGE HOURS		
4052-5900	MISC SUPPLIES & SERVICES		
4052-6020	MARKETING & PROMOTION (YELLOW PAGES ADS)		DELETE
4052-6053	RENT/LEASE PAYMENTS		DELETE
4052-6090	TELEPHONE SERVICE		
4052-6136	MACHINERY RENTAL		
4052-8015	VENDING EXPENSE		
4052-8215	FEED HAY		
4052-8225	FEED-GRAIN		
4052-8230	BEDDING		
4052-8285	HOUSE EXPENSE		
4052-8290	MORTGAGE		
4052-8602	MAINTAINENCE FUND		
4052-8295	PROPERTY TAXES		
4052-8500	SUPPLIES		
4052-8610	BUILDING MAINT & REPAIR		
4052-8615	PASTURE/GROUNDS MAINTENANCE		
4052-8635	MACHINERY MAINT & REPAIR		
4052-8703	MACHINERY/TOOLS PURCHASE		
4052-8770	CAPITAL IMPROVEMENTS		
4052-9120	ELECTRICITY		
4052-9125	LP GAS		
4052-9200	INSURANCE		

4053 - Riding Team

	Account Description	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance	Notes
4053-2749	TEAM BANQUET REVENUES	\$1,536.00	\$2,310.00	\$500.00	(\$451.00)	\$500.00	0.00%	\$500.00	0.00%	Renamed from Team Revenue to Banquet Revenue
4053-2750	TEAM DUES	\$10,280.00	\$18,183.00	\$10,000.00	\$9,491.00	\$10,000.00	0.00%	\$10,000.00	0.00%	
4053-2796	IHSA TEAM HOSTED SHOW REV	\$9,819.00	\$13,275.00	\$8,000.00	\$6,870.00	\$10,000.00	25.00%	\$12,000.00	-50.00%	
4053-2890	GIFTS/GRANTS/COSPONSORSHIPS	\$7,655.00								
4053-2891	TEAM FUNDRAISING		\$12,142.00	\$3,650.00	\$6,912.00	\$11,000.00	201.37%	\$8,000.00	-119.18%	FY 14 Revised estimated from our current FY 14 balance
REV	*** TOTAL REVENUES***	\$29,290.00	\$45,910.00	\$22,150.00	\$22,822.00	\$31,500.00		\$30,500.00		
Account Number	Account Description	FY 12 Final	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance	NOTES
4053-5900	MISC SUPPLIES & SERVICES	\$3,079.00	\$6,014.00	\$0.00	\$18.00	\$50.00	#DIV/0!	\$100.00	#DIV/0!	
4053-6310	TRAVEL-IN STATE			\$10,000.00		\$0.00	-100.00%			
4053-6320	TRAVEL-OUT OF STATE									
4053-6325	TRAVEL EXPENSES	\$6,976.00	\$14,375.00	\$0.00	\$4,639.00	\$10,000.00	#DIV/0!	\$10,000.00	#DIV/0!	
4053-7730	IHSA/TEAM ENTRY FEES									
4053-7745	IHSA/TEAM ENTRY FEES			\$600.00		\$600.00	0.00%	\$600.00	0.00%	
4053-8010	FUNDRAISING EXPENSE	\$4,773.00	\$2,289.00	\$1,000.00	\$4,442.00	\$5,000.00	400.00%	\$2,000.00	100.00%	
4053-8062	IHSA TEAM HOSTED SHOW EXP	\$7,851.00	\$10,947.00	\$8,000.00	\$3,813.00	\$8,000.00	0.00%	\$8,000.00	0.00%	
4053-8115	IHSA MEMBERSHIP DUES	\$250.00	\$250.00	\$150.00	\$1,850.00	\$1,850.00	1133.33%	\$1,850.00	1133.33%	
4053-8202	COACHING FEES	\$6,110.00	\$7,205.00	\$2,400.00	\$4,900.00	\$6,000.00	150.00%	\$6,000.00	150.00%	
EXP		\$29,039.00	\$41,084.00	\$22,150.00	\$19,662.00	\$31,500.00		\$28,550.00		
Performance Margin		\$251.00	\$4,826.00		\$3,160.00	\$0.00		\$1,950.00		

Account #	Account Name	What type of expense/ payment goes into each account	Income/Expense
4053-2749	Team Event Revenue	Banquet	Income
4053-2750	Team Dues	Used to pay expenses (travel to shows, coaching fees, hotels, fleet)	Income
4053-2796	IHSA Team Hosted Show Income	Entry fees from any home shows that we host (including our own team)	Income
4053-2891	Team Fundraising Revenue	Any money we make fundraising, silent auction, clothing sales, etc...	Income
4051-2720	Membership fees	Hooper's membership, \$115 per year	Income
4051-2770	Lesson fees	All lesson fees go to this account	Income
4051-2790	Team Practice Fees	Practice payments	Income
4053-6325	Travel Expenses	Hotel costs, fleet rental, airline fees	Expense
4053-8010	Fundraising Expenses	Fundraising expense (banquet)	Expense
4053-8062	IHSA Team Hosted Show Expenses	Ribbons, Toilets, Horse leasing fees	Expense

Rename
to
banquet
revenue

4053-8115	Individual IHSA Membership and Team Dues	Team national application	Expense
4053-8202	Coaching Fees and Expenses	If the coach teaches any extra practice, show training fees	Expense
4053-5900	Miscellaneous Supplies and Service	Clothing purchases, judge and volunteer gifts, food	Expense

RIDING CLUB - GENERAL BUDGET NOTES FY 14 (2013-2014) Revised

Sales Tax = 5.5%

CLUB INCOME

4051-2180 \$ -

T-SHIRTS & MERCHANDISE

No T-Shirts to sell, Not a project we can invest in right now

*Consider deleting this accountand having any T-Shirt sales go to Fundraising

4051-2650

\$ 3,308

HORSE SALES

Revenue from the sale of club horses. \$3500 less \$192 sales tax = \$3308

4051-2660

\$ 1,980

LEASES

1 quarter lease x \$110/month x 12 months = \$1320

6 1-month leases during January x \$110 = \$660

4051-2697

\$ 450

EQUESTRIAN EXPERIENCES

Have not seen as much demand this year

(birthday parties, youth groups, scout groups)

\$150 minimum per experience x 3 experiences = \$450

4051-2720

\$ 5,998

MEMBERSHIP

Club members must purchase membership: \$60/semester or \$115/year

Family membership: \$75/semester or \$190/year

Social membership: \$15/semester

Boarder annual membership: \$15/year

Semester membership deposit

\$60 less \$9 council fee less \$20 work hour deposit = \$31

35 fall + 35 spring + 35 summer members = 105 members -> 105 x \$31 = \$3255

\$ 3,255

Annual membership deposit

\$115 less \$9 council fees less \$60 work hour deposit = \$46

65 annual members x \$46 = \$2990

\$ 2,990

Boarder annual membership deposit

\$15 less \$9 council fees = \$6

17 boarders x \$6 = \$102

\$ 102

less 5.5% sales tax

\$ (349)
TOTAL \$ 5,998

4051-2730	\$ 3	TRIAL MEMBERSHIPS \$1 Membership fee for people who are trying the club and a guest of a current member
4051-2737	\$ -	YOUTH FINANCIAL AID FUND Income from donations to support youth scholarships for riding programs
4051-2762	\$ 6,000	WORK HOURS DEPOSIT \$20 for each semester membership or \$60 for each annual membership is deposited here. Club members may work 4 hours (or 12 hours) in exchange for a refund of their work deposit 105 semester memberships x \$20 = \$2100 65 annual memberships x \$60 = \$3900
4051-2770	\$ 95,946	LESSONS A full lesson is 4 students/lesson <u>Academic Year</u> 10 lessons: 38 students/wk x \$32/lesson x 24 weeks = \$30720 3 lessons: 10 students/wk x \$37/lesson x 24 weeks = \$10656 8 lessons: 40 Team members/wk x \$45/lesson x 24 weeks = \$43200 <u>Boarders' Lessons</u> 1 jumping lesson: 4 students/wk x \$20/lesson x 24 weeks = 1 flat lesson: 2 students/wk x \$20/lesson x 24 weeks = <u>Summer</u> 9 lessons: 40 students/wk x \$32/lesson x 12 weeks = \$15360 3 lessons: 12 students/wk x \$37/lesson x 12 weeks = \$5328 Allowance for unfilled/cancelled lessons 1%

\$ 29,184
\$ 8,880
\$ 43,200

\$ 1,920
\$ 960

\$ 15,360
\$ 5,328
\$ 104,832
\$ (1,048)

\$	(5,760)
\$	98,024
\$	4,860
TOTAL \$	102,884

Less anticipated Lesson Exchange Work Hours

Private lessons using Hooper horses
 9 lessons/month x 45 x 12 months = \$4860

4051-2771	\$ -	LESSON WORK EXCHANGE HOURS DELETE
4051-2775	\$ 200	TRIAL RIDES These are educational rides where an instructor leads. Non-member rides are \$55/ride. Member rides are \$25/ride
4051-2776	\$ 826	SENIOR RIDER RIDES 8 rides x 2 people/ride x \$25/ride = \$400 35 rides x \$25/ride = \$875 less \$49 sales tax = \$826
4051-2777	\$ 2,000	RING RIDE Practice rides with instructor present: \$25/lesson x 4 rides/ lesson x 2/yr = \$200 Horse use for Team show: 12 horses x \$25/horse x 3 days x 2 shows = \$1800
4051-2790	\$ 12,160	TEAM PRACTICE FEE Group lesson practice for team members - 2 team practice/wk with an instructor present. Part of the lesson program \$160/semester x 38 team members x 2 semesters = \$12160
4051-2791	\$ -	CLUB EVENTS DELETE
4051-2792	\$ 10,000	SCHOOLING SHOWS Shows have been growing each year so we are on track to make more than expected
4051-2795	\$ 3,000	CLINIC OR SPEAKER REVENUE Not certain of more clinics to come

4051-2799	\$ 18,874	YOUTH CAMP REVENUE 5 camps complete, 2 camps budgeted for 9 participants and 2 CITs remaining		
4051-2890	\$ 6,000	GIFTS, GRANTS & FUNDRAISING Tack resale proceeds, auctions, banquets, raffles, ASM grants, ad sponsorships, donations, horse show ads, etc		
4051-2990	\$ 99	MISCELLANEOUS REVENUE		
	\$ 166,844	TOTAL CLUB REVENUE		
CLUB EXPENSES				
4051-4120	\$ 7,149	LTE INSTRUCTION WAGES based on \$11.98/hour		
		Academic year instructors 13 lessons/wk x \$17.97/lesson x 24 weeks 30 team practices x \$23.96/practice	\$ 5,607 \$ 719	
		<u>Team instructor</u> Lessons for the Team are taught by the Team coach & have their own budget line		
		<u>Summer instructors</u> 12 lessons/wk x \$17.97/lesson x 12 weeks Youth camp: 40hrs/week x \$11.98 x 2 instructors x 7 weeks	\$ 2,588 \$ 6,709	
		<u>Private lesson instructors</u> 108 lessons/year x \$23.96/lesson	\$ 2,588	
		<u>Ring ride instructors</u> 10 ring ride sessions x \$17.97/ride	\$ 180	
		<u>Trail ride instructors</u> 8 trail ride sessions x \$17.97/ride	\$ 144	

Youth experience instructors	\$	168
7 experiences x 2 hours x \$11.98/hr	\$	18,701
Less anticipated instructor labor exchange hours	\$	(12,060)
Social security of 7.65%, after instructor labor exchange has been accounted for	\$	6,641
	\$	508
TOTAL	\$	7,149

Although a 1% allowance was made for lesson revenue due to cancelled or unfilled lessons, we have left the instructor wages at full expense

4051-4305	\$	-	INSTRUCTOR WORK EXCHANGE DELETE
4051-5300	\$	200	OFFICE SUPPLIES Misc. supplies
4051-6020	\$	300	MARKETING & PROMOTION & PRINTING All printing, ads, postage, website fees, etc for marketing and advertising.
4051-6110	\$	500	MASTER CARD/VISA SERVICE CHARGES Yearly charges for processing credit cards. Formerly paid by Hooper Council.
4051-6305	\$	500	MILEAGE REFUND For reimbursement of gas (e.g. when club members travel to check out prospective horses)
4051-6325	\$	-	TRAVEL EXPENSES
4051-7315	\$	120	WEBISTE FEES
4051-8010	\$	-	FUNDRAISING EXPENSE
4051-8050	\$	2,000	CLINIC OR SPEAKER EXPENSE Clinician fees, hotel, travel expenses, misc for hosting clinics/speakers.
4051-8054	\$	6,155	SCHOOLING SHOW EXPENSES Judge's fees, ribbons, tests, misc expenses

Judges cost = \$300 x 6 = \$1800
Ribbons \$750
Bought new Dressage Arena

4051-8246 \$ 510 **PORTABLE TOILET RENTAL**
Porta-John 6 months x \$85/mo = \$510 Needed for shows, camps, and clinics.

4051-8170 \$ 800 **FUNDRAISING/T-SHIRT EXPENSE**
The cost also includes the banquet food and drink.
A line item where we could purchase items for resale at a profit

4051-8200 \$ 5,075 **VET**
We will no longer be funded by Vetmed for vaccinations & floating
\$250 x 5 pre-purchase exams = \$1250
\$125 for teeth floating x 5 = \$625
\$300 for hock injections x 4 = \$1200
\$2000 emergency vet calls

(Madison College does vaccinations)

4051-8201 \$ 15,840 **INSTRUCTION - TEAM**
Independent contractor wages
40 Team members x \$16/lesson x 22 weeks = \$14080

4051-8203 \$ 750 **YOUTH CAMP EXPENSES**
For craft, snack and picnic supplies. Based on previous years.

4051-9200 \$ 300 **INSURANCE**
Risk Management charges for youth lessons and youth camp insurance premiums.

4051-8204 \$ 875 **TRAILORING**
Assuming the trailer goes out 2x more this FY

4051-8205 \$ 1,103 **CHIROPRACTOR/MASSAGE**
4 chiropractic x \$110/ea
4 massages x \$50/ea

\$ 1,250
\$ 625
\$ 1,200
\$ 2,000
TOTAL \$ 5,075

\$ 440
\$ 200

Have already used quota +

4051-8206	\$ -	YOUTH FINANCIAL AID PAYOUT Donation funds used to pay for youth experiences scholarships.
4051-8210	\$ 16,000	FARRIER We are at budget half way through the year
4051-8220	\$ 1,491	FEED & NUTRITION A new deworming program has been initiated to eliminate the need for using dewormers. An additional \$100 allowed for purchase of dewormers, supplements, etc \$15/year deworming x 33 horses = \$495 \$166 for soybeans x 6 months = \$996
4051-8240	\$ 800	HORSE PURCHASE For purchase of horses.
4051-8243	\$ -	HORSE USE EXCHANGE The club will exchange \$10 board each time a boarder's horse is used in a club lesson.
4051-8245	\$ 68,340	HORSE BOARD/CLUB HORSES The club will pay the stable board for all its horses. 17 club horses x \$335 x 12 months = \$64320
4051-8465	\$ 100	WORK HOURS REFUNDS Offset of Work Hours Deposit--for paying back members \$20 upon completion of 4 hrs work.
4051-8702	\$ 1,000	RIDING EQUIPMENT & REPAIR For purchasing and repairing tack. .
4051-5900	\$ 300	MISCELLANEOUS EXPENSES
4051-9200	\$ 300	INSURANCE PREMIUMS FOR CAMP

We refund very little since the Work Exchange program now allows for horse use instead of refunds.

