

IPSC Ontario
Profit & Loss Prev Year Comparison
January through December 2018

	Jan - Dec 18	Jan - Dec 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4-1000 · Program Income				
4-1005 · Black Badge Admin Income	12,242.66	6,675.52	5,567.14	83.4%
4-1010 · Affiliation Fees - Annual	5,442.34	5,666.81	-224.47	-4.0%
4-1040 · Membership Dues				
4-1042 · Individual	112,588.95	15,985.00	96,603.95	604.3%
4-1045 · Family	3,978.30	495.00	3,483.30	703.7%
4-1047 · Late Fees	4,123.35	2,000.00	2,123.35	106.2%
4-1052 · Pro-rated individual membership	18,006.00	11,387.00	6,619.00	58.1%
4-2010 · Individual from deferred	0.00	73,688.00	-73,688.00	-100.0%
Total 4-1040 · Membership Dues	138,696.60	103,555.00	35,141.60	33.9%
Total 4-1000 · Program Income	156,381.60	115,897.33	40,484.27	34.9%
4-2000 · NROI Course Revenue				
4-2045 · Shirt Sales	115.04	1,769.91	-1,654.87	-93.5%
4-2000 · NROI Course Revenue - Other	1,327.50	5,384.20	-4,056.70	-75.3%
Total 4-2000 · NROI Course Revenue	1,442.54	7,154.11	-5,711.57	-79.8%
4-3400 · Direct Public Support				
4-3450 · Individ, Business Contributions	200.00	0.00	200.00	100.0%
Total 4-3400 · Direct Public Support	200.00	0.00	200.00	100.0%
4-5000 · Investments				
4-5030 · Interest-Savings, Short-term CD	0.00	1.45	-1.45	-100.0%
Total 4-5000 · Investments	0.00	1.45	-1.45	-100.0%
4-7400 · Other Types of Income				
4-7440 · Miscellaneous Income	10.00	5.82	4.18	71.8%
4-7445 · Previous Year Income	300.00	-80.00	380.00	475.0%
Total 4-7400 · Other Types of Income	310.00	-74.18	384.18	517.9%
Total Income	158,334.14	122,978.71	35,355.43	28.8%
Cost of Goods Sold				
5-0000 · Cost of Goods Sold	378.86	2,081.46	-1,702.60	-81.8%
Total COGS	378.86	2,081.46	-1,702.60	-81.8%
Gross Profit	157,955.28	120,897.25	37,058.03	30.7%
Expense				
6-1070 · Provincial Championship				
6-1071 · Sponsorship Fee	5,500.00	4,425.40	1,074.60	24.3%
6-1072 · Champion Entry Fees	916.00	780.00	136.00	17.4%
6-1073 · Class Award Plaques	1,491.30	1,277.00	214.30	16.8%
6-1074 · NROI Dedicated Support program	2,138.52	1,360.00	778.52	57.2%
6-1075 · Officials Recognition and Thank	0.00	900.00	-900.00	-100.0%
6-1076 · Meeting Expenses	0.00	321.56	-321.56	-100.0%
Total 6-1070 · Provincial Championship	10,045.82	9,063.96	981.86	10.8%
6-2050 · IPSC Canada Affiliation fees	24,100.00	24,100.00	0.00	0.0%

