May 2020 BoA report cover sheet from John Mansoor:

- 1. On the Balance sheet note we actually have \$30,000 more in BofA checking in the old account that will be transferred to the new account. This increases our total dollars by \$30K.
- 2. On the final 2019 report note a surplus of around \$16,000 when we had budgeted for a loss of around \$10,000
- 3. On the 2020 year, trying to project going forward given our *current* information we need to decide if we are going to have regular activity from this point forward, or no activity or some activity.

If we take worst case scenario with no activity for the rest of the year, (and note for fiscal purposes income goes until Oct 31st while expenses go to Dec 31st) while we will lose half of our projected revenue in memberships and clubs (\$33K) and two-thirds our revenue in sanctions (\$33K) we also will not have any Grand Prixs (\$40K) and no convention travel (\$13K). Also will not have large fees for the website (\$6K). Youth activities were essentially a wash as was Open and Masters T&F. Officials will save us \$1500 as will no travel for XC \$1000 (not sure this should have been in there given the meet was in SF). Club Cross was projected to make \$5K so that is a loss overall for the budget. Given these big items the overall budget would end up at a loss of around \$10K which is exactly what we budgeted for and would be more than offset by the \$16K we made in 2019.

If we have some activity it becomes a question of how much and what kind. We are running out of time for summer youth track meets which would generate more members. Fall cross *may* be possible in some counties but doubtful in the Bay Area. Large fall road races which generate sanction fees are extremely unlikely anywhere.

Resumption of normal activity is terribly unlikely but if it happened would generate member and sanction revenue while incurring some expenses such as some Grand Prixs (1/2 Road and Ultra and all Cross) and convention.

So the end result is we will have little to no impact on our budget this year and no impact on our reserves.

2021 Budgeting becomes more difficult without knowing what is going to happen with covid. Many different scenarios out there and hopefully by Sept we will know more. As you can imagine this thing has been devastating to Sports Tourism with both the Sacramento Sports Commission and the Reno RSCVA out of business. Going forward this means the Pacific Association will be on its own for National Championships. We have done this before and it means lots of work (mostly for me) . As of today we would have to do the 2021 National Masters meet ourselves and any JO meets we bid for. Sac State is still in business kinda but good news is their Admin wants to continue hosting NCAA meets (and others). Bad news is without the Sports Commission it falls on us and their staff.

Pacific Association Balance Sheet As of May 15, 2020

	May 15, 20
ASSETS	
Current Assets	
Checking/Savings	
BANK OF AMERICA	18,383.23
MONEY MARKET	717,943.78
Total Checking/Savings	736,327.01
Total Current Assets	736,327.01
TOTAL ASSETS	736,327.01
LIABILITIES & EQUITY	0.00

	2018	2019	2020	2021	2022
Ordinary Income/Expense					
Income AWARDS BANQUET ADM-COM-INC Off Inc	0.00	0.00	7,500.00	0.00	0.00
Clinics	0.00	0.00	1,015.00	0.00	0.00
Total Off Inc	0.00	0.00	1,015.00	0.00	0.00
Total ADM-COM-INC	0.00	0.00	1,015.00	0.00	0.00
ADM-INC Donations Sanction-local	0.00 0.00	0.00 0.00	121.00 17,280.00	0.00 0.00	0.00 0.00
Total ADM-INC	0.00	0.00	17,401.00	0.00	0.00
INVESTMENTS MEMBER-INC	0.00	0.00	401,933.21	0.00	0.00
Club Mem Inc Members Athlete	0.00 0.00	0.00 0.00	4,950.00 28,332.15	0.00 0.00	0.00 0.00
Total MEMBER-INC	0.00	0.00	33,282.15	0.00	0.00
PRIZE INCOME PM Inc					
CIM REDDING XMAS RELAYS	0.00 0.00 0.00	1,360.00 0.00 3,000.00	0.00 100.00 0.00	0.00 0.00 0.00	0.00 0.00 0.00
Total PM Inc	0.00	4,360.00	100.00	0.00	0.00
PM Inc-XC AGGIEXC	0.00	800.00	0.00	0.00	0.00
Total PM Inc-XC	0.00	800.00	0.00	0.00	0.00
Total PRIZE INCOME	0.00	5,160.00	100.00	0.00	0.00
Total Income	0.00	5,160.00	461,231.36	0.00	0.00
Expense TRANSFER ADM-COM-EXP	0.00	0.00	400,000.00	0.00	0.00
Athlete Comm Awards Comm Coaches Com Communicat Com	0.00 0.00 0.00	0.00 486.39 450.08	156.10 10,748.13 0.00	0.00 0.00 0.00	0.00 0.00 0.00
EBLASTS FACEBOOK PROFILES COMMUNICATIONS MANAGER Communicat Com - Other	0.00 0.00 0.00 0.00 0.00	270.00 0.00 125.00 2,160.00 34.98	0.00 11.21 0.00 0.00 284.92	0.00 0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00 0.00
Total Communicat Com	0.00	2,589.98	296.13	0.00	0.00
Officials Expns CERTIFICATION Officials Annual Meeting Off Clinics	0.00 0.00 0.00	320.00 0.00 0.00	0.00 98.16 326.65	0.00 0.00 0.00	0.00 0.00 0.00
Total Officials Expns	0.00	320.00	424.81	0.00	0.00
ADM-COM-EXP - Other	0.00	0.00	120.00	0.00	0.00
Total ADM-COM-EXP	0.00	3,846.45	11,745.17	0.00	0.00
ADMINISTRATION EXPNS Board Exp Misc Gen Exp	0.00	0.00	192.21	0.00	0.00
BANK	0.00	0.00	409.38	0.00	0.00
Total Misc Gen Exp	0.00	0.00	409.38	0.00	0.00

