

# Ocean City Crew Boosters, Inc.

As of May 31, 2017

|                       | <u>Operating<br/>Account</u> | <u>Games of Chance</u> | <u>Boathouse</u>     | <u>TOTAL</u>         |
|-----------------------|------------------------------|------------------------|----------------------|----------------------|
| Beginning Balance     | 18,716                       | 29,108                 | 31,276               | 79,099               |
| Add: Deposits         | 905                          | 4,702                  | 2                    | 5,609                |
| Less: Expenditures    | (15,470)                     | -                      |                      | (15,470)             |
| In-Transit/Uncleared  | (6,558)                      | 11,280                 |                      |                      |
| Transfers             | 10,000                       | -                      | (10,000)             | -                    |
| <b>Ending Balance</b> | <b><u>7,594</u></b>          | <b><u>45,090</u></b>   | <b><u>21,278</u></b> | <b><u>69,239</u></b> |

|                           |        |        |        |                |
|---------------------------|--------|--------|--------|----------------|
| <b>Prior Year Balance</b> | 40,226 | 59,495 | 21,242 | <b>120,963</b> |
|---------------------------|--------|--------|--------|----------------|

|                  |     |       |   |       |
|------------------|-----|-------|---|-------|
| <b>Deposits:</b> |     |       |   | -     |
| Interest         | 2   | 2     | 2 | 6     |
| 50/50            |     | 4,700 |   | 4,700 |
| Dinner Club      |     |       |   | -     |
| Parking Passes   | 600 |       |   | 600   |
| Misc             | 303 |       |   |       |

|            |              |          |              |
|------------|--------------|----------|--------------|
| <u>905</u> | <u>4,702</u> | <u>2</u> | <u>5,609</u> |
|------------|--------------|----------|--------------|