\$ 130,208 TOTAL CLUB EXPENSES

\$ 36,636 TOTAL CLUB NET

STABLE INCOME

4052-2651 \$ 250 VENDING INCOME

Pop and candy. Machines are serviced by the Union vender and we receive a percentage of sales

4052-2757 \$ 210 LATE FEES

Fees imposed for late payment of board. We assume everyone will pay on time.

4052-2758 \$ 988 VEHICLE STORAGE

\$30/month to park a trailer. No current vehicles.

4052-2761 \$ 29,758 BOARD (NON-CLUB HORSES)

16 boarders. 16 x \$335/mo x 5 months = \$26800
14 boarders. 14 x \$335/mo x 7 months = \$32830

Less boarders labour exchange: 7 boarders x \$335/month x 12 months

Less 5.5% sales tax

\$ 26,800

\$ 32,830

\$ (28,140)

\$ 31,490

\$ (1,732)

TOTAL \$ 29,758

4052-2764 \$ 68,340 BOARD FOR CLUB HORSES
17 club horses x \$335 x 12 months = \$64320

4052-2765 BOARD - LABOUR EXCHANGE
Delete

4052-2769 \$ 1,044 STALL RENTAL/FACILITY FEE
Rent for horse show stabling: 7 stalls x 6 shows x \$20/stall = \$840 less \$46 sales tax = \$794
Team facility fee hosting IHSA Show in Fall = \$250

4052-2772 \$ - DEWORMING PROGRAM INCOME
Delete

4052-2773 \$ 5,625 HOUSE RENTAL INCOME
Rent for the house paid by Labor Exchange \$625/mo x 9mo = \$5625

4052-2890 \$ - GIFTS/GRANTS/COSPONSORSHIPS

4052-2945 \$ - INSURANCE CLAIM RECEIVED

4052-2990 \$ 150 MISCELLANEOUS INCOME

\$ 106,365 TOTAL STABLE INCOME

STABLE EXPENSES

4052-4100's \$ 40,923 PAYROLL STABLE STAFF
Anticipated LTE wages of \$11.98/hr
16 hrs/day labour x 365 days/yr = 5840 hrs/yr (includes both LTE & LE hours)

LTE STAFF WAGES
5840 hrs x \$11.98/hr
Less labor exchange hours: 3000 hrs x \$11.98

\$ 69,963
\$ (35,490)
\$ 34,473

ACADEMIC STAFF WAGES
Stable manager: 40% of \$32,250 (60% is paid by the Union incl health ins)
Divide by 2 b/c we only have a Stable manager the second half of the year

\$ 6,450
TOTAL \$ 40,923

4052-4200's \$ 3,988 FRINGES
13.3% of Stable Manager Wages for Retirement
7.65% of Stable Manager Wages for Social Security
7.65% of LTE Wages, after accounting for labour exchange hours

\$ 858
\$ 493
\$ 2,637
TOTAL \$ 3,988

4052-4300 \$ 436 WORK EXCHANGE HOURS
Delete

4052-6020	\$ -	MARKETING & PROMOTION (YELLOW PAGE AD) No Yellow Page ad
4052-6090	\$ 800	TELEPHONE SERVICE Approx \$67/mo
4052-6053	\$ -	RENT/LEASE PAYMENTS
4052-6136	\$ -	MACHINERY RENTAL
4052-8015	\$ -	VENDING EXPENSE Vending machines are serviced by the Right Vending and we receive a percentage of the sales.
4052-8215	\$ 30,000	FEED-HAY 6000 bales/yr x \$5/bale = \$30,000
4052-8225	\$ 8,000	FEED-GRAIN Based on 35 horses and current cost
4052-8230	\$ 7,000	BEDDING Based on 35 horses, 3 year average
4052-8285	\$ -	HOUSE EXPENSE
4052-8290	\$ 7,864	MORTGAGE \$655.35/month x 12 months = \$7,864.2
4052-8602	\$ 8,405	Maintenance Fund \$700.43/month x 12 months = \$8,405.16
4052-8295	\$ 5,673	PROPERTY TAXES Property tax exemption paperwork filled. Awaiting decision
4052-8500	\$ 1,500	SUPPLIES GENERAL
4052-8610	\$ 3,600	BUILDING MAINTENANCE & REPAIR

Basic repairs for all buildings incl barns, arenas & house.

4052-8615	\$ 6,240	PASTURE/GROUNDS MAINTENANCE
		Maintenance costs for arenas, yard, fencing, pastures, path, driveway, etc.
		Lawnmowing \$240 x 14 = \$3360
		Snowplowing \$65 x 8 = \$520
		Fertilizer \$500
		Lease of 10-acre hayfield = \$600 (*See footnote)
		Gravel \$700
		Misc \$560
		TOTAL \$ 6,240

4052-8635	\$ 4,000	MACHINERY REPAIR & MAINTENANCE
4052-8703	\$ 2,000	MACHINERY/TOOLS PURCHASE
4052-9120	\$ 6,000	ELECTRIC (BARN & HOUSE) Includes rental of outdoor lights for arena
4052-9125	\$ 3,000	LP (BARN & HOUSE) LP purchased on pre-buy program for savings. FY12 costs were \$1.99/gal 1200 gal x \$2.50 = \$3000
4052-9200	\$ 2,400	INSURANCE Insurance required by bank--mortgage requirement--billed yearly by Risk Management.
4052-5900	\$ 500	MISCELLANEOUS Based on average
	\$ 142,330	TOTAL STABLE EXPENSES
	\$ (35,965)	TOTAL STABLE NET
	\$ 671	NET CLUB INCOME

RIDING CLUB - GENERAL BUDGET NOTES FY 15 (2014-2015)

Sales Tax = 5.5%

CLUB INCOME

4051-2650 \$ 3,308 HORSE SALES

Revenue from the sale of club horses. \$3500 less \$292 sales tax = \$3308

4051-2660 \$ 2,520 LEASES

1 quarter lease x \$140/month x 12 months = \$1680

6 1-month leases during January x \$140 = \$840

4051-2697 \$ 750 EQUESTRIAN EXPERIENCES

(birthday parties, youth groups, scout groups)

\$150 minimum per experience x 5 experiences = \$750

4051-2720 \$ 6,477 MEMBERSHIP

Club members must purchase membership: \$65/semester or \$130/year

Family membership: \$80/semester or \$205/year

Social membership: \$30/year

Boarder annual membership: \$30/year

Student membership: \$60/semester or \$115/year

Student membership deposit

\$60 less \$13 council fee less \$20 work hour deposit = \$27

15 fall + 15 spring + 10 summer = 40 members -> 40 x \$ 27 = \$1080

\$115 less \$13 council fees less \$60 work hour deposit = \$42

20 annual members x \$42 = \$840

\$ 1,080

\$ 840

Semester membership deposit

\$65 less \$13 council fee less \$20 work hour deposit = \$32

20 fall + 20 spring + 25 summer members = 65 members -> 65 x \$32 = \$2080

\$ 2,080

Annual membership deposit

\$130 less \$13 council fees less \$60 work hour deposit = \$57

45 annual members x \$57 = \$2565

\$ 2,565

Boarder annual membership deposit

\$30 less \$13 council fees = \$17
17 boarders x \$17 = \$289

less 5.5% sales tax

\$ 289

\$ (377)
TOTAL \$ 6,477

4051-2730	\$ -	TRIAL MEMBERSHIPS \$1 Membership fee for people who are trying the club and a guest of a current member
4051-2737	\$ -	YOUTH FINANCIAL AID FUND Income from donations to support youth scholarships for riding programs
4051-2762	\$ 6,000	WORK HOURS DEPOSIT \$20 for each semester membership or \$60 for each annual membership is deposited here. Club members may work 4 hours (or 12 hours) in exchange for a refund of their work deposit 105 semester memberships x \$20 = \$2100 65 annual memberships x \$60 = \$3900
4051-2770	\$ 95,763	LESSONS A full lesson is 4 students/lesson <u>Academic Year</u> 9 lessons: 32 students/wk x \$32/lesson x 24 weeks = \$24576 5 lessons: 16 students/wk x \$37/lesson x 24 weeks = \$14208 8 lessons: 40 Team members/wk x \$47/lesson x 22 weeks = \$45120 <u>Boarders' Lessons</u> 1 jumping lesson: 4 students/wk x \$20/lesson x 24 weeks = 1 flat lesson: 4 students/wk x \$20/lesson x 24 weeks = <u>Summer</u> 7 lessons: 28 students/wk x \$32/lesson x 12 weeks = \$10752 3 lessons: 12 students/wk x \$37/lesson x 12 weeks = \$5328 Allowance for unfilled/cancelled lessons 1%

\$ 24,576
\$ 14,208
\$ 41,360

\$ 1,920
\$ 1,920

\$ 10,752
\$ 5,328
\$ 100,064
\$ (1,001)

\$	(7,620)
\$	91,443
\$	4,320
TOTAL \$	95,763

Less anticipated Lesson Exchange Work Hours (30 flat, 180 jump)

Private lessons using Hoofbeats horses

8 lessons/month x 45 x 12 months = \$4320

4051-2775 \$ 200 **TRAIL RIDES**

These are educational rides where an instructor leads.

Non-member rides are \$55/ride. Member rides are \$25/ride

4 rides x 2 people/ride x \$25/ride = \$200

4051-2776 \$ 826 **SENIOR RIDER RIDES**

35 rides x \$25/ride = \$875 less \$49 sales tax = \$826

4051-2777 \$ 2,980 **RING RIDE**

Practice rides with instructor present: \$25/lesson x 4 rides/ lesson x 10/yr = \$1000

Horse use for Team show: 12 horses x \$25/horse x 3 days x 1 shows = \$900

Horse use for Team show: 12 horses x \$30/horse x 3 days x 1 shows = \$1080

4051-2790 \$ 12,160 **TEAM PRACTICE FEE**

Group lesson practice for team members - 2 team practice/wk with an instructor present.

Part of the lesson program

\$160/semester x 38 team members x 2 semesters = \$12160

4051-2792 \$ 9,000 **SCHOOLING SHOWS**

Average of FY 2013/2014 May&June&August Shows is approximately \$3000

3 schooling shows/year x \$3000/show = \$9000

4051-2795 \$ 3,500 **CLINIC OR SPEAKER REVENUE**

35 riders x \$100/clinic = \$3500

4051-2799 \$ 20,230 **YOUTH CAMP REVENUE**

7 camps x 9 students x \$310 = \$19530

7 camps x 2 CITs x \$50/week = \$700

4051-2890	\$ 4,000	GIFTS, GRANTS & FUNDRAISING Tack resale proceeds, auctions, banquets, raffles, ASM grants, ad sponsorships, donations, horse show ads, etc	
4051-2990	\$ -	MISCELLANEOUS REVENUE	
	\$ 167,714	TOTAL CLUB REVENUE	
CLUB EXPENSES			
4051-4120	\$ 10,537	INSTRUCTION WAGES based on \$11.98/hour	
		<u>Academic year instructors</u> 14 lessons/wk x \$17.97/lesson x 24 weeks 24 team practices x \$23.96/practice	\$ 6,038 \$ 575
		<u>Team instructor</u> Lessons for the Team are taught by the Team coach & have their own budget line	
		<u>Summer instructors</u> 10 lessons/wk x \$17.97/lesson x 12 weeks Youth camp: 40hrs/week x \$11.98 x 2 instructors x 7 weeks	\$ 2,155 \$ 6,709
		<u>Private lesson instructors</u> 101 lessons/year x \$23.96/lesson	\$ 2,420
		<u>Ring ride instructors</u> 10 ring ride sessions x \$17.97/ride	\$ 180
		<u>Trail ride instructors</u> 4 trail ride sessions x \$17.97/ride	\$ 72
		<u>Youth experience instructors</u> 5 experiences x 2 hours x \$11.98/hr	\$ 120

	\$ 18,268
	\$ (8,480)
	\$ 9,788
	\$ 749
TOTAL	\$ 10,537

Less anticipated instructor labor exchange hours
12 l/w academic year, 8 l/w summer, 96 pvt, 8 RR

Social security of 7.65%, after instructor labor exchange has been accounted for

Although a 1% allowance was made for lesson revenue due to cancelled or unfilled lessons, we have left the instructor wages at full expense

4051-5300 \$ 200 OFFICE SUPPLIES
Misc. supplies

4051-6020 \$ 200 MARKETING & PROMOTION & PRINTING
All printing, ads, postage, website fees, etc for marketing and advertising.

4051-6110 \$ 500 MASTER CARD/VISA SERVICE CHARGES
Yearly charges for processing credit cards. Formerly paid by Hooper Council.

4051-6305 \$ 500 MILEAGE REFUND
For reimbursement of gas (e.g. when club members travel to check out prospective horses)

4051-6325 \$ - TRAVEL EXPENSES

4051-7315 \$ 120 WEBSITE FEES

4051-8010 \$ - FUNDRAISING EXPENSE

4051-8050 \$ 3,000 CLINIC OR SPEAKER EXPENSE
Clinician fees, hotel, travel expenses, misc for hosting clinics/speakers.

4051-8054 \$ 3,000 SCHOOLING SHOW EXPENSES
Judge's fees, ribbons, tests, misc expenses
Judges cost = \$300 x 6 = \$1800
Ribbons \$800

4051-8246	\$ 510	PORTABLE TOILET RENTAL Porta-John 6 months x \$85/mo = \$510 Needed for shows, camps, and clinics.	
4051-8170	\$ 800	FUNDRAISING/T-SHIRT EXPENSE The cost also includes the banquet food and drink. A line item where we could purchase items for resale at a profit	
4051-8200	\$ 5,200	VET \$250 x 5 pre-purchase exams = \$1250 \$300 for hock injections x 4 = \$1200 \$2000 emergency vet calls \$750 for medications (purchase of bute/banamine etc) (Madison College does vaccinations)	\$ 1,250 \$ 1,200 \$ 2,000 \$ 750 TOTAL \$ 5,200
4051-8201	\$ 15,840	INSTRUCTION - TEAM Independent contractor wages 40 Team members x \$18/lesson x 22 weeks = \$15840	
4051-8203	\$ 750	YOUTH CAMP EXPENSES For craft, snack and picnic supplies. Based on previous years.	
4051-9200	\$ 300	INSURANCE Risk Management charges for youth lessons and youth camp insurance premiums.	
4051-8204	\$ 500	TRAILERING Rough estimate based on previous use	
4051-8205	\$ 640	CHIROPRACTOR/MASSAGE 4 chiropractic x \$110/ea 4 massages x \$50/ea	\$ 440 \$ 200 TOTAL \$ 640
4051-8206	\$ -	YOUTH FINANCIAL AID PAYOUT	

Donation funds used to pay for youth experiences scholarships.

