

|  |          |           |         |           |                              |           |           |          |          |         |          |       |           |                |
|--|----------|-----------|---------|-----------|------------------------------|-----------|-----------|----------|----------|---------|----------|-------|-----------|----------------|
| 3/5/2022                                   |          | qty       |         |           |                              | Base      | ClubScull | Rack     | LTScul   | LTSweep | MasterSw | STUsw | TOTAL2012 | Program budget |
| OPENING Cash Balance                       |          |           |         |           |                              |           |           |          |          |         |          |       |           |                |
|  | Price \$ | # members |         |           | Notes 2022                   |           |           |          |          |         |          |       |           |                |
| Membership discounted                      | 175      | 36        | \$6,300 | \$ -      | increased \$25               | \$ -      |           |          |          |         |          |       | \$ -      |                |
| Membership full price                      | 200      | 35        | \$7,000 |           | Added 20 people with Sweep p | \$ -      |           |          |          |         |          |       | \$ -      |                |
| Membership Student or Half Year            | 100      | 18        | \$1,800 |           |                              | \$ -      |           |          |          |         |          |       | \$ -      |                |
| Subtotal Base Membership                   |          |           |         | \$ 15,100 |                              | \$ 15,100 |           |          |          |         |          |       | \$ 15,100 |                |
| other revenue (donations)                  |          |           |         |           |                              | \$ -      |           |          |          |         |          |       |           |                |
| Sculling Logbook                           | \$275    | 24        | \$6,600 |           | increased \$25               | \$ -      | \$ 6,600  |          |          |         |          |       | \$ 6,600  |                |
| Half year logbook/ restricted              | \$150    | 12        | \$1,800 |           |                              | \$ -      | \$ 1,800  |          |          |         |          |       | \$ 1,800  |                |
| Sculling (Student)                         | \$150    | 8         | \$1,200 |           |                              |           | \$ 1,200  |          |          |         |          |       | \$ 1,200  |                |
| Racks (cost is \$285) plus outdoor @ \$150 | \$425    | 21        | \$8,925 |           | increased \$25               |           |           | \$ 8,925 |          |         |          |       | \$ 8,925  |                |
| LTScul Program - sess 1 - 6 wks            | \$325    | 6         | \$1,950 |           | increased \$50               |           |           |          | \$ 1,950 |         |          |       | \$ 1,950  |                |
| LTScul Program - sess 2 - 6 wks            | \$325    | 6         | \$1,950 |           | increased \$50               |           |           |          | \$ 1,950 |         |          |       | \$ 1,950  |                |
| Intermediate Sculling - coached            | \$150    | 0         | \$0     |           | NA 2022                      |           | \$ -      |          | \$0      |         |          |       | \$ -      |                |
| Advanced Sculling - coached                | \$120    | 0         | \$0     | \$ -      | NA 2022                      |           | \$ -      |          | \$0      |         |          |       | \$ -      |                |
| Total sculling                             |          |           |         | \$22,425  |                              | \$ 15,100 | \$9,600   | \$8,925  | \$3,900  |         |          |       | \$ 37,525 |                |
| Sweep Categories                           |          |           |         |           |                              |           |           |          |          |         |          |       |           |                |
| Masters Sweep 1                            | \$ 325   | 12        | \$3,900 |           | 20 rows                      |           |           |          |          |         | \$3,900  |       | 3900      |                |
| masters Sweep 2                            | \$ 325   | 12        | \$3,900 |           | 20 rows                      |           |           |          |          |         | \$ 3,900 |       | 3900      |                |
| Open Sweep (season)                        | \$ 150   | 0         | \$0     |           |                              | 0         |           |          |          |         |          | \$ -  | 0         |                |
| Summer Sweep Open (Student)                | \$ 150   | 0         | \$0     |           |                              | 0         |           |          |          |         |          | \$ -  | 0         |                |
| LTSweep 1, 2                               | \$ 175   | 24        | \$4,200 |           | prior was \$125/99           |           |           |          |          | \$4,200 |          |       | 4200      |                |
| Total Sweep                                |          |           |         | \$12,000  |                              | \$0       | \$0       |          |          | \$4,200 | \$7,800  | \$0   | \$12,000  | Total Sweep    |
|  |          |           |         | \$ -      |                              |           |           |          |          |         |          |       |           |                |
| Total Income                               |          |           |         | \$ 49,525 |                              | \$15,100  | \$9,600   | \$8,925  | \$3,900  | \$4,200 | \$7,800  | \$0   | \$49,525  |                |

| EXPENSES                                |                        |          |          |           |                   | Base      | ClubScull     | Rack     | LTScull   | LTSweep   | MasterSw  | STUSw          | 2012           | Program budget |
|---|------------------------|----------|----------|-----------|-------------------|-----------|---------------|----------|-----------|-----------|-----------|----------------|----------------|----------------|