**Ocean City Crew Boosters, Inc.**  
**Profit & Loss Prev Year Comparison**  
 July 2016 through May 2017

|  | Jul '16 - May 17 | Jul '15 - May 16 | \$ Change         | % Change       |
|--|------------------|------------------|-------------------|----------------|
| <b>Ordinary Income/Expense</b>         |                  |                  |                   |                |
| <b>Income</b>                          |                  |                  |                   |                |
| Work Bond                              | 450.00           | 0.00             | 450.00            | 100.0%         |
| Summer Camp                            | 12,525.00        | 10,215.00        | 2,310.00          | 22.6%          |
| Bingo                                  | -20.00           | 0.00             | -20.00            | -100.0%        |
| Masters Program                        | 2,400.00         | 3,800.00         | -1,400.00         | -36.8%         |
| Community Service                      | 1,000.00         | 0.00             | 1,000.00          | 100.0%         |
| Tent Fee                               |                  |                  |                   |                |
| Refund                                 | -975.00          | 0.00             | -975.00           | -100.0%        |
| Food Tent Jar                          | 0.00             | 216.00           | -216.00           | -100.0%        |
| Tent Fee - Other                       | 15,425.00        | 15,160.00        | 265.00            | 1.8%           |
| <b>Total Tent Fee</b>                  | <b>14,450.00</b> | <b>15,376.00</b> | <b>-926.00</b>    | <b>-6.0%</b>   |
| Clothing Sales                         |                  |                  |                   |                |
| Camp Regatta                           | 241.00           | 0.00             | 241.00            | 100.0%         |
| Clothing                               | 0.00             | 6,883.00         | -6,883.00         | -100.0%        |
| Clothing Sales - Other                 | 8,836.27         | 7,381.00         | 1,455.27          | 19.7%          |
| <b>Total Clothing Sales</b>            | <b>9,077.27</b>  | <b>14,264.00</b> | <b>-5,186.73</b>  | <b>-36.4%</b>  |
| Jackets                                |                  |                  |                   |                |
| Uni's-Boys                             | 2,645.00         | 1,500.00         | 1,145.00          | 76.3%          |
| Uni's-Girls                            | 5,533.00         | 1,066.00         | 4,467.00          | 419.0%         |
| Jackets - Other                        | -8,369.62        | 9,209.60         | -17,579.22        | -190.9%        |
| <b>Total Jackets</b>                   | <b>-191.62</b>   | <b>11,775.60</b> | <b>-11,967.22</b> | <b>-101.6%</b> |
| Donations                              | 454.63           | 100.00           | 354.63            | 354.6%         |
| Fundraiser                             |                  |                  |                   |                |
| Car Wash                               | 686.00           | 0.00             | 686.00            | 100.0%         |
| Johnson's Popcorn                      | 582.00           | 510.00           | 72.00             | 14.1%          |
| Coupon Book                            | 0.00             | 104.00           | -104.00           | -100.0%        |
| Sponsorship                            | 16,800.00        | 0.00             | 16,800.00         | 100.0%         |
| Bingo                                  |                  |                  |                   |                |
| Donation                               | 649.00           | 42.00            | 607.00            | 1,445.2%       |
| Bingo Penny Social                     | 54.00            | 475.00           | -421.00           | -88.6%         |
| Bingo Food Sales                       | 903.75           | 1,680.64         | -776.89           | -46.2%         |
| Bingo Ink Sales                        | 15.75            | 49.00            | -33.25            | -67.9%         |
| Bingo - Other                          | 10,109.00        | 10,069.00        | 40.00             | 0.4%           |
| <b>Total Bingo</b>                     | <b>11,731.50</b> | <b>12,315.64</b> | <b>-584.14</b>    | <b>-4.7%</b>   |
| CrewZA Poluza                          | 0.00             | 1,131.00         | -1,131.00         | -100.0%        |
| Coin Drop                              | 307.00           | 0.00             | 307.00            | 100.0%         |
| Beef n Beer Donations                  | 1,694.00         | 0.00             | 1,694.00          | 100.0%         |
| 50-50 Raffle                           | 4,900.00         | 16,760.00        | -11,860.00        | -70.8%         |
| Dinner Club                            | 25,607.00        | 27,740.00        | -2,133.00         | -7.7%          |
| Golf Tournament                        | 0.00             | 6,405.00         | -6,405.00         | -100.0%        |
| Miscellaneous                          | 3,776.00         | 780.44           | 2,995.56          | 383.8%         |
| Fundraiser - Other                     | 4,452.12         | 741.00           | 3,711.12          | 500.8%         |
| <b>Total Fundraiser</b>                | <b>70,535.62</b> | <b>66,487.08</b> | <b>4,048.54</b>   | <b>6.1%</b>    |
| Interest Income                        | 168.92           | 140.35           | 28.57             | 20.4%          |
| Nationals-Rower hotel fee              |                  |                  |                   |                |
| Dinner                                 | 0.00             | 1,860.00         | -1,860.00         | -100.0%        |
| Nationals-Rower hotel fee - Other      | 0.00             | 12,155.17        | -12,155.17        | -100.0%        |
| <b>Total Nationals-Rower hotel fee</b> | <b>0.00</b>      | <b>14,015.17</b> | <b>-14,015.17</b> | <b>-100.0%</b> |
| Parking Passes                         | 630.00           | 650.00           | -20.00            | -3.1%          |
| Reimbursement                          |                  |                  |                   |                |
| petty cash                             | 0.00             | 0.00             | 0.00              | 0.0%           |
| <b>Total Reimbursement</b>             | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>       | <b>0.0%</b>    |
| Rowing Camp                            |                  |                  |                   |                |
| boys                                   | 900.00           | 0.00             | 900.00            | 100.0%         |
| girls                                  | 475.00           | 0.00             | 475.00            | 100.0%         |
| <b>Total Rowing Camp</b>               | <b>1,375.00</b>  | <b>0.00</b>      | <b>1,375.00</b>   | <b>100.0%</b>  |