4051-8210	\$ 15,300	FARRIER 17 horses * \$100 * ~9 shoeings per year
4051-8220	\$ 1,491	FEED & NUTRITION A new deworming program has been initiated to eliminate the need for using dewormers. An additional \$100 allowed for purchase of dewormers, supplements, etc \$15/year deworming x 33 horses = \$495 \$166 for soybeans x 6 months = \$996
4051-8240	\$ 800	HORSE PURCHASE For purchase of horses.
4051-8245	\$ 68,340	HORSE BOARD/CLUB HORSES The club will pay the stable board for all its horses. 17 club horses x \$335 x 12 months = \$68340
4051-8465	\$ 100	WORK HOURS REFUNDS Offset of Work Hours Deposit--for paying back members \$20 upon completion of 4 hrs work. We refund very little since the Work Exchange program now allows for horse use instead of refunds.
4051-8702	\$ 1,000	RIDING EQUIPMENT & REPAIR For purchasing and repairing tack. .
4051-5900	\$ 300	MISCELLANEOUS EXPENSES
	\$ 129,928	TOTAL CLUB EXPENSES
	\$ 37,786	TOTAL CLUB NET

STABLE INCOME

4052-2651	\$ 250	VENDING INCOME	Pop and candy. Machines are serviced by the Union vender and we receive a percentage of sales
4052-2757	\$ -	LATE FEES	Fees imposed for late payment of board. We assume everyone will pay on time.
4052-2758	\$ -	VEHICLE STORAGE	\$30/month to park a trailer. No current vehicles.
4052-2761	\$ 34,190	BOARD (NON-CLUB HORSES)	16 boarders. 16 x \$335/mo x 12 months = \$67200
			Less boarders labour exchange: 7 boarders x \$335/month x 12 months
			Less 5.5% sales tax
			\$ 64,320
			\$ (28,140)
			\$ 36,180
			\$ (1,990)
		TOTAL	\$ 34,190
4052-2764	\$ 68,340	BOARD FOR CLUB HORSES	17 club horses x \$335 x 12 months = \$68340
4052-2769	\$ 1,157	STALL RENTAL/FACILITY FEE	Rent for horse show stabling: 8 stalls x 6 shows x \$20/stall = \$960 less \$53 sales tax = \$907 Team facility fee hosting IHSA Show in Fall = \$250
4052-2773	\$ 7,500	HOUSE RENTAL INCOME	\$625/mo x 12mo = \$7500
4052-2890	\$ -	GIFTS/GRANTS/COSPONSORSHIPS	
4052-2945	\$ -	INSURANCE CLAIM RECEIVED	
4052-2990	\$ -	MISCELLANEOUS INCOME	
	\$ 111,437	TOTAL STABLE INCOME	

STABLE EXPENSES

4052-4100's	\$ 45,124	PAYROLL STABLE STAFF Anticipated LTE wages of \$12.45/hr 15 hrs/day labour x 365 days/yr = 5475 hrs/yr (includes both LTE & LE hours)	
		LTE STAFF WAGES 5475 hrs x \$12.45/hr Less labor exchange hours: 3000 hrs x \$11.98	\$ 68,164 \$ (35,940) \$ 32,224
		ACADEMIC STAFF WAGES Stable manager: 40% of \$32,250 (60% is paid by the Union incl health ins)	\$ 12,900 TOTAL \$ 45,124
4052-4200's	\$ 5,168	FRINGES 13.3% of Stable Manager Wages for Retirement 7.65% of Stable Manager Wages for Social Security 7.65% of LTE Wages, after accounting for labour exchange hours	\$ 1,716 \$ 987 \$ 2,465 TOTAL \$ 5,168
4052-6090	\$ 800	TELEPHONE SERVICE Approx \$67/mo	
4052-6136	\$ -	MACHINERY RENTAL	
4052-8015	\$ -	VENDING EXPENSE Vending machines are serviced by the Right Vending and we receive a percentage of the sales.	
4052-8215	\$ 30,000	FEED-HAY 6000 bales/yr x \$5/bale = \$30,000	
4052-8225	\$ 8,000	FEED-GRAIN Based on 35 horses and current cost	
4052-8230	\$ 7,000	BEDDING Based on 35 horses, 3 year average	

4052-8285	\$ -	HOUSE EXPENSE		
4052-8290	\$ 7,864	MORTGAGE	\$655.35/month x 12 months = \$7,864.2	
4052-8602	\$ 8,405	Maintenance Fund	\$700.43/month x 12 months = \$8,405.16	
4052-8295	\$ 5,673	PROPERTY TAXES	Property tax exemption paperwork filled. Awaiting decision	
4052-8500	\$ 1,500	SUPPLIES GENERAL		
4052-8610	\$ 4,000	BUILDING MAINTENANCE & REPAIR	Basic repairs for all buildings incl barns, arenas & house.	
4052-8615	\$ 6,180	PASTURE/GROUNDS MAINTENANCE	Maintenance costs for arenas, yard, fencing, pastures, path, driveway, etc.	
			Lawnmowing \$240 x 14 = \$3360 Snowplowing \$65 x 8 = \$520 Fertilizer \$500 Lease of 10-acre hayfield = \$600 (*See footnote) Gravel \$700 Misc \$500	\$ 3,360 \$ 520 \$ 500 \$ 600 \$ 700 \$ 500
			TOTAL	\$ 6,180
4052-8635	\$ 4,000	MACHINERY REPAIR & MAINTENANCE		
4052-8703	\$ 2,000	MACHINERY/TOOLS PURCHASE		
4052-9120	\$ 6,000	ELECTRIC (BARN & HOUSE)	Includes rental of outdoor lights for arena	
4052-9125	\$ 3,000	LP (BARN & HOUSE)	Based on LP use in previous 2 years 1200 gal x \$2.50 = \$3000	

4052-9200	\$ 2,400	INSURANCE Insurance required by bank--mortgage requirement--billed yearly by Risk Management.
4052-5900	\$ 500	MISCELLANEOUS Based on average
	\$ 147,614	TOTAL STABLE EXPENSES
	\$ (36,177)	TOTAL STABLE NET
	\$ 1,610	NET CLUB INCOME

4060 - Hoofers Scuba

As January 2014

Account Number	Account Description	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4060-2180	T-SHIRTS/UNIFORMS	\$0.00		\$0.00	\$14.00	\$ 14.00		\$ 100.00	
4060-2255	EQUIPMENT RENTAL REVENUE	\$137.00	\$133.00	\$200.00	\$20.00	\$ 100.00	100%	\$ 200.00	100%
4060-2702	WINTER TRIP	\$0.00		\$0.00					
4060-2705	WEEKEND TRIPS INCOME	\$202.00	\$155.00	\$2,000.00	\$650.00	\$ 1,000.00	100%	\$ 2,000.00	100%
4060-2720	ANNUAL MEMBERSHIP FEES	\$2,760.00	\$2,367.00	\$800.00	\$499.00	\$ 600.00	33%	\$ 2,000.00	233%
4060-2730	TRIAL MEMBERSHIPS	\$0.00		\$0.00					
4060-2780	OW INSTRUCTION	\$21,390.00	\$20,711.00	\$0.00	(\$59.00)	\$ (59.00)	-100%	\$ 4,000.00	-6880%
4060-2781	AOW INSTRUCTION	\$2,000.00	\$7,840.00	\$5,000.00	\$745.00	\$ 1,000.00	400%	\$ 5,000.00	400%
4060-2783	RESCUE INSTRUCTION	\$0.00		\$1,000.00	\$1,465.00	\$ 1,500.00	0%	\$ 2,000.00	67%
4060-2784	SPECIAL INSTRUCTION	\$986.00	\$740.00	\$1,500.00					
4060-2785	REFRESHER INSTRUCTION	\$0.00		\$300.00					
4060-2786	DIVEMASTER INSTRUCTION	\$0.00	\$900.00	\$0.00			#DIV/0!	\$ 425.00	#DIV/0!
4060-2787	AIRFILL REVENUE	\$73.00	\$417.00	\$400.00	\$14.00	\$ 100.00	300%		-100%
4060-2890	GIFTS/GRANTS/COSPONSORSHIPS	\$0.00		\$0.00	\$0.00				
4060-2990	MISCELLANEOUS INCOME	\$0.00		\$0.00	\$20.00	\$ 20.00			
REV	***TOTAL REVENUES***	\$ 27,548.00	\$ 33,263.00	\$ 11,200.00	\$3,368.00	\$ 4,275.00	162%	\$ 18,225.00	-77%

Account Number	Account Description	FY 12 Final	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4060-5300	OFFICE SUPPLIES	\$11.00		\$25.00	\$0.00	\$ -		20	-100%
4060-5900	MISC SUPPLIES & SERVICES	\$208.00	\$448.00	\$500.00	\$310.00	\$ 500.00	0%	500	0%
4060-6020	MARKETING & PROMOTION	\$256.00	\$65.00	\$200.00	\$459.00	\$ 600.00	-67%	600	0%
4060-6110	M/C VISA SERVICE CHARGE	\$127.00		\$500.00	\$0.00	\$ 250.00	100%	250	0%
4060-6135	FACILITY RENTAL	\$0.00		\$0.00	\$0.00			0	
4060-6460	PHOTOCOPYING	\$6.00	\$9.00	\$20.00	\$3.00	\$ 10.00	100%	20	-50%
4060-6482	MEMBERSHIP CONTRACTS	\$0.00		\$0.00	\$0.00			0	
4060-7315	WEBSITE FEES	\$88.00	\$90.00	\$60.00	\$30.00	\$ 90.00	-33%	90	0%
4060-8080	SEMINARS	\$0.00		\$0.00	\$0.00			0	
4060-8135	WEEKEND TRIPS	\$0.00	\$1,258.00	\$5,000.00	\$3,373.00	\$ 5,000.00		5000	0%
4060-8140	WINTER TRIP	\$0.00		\$0.00	\$0.00			0	
4060-8170	T-SHIRTS/UNIFORMS	\$0.00		\$0.00	(\$14.00)			0	
4060-8305	SPECIALTY INSTRUCTION	\$0.00	\$860.00	\$800.00	\$1,100.00	\$ 1,500.00	-47%	2500	-40%
4060-8310	AOW INSTRUCTION	\$1,175.00	\$3,110.00	\$3,000.00	\$2,531.00	\$ 3,000.00	0%	5000	-40%
4060-8315	OW INSTRUCTION	\$11,445.00	\$11,863.00	\$0.00	\$0.00		#DIV/0!	3600	
4060-8325	REFRESHER INSTRUCTION	\$0.00		\$100.00	\$0.00	\$ -		100	-100%

4060-8330	RESCUE INSTRUCTION	\$335.00		\$700.00	\$0.00	\$	-		2000	-100%
4060-8340	DIVEMASTER	\$0.00	\$1,510.00	\$0.00	\$350.00	\$	500.00	-100%	450	
4060-8600	REPAIRS AND MAINTENANCE	\$95.00	\$69.00	\$1,500.00	\$223.00	\$	1,500.00	0%	1000	50%
4060-8700	EQUIPMENT	\$145.00	\$7,205.00	\$500.00	\$838.00	\$	1,000.00	-50%	500	100%
4060-8701	EQUIPMENT REPLACEMENT	\$0.00	\$978.00	\$1,500.00	\$0.00	\$	1,500.00	0%	1800	-17%
4060-8705	SCUBA BOAT	\$0.00		\$0.00	\$0.00	\$	-		0	
4060-8706	AIRFILLS	\$3,085.00	\$1,823.00	\$2,000.00	\$463.00	\$	1,000.00	100%	1200	-17%
4060-8830	TRIAL MEMBERSHIP EXPENSES	\$0.00	\$0.00	\$0.00	\$0.00	\$	-		0	

EXP	***TOTAL EXPENSES***	\$ 16,976.00	\$ 29,288.00	\$ 16,405.00	\$ 9,666.00	\$ 16,450.00	0%	\$ 24,630.00	-33%
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NI	NET INCOME / PERFORMANCE	\$ 10,572.00	\$ 3,975.00	\$ (5,205.00)	\$ (6,298.00)	\$ (12,175.00)		\$ (6,405.00)	
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RE	RETAINED EARNINGS	\$17,284.00	\$21,259.00	\$16,054.00	N/A	\$9,084.00		\$2,679.00	
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Hoofers Ski & Snowboard Club 2014-2015

Budget Summary

Team/Division Name	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
Admin - 4071	\$ 31,800.00	\$ 12,900.00	\$ 12,299.00	\$ 12,900.00	0.00%	\$ 15,900.00	23.26%
Resale - 4072	\$ 270,500.00	\$ 260,500.00	\$ 319,156.00	\$ 319,156.00	22.52%	\$ 270,500.00	-15.25%
Adult Education - 4073	\$ 3,330.00	\$ 2,769.00	\$ 400.00	\$ 2,769.00	0.00%	\$ 2,769.00	0.00%
Alpine - 4074	\$ 54,000.00	\$ 55,976.00	\$ 55,075.00	\$ 77,026.00	37.61%	\$ 77,026.00	0.00%
Nordic - 4075	\$ 15,700.00	\$ 12,115.00	\$ 6,165.00	\$ 12,115.00	0.00%	\$ 16,399.00	35.36%
Freestyle - 4076	\$ 2,335.00	\$ 3,068.00	\$ 300.00	\$ 3,068.00	0.00%	\$ 2,966.00	-3.32%
Midwest Trips - 4077	\$ 9,818.00	\$ 8,525.00	\$ -	\$ 3,125.00	-63.34%	\$ 12,372.00	295.90%
Winter Break Trip - 4078	\$ 88,449.00	\$ 87,174.00	\$ 91,890.00	\$ 91,890.00	5.41%	\$ 99,458.00	8.24%
Spring Break Trip - 4079	\$ 154,716.00	\$ 153,512.00	\$ -	\$ 134,914.00	-12.12%	\$ 134,914.00	0.00%
Local Trips - 4080	\$ 6,244.00	\$ 4,943.00	\$ 923.00	\$ 4,943.00	0.00%	\$ 5,177.00	4.73%
TOTAL REVENUES	\$ 636,892.00	\$601,482.00	\$ 486,208.00	\$ 661,906.00	10.05%	\$ 637,481.00	-3.69%

