

<b>BC Athletics</b>									
<b>Comparative Income Statement</b>									
<b>For the period ending March 31, 2019</b>									
	<b>Current Year 2018-19</b>				<b>Prior Year 2017-18</b>			<b>NOTES</b>	
	<b>Actual YTD</b>	<b>Operating Budget YTD</b>	<b>Variance</b>		<b>Actual YTD</b>	<b>Audited Year End</b>	<b>Operating Budget 2018-19</b>	<b>Year over Year Variance</b>	
<b>Revenue</b>									
TOTAL ASSOCIATION COMMITTEE MTGS	12,314.32	14,200.00	(1,885.68)	-13%	13,762.57	13,762.57	14,200.00	(1,448.25)	Awards banquet rev less than previous yr
TOTAL ADMINISTRATION REVENUE	814.06	1,800.00	(985.94)	-55%	468.96	468.96	1,800.00	345.10	Bank Interest was not achieved
TOTAL PUBLICATIONS REVENUE	1,170.84	750.00	420.84	56%	25.00	25.00	750.00	1,145.84	Increase in Chg Manual sales
TOTAL LEADERSHIP REVENUE	22,055.00	30,899.96	(8,844.96)	-29%	17,362.34	17,362.34	30,900.00	4,692.66	Leadship Revenue shortfall: 1. Cancellation of planned Sport & Club Ch courses due to facilities not available & too few registrants. 2. Perf Ch Course - moved to 2019/20 yr. 3. Ch Evaluations - # anticipated did not happen. 3. No Rd Rg & XC Coach seminars held. 4. Officials Certification - # of Lv 2 courses was less than planned & some were moved to the 2019-20 yr.
TOTAL RUN JUMP THROW WHEEL REVENUE	15,034.37	21,500.00	(6,465.63)	-30%	17,513.66	17,513.66	21,500.00	(2,479.29)	Sponsorship & RJTW materials did not meet previous yrs levels - which is what we base the Operating Budget on.
TOTAL IN PROVINCE COMPETITION REVENUE	102,815.95	117,200.08	(14,384.13)	-12%	99,445.71	99,445.71	117,200.00	3,370.24	Timing of receipt of Champs entry fees. W50 - Rev remained as in prev yr - missed by 20K. Timing of Equipment rental income.
TOTAL MARKETING & PROMOTION REVENUE	66,081.22	106,600.04	(40,518.82)	-38%	71,300.49	71,300.49	106,600.00	(5,219.27)	Donations thru NSTF did not meet estimates - means that there is an equal reduced expense. NSTF campaign was delayed at Sport BC level & need to update NSTF donation link on BCA Website. VIK support done from previous yr and missed budget by 37K. Merchandise sales and Donations missed budget. To be reduced by \$4,750 / transferred to 45550 BC Summer Games donation.
TOTAL HOSTING EVENTS	-	-	-	###	-	-	-	-	
TOTAL GRANTS/PROGRAM REVENUE	433,134.21	432,585.60	548.61	0%	430,816.96	430,816.96	432,585.00	2,317.25	
TOTAL SPECIAL PROGRAMS REVENUE	197,001.66	207,999.96	(10,998.30)	-5%	219,200.36	219,200.36	208,000.00	(22,198.70)	Add \$4,750.00 from Nat'l Sport Trust Fund to BC Summer Games donation - Acct 45550
TOTAL MEMBERSHIPS	414,445.21	455,849.96	(41,404.75)	-9%	426,139.37	426,139.37	455,850.00	(11,694.16)	Timing of the receipt of Mbrship fees because of later Club Registrations due to Easter falling in later April and DOE Rd Rg down yr to date from prev yr due to timing of receipt of DOE Rev.
TOTAL ATHLETE DEVELOPMENT REVENUE	26,214.62	32,750.00	(6,535.38)	-20%	-	-	32,750.00	26,214.62	T&F Clinics - increased but missed rev target.
TOTAL AWARDS/RECOGNITION REVENUE	-	-	-		789.38	789.38	-	(789.38)	
TOTAL OTHER INCOME	4,247.94	4,150.00	97.94	2%	4,147.56	4,147.56	8,300.00	100.38	
<b>TOTAL REVENUE</b>	<b>1,295,329.40</b>	<b>1,426,285.60</b>	<b>(130,956.20)</b>	<b>-9%</b>	<b>1,300,972.36</b>	<b>1,300,972.36</b>	<b>1,430,435.00</b>	<b>(5,642.96)</b>	Reflected in line items above.