**Ocean City Crew Boosters, Inc.**  
**Profit & Loss Prev Year Comparison**  
 July 2016 through May 2017

|                                     | Jul '16 - May 17  | Jul '15 - May 16  | \$ Change         | % Change       |
|-------------------------------------|-------------------|-------------------|-------------------|----------------|
| <b>Rowing Club Fees</b>             |                   |                   |                   |                |
| Girls Fall                          | 4,375.00          | 4,300.00          | 75.00             | 1.7%           |
| Boys Fall                           | 2,500.00          | 2,250.00          | 250.00            | 11.1%          |
| Girls Winter                        | 2,400.00          | 1,125.00          | 1,275.00          | 113.3%         |
| Boys Winter                         | 1,650.00          | 100.00            | 1,550.00          | 1,550.0%       |
| <b>Total Rowing Club Fees</b>       | <b>10,925.00</b>  | <b>7,775.00</b>   | <b>3,150.00</b>   | <b>40.5%</b>   |
| <b>Banner Sponsor</b>               |                   |                   |                   |                |
| Banner 04 - Bronze                  | 0.00              | 250.00            | -250.00           | -100.0%        |
| Banner 03 - Silver                  | 0.00              | 985.20            | -985.20           | -100.0%        |
| <b>Total Banner Sponsor</b>         | <b>0.00</b>       | <b>1,235.20</b>   | <b>-1,235.20</b>  | <b>-100.0%</b> |
| <b>Total Income</b>                 | <b>123,779.82</b> | <b>145,833.40</b> | <b>-22,053.58</b> | <b>-15.1%</b>  |
| <b>Gross Profit</b>                 | <b>123,779.82</b> | <b>145,833.40</b> | <b>-22,053.58</b> | <b>-15.1%</b>  |
| <b>Expense</b>                      |                   |                   |                   |                |
| Scholarship                         | 700.00            | 0.00              | 700.00            | 100.0%         |
| Boat Rental                         | 90.00             | 2,000.00          | -1,910.00         | -95.5%         |
| Boathouse Expenses                  | 10,000.00         | 7,500.00          | 2,500.00          | 33.3%          |
| Uni's - Boys                        | 717.11            | 1,896.48          | -1,179.37         | -62.2%         |
| Uni's - Girls                       | -313.00           | 1,291.95          | -1,604.95         | -124.2%        |
| <b>Crew Merchandise</b>             |                   |                   |                   |                |
| Senior Gifts                        | 761.30            | 405.90            | 355.40            | 87.6%          |
| Crew Merchandise - Other            | 2,586.03          | 5,666.75          | -3,080.72         | -54.4%         |
| <b>Total Crew Merchandise</b>       | <b>3,347.33</b>   | <b>6,072.65</b>   | <b>-2,725.32</b>  | <b>-44.9%</b>  |
| <b>Administration Expense</b>       |                   |                   |                   |                |
| Clothing Inventory                  | 7,314.90          | 0.00              | 7,314.90          | 100.0%         |
| Banking Deposit Slips               | 0.00              | 256.95            | -256.95           | -100.0%        |
| Accountant                          | 1,600.00          | 1,600.00          | 0.00              | 0.0%           |
| Bounced Check                       | 0.00              | 0.00              | 0.00              | 0.0%           |
| Insurance                           | 6,812.42          | 0.00              | 6,812.42          | 100.0%         |
| Bank Charges                        | 124.00            | 30.00             | 94.00             | 313.3%         |
| Website                             | 194.00            | 0.00              | 194.00            | 100.0%         |
| Licenses/Fees                       | 182.50            | 87.50             | 95.00             | 108.6%         |