Team/Division Name	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
Admin - 4071	\$ 41,900.00	\$ 25,645.00	\$ 16,414.00	\$ 22,000.00	-14.21%	\$ 22,515.00	2.34%
Resale - 4072	\$ 268,472.00	\$ 249,930.00	\$ 277,620.00	\$ 278,000.00	11.23%	\$ 264,157.00	-4.98%
Adult Education - 4073	\$ 3,330.00	\$ 3,330.00	\$ 76.00	\$ 3,330.00	0.00%	\$ 3,330.00	0.00%
Alpine - 4074	\$ 53,100.00	\$ 54,965.00	\$ 22,228.00	\$ 68,890.00	25.33%	\$ 68,890.00	0.00%
Nordic - 4075	\$ 15,700.00	\$ 16,930.00	\$ 5,552.00	\$ 16,930.00	0.00%	\$ 16,950.00	0.12%
Freestyle - 4076	\$ 2,335.00	\$ 2,985.00	\$ 490.00	\$ 2,985.00	0.00%	\$ 2,957.00	-0.94%
Midwest Trips - 4077	\$ 9,818.00	\$ 9,218.00	\$ 980.00	\$ 5,718.00	-37.97%	\$ 12,138.00	112.28%
Winter Break Trip - 4078	\$ 88,449.00	\$ 88,449.00	\$ 90,428.00	\$ 90,428.00	2.24%	\$ 99,536.00	10.07%
Spring Break Trip - 4079	\$ 154,716.00	\$ 154,716.00	\$ -	\$ 134,623.00	-12.99%	\$ 134,623.00	0.00%
Local Trips - 4080	\$ 6,244.00	\$ 5,349.00	\$ 323.00	\$ 5,349.00	0.00%	\$ 4,809.00	-10.10%
TOTAL EXPENSES	\$644,064.00	\$ 611,517.00	\$ 414,111.00	\$ 628,253.00	2.74%	\$ 629,905.00	0.26%

NET INCOME / PERFORMANCE	\$ (7,172.00)	\$ (10,035.00)	\$ 72,097.00	\$ 33,653.00	-435.36%	\$ 7,576.00	-77.49%
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RETAINED EARNINGS	\$47,436.00	\$37,401.00	N/A	\$81,089.00		\$88,665.00	MO
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General Overview

The Hoofers Ski and Snowboard club is a club for the students, faculty, staff and Union Members of the University of Wisconsin-Madison who express an interest and passion for skiing or snowboarding. The club provides regular instruction and equipment rental to its members. During the termination of active members, Hoofers provides financial health services to members around the Madison and Wisconsin area.

organizes regular weekend and weekday trips to Tyrol Basin and Devils Head ski areas. During the beginning of spring semester, Nordic organizes weekend-long outings to resorts around the Midwest, and provides Winter and Spring Break trips to destinations in the Rocky Mountains. There are also three competitive teams: Alpine, Nordic, and Freestyle. The Alpine Team competes in USCSA collegiate races in the Superior Division, the Nordic Team competes in citizen and collegiate races around the Midwest, and the Freestyle Team competes in local and regional freestyle competitions. Our main fundraising activity each year is the Hooper Ski Resale, currently the largest annual ski and snowboard sale in the Midwest. The club tries to encourage knowledge about ski safety and promote awareness of different ski events, as well as provide a community source for the latest snowsports news. Ski and Snowboard Club offers multiple campus-wide events available to all students, including a night of skiing at Tyrol Basin, screenings of new ski and snowboard films, and the annual Rail Jam competition.

Current Year Overview	
	This year's Resale was organized by Resale Director Bill Schaefer and Assistant Directors Dan Baulista, Anne Cavanaugh, Cillian Lotzer, and C.J. Savage, and featured a streamlined public check-in process as well as a smoother transaction experience for customers making purchases at the sale. The event was an outstanding success, and exceeded budgeted expectations by approximately \$60,000. The Winter Break trip this year was organized by Denys Pilecky, and brought club members to the legendary resorts of Aspen Colorado. Well executed marketing and social media campaigns by board members Luke Tribbey and Bobby Stemper resulted in this year's trip selling out in a record time of four days. Sign-up for the Spring Break Trip to Jackson Hole is now complete, and member's are excited to return to Jackson for our 49th time.

Factors Affecting Budget	
	The club remains largely reliant on proceeds from Resale to maintain sufficient levels of revenue for operations. We will seek future means of reducing this reliance, such as alternative fundraising opportunities, sponsorships, and donations.

Ski and Snowboard - Administration (4071)

Revenues			
4071	2180	T-Shirts/Uniforms	\$350.00
4071	2720	Annual Membership Fees	\$14,850.00
4071	2890	Gifts/Grants/Cosponsorships	\$500.00
4071	2990	Miscellaneous	\$200.00
		Administrative Revenue	\$15,900.00
Expenses			
4071	5300	Office Supplies	\$100.00
4071	6020	Marketing & Promotion	\$3,300.00
4071	6110	MasterCard/VISA Service Charge	\$3,500.00
4071	6150	Postage	\$220.00
4071	6460	Union Copier	\$425.00
4071	6480	Printing	\$1,500.00
4071	7315	Website Fees	\$120.00
4071	8000	Computer/Tools/Equipment	\$500.00
4071	8035	Training and Recognition	\$400.00
4071	8061	Socials	\$500.00
4071	8075	Special Projects	\$6,750.00
4071	8170	T-Shirts	\$5,000.00
4071	5900	Miscellaneous	\$200.00
		Administrative Expenses	\$22,515.00
		Administrative Net Income (Loss)	-\$6,615.00

Resale Budget 2013-2014 (4072)

Revenues

Acct Number			
2105	Resale Sales:		
	Sales	\$	270,000
2890	CoSponsorships:	\$	500
Total Revenue			\$ 270,500

Expenses

8055	Resale Refund:		\$	226,800
6020	Marketing/Promotion			
	(Charged under Marketing)		\$	1,000
8500	Supplies			
	Food	\$	800	
	Parking	\$	200	
	Postage	\$	200	
	Office Supplies	\$	300	
	Copies	\$	500	
	Total Supplies		\$	2,000
6110	M/C Visa Service Charge		\$	6,000
5900	Miscellaneous Exp.			
	Random Cushion fund	\$	500.00	
	Director Compensation	\$	530	
	WisCard Stipend	\$	300	
	Wages for OPO student staff	\$	400	
	Carpet/Floor Protection	\$	800	
	Lost Items	\$	1,500	
			\$	4,030
7744	Team Support		\$	24,327
Total Expenses				\$ 264,157

Net Income	\$ 6,343
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Alpine Budget 2013-2014 (4074)

Revenue			
Acct Number			
2750	Memberships	63	\$500
2890	Fundraising		
	Ski Tuning		\$900
	Fundraisers		\$500
	Total Fundraising		\$1,400
2700	Training Trip Income		\$22,176
2105	Resale Support		\$7,950
2180	Tshirts/Uniforms		\$4,000
2718	Nationals Team Revenue		\$10,000
Total Revenue			\$77,026

Expenses			
8150 Races			
Tyrol Practice			
	Lift Tickets	\$1,000	
	Fleet Van	\$2,496	
Spirit Mountain			
335 Miles one way	Lift Tickets	\$120	
590 reduced Miles	Lodging	\$1,892	
\$212.4 Miles	Vans	\$1,971	
\$246.4 per van for 8 Vans	Truck	\$200	
\$1971.2 Total Fleet	Total	\$4,184	

LaCrosse

144 Miles one way	Lift Tickets	\$140
208 Reduced Miles	Lodging	\$1,260
\$74.88 in Miles	Vans	\$574
\$114.88 per van for 5 vans	Truck	\$160
\$574.4 Total Fleet	Total	\$2,134

Giants

403 Miles one way	Lift Tickets	\$120
726 Reduced miles	Lodging	\$2,386
\$246.84 Miles	Vans	\$2,582
\$286.84 per van for 8 vans	Truck	\$300
\$2581.56 for 9 Vans	Total	\$5,388

Chestnut

100 miles one way	Lift Tickets	\$130
120 Reduced Miles	Lodging	\$1,112
\$40.8 in miles	Vans	\$808
\$80.8 per van for 10 vans	Truck	\$100
\$808 Total Fleet	Total	\$2,150

Wild Mt

Lift Tickets	\$140
Lodging	\$0
Vans	\$1,900
Truck	\$300
Total	\$2,340

Marquette

311 Miles one way	Lift Tickets	\$160
542 reduced miles	Lodging	\$2,280
\$184.28 in miles	Vans	\$1,794
\$224.28 per van for 8 vans	Truck	\$220

Races Total	Total	\$4,454	\$24,146
4100 Coaching	Practice Attendance	\$1,000	
	Race Attendance	\$1,000	
	Total Coaching	2 coaches	\$4,000
6320 Winter Break Expenses	Expenses	\$21,407	
	Coaching	\$769	
	Total		\$22,176
8170 T-Shirts Uniform			\$4,000
8700 Equipment	Waxing+preset 1000		\$1,200
8118 Nationals			\$10,000
8119 Registration Fees			
USCSA Team Registration		\$518	
MCSA Registration		\$2,850	
Total			\$3,368
Total Expenses			\$68,890
Net Income			\$8,136

Nordic Team Budget 2014-2015 (4075)

Income

Acct Number				
		<u>Amount</u>	<u>Cost</u>	
2105	Resale Support			6,369
2180	Tshirts & Uniforms			3,000
2750	Team Dues	35	\$150	\$5,250
	Practice only	3	\$60	180
	Retained Earnings 2013-14			
2890	Fundraising			\$1,600
Total Income				\$16,399

Expenses

6310	Transportation-In State			
	Weekday Practice		\$2,800	
	Training Weekend		\$600	
	Pre-Birkie		\$600	
	Birkie		\$2,000	
	Total Transportation			\$6,000
6320	Transportation-Out of State			
	Great Bear chase		\$800	
	Noquemanon		\$1,700	
	City of Lakes Loppet		\$1,000	
	Total			\$3,500
8150	Lodging			
	Training Weekend		\$1,000	
	Great Bear Chase		\$300	
	Noquemanon		\$800	
	Pre-Birkie		\$200	
	Birkie		\$1,300	
	Total Lodging			\$3,600
8170	T Shirts, Uniforms			3,000
8061	Socials/Food			600
8700	Equipment (wax, etc)			250
Total Expenses				\$16,950

Net Income	(\$551)
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*The Socials account is primarily used for food expenses for the team

* Travel costs have increased significantly due to rising gas prices and DOA restrictions

*Team equipment supplies are in need of replacement next year

Freestyle Team Budget 2013-2014 (4076)

Revenues

Acct Number		<u>Members</u>	<u>Cost</u>		
2105	Resale Support			\$	2,468
2750	Team Dues	17	\$25	\$	425
2890	Fundraising			\$	-
Total Revenues				\$	2,893

Expenses

6310	Vans	<u>Days</u>		<u>Cost</u>		
		36		\$35 =	\$1,260	
			<u>Miles</u>	<u>mile</u>		
		32	10	0.35	\$ 105	
					\$	1,365
8150	Fees, Lifts, Lodging				\$	992
8153	Technology Expenses				\$	400
8170	T-shirts, uniforms				\$	200 ?
Total Expenses						\$ 2,957

Net Income	\$ (64)
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Winter Break Budget 2013-2014 (4078)

Revenues

Acct Number

2105	Resale Income					\$	3,000
2703	Income From Tripees						
	Bus Packages	103 x \$	680	=	\$ 70,040		
	Land Packages	42 x \$	495	=	\$ 20,790		
						\$ 90,830	
	Income from Trip Leaders	2 x \$	350	=	\$ 700		
	VP Trips & Assistant	2 x \$	100	=	\$ 200		
	Tri Exec	1 x \$	360	=	\$ 360		
						\$ 1,260	
	Free Trips (1/20 comped by Echo)	6 x \$	478	=	\$ 2,868		
						\$ 2,868	
	Damage Refund	150 x \$	10	=	\$ 1,500		
						\$ 1,500	
						\$ 96,458	\$ 96,458
Total Revenues							\$ 99,458

Expenses

8145	Bus Expense	2 x \$	10,528	=	\$ 21,056		
						\$ 21,056	
8151	Room Expense/Lift Tickets	150 x \$	478	=	\$ 71,700		
	Bus Lodging	0 x \$	-	=	\$ -		
	Damage Payments	150 x \$	10	=	\$ 1,500		
						\$ 73,200	
8170	Trip T-Shirts	160 x \$	10	=	\$ 1,600		
						\$ 1,600	
5900	Brat Fry	150 x \$	15	=	\$ 2,250		
	Misc. Expenses	150 x \$	5	=	\$ 750		
	Unpaid Trips	1 x \$	680	=	\$ 680		
						\$ 3,680	
Total Expense							\$ 99,536

Net Income (Loss)	\$ -	\$	(78)
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Jackson Hole Budget 2013-2014 (4079)

Revenues

Acct Number					
		<u>Number</u>		<u>Cost</u>	
2701	Bus Trips	201	x	\$ 595	\$119,595
	Land Packages	22	x	410	9,020
	Targhee Trip Adjustment	1	x	28	28
	Trip Leaders	6	x	300	1,800
	VP-Trips & Assistant	2	x	100	200
	Refund for Tickets	9	x	219	1,971
	Tri-Exec	1	x	300	300
					132,914
2711	Resale Support				2,000
Total Revenues					\$134,914

Expenses

		Number		Cost	
6320	Bus	4	x	\$ 13,170	\$ 52,680
8150	Lift Tickets (4 of 6)	231	x	219	\$ 50,589
	Lodging (6 nights)	231	x	114	\$ 26,334
	Bus Lodging	12	x	68	\$ 816
	Expenses from PFY -room damages	232	x	2	\$ 464
8170	Tshirts	250	x	8	\$ 2,063
	Brat Fry	1	x	520	\$ 520
	Socials/Other	2	x	50	\$ 100
	Unpaid Trip	1	x	595	\$ 595
	Misc. Expenses	231	x	2	\$ 462
Total Expenses					\$134,623

Net Income	\$ 292
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Targhee Package			
Bus	1	-\$300.00	-\$300.00
Lift Tickets	54	-\$56.00	-\$3,024.00
Trip Price	54	\$60.00	\$3,240.00
Comped tickets	2	\$56.00	\$112.00
Earnings			\$28.00

Local Trips Budget 2013-2014 (4080)

Revenues									
Acct Number	Trips	Weekday	Paying Passengers	Vans	Price/Person	Weeks			
2701			Tyrol	4	1	12	9	\$	432
			Devils Head	4	1	14	9	\$	504
								TOTAL	\$ 936
		<i>Van and Gas Use</i>							
2705			Paying Passengers	4	1	4	9	\$	144
			Tyrol	4	1	7	9	\$	252
								TOTAL	\$ 396
		<i>Weekend</i>							
			Paying Passengers	5	2	21	9	\$	1,890
			Tyrol					\$	1,890
		<i>Total</i>							
		<i>Van and Gas Use</i>							
			Paying Passengers	5	2	11	9	\$	990
			Tyrol					\$	990
		<i>Total</i>						\$	4,212
		<i>Resale Support</i>						\$	965
Total Revenues									\$ 5,177

Expenses

Transportation		Vans/week	Weeks	Fixed Cost	Price per mile	Mileage	
	Tyrol	3	9	\$ 35	0.35	30	\$ 1,229
	Devils Head	1	9	\$ 35	0.35	60	\$ 504
	Total						\$ 1,733
8150	Fees, Lifts, Lodging						
	Weekday		Paying Passengers	Vans	Price/Person	Weeks	
	Tyrol		4	1	12	9	\$ 432
	Devils Head		4	1	14	9	\$ 504
	Total						\$ 936
	Weekend						
	Tyrol		5	2	21	9	\$ 1,890
	Total						\$ 1,890
	Season Pass						
	# Passes		Pass Price				
	1	\$	250				\$ 250
	Total						\$ 250
Total Expenses							\$ 4,809
Net Income							\$ 369