	2018	2019	2020	2021	2022
Office					
Off Equip	0.00	0.00	874.78	0.00	0.00
Off Exp	0.00	0.00	142.50	0.00	0.00
PHONE	0.00	140.04	475.83	0.00	0.00
POSTAGE	0.00	145.30	425.29	0.00	0.00
Rent	0.00	1,100.00	4,400.00	0.00	0.00
Shipping	0.00	79.32	0.00	0.00	0.00
Staff Sal	0.00	4,583.33	18,333.32	0.00	0.00
SUPPLIES	0.00	0.00	199.36	0.00	0.00
Tax & Prep	0.00	0.00	78.61	0.00	0.00
Utilities	0.00	177.89	1,245.66	0.00	0.00
Total Office	0.00	6,225.88	26,175.35	0.00	0.00
Travel					
Travel Convent	0.00	8,222.51	0.00	0.00	0.00
Travel JM Exp	0.00	0.00	276.95	0.00	0.00
Total Travel	0.00	8,222.51	276.95	0.00	0.00
Total ADMINISTRATION EXPNS	0.00	14,448.39	27,053.89	0.00	0.00
COMMISSIONS EVENTS EXP	0.00	0.00	5.39	0.00	0.00
2021 JO	0.00	0.00	0.00	40.24	0.00
2022 NCAA	0.00	0.00	0.00	0.00	70.98
NCAA 2022	0.00	0.00	44.81	0.00	97.47
2022 JO	0.00	0.00	41.74	0.00	80.48
CLUB CROSS 2020	0.00	0.00	180.00	0.00	0.00
2019 NCAAXC	0.00	1,047.49	0.00	0.00	0.00
2021 MASTERS	0.00	0.00	0.00	48.25	0.00
2019 NCAA	0.00	750.00	0.00	0.00	0.00
PA XC	0.00	350.00	0.00	0.00	0.00
JO Exp	400.00	000.70	0.00	0.00	0.00
MEET MANAGEMENT	108.99	609.72	0.00	0.00	0.00
CROSS COUNTRY	0.00	2,570.24	6.00	6.00	0.00
JOMANAGEMENT	0.00	2,030.83	0.00	0.00	0.00
MULTIS REGION 16	0.00 0.00	954.06 1,645.20	0.00 0.00	0.00 0.00	0.00 0.00
PAC	0.00	952.25	0.00	0.00	0.00
Total JO Exp	108.99	8,762.30	6.00	6.00	0.00
Total EVENTS EXP	108.99	10,909.79	272.55	94.49	248.93
GRAND PRIX		,			
MaT&F	0.00	748.65	0.00	0.00	0.00
GP Road Races	0.00	18,000.00	0.00	0.00	0.00
GP XC	0.00	8,880.00	0.00	0.00	0.00
Total GRAND PRIX	0.00	27,628.65	0.00	0.00	0.00
INSURANCE	0.00	2	0.475.00	2.22	2.55
SANCTION REFUNDS INSURANCE - Other	0.00 0.00	0.00 0.00	2,175.00 666.00	0.00 0.00	0.00 0.00
Total INSURANCE	0.00	0.00	2,841.00	0.00	0.00
PRIZE EXPENSE					
PM-Pd XC					
XCSERIES	0.00	6,665.00	0.00	0.00	0.00
Total PM-Pd XC	0.00	6,665.00	0.00	0.00	0.00
PM Pd					
URBAN COW	0.00	35.00	0.00	0.00	0.00
CIM	0.00	1,225.00	0.00	0.00	0.00
XMAS RELAY	0.00	2,900.00	0.00	0.00	0.00
Total PM Pd	0.00	4,160.00	0.00	0.00	0.00
Total PRIZE EXPENSE	0.00	10,825.00	0.00	0.00	0.00

