

REVENUE	Budget 18-19	Notes
<u>Freestyle</u>		
Memberships/Admin Fee	\$3,450	Based on 32 Home Club Members at \$100 each and 2 Associate Club Members at \$125 each. Due June 30th. Second family members get 50% discount on membership.
Buy-on-Ice	\$1,500	
Freestyle Ice	\$51,000	Based on 32 HC Members and 2 Associate Members. Based on 17 X-Skate High and 15 X-Skate Low skaters. Based on 4 second family members (2 Low, 2 High). Cost \$160/month year-long high, \$120/month year-long low. \$165 High Quarterly, \$125 Low Quarterly. Offer \$25 discount for early bird (June 2) full year memberships.
Power and Edge Classes	\$1,000	\$0 for High Skaters, \$200 yearly for low or \$60 Quarterly for low.
Total Freestyle Revenue	\$56,950	
<u>Learn to Skate</u>		
LTS Fee Revenue	\$33,000	\$15/session, goal 90 Unique skaters. Ave 55 skaters/month. Offer 3-4 sessions/month. Summer, Fall, Winter, Spring Quarter Registrations
LTS Plus Membership (USFS Introductory Membership)	\$250	Based on 5 LTS+ at \$50 each
LTS Comp Practice Ice	\$1,000	We need to charge skater for this - this year
Total LTS Revenue	\$34,250	

Advanced Synchronized Skating		
Skater Fee's		
Fundraising		
Corporate Sponsor		
Total Advanced Synchronized Skating Revenue	\$0	Each family required to volunteer 25 hours instead of 20.
Beginning Synchronized Skating		
Skater Fee's		
Fundraising		
Corporate Sponsor		
Total Beginning Synchronized Skating Revenue	\$0	Each family required to volunteer 25 hours instead of 20.

Testing		
Testing Fee's - Feb, May, August	\$5,500	This includes 3 tests (Feb, May, August).
GCC Testing Registration	\$5,500	
Total Testing Revenue	\$11,000	
Granite City Classic		
Competition Registration Fee's/Merchandise	\$58,000	
Vendors	\$1,350	
Practice Ice	\$300	
Programs	\$330	
Total GCC Revenue	\$59,980	

Basic Skills Competition		
Vendors	\$100	
Registration fee's/Merchandise	\$6,500	
Total BSC Revenue	\$6,600	
Ice Show		
Chuck a Duck	\$250	
Personal Ads	\$150	
Costumes/Registration	\$6,500	GOAL 75 SKATERS. Freestyle Skater Goal - 30 Skaters. \$100 (\$55 Reg, \$45 Costume). LTS/LTS+ Goal - 45 Skaters \$75 (\$35 Reg, \$40 Costume).
Flowers	\$1,500	
Patron Donation/Parent Passes	\$1,000	
Program Sales	\$550	
Ticket Sales	\$6,000	
Cash Raffle	\$5,000	
DVD/Video	\$800	
Total Ice Show Revenue	\$21,750	

Skate Exchange		
Skate Exchange Sales	\$300	Club get's 10% of all sales
Skate Exchange Revenue	\$300	
<u>Corporate Sponsorship</u>		
Cash Sponsors	\$4,000	
Total Sponsorship Revenue	\$4,000	
<u>Annual Banquet</u>		
Cost per person for meal	\$910	\$13/person at 70 people, coaches free
Total Banquet Revenue	\$910	

<u>Freestyle/LTS+ Programs</u>		
Mini Camps	\$2,000	
Other Programs	\$1,000	
Total Programs Revenue	\$3,000	
<u>Volunteer Fee's Collected</u>	\$0	\$100 for those who don't meet requirements.
<u>Contributions/Interest from Bank</u>	\$300	
TOTAL REVENUE	\$199,040	