Adult Education Budget 2013-2014 (4073)

Revenues

Acct Number					
2770	Lesson Fees	<u>People</u>	<u>Cost</u>	<u>Weekends</u>	
	Fridays	3	\$ 34	5	\$ 515
	Saturdays	3	34	5	515
	Rentals	6	15	10	900
	Total				1,930
2711	Resale Support				839
Total Revenues					\$ 2,769

Expenses

6310	Travel - In State	<u>Vans</u>	<u>Cost</u>	<u>Days</u>	
	Vans	1	\$ 33 *	10	\$ 330
			<u>Price</u>		
		1	20	10	200
8150	Fees/Lifts/Lodging	<u>People</u>	<u>Cost</u>	<u>Days</u>	
	Friday	3	25 *	5	375
	Saturday	3	25 *	5	375
	Instructors Fees	2	25	10	500
				<u>Passes</u>	
	Season Passes		250 *	1	250
				<u>Days</u>	
	Rentals	6	15	10	900
TOTAL					2,400
4130	Student Wages	<u>People/day</u>			
		2	20	10	400
Total Expenses for Adult Education					\$ 3,330

Net Income for Adult Education **\$ (561)**

Midwest Trips Budget 2013-2014 (4077)

Revenues

Acct Number						
2105	Resale Support				\$	775
		<u>Cost/person</u>	<u># Trips</u>	<u>#People on Trip</u>	<u>Income</u>	
2701	First Trip	\$ 180	1	30	\$	5,400
	Trip Leader	\$ -	1	1	\$	-
	Bohemia Trip					
	Girls + Pass Holders	\$ 135	1	12	\$	1,620
	Others	\$ 199	1	23	\$	4,577
	Trip Leader	\$ -	1	1	\$	-
					\$	11,597
Total Revenues					\$	12,372

Expenses

	First Trip					
		<u>Cost</u>	<u>Days</u>	<u>Tripees</u>		
8150	Lodging	\$ 27	2	30	\$	1,620.00
8150	Lift Tickets	\$ 45	2	31	\$	2,790.00
6310	Transport				\$	1,200.00
					\$	5,610
	Bohemia Trip					
		<u>Cost</u>	<u>Days</u>	<u>Tripees</u>		
8150	Lodging	\$ 30	2	35	\$	2,100
8150	Lift Tickets	\$ 55	2	23	\$	2,530
6320	Transport				\$	1,800
					\$	6,430
5900	Miscellaneous				\$	98
Total Expenses					\$	12,138

Net Income	\$	234
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Special Events Budget 2013-2014 (4071)

Revenues

Acct Number			
2890	Gifts/Grants/Cosponsorships	\$	500
Total Revenues		\$	500

Expenses

Acct Number			
8061	Socials		
	Exec Board	\$	500
8075	Homecoming		
	Candy	\$	200
	Decorations	\$	500
			\$ 700
	Annual Movie Premiere		
	Rights to movie	\$	300
	Free Night at Tyrol		
	Transportation	\$1,600	1
	Renting out Tyrol	\$ 1,550	1
			\$ 3,150
	Rail Jam		
	Event	\$ 2,000	
	Food	\$ 100	
			\$ 2,100
	Fall/Winter Kickoffs (Food)	\$	300
	Exec Board Change Over Social	\$	200
		\$	6,750
Total Expenses		\$	7,250

Net income	\$ (6,750)
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Marketing Budget 2014-2015 (4071)

Expenses

Acct Number

6480	Brochures	\$ 500	
	<i>To be charged under 4071-6480 Admin Printing</i>		
6460	Flyers	\$ 300	
	<i>To be charged under 4071-6460 Admin Union Copier</i>		
6020	Newspaper	\$	500
	<i>Maybe a Crossword type promotion, to try something new</i>		
	Promo Item(s)	\$	500
	<i>An item to give away as incentive to join at kickoff</i>		
	Promo Trip	\$	600
	<i>A Winter/Jackson trip to raffle off</i>		
	Chalk	\$	70
	<i>\$7 a bucket, 10 buckets for the year</i>		
	Campus	\$	500
	<i>Designing Snowmen, Hot Chocolate, Boarder Bob</i>		
	Banners	\$	160
	<i>To display on Bascom Hill, the Union, Tyrol, or other places</i>		
	Social Media		
	<i>Post Promotion on Facebook, Twitter, etc.</i>	\$	800
	Misc	\$	200
Total Expenses		\$	3,330

Equipment/Waxing Budget 2013-2014 (4082)

Revenues

Acct Number

2707	Waxing	60	\$	20	\$	1,200
	Edging	50		15		750
	Waxing & Edg	50		25		1,250
	P-tex	24		10		240

Total Revenues

\$3,440

Expenses

4310	Waxing Expense Labor					
	Waxing	60	\$	5		300
	Edging	50		5		250
	Waxing & E	50		7		350
	P-tex	15		4		60

Total Labor

\$960

8704	Waxing Benc	3	\$	120	\$	360
	Ski clamps (s	2		130		260
	Snowboard cl	2		130		260
	Brake retaine	12		2		24
	P-Tex repair	1		130		130
	P-Tex	27		1		27
	Tuning gloves	4		5		20
	Scrapers	5		8		40
	Scraper shar	2		20		40
	Brushes	5		18		90
	Irons	5		40		200
	Iron holders	2		27		54
	Edgers	5		50		250
	replacement	10		20		200
	waxes (180g)	10		25		375
	base cleaner	5		15		75
	Polishers	5		15		75
	extras					-

Total Supplies

\$ 2,480

Total Expenses

\$3,440

Net Income

\$ -

	Revenues	Expenses	Net
Admin	\$15,900.00	\$22,515.00	\$-6,615.00
Resale	\$270,500.00	\$264,157.00	\$6,343.00
Education	\$2,769.00	\$3,330.00	\$-561.00
Alpine	\$77,026.00	\$68,890.00	\$8,136.00
Nordic	\$16,399.00	\$16,950.00	\$-551.00
Freestyle	\$2,966.00	\$2,957.00	\$9.00
Midwest	\$12,372.00	\$12,138.00	\$234.00
Winter	\$99,458.00	\$99,536.00	\$-78.00
Spring	\$134,914.00	\$134,623.00	\$291.00
Local	\$5,177.00	\$4,809.00	\$368.00
TOTAL	\$637,481.00	\$629,905.00	\$7,576.00

	Admin	Resale	Education	Alpine	Nordic	Freestyle	Midwest	Winter	Spring	Local
FY13 Revenues	\$31,800.00	\$270,500.00	\$3,330.00	\$54,000.00	\$15,700.00	\$2,335.00	\$9,818.00	\$88,449.00	\$154,716.00	\$6,244.00
FY13 Expenses	\$41,900.00	\$268,472.00	\$3,330.00	\$53,100.00	\$15,700.00	\$2,335.00	\$9,818.00	\$88,449.00	\$154,716.00	\$6,244.00
FY13 Net	\$-10,100.00	\$2,028.00	\$0.00	\$900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
FY14 Revenues	\$12,900.00	\$260,500.00	\$2,769.00	\$55,976.00	\$12,115.00	\$3,068.00	\$8,525.00	\$87,174.00	\$153,512.00	\$4,943.00
FY14 Expenses	\$25,645.00	\$249,930.00	\$3,330.00	\$54,965.00	\$16,930.00	\$2,985.00	\$9,218.00	\$88,449.00	\$154,716.00	\$5,349.00
FY14 Net	\$-12,745.00	\$10,570.00	\$-561.00	\$1,011.00	\$-4,815.00	\$83.00	\$-693.00	\$-1,275.00	\$-1,204.00	\$-406.00
Proposed FY15 Revenues	\$15,900.00	\$270,500.00	\$2,769.00	\$77,026.00	\$16,399.00	\$2,966.00	\$12,372.00	\$99,458.00	\$134,914.00	\$5,177.00
Proposed FY15 Expenses	\$22,515.00	\$264,157.00	\$3,330.00	\$68,890.00	\$16,950.00	\$2,957.00	\$12,138.00	\$99,536.00	\$134,623.00	\$4,809.00
Proposed FY15 Net	\$-6,615.00	\$6,343.00	\$-561.00	\$8,136.00	\$-551.00	\$9.00	\$234.00	\$-78.00	\$291.00	\$368.00

\$31,800.00	\$41,900.00	\$12,900.00
\$270,500.00	\$268,472.00	\$260,500.00
\$3,330.00	\$3,330.00	\$2,769.00
\$54,000.00	\$53,100.00	\$55,976.00
\$15,700.00	\$15,700.00	\$12,115.00
\$2,335.00	\$2,335.00	\$3,068.00
\$9,818.00	\$9,818.00	\$8,525.00
\$88,449.00	\$88,449.00	\$87,174.00
\$154,716.00	\$154,716.00	\$153,512.00
\$6,244.00	\$6,244.00	\$4,943.00
		\$25,645.00
		\$249,930.00
		\$3,330.00
		\$54,965.00
		\$16,930.00
		\$2,985.00
		\$9,218.00
		\$88,449.00
		\$154,716.00
		\$5,349.00

HOOFER SAILING CLUB

Budget Summary

Team/Division Name	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4600 - SAILING ADMIN	\$254,544.00	\$298,547.00	\$230,845.00	\$341,180.00	\$80,546.00	\$259,647.00	-23.90% #DIV/0!	\$268,461.00	3.39% #DIV/0!
4610 - SAILING CAPITAL EQUIP	\$1,175.00	\$13,080.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	
4620 - SAILING EVENTS	\$8,681.00	\$672.00	\$5,748.00	\$11,880.00	\$5,789.00	\$24,027.00	102.25%	\$12,676.00	-47.24%
4630 - SAILING FACILITIES	\$3,637.00	\$414.00	\$414.00	\$400.00	\$0.00	\$0.00	-100.00%	\$0.00	#DIV/0!
4640 - SAILING INSTRUCTION	\$2,800.00	\$4,272.00	\$6,427.00	\$2,200.00	\$1,270.00	\$2,385.00	8.41%	\$2,385.00	0.00%
4650 - SAILING YOUTH PROGRAM	\$75,364.00	\$83,570.00	\$79,502.00	\$88,000.00	\$72,284.00	\$90,000.00	2.27%	\$95,000.00	5.56%
4660 - SAILING OUTREACH	\$5,531.00	\$9,847.00	\$6,363.00	\$12,100.00	\$4,903.00	\$12,100.00	0.00%	\$12,100.00	0.00%
4670 - SAILING UW TEAM	\$21,117.00	\$39,441.00	\$37,191.00	\$36,300.00	\$30,412.00	\$57,420.00	58.18%	\$56,600.00	-1.43%
4690 - ASA INSTRUCTION	\$27,469.00	\$13,221.00	\$23,041.00	\$8,400.00	\$1,338.00	\$8,232.00	-2.00%	\$8,232.00	0.00%
TOTAL REVENUES	\$400,318.00	\$463,064.00	\$389,531.00	\$500,460.00	\$196,542.00	\$453,811.00	-9.32%	\$455,454.00	0.36%

Team/Division Name	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4600 - SAILING ADMIN	\$19,519.00	\$31,204.00	\$19,526.00	\$25,000.00	\$8,095.00	\$19,196.00	-23.22% #DIV/0!	\$18,429.00	-4.00% #DIV/0!
4610 - SAILING CAPITAL EQUIP	\$7,709.00	\$10,278.00	\$(1,591.00)	\$0.00	\$15.00	\$0.00		\$0.00	
4620 - SAILING EVENTS	\$16,891.00	\$16,637.00	\$22,575.00	\$21,650.00	\$29,970.00	\$37,792.00	74.56%	\$23,566.00	-37.64%
4630 - SAILING FACILITIES	\$143,732.00	\$143,317.00	\$168,611.00	\$174,754.00	\$84,846.00	\$152,954.00	-12.47%	\$151,650.00	-0.85%
4640 - SAILING INSTRUCTION	\$113,120.00	\$128,723.00	\$147,466.00	\$163,999.00	\$102,782.00	\$141,365.00	-13.80%	\$133,815.00	-5.34%
4650 - SAILING YOUTH PROGRAM	\$29,835.00	\$47,239.00	\$35,193.00	\$51,321.00	\$16,375.00	\$36,763.00	-28.37%	\$38,000.00	3.36%
4660 - SAILING OUTREACH	\$0.00	\$1,276.00	\$0.00	\$3,595.00	\$118.00	\$2,500.00	-30.46%	\$2,095.00	-16.20%
4670 - SAILING UW TEAM	\$28,480.00	\$43,494.00	\$56,567.00	\$41,400.00	\$20,247.00	\$58,473.00	41.24%	\$58,400.00	-0.12%
4690 - ASA INSTRUCTION	\$21,258.00	\$5,532.00	\$11,671.00	\$7,125.00	\$1,901.00	\$3,373.00	-52.66%	\$3,373.00	0.00%
TOTAL EXPENSES	\$380,544.00	\$427,700.00	\$460,018.00	\$488,844.00	\$264,349.00	\$452,416.00	-7.45%	\$429,328.00	-5.10%

NET INCOME / PERFORMANCE	\$19,774.00	\$35,364.00	\$(70,487.00)	\$11,616.00	\$(67,807.00)	\$1,395.00	-87.99%	\$26,126.00	1772.83%
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Balance of total Club Retained Earnings	\$9,432.50	\$44,794.50	\$(25,692.50)	\$(14,076.50)	\$(93,499.50)	\$(24,297.50)	72.61%	\$1,828.50	-107.53%
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4600 - SAILING ADMIN

#DIV/0!

#DIV/0!