| Flowers for Senior Parents          | 169.55            | 0.00              | 169.55            | 100.0%         |
| Office Expense                      | 24.50             | 545.65            | -521.15           | -95.5%         |
| Parking Passes                      | 320.00            | 445.00            | -125.00           | -28.1%         |
| Uniforms                            | 430.20            | 0.00              | 430.20            | 100.0%         |
| Administration Expense - Other      | 0.00              | 377.82            | -377.82           | -100.0%        |
| <b>Total Administration Expense</b> | <b>17,172.07</b>  | <b>3,342.92</b>   | <b>13,829.15</b>  | <b>413.7%</b>  |
| <b>Banquet</b>                      | <b>704.30</b>     | <b>400.00</b>     | <b>304.30</b>     | <b>76.1%</b>   |
| <b>Camp Expense</b>                 | <b>5,623.94</b>   | <b>8,597.75</b>   | <b>-2,973.81</b>  | <b>-34.6%</b>  |
| <b>Cost of Jackets</b>              | <b>0.00</b>       | <b>8,831.40</b>   | <b>-8,831.40</b>  | <b>-100.0%</b> |
| <b>Fund Raising Expense</b>         |                   |                   |                   |                |
| Crew Za Palooza                     | 0.00              | 300.00            | -300.00           | -100.0%        |
| Bingo Food & Bev                    | 196.66            | 176.43            | 20.23             | 11.5%          |
| Bingo                               | 1,128.50          | 3,111.04          | -1,982.54         | -63.7%         |
| Beef & Beer 50/50 expenses          | 30.00             | 0.00              | 30.00             | 100.0%         |
| 50/50 raffle                        | 880.00            | 280.00            | 600.00            | 214.3%         |
| Dinner Club                         | 3,880.69          | 4,215.89          | -335.20           | -8.0%          |
| Golf Tournament                     | 0.00              | 2,465.03          | -2,465.03         | -100.0%        |
| Fund Raising Expense - Other        | 3,894.41          | 1,906.25          | 1,988.16          | 104.3%         |
| <b>Total Fund Raising Expense</b>   | <b>10,010.26</b>  | <b>12,454.64</b>  | <b>-2,444.38</b>  | <b>-19.6%</b>  |
| <b>Program Expense</b>              |                   |                   |                   |                |
| Nationals- transportation           | 0.00              | 2,280.00          | -2,280.00         | -100.0%        |
| Nationals- Lodging                  | 0.00              | 5,244.75          | -5,244.75         | -100.0%        |
| Nationals-Food                      | 0.00              | 6,705.87          | -6,705.87         | -100.0%        |
| Nationals Tent Space Reservatio     | 450.00            | 250.00            | 200.00            | 80.0%          |
| Cox Box Repairs                     | 0.00              | 1,488.50          | -1,488.50         | -100.0%        |
| Portable Toilets                    | 955.00            | 441.25            | 513.75            | 116.4%         |
| Program Expense-Insurance           | 0.00              | 5,629.52          | -5,629.52         | -100.0%        |
| Supplies                            | 2,154.26          | 73.76             | 2,080.50          | 2,820.6%       |
| <b>Coaching Expenses</b>            |                   |                   |                   |                |
| Winter Crew                         | 2,250.00          | 0.00              | 2,250.00          | 100.0%         |
| Gasoline & Tolls                    | -1,200.00         | 188.09            | -1,388.09         | -738.0%        |
| <b>Coaching Expenses - Other</b>    | <b>5,755.00</b>   | <b>3,500.00</b>   | <b>2,255.00</b>   | <b>64.4%</b>   |
| <b>Total Coaching Expenses</b>      | <b>6,805.00</b>   | <b>3,688.09</b>   | <b>3,116.91</b>   | <b>84.5%</b>   |