EXPENSES	Budget 18-19	Notes
<u>Freestyle</u>		
Freestyle Ice	\$70,500	
USFSC College Memberships	\$0	No seniors this year.
USFSC Membership Fees	\$1,920	Based on 32 HC members. \$60 USFS)
Freestyle Program Director Stipend	\$6,000	See updated job description
Pro Reimbursement for Fee's (USFSA/SCFSC Membership, First Aid/CPR training, PSA or Liability, and education).	\$1,800	Reimbursed based on club policy, estimate we have 7 freestyle coaches
Total Freestyle Expense	\$80,220	
<u>Learn to Skate</u>		
LTS Director Stipend plus possible bonus	\$6,250	\$6,000 Salary, \$250 incentive bonus based on growth and retention.
LTS Coaches Payroll	\$5,750	HS Coaches \$12/hr, College Coaches \$15/hr, Adult coaches with freestyle credentials \$18/hr.
Coaches LTS Membership, CPR/First Aid Training	\$500	\$40/coach for membership, every other year CPR/FA training.
LTS Director - LTS USA National Conference	\$1,500	
Ice	\$14,000	allows for competition practice ice, but skaters are charged fee
Marketing/Promotions	\$2,500	
Supplies	\$300	
LTS+ Introductory Membership fee's	\$150	\$30 X 5 USFSA Introductory fee
Total LTS Expense	\$30,950	

Advanced Synchronized Skating		
Practice Ice		
Dresses/Alterations	\$200	
Competition Fee's	\$300	
Ice Show Fee's		
Coaching Stipend		
Coaching Expenses - hotel, milage, meals		
Parent Admin - Volunteer		
Total Synchronized Skating Expense	\$500	
Beginning Synchronized Skating		
Practice Ice		
Dresses/Alterations	\$200	
Competition Fee's	\$300	
Ice Show Fee's		
Coaching Stipend		
Coaching Expenses - hotel, milage, meals		
Parent Admin - Volunteer		
Total Synchronized Skating Expense	\$500	

Testing		
Ice	\$4,000	Includes GCC and 3 other test sessions
Judges Mileage/Gift Card /Hotel	\$750	Not counting GCC
USFS/TCFSA fees	\$2,500	
Supplies	\$100	
Total Testing Expense	\$7,350	
Granite City Classic		
Merchandise	\$2,000	
Practice/Competition Ice	\$7,500	
Judges Mileage/Gift Card/Hotels	\$14,500	
Promotions/Marketing	\$400	
Skater Gifts	\$1,400	
Supplies	\$100	
Food/Catering	\$1,800	Could be save some \$ here by getting more inkind?
Announcer Fee	\$75	
Programs	\$375	
Entryeeze Entry Fee	\$125	
Trophy/Awards	\$5,100	
Total GCC Expense	\$33,375	

Basic Skills Competition		
Ice	\$1,300	
Judges Fees/Mileage/Gift Cards	\$250	
Skater Gifts	\$0	used GCC left overs
CMBS Fee	\$250	
Promotions/Marketing	\$0	
Trophy/Awards	\$1,500	
Supplies	\$100	
Total BSC Expense	\$3,400	
Ice Show		
Coaches	\$900	LTS and Freestyle Director do not get additional pay, their ice show pay is included in director role.
Costumes	\$4,225	
Flowers	\$1,000	
Ice	\$6,500	
Guest Skater for Show	\$1,000	
Spot Lights	\$650	
Programs	\$650	
Cash Raffle Expense	\$2,000	
Marketing/Promotions	\$750	
Supplies	\$1,500	
Nick from Steve Diamond (photo/video)	\$1,500	
Chip Rauth Music	\$400	
Announcer Fee	\$300	
Total Ice Show Expense	\$21,375	

Annual Banquet		
Food	\$1,500	Coaches eat free
Room Rental Space	\$0	
Decorations	\$200	
Gifts (Seniors, Coaches, etc...)	\$500	
Total Annual Banquet Expense	\$2,200	
Freestyle/LTS+ Programs		
Mini Camps	\$2,000	
Other Programs	\$1,000	
Total Program Costs	\$3,000	
45th Anniversary	\$750	
Administrative Costs		
SportsEngine Annual fee	\$595	
SportsEngine 3% plus \$1	\$4,000	\$3,587 as of 4/22/18 and 323 transactions
MAC Lockerroom Rental	\$2,300	This would take away individual fees, eliminate office. We would need to have a plan for who get's a locker.
Payroll Taxes	\$3,000	Only Directors
Insurance	\$2,200	
Bank Fee's	\$100	
Postage	\$100	
Printing	\$500	
Supplies/Office Equipment	\$750	
USFSA Fees for Board Members	\$360	\$30 X 12 board members
Promotions/Marketing	\$500	
Gifts/Sympathy Cards	\$200	
Professional Fee's/Taxes	\$2,000	
Total Administrative Costs	\$16,605	
TOTAL EXPENSES	\$200,225	

2018-19 NET	
Total	\$ (1,185.00)