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6-2100 · Contract Services				
6-2135 · Accounting Fees	900.00	3,600.00	-2,700.00	-75.0%
6-2137 · Legal Fees	202.50	3,566.00	-3,363.50	-94.3%
6-2150 · Outside Contract Services	475.00	0.00	475.00	100.0%
Total 6-2100 · Contract Services	1,577.50	7,166.00	-5,588.50	-78.0%
6-2800 · Facilities and Equipment				
6-2805 · Storage	691.05	1,141.55	-450.50	-39.5%
Total 6-2800 · Facilities and Equipment	691.05	1,141.55	-450.50	-39.5%
6-4000 · Operations				
6-4015 · AGM Expense				
6-4018 · Postage	1,230.60	1,632.85	-402.25	-24.6%
6-4019 · Mailing	0.00	1,177.18	-1,177.18	-100.0%
6-5440 · Travel Reimbursement	946.39	372.00	574.39	154.4%
6-5460 · Meeting Room Rental & Lunches	1,350.00	1,638.75	-288.75	-17.6%
Total 6-4015 · AGM Expense	3,526.99	4,820.78	-1,293.79	-26.8%
6-4025 · Election Expense				
6-4026 · Hotel Reimbursement	641.00	0.00	641.00	100.0%
6-4027 · Travel Reimbursement	386.00	0.00	386.00	100.0%
6-4028 · Printing and Office materials	77.99	0.00	77.99	100.0%
6-4025 · Election Expense - Other	2,152.66	12.44	2,140.22	17,204.3%
Total 6-4025 · Election Expense	3,257.65	12.44	3,245.21	26,086.9%
6-4030 · Internet Services	4,597.11	2,266.13	2,330.98	102.9%
6-4042 · RO Course Subsidy	0.00	200.00	-200.00	-100.0%
6-4045 · Virtual Office Expense	4,814.40	7,517.13	-2,702.73	-36.0%
6-4060 · Postage, Mailing Service	290.94	41.17	249.77	606.7%
6-4065 · Level 3 Sponsorship				
6-4067 · Dedicated Staff Program	4,841.41	2,730.30	2,111.11	77.3%
6-4068 · Direct Support	1,500.00	1,942.48	-442.48	-22.8%
Total 6-4065 · Level 3 Sponsorship	6,341.41	4,672.78	1,668.63	35.7%
6-4085 · Nationals Team Support				
6-4087 · Team Shirts	2,432.25	2,157.25	275.00	12.8%
6-4088 · Honoraria	10,000.00	8,100.00	1,900.00	23.5%
6-4089 · Other Expenses	0.00	102.83	-102.83	-100.0%
6-4090 · Team Manager expenses	2,281.52	2,715.94	-434.42	-16.0%
6-4091 · Trophy Shipping	0.00	196.94	-196.94	-100.0%
6-4092 · Team Registration Fees	5,775.00	0.00	5,775.00	100.0%
6-4085 · Nationals Team Support - Other	0.00	5,775.00	-5,775.00	-100.0%
Total 6-4085 · Nationals Team Support	20,488.77	19,047.96	1,440.81	7.6%
6-5040 · Supplies	0.00	160.07	-160.07	-100.0%
6-5055 · Black Badge Operating Expenses				
6-5056 · Postage	772.67	1,359.36	-586.69	-43.2%
6-5057 · Office Supplies	186.52	333.57	-147.05	-44.1%
6-5058 · Black Badges issued	2,266.76	1,851.79	414.97	22.4%
6-5059 · Black Badge Engraving	1,036.00	207.50	828.50	399.3%
6-5061 · Instructor Travel, Accommodation	5,667.57	616.70	5,050.87	819.0%
6-5062 · Course Supply Expenses	2,166.90	30.00	2,136.90	7,123.0%