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4600-2105	RESALE INCOME	\$1,922.00	\$2,810.00	\$1,765	\$2,000	\$1,606	2,000	0.00%	2,000	0.00%
4600-2720	ANNUAL MEMBERSHIP FEES	\$130,928.00	\$95,350.00	112,587	172,000	43,723	135,000	-21.51%	143,000	5.93%
4600-2723	SUMMER MEMBERSHIP FEES	\$28,827.00	\$22,229.00	22,819	30,000	552	28,000	-6.67%	29,000	3.57%
4600-2724	FALL FEES	\$1,450.00	\$1,758.00	1,075	1,155	4561	4,561	294.89%	4,561	0.00%
4600-2726	SPRING MEMBERSHIP FEES	\$1,342.00	\$323.00	478	525	91	200	-61.90%	200	0.00%
4600-2727	MONTHLY FEES	\$7,280.00	\$6,743.00	7,499	11,500	5938	9,000	-21.74%	9,200	2.22%
4600-2728	ACADEMIC YEAR FEES	\$4,326.00	\$4,817.00	6,745	15,000	8599	8,599	-42.67%	9,000	4.66%
4600-2729	CUSTOM MEMBERSHIP	\$1,998.00	\$1,225.00			-536		#DIV/0!		#DIV/0!
2730	TRIAL MEMBERSHIP					2,104	2,104			
4600-2762	WORK HOURS DEPOSITS	\$88,655.00	\$48,255.00	51,460	86,000	13,125	68,000	-20.93%	70,000	2.94%
4600-2965	DONATIONS	\$3,554.00	\$373.00	151	500		100	0.00%	500	0.00%
2980	MISCELLANEOUS					683	683			
4600-2999	SAILING REV CLEARING	\$3,968.00	\$116,114.00	26,266	22,500		1,000	-95.56%	1,000	0.00%

REV	***TOTAL REVENUES***	\$254,544.00	\$298,547.00	\$230,845.00	\$341,180.00	\$80,546.00	\$259,647.00	-23.90%	\$268,461.00	3.39%
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Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4600-5205	GOODS FOR RESALE	\$1,246.00	\$3,220.00	1,373	1,800	995	2,000	11.11%	2,000	0.00%
4600-5300	OFFICE SUPPLIES	\$10.00	\$30.00		100	72	85	-15.00%	85	0.00%
4600-5900	MISCELLANEOUS EXP	\$54.00	\$911.00	3,577	2,000	760	760	-62.00%	-	-100.00%
4600-6020	MARKETING & PROMOTION	\$1,336.00	\$1,491.00	355	2,000	374	2,500	25.00%	2,500	0.00%
4600-6090	TELEPHONE SERVICE	\$284.00	\$229.00	211	400	214	214	-46.50%	219	2.34%
4600-6110	M/C VISA SERVICE CHARGE	\$5,441.00	\$14,218.00	6,058	7,000	1243	3,000	-57.14%	3,000	0.00%
4600-6150	POSTAGE	\$97.00	\$117.00	276	500	41	425	-15.00%	425	0.00%
4600-6460	UNION COPIER	\$959.00	\$1,010.00	1,296	800	395	600	-25.00%	600	0.00%
4600-6480	PRINTING	\$0.00	\$243.00		250	54	100	-60.00%	100	0.00%
4600-6481	MEMBERSHIP FORMS & CARDS	\$470.00	\$333.00	72	300		300	0.00%	300	0.00%
6483	BROCHURES					307	307			
4600-7315	WEBSITE FEES	\$136.00	\$115.00	248	200	115	200	0.00%	200	0.00%
8000	COMPUTER					205	205			
4600-8036	DONATION PROGRAM EXP'S	\$0.00	\$570.00	320	250		-	-100.00%	-	#DIV/0!
4600-8056	KICKOFFS	\$10.00	\$50.00		\$0.00	\$0.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!
4600-8455	COMMODORE STIPEND	\$1,500.00	\$1,250.00	\$1,000.00	\$1,000.00		\$3,000.00	200.00%	\$3,000.00	0.00%
4600-8465	WORK HOUR REFUNDS	\$7,950.00	\$7,405.00	\$4,740.00	\$4,400.00	\$3,320.00	\$5,500.00	-34.52%	\$6,000.00	9.09%
4600-9200	INSURANCE	\$0.00	\$0.00			\$0.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!

EXP	***TOTAL EXPENSES***	\$19,519.00	\$31,204.00	\$19,526.00	\$25,000.00	\$8,095.00	\$19,196.00	-23.22%	\$18,429.00	-4.00%
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NI	NET INCOME / PERFORMANCE	\$235,025.00	\$267,343.00	\$211,319.00	\$316,180.00	\$72,451.00	\$240,451.00	-23.95%	\$250,032.00	3.98%
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4610 - SAILING CAPITAL EQUIP

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
REV	***TOTAL REVENUES***	\$1,175.00	\$13,080.00		\$0.00	\$0.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!
Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4610-8605	FLEET/EQUIP REPLACEMENT	\$7,702.00	\$9,500.00							
4610-9245	INSURANCE CLAIM EXP	\$0.00	\$438.00		\$0.00		\$0.00	#DIV/0!	\$0.00	
4610-5900	MISCELLANEOUS EXP	\$7.00	\$340.00	\$259.00		\$15.00				
EXP	***TOTAL EXPENSES***	\$7,709.00	\$10,278.00	\$(1,591.00)	\$0.00	\$15.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!
NI	NET INCOME / PERFORMANCE	\$(6,534.00)	\$2,802.00	\$1,591.00	\$0.00	\$(15.00)	\$0.00	#DIV/0!	\$0.00	#DIV/0!

4620 - SAILING EVENTS

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4620-2712	COMMODORE'S CUP FEES	\$7,090.00	\$45.00		7,500	\$550	5,550	-26.00%	8,000	44.14%
4620-2713	PIRATE'S DAY FEES	\$1,430.00	\$445.00	3,615		-20	3,000	0.00%	3,000	0.00%
4620-2714	SPRING CHICKEN FEES	\$0.00	\$0.00		100		250	150.00%	250	0.00%
4620-2715	TECH INTERGALACTICS FEES	\$70.00	\$182.00	75	80	226	226	182.50%		226
4620-2717	SPECIAL EVENTS FEES	\$91.00	\$0.00	2038	1,200	33	15,001	1150.08%	1,200	-92.00%
REV	****TOTAL REVENUES***	\$8,681.00	\$672.00	\$5,748.00	\$11,880.00	\$5,789.00	\$24,027.00	102.25%	\$12,676.00	-47.24%

bahamas

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4620-5900	MISCELLANEOUS EXP	\$60.00	\$0.00	80		93	\$0.00		\$0.00	
6480	PRINTING					20	\$20.00			
4620-7730	SPECIAL/TEAM EVENTS	\$200.00	\$795.00	1,787	1,200	15001	15,001	1150.08%	1,200	-92.00%
4620-8051	SPRING CHICKEN REGATTA		\$0.00	99	100	12	100	0.00%	100	0.00%
4620-8053	INTERGALACTICS	\$154.00	\$71.00		100	145	145	45.00%	145	0.00%
4620-8057	COMMODORE'S CUP	\$8,287.00	\$6,784.00	11,144	7,500	10605	10,605	41.40%	10,000	-5.70%
4620-8058	PIRATE'S DAY	\$1,526.00	\$3,906.00	947	2,000	3512	3,000	50.00%	3,000	0.00%
4620-8061	SOCIALS	\$6,453.00	\$4,667.00	7,837	9,000		8,000	-11.11%	8,000	0.00%
4620-8063	FREE SAIL/SAIL FREE EVENTS	\$0.00	\$0.00		200		-	-100.00%	-	#DIV/0!
4620-8500	SUPPLIES	\$4.00	\$0.00	102	800	461	800	0.00%	800	0.00%
4620-8501	WORK PARTY SUPPLIES	\$0.00	\$164.00	80				#DIV/0!		#DIV/0!
4620-8693	BUCCANEER'S BALL EXPENSES	\$227.00	\$220.00	519	500	121	121	-75.80%	121	0.00%
4620-8700	TOOL/EQUIPMENT	\$0.00	\$0.00		250			-100.00%	200	#DIV/0!
EXP	****TOTAL EXPENSES***	\$16,891.00	\$16,637.00	\$22,575.00	\$21,650.00	\$29,970.00	\$37,792.00	74.56%	\$23,566.00	-37.64%

bahamas

should just be \$2k over c-cup fees

NI	NET INCOME / PERFORMANCE	\$(8,210.00)	\$(15,965.00)	\$(16,827.00)	\$(9,770.00)	\$(24,181.00)	\$(13,765.00)	40.89%	\$(10,890.00)	-20.89%
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4630 - SAILING FACILITIES

#DIV/0!

#DIV/0!

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY 14 Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4600-210512680	SPECIAL PROJECTS INCOME	\$525.00	\$35.00		\$0.00	\$0.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!
4600-272012759	LIFT INLIFT OUT	\$800.00	\$379.00		200	400		#DIV/0!		
REV	***TOTAL REVENUES***	\$3,637.00	\$414.00	\$414.00	\$400.00	\$0.00	\$0.00	-100.00%	\$0.00	#DIV/0!

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY 14 Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4630-41004	WAGES	\$62,481.00	\$52,384.00	61671	65350	34,811	55547	-15.00%	56000	0.82%
4630-42004	FRINGES	\$2,757.00	\$4,296.00		3397	1,412	2000	#DIV/0!	2000	0.00%
4630-59001	MISCELLANEOUS EXP	\$0.00	\$351.00	1,299	\$0.00	811	\$811.00	#DIV/0!	\$0.00	-100.00%
4630-62901	FUEL EXPENSE	\$923.00	\$0.00	2,550	1,000	92	2,000	100.00%	2,000	0.00%
4630-63501	TRAINING EXPENSE	\$1,000.00	\$325.00	2,451	800	89	500	0.00%	500	0.00%
4630-7087	BOAT TRANSPORTATION	\$794.00	\$990.00	1,594	1,400	182	300	-78.57%	300	0.00%
4630-8075	SPECIAL PROJECTS	\$0.00	\$341.00	252	1,500			-100.00%		#DIV/0!
8500	SUPPLIES			6,595						
4630-8510	SHOP SUPPLIES	\$5,969.00	\$6,611.00	7,840	7,500	4216	7,500	0.00%	7,500	0.00%
4630-8515	SCUBA EQUIPMENT (SUPPLIES, REPAIRS)	\$379.00	\$276.00	82	350	228	350	0.00%	350	0.00%
4630-8525	MOTORBOATS/GAS	\$3,490.00	\$4,897.00	1,863	4,500	866	2,000	-55.56%	2,000	0.00%
4630-8600	REPAIRS AND MAINTENANCE	\$318.00	\$530.00	724	1,000	541	1,000	0.00%	1,000	0.00%
4630-8630	SAFETY	\$2,005.00	\$3,079.00	1,129	3,600	502	2,000	-44.44%	2,000	0.00%
8640	LAKEFRONT MAINTENANCE					11406	11,406			
4630-8642	PIER UPKEEP	\$1,735.00	\$1,654.00	1,261	3,000	543	1,500	-50.00%	1,500	0.00%
4630-8645	LIFT INLIFT OUT	\$5,124.00	\$7,536.00	8,012	10,000	6767	7,000	-30.00%	7,000	0.00%
4630-8650	MOORINGS	\$6,526.00	\$9,156.00	9,156	9,156		8,500	-7.16%	8,500	0.00%
4630-8680	TECH EXPENSES	\$3,178.00	\$4,787.00	1,489	7,000	721	7,000	0.00%	7,000	0.00%
4630-8681	BOARDS EXPENSES	\$6,220.00	\$7,322.00	9,649	12,160	6137	10,300	-15.30%	10,500	1.94%
4630-8682	SLOOPS EXPENSES	\$1,391.00	\$1,219.00	9,918	2,000	1866	2,000	0.00%	2,500	25.00%
4630-8683	420s EXPENSES	\$2,389.00	\$800.00	1,128	6,500	854	1,000	-84.62%	6,500	550.00%
4630-8684	SCOWS EXPENSES	\$798.00	\$4,071.00	3,514	3,730	156	3,170	-15.01%	3,500	10.41%
4630-8685	LASERS EXPENSES	\$2,593.00	\$931.00	49	1,500	261	1,250	-16.67%	1,500	20.00%
4630-8686	BYE EXPENSES	\$1,254.00	\$272.00			287	1,000	#DIV/0!	1,500	50.00%
4630-8687	LIFEJACKETS	\$2,104.00	\$0.00	3,233	400		400	0.00%		-100.00%
4630-8688	LBOATS EXPENSES	\$10,292.00	\$13,655.00	8,680	10,358	3587	8,000	-22.77%	9,500	18.75%
4630-8689	KEELBOAT EXPENSES	\$6,593.00	\$13,065.00	18,100	15,500	4732	10,000	-35.48%	15,000	50.00%
4630-8690	SNOW KITE EXPENSE	\$2,004.00	\$2,957.00	2,362	5,000	2409	4,250	-15.00%	2,500	-41.18%
4630-8691	CRUISING KEELBOAT EXPENSES	\$3,888.00	\$2,381.00		\$0.00	\$0.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!
4630-8700	TOOLS/EQUIPMENT	\$9,578.00	\$1,458.00	613	1,750	200	1,000		1,000	0.00%
8775	IMPROVEMENTS					1,170	1,170			
EXP	***TOTAL EXPENSES***	\$143,732.00	\$143,317.00	\$168,611.00	\$174,754.00	\$84,846.00	\$152,954.00	-12.47%	\$151,650.00	-0.85%

winches

1 lift in ahead on this FY free pin for ferrying.

Lot of money for the bunks

J Fleet cut their budget temporarily Cut temporarily no new kiteswings next year

NI	NET INCOME / PERFORMANCE	\$(140,095.00)	\$(142,903.00)	\$(168,197.00)	\$(174,354.00)	\$(84,846.00)	\$(152,954.00)	-12.27%	\$(151,650.00)	-0.85%
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4640 - SAILING INSTRUCTION

Account Numb	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY 14 Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4640-2704	INSTRUCTION MANUALS	\$378.00	\$262.00	261	200	385	385		385	
4640-2704	SPECIAL INSTRUCTION PR	\$851.00	\$0.00	3,146	2,000	780	2,000		2,000	0.00%
4640-2891	FUNDRAISING	\$0.00	\$0.00							#DIV/0!
4640-2891	MISCELLANEOUS	\$1,476.00	\$4,010.00	3,020		105				#DIV/0!