| Payments to UML                         |                        |          | \$18,000 |           |                   | \$ 6,000  | \$2,400       | \$6,000  | \$1,200.0 | \$1,200.0 | \$1,200.0 | 0              | \$ 18,000      |                |
| Erg rental                              |                        |          | \$0      |           |                   | \$ -      |               |          |           |           |           |                | \$ -           |                |
| Rental of all launches from UML         |                        |          | \$2,500  |           | we only need 1    | \$ -      |               |          | \$ 833    | \$ 833    | \$ 833    | \$0.00         | \$ 2,500       |                |
| Equipment Maintenance/ repairs          |                        |          | \$1,000  |           |                   | \$ 155    | \$160         | \$160    | \$175     | \$175     | \$175     | \$ -           | \$ 1,000       |                |
| Insurance (boats, D&O, regattas)        |                        |          | \$5,100  |           |                   | \$ 510    | \$ 2,040      | \$ 510   | \$ 680    | \$ 680    | \$ 680    | \$ -           | \$ 5,100       |                |
| Safety                                  |                        |          | \$250    |           |                   | \$ 250    |               |          |           |           |           | \$ -           | 250            |                |
| Social                                  |                        |          | \$250    |           |                   | \$ 250    |               |          |           |           |           |                | 250            |                |
| Annual Party & gifts                    |                        |          | \$2,500  |           |                   | \$ 2,500  |               |          |           |           |           |                | 2500           |                |
| US Rowing membership                    |                        |          | \$400    |           |                   | \$ 400    |               |          |           |           |           |                | 400            |                |
| Scholarships - Charity                  |                        |          | \$1,000  |           |                   | \$ 1,000  |               |          |           |           |           |                | 1000           |                |
| Website                                 |                        |          | \$800    |           |                   | \$ 800    |               |          |           |           |           |                | 800            |                |
| Tax prep                                |                        |          | \$1,750  |           |                   | \$ 1,750  |               |          |           |           |           |                | 1750           |                |
| Government filings. Launch registration |                        |          | \$100    |           |                   | \$ 100    |               |          |           |           |           |                | 100            |                |
| PO Box rent                             |                        |          | \$350    |           |                   | \$ 350    |               |          |           |           |           |                | 350            |                |
| Zoom                                    |                        |          | \$110    |           |                   | \$ 110    |               |          |           |           |           |                | 110            |                |
| Office expenses incl postage            |                        |          | \$400    |           |                   | \$ 400    |               |          |           |           |           |                | 400            |                |
|   | Operating Expenses     |          |          | \$34,510  |                   |           |               |          |           |           |           |                | 0              | total Operati  |
|   |                        |          |          |           |                   | \$ 14,575 | \$ 4,600      | \$ 6,670 | \$ 2,889  | \$ 2,889  | \$ 2,889  | \$ -           | \$ 34,510      |                |
| Overhead allocation                     |                        |          |          |           |                   |           |               |          |           |           |           |                |                |                |
| Programs                                |                        |          |          |           |                   | Base      | ClubScull     | Rack     | LTScull   | LTSweep   | MasterSw  | OpenSw         | \$ -           |                |
| Coxswains                               |                        |          | \$1,120  |           |                   |           |               |          |           |           |           | \$ -           | \$ 800         |                |
|   | Open                   | \$ -     |          |           | No Open Sweep     |           |               |          |           |           | \$ 800    |                | \$ 800         |                |
|   | Masters Sweep          | \$ 800   |          |           | \$20, 40 rows     |           |               |          |           | \$ 320    |           |                | \$ 320         |                |
|   | LTSweep                | \$ 320   |          |           | \$20, 16 rows     |           |               |          |           |           |           |                | \$ -           |                |
| Sweep Boat rentals                      |                        |          | \$2,500  |           |                   |           |               |          |           |           |           | \$ -           | \$ -           |                |
|   | Open                   | \$ -     |          |           | no open sweep     |           |               |          |           |           | \$ 1,750  |                | \$ 1,750       |                |
|   | Master Sweep           | \$ 1,750 |          |           | 70% of \$2500     |           |               |          |           | \$ 750    |           |                | \$ 750         |                |