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6-5055 · Black Badge Operating Expenses - Other	467.31	7,111.99	-6,644.68	-93.4%
Total 6-5055 · Black Badge Operating Expenses	12,563.73	11,510.91	1,052.82	9.2%
6-5080 · NROI Operating Expenses				
6-5436 · Course Room Rental	435.00	50.00	385.00	770.0%
6-5461 · Previous Year Expenses	0.00	67.42	-67.42	-100.0%
6-5462 · Shipping Costs	1,388.85	376.71	1,012.14	268.7%
6-5463 · Printing	678.27	2,358.11	-1,679.84	-71.2%
6-5464 · Office Supplies	150.54	196.63	-46.09	-23.4%
6-5465 · Postage	570.25	1,235.74	-665.49	-53.9%
6-5466 · Instructor Travel Reimbursement	3,174.50	3,445.58	-271.08	-7.9%
6-5467 · Non-reclaimable HST paid	0.00	209.95	-209.95	-100.0%
6-5468 · Shirts Issued	7,703.04	3,907.18	3,795.86	97.2%
6-5469 · Pins issued	1,302.45	0.00	1,302.45	100.0%
6-5080 · NROI Operating Expenses - Other	25.00	280.50	-255.50	-91.1%
Total 6-5080 · NROI Operating Expenses	15,427.90	12,127.82	3,300.08	27.2%
Total 6-4000 · Operations	71,308.90	62,377.19	8,931.71	14.3%
6-5100 · Other Types of Expenses				
6-5150 · Bank Charges	254.04	375.09	-121.05	-32.3%
6-5155 · Payment processing expenses	3,269.90	2,657.12	612.78	23.1%
6-5160 · Other Costs	0.10	5.00	-4.90	-98.0%
6-5175 · Previous Year Expense	0.00	1,575.18	-1,575.18	-100.0%
6-5190 · Insurance - Liability, D and O	5,151.60	5,097.60	54.00	1.1%
6-5195 · In Memoriam Vols and community	250.00	0.00	250.00	100.0%
Total 6-5100 · Other Types of Expenses	8,925.64	9,709.99	-784.35	-8.1%
6-5196 · Awards and Trophies	404.46	0.00	404.46	100.0%
6-5300 · Meeting Expense				
6-5302 · Board				
6-5305 · Hotel Reimbursement	676.99	2,601.85	-1,924.86	-74.0%
6-5310 · Travel Reimbursement	3,054.89	5,726.86	-2,671.97	-46.7%
6-5445 · Meeting Room Rental & Lunches	1,341.74	2,963.04	-1,621.30	-54.7%
Total 6-5302 · Board	5,073.62	11,291.75	-6,218.13	-55.1%
6-5312 · Club Rep				
6-5315 · Hotel Reimbursement	925.06	1,417.75	-492.69	-34.8%
6-5320 · Travel Reimbursement	2,110.00	773.99	1,336.01	172.6%
6-5455 · Hotel Meeting Room & Meals	1,999.32	375.00	1,624.32	433.2%
Total 6-5312 · Club Rep	5,034.38	2,566.74	2,467.64	96.1%
6-5422 · NROI				
6-5425 · Hotel Reimbursement	0.00	275.50	-275.50	-100.0%
6-5430 · Travel Reimbursement	358.70	571.65	-212.95	-37.3%
Total 6-5422 · NROI	358.70	847.15	-488.45	-57.7%
6-5700 · Members Meetings				
6-5705 · Notice Costs	0.00	2,595.00	-2,595.00	-100.0%
6-5710 · Travel Reimbursement	0.00	991.70	-991.70	-100.0%
6-5715 · Hotel meeting room	0.00	1,026.41	-1,026.41	-100.0%

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Accrual Basis

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Total 6-5700 · Members Meetings	0.00	4,613.11	-4,613.11	-100.0%
Total 6-5300 · Meeting Expense	10,466.70	19,318.75	-8,852.05	-45.8%
6-5500 · President's Expenses				
6-5505 · Hotel Reimbursement	278.11	1,200.00	-921.89	-76.8%
6-5515 · Travel Reimbursement	579.00	663.25	-84.25	-12.7%
Total 6-5500 · President's Expenses	857.11	1,863.25	-1,006.14	-54.0%
6-5600 · Match Support				
6-5605 · Hotel Reimbursement	0.00	163.86	-163.86	-100.0%
6-5615 · Travel Reimbursement	0.00	316.00	-316.00	-100.0%
Total 6-5600 · Match Support	0.00	479.86	-479.86	-100.0%
6-9800 · Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	128,377.18	135,220.55	-6,843.37	-5.1%
Net Ordinary Income	29,578.10	-14,323.30	43,901.40	306.5%
Net Income	<u>29,578.10</u>	<u>-14,323.30</u>	<u>43,901.40</u>	<u>306.5%</u>