<b>Expenses</b>								-	
TOTAL STAFFING	374,338.25	392,099.92	(17,761.67)	-5%	378,817.38	378,817.38	392,100.00	(4,479.13)	Some staff salary adjustments were pd out in 2019-20 yr. Staff travel less than budgeted.
TOTAL PACCD/REG CH/BC ENDUR PROJ	119,699.59	118,700.00	999.59	1%	135,118.01	135,118.01	118,700.00	(15,418.42)	
TOTAL ASSOCIATION COMMITTEE	50,276.07	74,350.00	(24,073.93)	-32%	48,046.89	48,046.89	74,350.00	2,229.18	Reduced committee and AGM expenses
TOTAL ADMINISTRATION	264,292.75	282,319.96	(18,027.21)	-6%	269,575.74	269,575.74	286,020.00	(5,282.99)	Over & Under expenses on various Admin Costs - +/- \$4000 to 85.00 thru all accounts
TOTAL PUBLICATIONS	1,987.35	2,650.00	(662.65)	-25%	3,306.71	3,306.71	2,650.00	(1,319.36)	Reduced Rule book costs + website & Cal of Evts costs
TOTAL LEADERSHIP	61,520.63	67,700.00	(6,179.37)	-9%	55,569.93	55,569.93	67,700.00	5,950.70	Perf Ch course moved to 2019-2020. Learning facilitator upgrading delayed to 2019-20.
TOTAL RUN JUMP THROW WHEEL	65,516.39	74,799.96	(9,283.57)	-12%	58,413.47	58,413.47	74,800.00	7,102.92	Salary Adj billing re payroll - to be received for Mar 2019. Resource & Product Development (equipment & manuals) reduced from operating budget
TOTAL IN PROVINCE COMPETITIONS	128,310.44	145,245.00	(16,934.56)	-12%	134,183.51	134,183.51	145,245.00	(5,873.07)	Some 2018-19 Championship and Regional Series grants yet to paid (awaiting financial reports) or Reg Series did not happen - therefore not grant provided. W50 expense was \$2,500 less than budgeted.
TOTAL HOSTING COMPETITIONS	53.50	-	53.50		-	-	-	53.50	
TOTAL BC TEAM PROGRAMS	129,294.50	138,999.96	(9,705.46)	-7%	106,508.91	106,508.91	139,000.00	22,785.59	Reduced team costs and no cost for Mara / Half Mara Cdn Championships
TOTAL ATHLETE DEVELOPMENT	75,599.40	58,310.00	17,289.40	30%	97,729.44	97,729.44	72,310.00	(22,130.04)	Throws Summit & XC Camps - expanded initiatives. Para-Athlete Travel to Nat'l T&F Championships. Support for Nat'l Para Challenge Series. \$2K over in BC Athlete Assistance.
TOTAL MARKETING & PROMOTION	7,559.97	5,000.00	2,559.97	51%	6,440.54	6,440.54	5,000.00	1,119.43	Increased Public Relations Expense
TOTAL SPECIAL PROGRAMS	52,813.22	35,000.00	17,813.22	51%	25,597.01	25,597.01	35,000.00	27,216.21	BC Team Uniforms - (to be adjusted thru Inventory) Increased costs for 2018 BC Summer Games - Officials, Competition uniforms, Prov Advisory travel & support
TOTAL AWARDS/RECOGNITION	2,513.27	2,000.00	513.27	26%	4,328.38	4,328.38	2,000.00	(1,815.11)	Officials - reduced through Officials deferred revenue.
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<b>TOTAL EXPENSE</b>	<b>1,333,775.33</b>	<b>1,397,174.80</b>	<b>(63,399.47)</b>	<b>-5%</b>	<b>1,323,635.92</b>	<b>1,323,635.92</b>	<b>1,414,875.00</b>	<b>10,139.41</b>	Reflected in line items above.
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<b>NET INCOME</b>	<b>\$ (38,445.93)</b>	<b>\$ 29,110.80</b>	<b>\$ (67,556.73)</b>	<b>-5%</b>	<b>\$ (22,663.56)</b>	<b>\$ (22,663.56)</b>	<b>15,560.00</b>	<b>(15,782.37)</b>	<b>Pre-Audit Net Income - (subject to adjustment )</b>

**Notes to 2019-2020 - DRAFT Budget**

**Revenues**

- 1 Core Grant for 2019-2020 Increased \$ 4,645.00 Non-Targeted Funding - can be used for any programs
- 2 Enhanced Excellence increased by \$10,000.00 \$ 10,000.00 Targeted \$\$ for HP Targeted Athlete & Personal Ch support
- 3 Sponsorship Cash Rev Increase - Pacific Dist Carnival/Cdn 10,000m Champs to off-set new expenses. \$\$ Amt to be determined - Pacific Distance Carnival & Vancouver Sun Run - Expenses to match Revenues and Program Sponsorship to Reduce Program Expenses
- 4 Sponsorship VIK Rev increase - W50; Rd Race Super Series, BC Championships; other as identified \$\$ Amt to be determined - W50 and Prov/Reginal Series/BC Championships - reflected in Expense to match Revenues
- 5 Increasing Program Reg Fees - Coaching Courses, Camps and other as identified \$\$ Amt to be determined - Coaching Courses & Increased # of Courses being delivered. Coaching Courses have a positive financial return with 10 to 15 participants - depending on travel, accomm, meals costs for Instructor(s) and type of course.

**Expenses**

- 1 Cdn Cross Country Champs in BC Nov 2019 & 2020 reduced expense to estimated \$15K from \$45.7K