REV	***TOTAL REVENUES***	\$2,800.00	\$4,272.00	\$6,427.00	\$2,200.00	\$1,270.00	\$2,385.00	8.41%	\$2,385.00	0.00%
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Account	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY 14 Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4640-4200	WAGES	\$94,217.00	\$104,004.00	120,488	137,185	90,329	\$116,500.00	-15.08%	\$110,000.00	-5.58%
4640-4100	FRINGES	\$14,916.00	\$19,175.00	20,769	21,864	11,915	\$19,000.00	-13.10%	\$18,000.00	-5.26%
4640-6480	PRINTING	\$0.00	\$171.00		450		150		100	-33.33%
4640-8334	INSTRUCTION SAFETY	\$738.00	\$1,171.00	168	600	149	1,500		1,500	0.00%
4640-8356	INST SUPPLIES/TRAINING	\$1,836.00	\$4,142.00	3,547	3,000	374	4,000		4,000	0.00%
4640-8374	SPECIAL INSTR SUPPLIES	\$(65.00)	\$60.00	1,370	100	15	15		15	0.00%
4640-8374	INSTRUCTION MANUALS	\$0.00	\$0.00		200		200		200	0.00%
4640-8381	ASA CLUB EXPENSE	\$411.00	\$0.00	245	600					#DIV/0!
4640-5800	MISCELLANEOUS EXP	\$1,067.00	\$0.00	\$879.00	\$0.00	\$0.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!

transfer some from Youth, 6000 from team

EXP	***TOTAL EXPENSES***	\$113,120.00	\$128,723.00	\$147,466.00	\$163,999.00	\$102,782.00	\$141,365.00	-13.80%	\$133,815.00	-5.34%
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NI	ET INCOME / PERFORMANCE	\$(110,320.00)	\$(124,451.00)	\$(141,039.00)	\$(161,799.00)	\$(101,512.00)	\$(138,980.00)	-14.10%	\$(131,430.00)	-5.43%
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4650 - SAILING YOUTH PROGRAM

Account Numb	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Revenues	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4650-2734	GENERAL YOUTH REVENUES	\$68,993.00	\$83,546.00	79,346	83,000	72,330	85,000	2.41%	90,000	5.88%
4650-2735	YOUTH FINANCIAL AID	\$581.00	\$24.00	156		-47		#DIV/0!		#DIV/0!
4650-2738	YOUTH 4H CONFERENCE	\$5,310.00	\$0.00		5,000		5,000	0.00%	5,000	0.00%
2990	MISCELLANEOUS					\$1.00	1			
REV	***TOTAL REVENUES***	\$75,364.00	\$83,570.00	\$79,502.00	\$88,000.00	\$72,284.00	\$90,000.00	2.27%	\$95,000.00	5.56%

Account Numb	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14 Budgeted Expenses	FY 14 Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4650-4100	WAGES	\$20,660.00	\$37,708.00	27606	40,536	13,609	28947	-28.59%	30000	3.64%
4650-4200	FRINGES	\$2,119.00	\$1,908.00	308		115	2316	#DIV/0!	2500	7.94%
4650-5900	MISCELLANEOUS EXP	\$942.00	\$1,513.00	\$463.00		\$0.00	\$0.00	#DIV/0!	\$0.00	#DIV/0!
4650-8334	INSTRUCTION SAFETY	\$122.00	\$192.00	140	2,125	317	1,500	-29.41%	1,500	0.00%
4650-8350	INST SUPPLIES/TRAINING	\$5,986.00	\$5,294.00	6,676	8,660	2,334	4,000	-53.81%	4,000	0.00%

EXP	***TOTAL EXPENSES***	\$29,835.00	\$47,239.00	\$35,193.00	\$51,321.00	\$16,375.00	\$36,763.00	-28.37%	\$38,000.00	3.36%
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NI	NET INCOME / PERFORMANCE	\$45,529.00	\$36,331.00	\$44,309.00	\$36,679.00	\$55,909.00	\$53,237.00	45.14%	\$57,000.00	7.07%
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4660 - SAILING OUTREACH

Account Number	Account Description	FY 11 Final	FY 12 Final	FY 13 Final	FY14Budgeted Revenues	FY 14Current (Jan)	FY 14Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4660-2732	ACCESSIBLE SAILING FEES	\$0.00	\$0.00		\$1,000.00	\$0.00	\$1,000.00	0.00%	\$1,000.00	0.00%
4660-2754	CONFERENCE SAILING	\$2,168.00	\$5,747.00	2,948	6,000	2,288	\$6,000.00	0.00%	\$6,000.00	0.00%
4660-2756	PE/MINI COURSE USER FEES	\$3,363.00	\$4,100.00	3,415	3,600	2,615	\$3,600.00	0.00%	\$3,600.00	0.00%
4660-NEW	PRIVATE INSTRUCTION	\$0.00	\$0.00		\$1,500.00	\$0.00	\$1,500.00	0.00%	\$1,500.00	0.00%
REV	***TOTAL REVENUES***	\$5,531.00	\$9,847.00	\$6,363.00	\$12,100.00	\$4,903.00	\$12,100.00	0.00%	\$12,100.00	0.00%

Account Number	Account Description	FY 11 Final	FY 12 Final	FY14Budgeted Expenses	FY 14Current (Jan)	FY 14 Revised	Revised Variance	FY 15 Budgeted	Budgeted Variance
4660-4100s	WAGES	\$0.00	\$0.00	\$1,445.00	\$0.00	\$2,000.00	38.41%	\$1,445.00	-27.75%
4660-8085	ACCESSIBLE PROGRAM	\$0.00	\$20.00	1,000	118	500		500	0.00%
4660-8360	PHY ED/MINI COURSE	\$0.00	\$0.00	\$1,000.00	\$0.00	\$0.00	-100.00%		
4660-8362	CONFERENCE SAILING EXP	\$0.00	\$1,256.00	\$150.00	\$0.00	\$0.00	-100.00%	\$150.00	
EXP	***TOTAL EXPENSES***	\$0.00	\$1,276.00	\$3,595.00	\$118.00	\$2,500.00	-30.46%	\$2,095.00	-16.20%

NI	NET INCOME / PERFORMANCE	\$5,531.00	\$8,571.00	\$6,363.00	\$8,505.00	\$4,785.00	\$9,600.00	12.87%	\$10,005.00	4.22%
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NEIL DAMRON

PRESIDENT

TIME PERIOD: Feb. – March 2014

DIRECTORATE AND PROGRAMMING

- Transition
 - Met with Sarah Bergman to answer questions and to set in motion our transition schedule for the Spring
 - Asked WUD to engage in a brain storm and sharing session to come up with best practices for transition; compiled these into a reference sheet for WUD's use
- Community Outreach Initiative
 - Received updates on each committee's community engagement project; each committee has identified a project, a community partner, and a timeline for implementation; check-ins will occur every two weeks as discussed
- Revelry
 - Met with UWPD and Madison PD as well as Josh Levin (Revelry Director) and other Union staff to coordinate efforts related to securing the venue for Revelry 2015
 - Josh Levin applied for a street use permit; the decision was postponed until 3.19 pending more formal plans from each police department
 - The lineup for Revelry 2014 was released on 3.7 and met with overwhelmingly positive feedback
 - Fundraising currently at \$170,000 with additional sources including ticket revenues having been identified to cover the remaining costs
- WI Experience Bus Trip
 - Met with Jay Eckleberry, Heidi Lang, and Susan Dibbel to identify and troubleshoot issues with implementing the WI Experience Bus Trip for Spring
 - Worked in coordination with Emily Paulson, Jake Heyka, Dean Berquam, and Susan Dibbel to continue troubleshooting issues, providing feedback, and moving the WI Experience Bus Trip project forward for implementation in May 2014
- WUD Marketing and Branding Plan
 - Participated in a strategic planning session with Emily Poklar, Gary Filipp, and the new officer team to react to and continue to refine an action plan for WUD marketing for the next five years

SHARED GOVERNANCE AND UNION COUNCIL

- Presented the FY15 budget twice to SSFC (SSFC moved to recommend not approving the segregated fee request)
- Met with David Gardner, Devon Maier (SSFC & Union Council), and Gary Filipp separately to discuss the decision and to identify next steps to improving the approval process for years to come
- Called together a meeting for late March between ASM and WUD leadership to set in place a new procedure for approving budgets
- Met with Student Project Manager Katie Cary to identify next steps for the MUR Design

Committee, for transition out of our respective roles, and for hiring a new Student Project Manager

GENERAL UPDATES

- Met with Dean Berquam to discuss Revelry updates, continue coordinating and troubleshooting the WI Experience Bus Trip, and to discuss the SSFC process and decision
- Participated in a MUBA Executive Committee Meeting

LOOKING FORWARD

- Transition meetings between Sarah Bergman, myself, and Dean Berquam and Chancellor Blank
- Regular transition meetings with Sarah Bergman, including bringing her to regular Union meetings such as WUD Exec, Union Council Exec, and Leadership Team
- Revisiting the WUD Budget following the State Building Commission Decision
- Meetings with ASM to identify and implement a new SSFC process that works better for all parties involved
- Hiring and transition of the new Student Project Manager for MUR

UNION COUNCIL OFFICER REPORT

ANDREW T. BULOVSKY

VICE PRESIDENT – PUBLIC RELATIONS

TIME PERIOD: March 2014

DIRECTORATE AND PROGRAMMING

- Set up a Dropbox account for Directors and Officers to easily access photographs from various WUD events that they can use for marketing purposes
- Working with Bucky PR to create a semester long paid sharing campaign for social media accounts of WUD to help drive turnout at events
 - Currently in the process of figuring out what type of promotional items we're able to give away
- Having Austin, the VMM, come in and present the best way for WUD to utilize him for the remainder of the year at their events

SHARED GOVERNANCE AND UNION COUNCIL

- Dining Services Subcommittee met on Thursday, February 27th and March 13th
 - Sampled the Ginger Root dinner menu (make-your-own stir fry) and discussed what students are looking for from dinner as compared to lunch
 - Sampled the Grab and Go items from Badger Market and discussed convenience and how much of a priority it is for students. We also discussed value and taste of the actual food
- Marketed the Director and Summer Coordinator positions for the 2014-2015 academic year and yielded a record of 42 Director applications and 34 Summer Coordinator applications
- Helped finalize questions for study abroad candidates

LOOKING FORWARD

- Follow up with Director and Summer Coordinator applicants on how/why they applied for positions as well as getting feedback on the process as a whole
- Follow up with Kelly from Marketing about the Visual Media Manager position and discuss potential changes to the position description for next year
- Check up on Varsity Day progress with Bill and the DLS committee as well as continued contact with ASM and the Senior Class Officers
- Follow up with Union Council as well as WUD advisors to discuss feedback for the Officer & Director Selection process
- Have continued meetings with Jenny, the incoming Vice-President for Public Relations to ensure a smooth transition from this year to next
 - Begin working on a transition document/binder with ideas and helpful tips for

making it through next year

UNION COUNCIL OFFICER REPORT

GARY J. FILIPP

VICE PRESIDENT – PROGRAM ADMINISTRATION

TIME PERIOD: MARCH 2014

SHARED GOVERNANCE AND UNION COUNCIL

- Administration Subcommittee to meet soon to evaluate the Union's annual budget process.
- WUD Budget being evaluated to meet new expectations for next year programming.
- April Union Council will review the WUD Free Program Budget and Theater Season lineup. Expect policy proposals for stipends, WUD Free Program Budget, and how policies are approved.

WISCONSIN UNION ANALYTICS

- Using data to evaluate organizational efficiency, rebrand Late Night Grant, complete a new transition guide, develop comprehensive marketing 5 year road map.
- All committees have either assessment projects underway or have an assessment plan ready for moving forward.

COOPERATIVE PROGRAMMING COMMITTEE

- CPC met on Monday March 10th. The committee evaluated several requests but also evaluated ways to make programming on large stages more accessible.

GRANT ADMINISTRATION

- Late Night Grant being restructured to improve accessibility and union recognition. New policies being implemented over next month. Expecting to hear back from Chancellor's office about grant policies soon.

UNION COUNCIL OFFICER REPORT

ANNIE PAUL

VICE PRESIDENT – LEADERSHIP DEVELOPMENT

TIME PERIOD: March 2014

DIRECTORATE AND PROGRAMMING

- Continuing to gather data from survey created last month that tracks committee membership and provides more information about WUD committee demographics and interests regarding professional development
 - Using suggestions regarding PD event to create WUD-wide event for Officers and Directors to host the week of April 22nd
- Altered March 2014 recognition plan to include social opportunity in US Sett vs. tangible item to counteract items provided earlier this year and to bring more traffic to the US underground space.
- Working with Teri Venker to organize Etiquette dinner for directorate
 - Tentative date April 8th
- Organizing WUD-wide End-Of-Year Recognition Banquet
 - May 6th 6-8 PM at Tripp Commons

SHARED GOVERNANCE AND UNION COUNCIL

- UC Programming and Leadership Development Subcommittee rescheduled its meeting and will meet in March to:
 - Continue discussion of student engagement in new Hoofers space and in development of Play Circle as well as implementation of ideas
 - Approve position descriptions
- Continue to serve as a member of Design Committee

LOOKING FORWARD

- Continue planning above-mentioned events and will start planning the following social events:
 - Directorate peddler event
 - Working with Chelsea to organize sailing event
- Continuing to construct transition binder for new VP-LD and helping new VP-LD smoothly transition

Union Council Report
Hank Walter
Associate Director
March 10, 2014

Administration:

- Filling multiple vacancies: Two in marketing, the MUR Marketing & Communications Coordinator, one in Accounting.
- Employee Engagement initiatives have included gatherings for all permanent staff (and an optional one for student staff) to get input on communication, tools and resources, and staff appreciation and recognition.
- Planning for opening campaigns for the West Wing.

Dining:

- Overall, Union South units continue to shine. Memorial Union units are doing better than last year, but still not back to where they were before the construction in the area began.
- Stiftskeller reopened Feb 10 and has been well received. Final lighting panel is not complete yet, so we don't have full functionality for lights there yet. After we do, we may consider changes to ceiling color (currently white).
- Considering, as a part of Phase 2, having evening table service in part of the renovated dining area, overlooking the Terrace (but not on the Terrace).

Facilities

- Support of Phase 1 – 'White-boxed' spaces: finishing off some spaces for the building project.
- Preparation for updating/remodeling of new warehouse.

Program & Leadership

- Preparation for Theater, Play Circle, Minicourses/Craftshop, We'll be discussing the latter at tonight's meeting.

Memorial Union Renovation

- At the March 5, State Building Commission meeting, Memorial Union Phase 2 plans were approved, authority to construct was granted, and we will be using the new Single-Prime method/process for organizing construction.
- Phase 1 is continuing and on schedule, except for exterior site areas (landscaping). Extremely cold winter has set Boldt back, but plans include special equipment and overtime to complete the project on schedule.
- An application for Memorial Union to be placed on the National Register of Historic Places and/or to receive National Landmark status is progressing.