**Ocean City Crew Boosters, Inc.**  
**Profit & Loss Prev Year Comparison**  
 July 2016 through May 2017

|                                      | Jul '16 - May 17 | Jul '15 - May 16 | \$ Change       | % Change    |
|--------------------------------------|------------------|------------------|-----------------|-------------|
| <b>Equipment</b>                     |                  |                  |                 |             |
| <b>Launches</b>                      | 1,613.05         | 0.00             | 1,613.05        | 100.0%      |
| <b>delivery</b>                      | 203.71           | 0.00             | 203.71          | 100.0%      |
| <b>Oars/Ergs Etc</b>                 | 0.00             | 13,478.00        | -13,478.00      | -100.0%     |
| <b>Safety equipment</b>              | 0.00             | 23.53            | -23.53          | -100.0%     |
| <b>Boat Trailer</b>                  |                  |                  |                 |             |
| <b>Maintenance</b>                   | 805.26           | 0.00             | 805.26          | 100.0%      |
| <b>Boat Trailer - Other</b>          | 64.00            | 0.00             | 64.00           | 100.0%      |
| <b>Total Boat Trailer</b>            | 869.26           | 0.00             | 869.26          | 100.0%      |
| <b>parts</b>                         | 3,292.66         | 7,800.57         | -4,507.91       | -57.8%      |
| <b>Boat Repairs</b>                  | 5,437.85         | 0.00             | 5,437.85        | 100.0%      |
| <b>Supply trailer</b>                | 775.78           | 0.00             | 775.78          | 100.0%      |
| <b>Equipment - Other</b>             | 1,963.75         | 0.00             | 1,963.75        | 100.0%      |
| <b>Total Equipment</b>               | 14,156.06        | 21,302.10        | -7,146.04       | -33.6%      |
| <b>Registration +Tags</b>            | 0.00             | 69.00            | -69.00          | -100.0%     |
| <b>Program Expense - Other</b>       | 137.34           | 0.00             | 137.34          | 100.0%      |
| <b>Total Program Expense</b>         | 24,657.66        | 47,172.84        | -22,515.18      | -47.7%      |
| <b>Food for Judges in Philly</b>     | 575.00           | 450.00           | 125.00          | 27.8%       |
| <b>Food tent,Food &amp; Beverage</b> | 8,614.83         | 7,337.35         | 1,277.48        | 17.4%       |
| <b>Traffic Fine</b>                  | 56.00            | 0.00             | 56.00           | 100.0%      |
| <b>Total Expense</b>                 | 81,955.50        | 107,347.98       | -25,392.48      | -23.7%      |
| <b>Net Ordinary Income</b>           | 41,824.32        | 38,485.42        | 3,338.90        | 8.7%        |
| <b>Net Income</b>                    | <b>41,824.32</b> | <b>38,485.42</b> | <b>3,338.90</b> | <b>8.7%</b> |

## Ocean City Crew Boosters, Inc.

## Check Detail

May 2017

| Type  | Num     | Date     | Name                   | Memo                   | Paid Amount |
|-------|---------|----------|------------------------|------------------------|-------------|
| Check | DR C... | 05/22/17 | Vespoli USA            |                        | -135.23     |
| TOTAL |         |          |                        |                        | -135.23     |
| Check | DR C... | 05/30/17 | Rubini Inc             | Coaches gift           | -660.00     |
| TOTAL |         |          |                        |                        | -660.00     |
| Check | 2836    | 05/07/17 | Sam's Club             |                        | -1,201.26   |
| TOTAL |         |          |                        |                        | -1,201.26   |
| Check | 2846    | 05/15/17 | -----                  | Trailer Jack           | -775.78     |
| TOTAL |         |          |                        |                        | -775.78     |
| Check | 2850    | 05/14/17 | Sam's Club             | Food Tent              | -382.89     |
| TOTAL |         |          |                        | Food Tent              | -382.89     |
| Check | 2851    | 05/07/17 | Sam's Club             | Food Tent              | -399.98     |
| TOTAL |         |          |                        | Food Tent              | -399.98     |
| Check | 2852    | 05/03/17 | -----                  | Senior Gifts           | -461.30     |
| TOTAL |         |          |                        | Senior Gifts           | -461.30     |
| Check | 2853    | 05/04/17 | Austin's Sports Ce...  | Neckties               | -275.00     |
| TOTAL |         |          |                        | Neckties               | -275.00     |
| Check | 2854    | 05/04/17 | Austin's Sports Ce...  | Crew Gear              | -1,423.50   |
| TOTAL |         |          |                        | Crew Gear              | -1,423.50   |
| Check | 2855    | 05/04/17 | -----                  | Launch Motor Parts     | -114.05     |
| TOTAL |         |          |                        | Cam Plate, Spark Plugs | -114.05     |
| Check | 2856    | 05/04/17 | Philadelphia Insura... | D&O Insurance          | -512.00     |
| TOTAL |         |          |                        | D&O Insurance          | -512.00     |