|   | LTSweep                | \$ 750   |          |           | 30% of \$2500     |           |               |          |           |           |           |                | \$ -           |                |
| Coaching                                |                        |          | \$4,800  |           |                   |           |               |          |           |           |           | \$ -           | \$ -           |                |
|   | Open                   | \$ -     | \$0      |           |                   |           |               |          | \$ 1,440  |           |           |                | \$ 1,440       |                |
|   | LTScull                | \$ 1,440 |          |           |                   |           |               |          |           |           | \$ 2,400  |                | \$ 2,400       |                |
|   | M Sweep                | \$ 2,400 |          |           | \$60, 40 sessions |           |               |          |           | \$ 960    |           |                | \$ 960         |                |
|   | LT Sweep               | \$ 960   |          |           | \$60, 16 sessions |           | \$ -          |          |           |           |           |                | \$ -           |                |
|   | Sculling, Int/Adv      | \$ -     |          |           |                   |           |               |          |           |           |           |                |                |                |
|   |                        |          |          |           |                   |           | \$ -          |          | \$ 1,440  | \$ 2,030  | \$ 4,950  | \$ -           | \$ 8,420       |                |
| Sub total                               | Coaching Expenses      |          | \$8,420  |           |                   |           |               |          |           |           |           |                |                |                |
|   |                        |          |          |           |                   | \$0       | \$0.0         |          | \$0.0     | \$0.0     | \$0.0     | \$0.0          |                |                |
| reserve for damage                      | 2* \$1000 deductible   |          | \$0      |           |                   | \$0       |               |          | 0         | 0         | 0         | 0              |                |                |
| Gas for launch                          |                        |          |          |           |                   |           | \$0.0         |          | \$0       | \$0       | \$0       | \$0            | \$ -           |                |
| Other Total                             |                        |          | \$0      |           |                   |           |               |          |           |           |           |                |                | program exp    |
|   |                        |          |          |           |                   | \$ -      | \$ -          | \$ -     | \$ 1,440  | \$ 2,030  | \$ 4,950  | \$ -           | \$ 8,420       |                |
|   | Total Program Expenses |          | \$8,420  |           |                   |           |               |          |           |           |           |                |                |                |
|   | Sweep Expenses         | \$6,980  |          |           |                   |           |               |          |           |           |           |                |                | total expense  |
|   | Sculling Expense       | \$1,440  |          |           |                   | \$ 14,575 | \$ 4,600      | \$ 6,670 | \$ 4,329  | \$ 4,919  | \$ 7,839  | \$ -           | \$ 42,930      |                |
| Total Expenses                          |                        |          |          | \$ 42,930 |                   |           |               |          |           |           |           |                |                |                |
| Total Operating Income/(Loss)           |                        |          | \$ 6,595 |           |                   | \$ 525    | \$ 5,000      | \$ 2,255 | \$ (429)  | \$ (719)  | \$ (39)   | \$ -           | \$ 6,594       |                |
|   | Boat Sale              | \$ -     | \$ -     |           |                   |           |               |          |           |           |           |                | \$ 6,594       |                |
|   |                        | \$ -     |          |           |                   |           |               |          |           |           |           |                |                |                |
|   |                        |          |          |           |                   | Base      | ClubScull     | Rack     | LTScull   | LTSweep   | MasterSw  | OpenSw         | Total          |                |
| Cash Transactions - not in budget       |                        |          |          |           |                   |           |               |          |           |           |           |                |                |                |
| List equipment purchases                |                        |          | \$0      | \$ -      |                   |           |               |          |           |           |           |                |                |                |
| Oars- sweep                             |                        |          | \$0      | \$ -      |                   |           |               |          |           |           |           |                |                |                |
| Oars - sculling                         |                        |          | \$0      | \$ -      |                   |           |               |          |           |           |           |                |                |                |
| Donations                               |                        |          |          |           |                   |           |               |          |           |           |           |                |                |                |
| Total Capital Expense                   |                        |          | \$0      | \$ -      |                   |           |               |          |           |           |           |                |                |                |
| Revenue from sale of boats              |                        |          | \$0      |           |                   |           | Program P & L |          | Base      | Logbook   | Rack      | Learn To Scull | Learn To Sweep | Master Sweep   |

[illegible]