Wisconsin Union
Income Statement - Revenue/Expense
Year to Date
As of January 31, 2014

	PRIOR ACTUAL	REVISED BUDGET	ORIGINAL BUDGET	CURRENT ACTUAL	PRIOR CS %	REV/BGT CS %	ORIG/BGT CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	REVISED BUDGET VAR	REVISED BUDGET %	ORIG BUDGET VARIANCE	ORIG BUDGET %
REVENUE														
Direct Operating Revenue														
Restaurants	\$4,355,290	\$5,252,545	\$4,753,109	\$5,296,584	17.9%	20.0%	18.5%	20.2%	\$941,294	21.6%	\$44,039	0.8%	\$543,475	11.4%
Markets & Cafes	3,608,944	3,835,207	3,913,178	3,821,235	14.8%	14.6%	15.2%	14.6%	212,291	5.9%	(13,972)	(0.4%)	(91,943)	(2.3%)
WU Catering	2,342,394	2,523,298	2,459,500	2,494,361	9.6%	9.6%	9.5%	9.5%	151,967	6.5%	(28,937)	(1.1%)	34,861	1.4%
Conf Center Catering	614,303	657,829	640,163	645,891	2.5%	2.5%	2.5%	2.5%	31,588	5.1%	(11,938)	(1.1%)	5,728	0.9%
Retail & Recreation	1,091,431	1,141,701	1,077,965	1,134,991	4.5%	4.3%	4.2%	4.3%	43,560	4.0%	(6,710)	(0.6%)	57,026	5.3%
Programs	1,122,971	1,244,841	1,239,324	1,161,373	4.6%	4.7%	4.8%	4.4%	38,402	3.4%	(83,468)	(6.7%)	(77,951)	(6.3%)
Total Op Revenue	13,135,333	14,656,421	14,083,239	14,554,435	54.0%	55.7%	54.7%	55.4%	1,419,102	10.8%	(100,986)	(0.7%)	471,196	3.3%
Indirect Revenue														
Commissions	230,068	235,091	233,372	235,856	0.9%	0.9%	0.9%	0.9%	5,788	2.5%	765	0.3%	2,484	1.1%
Rentals	191,702	292,914	211,089	306,380	0.8%	1.1%	0.8%	1.2%	114,678	59.8%	13,466	4.6%	95,291	45.1%
Service Revenue	484,572	503,173	482,101	500,185	2.0%	1.9%	1.9%	1.9%	15,613	3.2%	(2,988)	(0.6%)	18,084	3.8%
Reimbursements	42,516	21,075	49,175	38,467	0.2%	0.1%	0.2%	0.1%	(4,049)	(9.5%)	17,392	82.5%	(10,708)	(21.8%)
Total Indirect Revenue	948,858	1,052,253	975,737	1,080,888	3.9%	4.0%	3.8%	4.1%	132,030	13.9%	28,635	2.7%	105,151	10.8%
Net Operating Revenue	14,084,191	15,707,674	15,058,976	15,635,323	57.9%	59.7%	58.5%	59.5%	1,551,132	11.0%	(72,351)	(0.5%)	576,347	3.8%
Other Revenue														
Student Segregated Fe	5,523,719	5,895,519	5,895,519	5,895,529	22.7%	22.4%	22.9%	22.5%	371,810	6.7%	10	0.0%	10	0.0%
Student Seg Fees - UE	4,254,306	4,271,925	4,271,925	4,271,925	17.5%	16.2%	16.6%	16.3%	17,619	0.4%				
Campus Vending	277,908	228,392	323,693	249,762	1.1%	0.9%	1.3%	1.0%	(28,146)	(10.1%)				
Membership	29,095	42,297	46,984	33,362	0.1%	0.2%	0.2%	0.1%	4,267	14.7%	(8,935)	(21.1%)	(13,622)	(29.0%)
Investment Revenue	3,552	4,533	14,875	3,911	0.0%	0.0%	0.1%	0.0%	359	10.1%	(622)	(13.7%)	(73,773)	(73.7%)
Investment Rev - UBP	5,153	2,200	7,406	1,000	0.0%	0.0%	0.0%	0.0%	(4,153)	(80.6%)	(1,200)	(54.5%)	(6,406)	(66.5%)
Miscellaneous	148,718	160,122	136,100	169,495	0.6%	0.6%	0.5%	0.6%	20,777	14.0%	9,373	5.9%	33,395	24.5%
Total Other Revenue	10,242,451	10,604,988	10,696,502	10,624,984	42.1%	40.3%	41.5%	40.5%	382,533	3.7%	19,996	0.2%	(71,518)	(0.7%)
Total Revenue	<u>24,326,642</u>	<u>26,312,662</u>	<u>25,755,478</u>	<u>26,260,307</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>1,933,665</u>	<u>7.9%</u>	<u>(52,355)</u>	<u>(0.2%)</u>	<u>504,829</u>	<u>2.0%</u>
EXPENSES														
Cost of Goods Sold														
Food	4,858,651	5,177,826	5,002,993	5,286,679	20.0%	19.7%	19.4%	20.1%	428,028	8.8%	108,853	2.1%	283,686	5.7%
Retail Merchandise	59,377	49,555	55,181	52,077	0.2%	0.2%	0.2%	0.2%	(7,300)	(12.3%)	2,522	5.1%	(3,104)	(5.6%)
Total Cost of Goods \$	4,918,028	5,227,381	5,058,174	5,338,756	20.2%	19.9%	19.6%	20.3%	420,728	8.6%	111,375	2.1%	280,582	5.5%
Direct Op Expenses														
Salaries, Wages, Fring	4,564,944	4,638,455	4,739,702	4,625,104	18.8%	17.6%	18.4%	17.6%	60,160	1.3%	(13,351)	(0.3%)	(114,598)	(2.4%)
Supplies & Services	2,221,408	2,181,000	2,324,624	2,263,947	9.1%	8.3%	9.0%	8.6%	42,539	1.9%	82,947	3.8%	(60,677)	(2.6%)
Depreciation - Equipme	151,285	190,108	193,807	190,772	0.6%	0.7%	0.8%	0.7%	39,487	26.1%	664	0.3%	(3,035)	(1.6%)
Total Direct Op Exper	6,937,637	7,009,563	7,258,133	7,079,823	28.5%	26.6%	28.2%	27.0%	142,186	2.0%	70,260	1.0%	(178,310)	(2.5%)
Support Services														
Salaries, Wages, Fring	1,744,861	1,892,935	1,907,589	1,857,712	7.2%	7.2%	7.4%	7.1%	112,851	6.5%	(35,223)	(1.9%)	(49,877)	(2.6%)
Supplies & Services	303,574	425,772	454,624	416,302	1.2%	1.6%	1.8%	1.6%	112,728	37.1%	(9,470)	(2.2%)	(38,322)	(8.4%)
Depreciation - Equipme	27,148	31,794	53,467	31,784	0.1%	0.1%	0.2%	0.1%	4,636	17.1%	(10)	(0.0%)	(21,683)	(40.6%)
Total Support Service	2,075,583	2,350,501	2,415,680	2,305,798	8.5%	8.9%	9.4%	8.8%	230,215	11.1%	(44,703)	(1.9%)	(109,882)	(4.5%)

	PRIOR ACTUAL	REVISED BUDGET	ORIGINAL BUDGET	CURRENT ACTUAL	PRIOR CS %	REV/BGT CS %	ORIG/BGT CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	REVISED BUDGET VAR	REVISED BUDGET %	ORIG BUDGET VARIANCE	ORIG BUDGET %
Facilities														
Salaries, Wages, Fring	\$2,807,876	\$2,924,702	\$3,042,487	\$2,890,603	11.5%	11.1%	11.8%	11.0%	\$82,727	2.9%	(\$34,099)	(1.2%)	(\$151,884)	(5.0%)
Supplies & Services	684,083	668,828	656,569	652,679	2.8%	2.5%	2.5%	2.5%	(31,404)	(4.6%)	(16,149)	(2.4%)	(3,890)	(0.6%)
Depreciation - Equipme	233,968	242,880	242,049	243,212	1.0%	0.9%	0.9%	0.9%	9,244	4.0%	332	0.1%	1,163	0.5%
Total Facilities Expen	3,725,927	3,836,410	3,941,105	3,786,494	15.3%	14.6%	15.3%	14.4%	60,567	1.6%	(49,916)	(1.3%)	(154,611)	(3.9%)
Programs & Leadership														
Salaries, Wages, Fring	471,236	511,789	506,694	533,243	1.9%	1.9%	2.0%	2.0%	62,007	13.2%	21,454	4.2%	26,549	5.2%
Supplies & Services	344,750	382,412	435,181	365,524	1.4%	1.5%	1.7%	1.4%	20,774	6.0%	(16,888)	(4.4%)	(69,657)	(16.0%)
Depreciation - Equipment		4,766	7,294	4,766		0.0%	0.0%	0.0%	4,766				(2,528)	(34.7%)
Total Program Expen:	815,986	898,967	949,169	903,533	3.4%	3.4%	3.7%	3.4%	87,547	10.7%	4,566	0.5%	(45,636)	(4.8%)
Depreciation & Major Repairs/Maintenance														
Major Rprs/Mnt - Equip	7,040	7,756	7,756	7,756	0.0%	0.0%	0.0%	0.0%	716	10.2%				
Major Rprs/Mnt - Bldg	203,552	312,368	289,569	312,368	0.8%	1.2%	1.1%	1.2%	108,816	53.5%				
Def Bldg Exp - UBP	2,635,533	1,612,035	1,638,903	1,626,719	10.8%	6.1%	6.4%	6.2%	(1,008,814)	(38.3%)	14,684	0.9%	(12,184)	(0.7%)
Depreciation - Bldg	224,301	212,941	210,889	212,949	0.9%	0.8%	0.8%	0.8%	(11,352)	(5.1%)	8	0.0%	2,060	1.0%
Total Depr & Major R	3,070,426	2,145,100	2,147,117	2,159,792	12.6%	8.2%	8.3%	8.2%	(910,634)	(29.7%)	14,692	0.7%	12,675	0.6%
Utilities, Taxes & Insurance														
Unemployment Compe	21,415	10,690	30,450	8,833	0.1%	0.0%	0.1%	0.0%	(12,582)	(58.8%)	(1,857)	(17.4%)	(21,617)	(71.0%)
Worker's Compensatio	74,319	68,167	78,050	68,167	0.3%	0.3%	0.3%	0.3%	(6,152)	(8.3%)			(9,883)	(12.7%)
Telephone	52,675	52,358	53,725	52,358	0.2%	0.2%	0.1%	0.2%	(317)	(0.6%)			(1,367)	(2.5%)
Insurance - Property	47,767	32,398	33,131	32,398	0.2%	0.1%	0.1%	0.1%	(15,369)	(32.2%)			(733)	(2.2%)
Heating/Cooling	53,033	77,292	72,569	68,757	0.2%	0.3%	0.3%	0.3%	15,724	29.6%	(8,535)	(11.0%)	(3,812)	(5.3%)
Electricity	77,360	97,869	98,644	97,869	0.3%	0.4%	0.4%	0.4%	16,668	21.5%	(3,841)	(3.9%)	(4,616)	(4.7%)
Water & Sewer	42,715	36,740	37,156	36,740	0.1%	0.1%	0.1%	0.1%	(5,975)	(14.0%)			(416)	(1.1%)
Trash Removal	45,608	48,592	49,525	48,592	0.2%	0.2%	0.2%	0.2%	2,984	6.5%			(933)	(1.9%)
Total Utilities, Taxes & Insurance	414,892	424,106	453,250	409,873	1.7%	1.6%	1.8%	1.6%	(5,019)	(1.2%)	(14,233)	(3.4%)	(43,377)	(9.6%)
State/UW Assessments														
Municipal Services	55,377	59,808	62,475	59,808	0.2%	0.2%	0.2%	0.2%	4,431	8.0%			(2,667)	(4.3%)
Utility Assessments	148,549	151,910	157,444	151,910	0.6%	0.6%	0.6%	0.6%	3,361	2.3%			(5,534)	(3.5%)
UW Assessments	488,473	684,981	522,081	685,005	2.0%	2.6%	2.0%	2.6%	196,532	40.2%	24	0.0%	162,924	31.2%
Total State/UW Asses	692,399	896,699	742,000	896,723	2.8%	3.4%	2.9%	3.4%	204,324	29.5%	24	0.0%	154,723	20.9%
Other Expenses														
Debt Svc UBP/WU	2,028,121	3,111,534	3,044,447	3,111,534	8.3%	11.8%	11.8%	11.8%	1,083,413	53.4%			67,087	2.2%
Misc - SWF, S&S	225,363	212,243	162,050	218,050	0.9%	0.8%	0.6%	0.8%	(7,313)	(3.2%)	5,807	2.7%	56,000	34.6%
Reimbursements	42,516	21,075	49,175	38,467	0.2%	0.1%	0.2%	0.1%	(4,049)	(9.5%)	17,392	82.5%	(10,708)	(21.8%)
Total Other Expenses	2,296,000	3,344,852	3,255,672	3,368,051	9.4%	12.7%	12.6%	12.8%	1,072,051	46.7%	23,199	0.7%	112,379	3.5%
Total Expenses	24,946,878	26,133,579	26,220,300	26,248,843	102.5%	99.3%	101.8%	100.0%	1,301,965	5.2%	115,264	0.4%	28,543	0.1%
Net Income/(Loss)	(620,236)	179,083	(464,822)	11,464	(2.5%)	0.7%	(1.8%)	0.0%	631,700	(101.8%)	(167,619)	(93.6%)	476,286	(102.5%)

Wisconsin Union
Income Statement Snapshot
Year to Date
As of January 31, 2014

FINAL
02/28/14

	ORIGINAL BUDGET	REVISED BUDGET	CURRENT ACTUAL	ORIGINAL BUDGET VARIANCE	REVISED BUDGET VARIANCE	PRIOR ACTUAL
REVENUE						
OPERATIONS & PROGRAMS	\$8,666,287	\$9,087,752	\$9,117,818	\$451,531	\$30,066	\$7,964,234 Restaurants and Markets & Cafes
RETAIL DINING	3,099,663	3,181,126	3,140,252	40,589	(40,874)	2,956,697 MU/US and Grainger Catering, plus Conference Centers
CATERING	1,682,247	1,749,684	1,783,127	100,880	33,443	1,644,014 US Hotel/MU Guestrooms, AV rentals, campus vending, Facility fees,...
FACILITY RENTALS & FEES	1,239,324	1,244,841	1,161,373	(77,951)	(83,468)	1,122,971 Theater Operations/Season, Minicourses, Alt Breaks, Hoofers...
PROGRAMS						
SUBTOTAL OPS&PROG	14,687,521	15,263,403	15,202,570	515,049	(60,833)	13,687,916
SEG FEES - WU	5,895,519	5,895,519	5,895,529	10	10	5,523,719
SEG FEES - UBP	4,271,925	4,271,925	4,271,925			4,254,306
PARTNERSHIP/WISCARD RE	538,572	569,925	574,393	35,821	4,468	536,798 Wiscard partnership fees, ATM commissions, Housing Wiscard web transaction fee reimbursement,...
CAMPUS/OTHER REIMBURS	283,248	252,735	266,879	(16,369)	14,144	271,700 Campus Photo ID Office/CESO support, student theater ticket subsidy supp, offsetting cost reimbursements, ...
MEMBERSHIP & MISC	78,693	59,154	49,009	(29,684)	(10,145)	52,203 Membership, interest income, miscellaneous gifts/contributions, ...
TOTAL REVENUE	25,755,478	26,312,661	26,260,305	504,827	(52,356)	24,326,642
EXPENSES						
COST OF GOODS SOLD	5,056,174	5,227,381	5,338,756	280,582	111,375	4,918,028 Food costs, products and costs associated with generating revenue by the units
DIRECT OP EXPENSES	7,417,296	7,162,295	7,265,522	(151,774)	103,227	7,089,179 Salaries/wages/fringes, general expenses for the revenue units, Hoofers expenses, Minicourses,...
SUPPORT SERVICES	2,256,517	2,197,770	2,120,099	(136,418)	(77,671)	1,924,042
FACILITIES	3,941,105	3,836,410	3,786,494	(154,611)	(49,916)	3,725,927
PROGRAMS & LEADERSHIP	949,169	896,967	903,533	(45,636)	4,566	815,966 Includes cost of WUD no fee or admission cost programming expenses
DEPRECIATION/BUILDINGS	210,889	212,941	212,949	2,060	8	224,301
MAJOR REPR/BLDGS & EQ	1,936,228	1,932,159	1,946,843	10,615	14,684	2,846,125 Includes UBP commitment
UTILITIES/TAXES/INS/TELEP	453,250	424,106	409,873	(43,377)	(14,233)	414,892
STATE/UNW ASSESSMENTS	742,000	896,699	896,723	154,723	24	692,399
INTEREST EXPENSE/BOND	3,044,447	3,111,534	3,111,534	67,087		2,028,121
OTHER & OFFSETTING EXP	211,225	233,318	256,517	45,292	23,199	267,879 State budget assessments (prior year), Wiscard credit card fees, UBP project swf, cashier testing services...
TOTAL EXPENSE	26,220,300	26,133,580	26,248,843	28,543	115,263	24,946,879
NET INCOME(LOSS)	(464,822)	179,081	11,462	476,284	(167,619)	(620,237)