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## Check Detail

May 2017

| Type  | Num  | Date     | Name                   | Memo                          | Paid Amount |
|-------|------|----------|------------------------|-------------------------------|-------------|
| Check | 2857 | 05/14/17 | SNJSRA                 | <b>Parking Passes</b>         |             |
|       |      |          |                        | Parking Passes                | -320.00     |
| TOTAL |      |          |                        |                               | -320.00     |
| Check | 2858 | 05/08/17 | -----                  | <b>Nationals Meeting Room</b> |             |
|       |      |          |                        | Meeting Room at Crowne Plaza  | -450.00     |
| TOTAL |      |          |                        |                               | -450.00     |
| Check | 2859 | 05/17/17 | Sam's Club             | <b>Food Tent</b>              |             |
|       |      |          |                        | Food Tent                     | -103.48     |
| TOTAL |      |          |                        |                               | -103.48     |
| Check | 2860 | 05/14/17 | Boyar's                | <b>Mothers Day Food Tent</b>  |             |
|       |      |          |                        | Mothers Days Food Tent        | -1,500.00   |
| TOTAL |      |          |                        |                               | -1,500.00   |
| Check | 2861 | 05/14/17 | Expert Visual Solut... | <b>Scuba Socks</b>            |             |
|       |      |          |                        | Waterproof Socks              | -100.00     |
| TOTAL |      |          |                        |                               | -100.00     |
| Check | 2862 | 05/12/17 | Fitzpatrick Bongiov... | <b>Tax Return</b>             |             |
|       |      |          |                        | Tax Return                    | -1,600.00   |
| TOTAL |      |          |                        |                               | -1,600.00   |
| Check | 2863 | 05/17/17 | -----                  | <b>Postage</b>                |             |
|       |      |          |                        | Postage                       | -36.63      |
| TOTAL |      |          |                        |                               | -36.63      |
| Check | 2864 | 05/17/17 | Schoppy's Since 19...  | <b>Awards</b>                 |             |
|       |      |          |                        | Awards                        | -304.30     |
| TOTAL |      |          |                        |                               | -304.30     |
| Check | 2865 | 05/16/17 | -----                  | <b>Food Tent Supplies</b>     |             |
|       |      |          |                        | Food Tent Supplies            | -140.49     |
| TOTAL |      |          |                        |                               | -140.49     |
| Check | 2868 | 05/21/17 | Larry Cook             | <b>Scholarship</b>            |             |
|       |      |          |                        | Scholarship                   | -100.00     |
| TOTAL |      |          |                        |                               | -100.00     |
| Check | 2870 | 05/21/17 | Natalie Greene         | <b>scholarship</b>            |             |
|       |      |          |                        | scholarship                   | -100.00     |
| TOTAL |      |          |                        |                               | -100.00     |

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## Check Detail

May 2017

| Type  | Num  | Date     | Name                  | Memo                 | Paid Amount |
|-------|------|----------|-----------------------|----------------------|-------------|
| Check | 2871 | 05/21/17 | Georgia Majka         | Scholarship          |             |
|       |      |          |                       | Scholarship          | -100.00     |
| TOTAL |      |          |                       |                      | -100.00     |
| Check | 2874 | 05/21/17 | Kelsey Meyer          | Scholarship          |             |
|       |      |          |                       | Scholarship          | -100.00     |
| TOTAL |      |          |                       |                      | -100.00     |
| Check | 2877 | 05/21/17 | Kyle O'Connor         | Scholarship          |             |
|       |      |          |                       | Scholarship          | -100.00     |
| TOTAL |      |          |                       |                      | -100.00     |
| Check | 2878 | 05/21/17 | Logan Pierpoint       | Scholarship          |             |
|       |      |          |                       | Scholarship          | -100.00     |
| TOTAL |      |          |                       |                      | -100.00     |
| Check | 2879 | 05/21/17 | Kyle Rumaker          | Scholarship          |             |
|       |      |          |                       | Scholarship          | -100.00     |
| TOTAL |      |          |                       |                      | -100.00     |
| Check | 2883 | 05/25/17 | -----                 | Stamps               |             |
|       |      |          |                       | Stamps               | -24.50      |
| TOTAL |      |          |                       |                      | -24.50      |
| Check | 2889 | 05/24/17 | -----                 | Gas/Propane/Supplies |             |
|       |      |          |                       | Gas/Propane/Supplies | -535.98     |
| TOTAL |      |          |                       |                      | -535.98     |
| Check | 2890 | 05/21/17 | ARF Rental Service... | Portable Toilets     |             |
|       |      |          |                       | Portable Toilets     | -220.00     |
| TOTAL |      |          |                       |                      | -220.00     |