	2018	2019	2020	2021	2022
SPORT COM EXP Youth Com	0.00	0.00	179.11	0.00	0.00
Total SPORT COM EXP	0.00	0.00	179.11	0.00	0.00
Total Expense	108.99	67,658.28	442,097.11	94.49	248.93
Net Ordinary Income	-108.99	-62,498.28	19,134.25	-94.49	-248.93
Net Income	-108.99	-62,498.28	19,134.25	-94.49	-248.93

3:08 PM

05/15/20 Cash Basis

	TOTAL
Ordinary Income/Expense	
Income AWARDS BANQUET ADM-COM-INC Off Inc	7,500.00
Clinics	1,015.00
Total Off Inc	1,015.00
Total ADM-COM-INC	1,015.00
ADM-INC Donations Sanction-local	121.00 17,280.00
Total ADM-INC	17,401.00
INVESTMENTS MEMBER-INC Club Mem Inc	401,933.21 4,950.00
Members Athlete	28,332.15
Total MEMBER-INC	33,282.15
PRIZE INCOME PM Inc	
CIM	1,360.00
REDDING XMAS RELAYS	100.00 3,000.00
Total PM Inc	4,460.00
PM Inc-XC AGGIEXC	800.00
Total PM Inc-XC	800.00
Total PRIZE INCOME	5,260.00
Total Income	466,391.36
Expense	
TRANSFER ADM-COM-EXP	400,000.00
Athlete Comm Awards Comm Coaches Com Communicat Com	156.10 11,234.52 450.08
EBLASTS FACEBOOK PROFILES	270.00 11.21 125.00
COMMUNICATIONS MANAGER Communicat Com - Other	2,160.00 319.90
Total Communicat Com	2,886.11
Officials Expns CERTIFICATION Officials Annual Meeting Off Clinics	320.00 98.16 326.65
Total Officials Expns	744.81
ADM-COM-EXP - Other	120.00
Total ADM-COM-EXP	15,591.62
ADMINISTRATION EXPNS Board Exp	192.21
Misc Gen Exp BANK	409.38
Total Misc Gen Exp	409.38

Pacific Association Statement of Cash Receipts and Cash Disbursements

January 1 t	hrough Ma	y 15,	2020
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	TOTAL
Office	
Off Equip	874.78 142.50
Off Exp PHONE	142.50 615.87
POSTAGE	570.59
Rent	5,500.00
Shipping	79.32
Staff Sal SUPPLIES	22,916.65 199.36
Tax & Prep	78.61
Utilities	1,423.55
Total Office	32,401.23
Travel Convent	9 222 F1
Travel Convent Travel JM Exp	8,222.51 276.95
Total Travel	8,499.46
Total ADMINISTRATION EXPNS	41,502.28
COMMISSIONS	5.39
EVENTS EXP	2.30
2021 JO	40.24
2022 NCAA NCAA 2022	70.98 142.28
2022 JO	122.22
CLUB CROSS 2020	180.00
2019 NCAAXC	1,047.49
2021 MASTERS 2019 NCAA	48.25 750.00
PA XC	350.00
ЈО Ехр	
MEET MANAGEMENT CROSS COUNTRY	718.71 2,582.24
JOMANAGEMENT	2,030.83
MULTIS	954.06
REGION 16	1,645.20
PAC Total JO Exp	952.25 8,883.29
•	
Total EVENTS EXP	11,634.75
GRAND PRIX MaT&F	749 65
GP Road Races	748.65 18,000.00
GP XC	8,880.00
Total GRAND PRIX	27,628.65
INSURANCE	
SANCTION REFUNDS INSURANCE - Other	2,175.00 666.00
Total INSURANCE	2,841.00
PRIZE EXPENSE	
PM-Pd XC	0.005.00
XCSERIES	6,665.00
Total PM-Pd XC	6,665.00
PM Pd	25.00
URBAN COW CIM	35.00 1,225.00
XMAS RELAY	2,900.00
Total PM Pd	4,160.00
Total PRIZE EXPENSE	10,825.00

	TOTAL
SPORT COM EXP Youth Com	179.11
Total SPORT COM EXP	179.11
Total Expense	510,207.80
Net Ordinary Income	-43,816.44
Net Income	-43,816.44

	Jan 1 - May 15, 20
Ordinary Income/Expense	
Income AWARDS BANQUET ADM-COM-INC	7,500.00
Off Inc Clinics	1,015.00
Total Off Inc	1,015.00
Total ADM-COM-INC	1,015.00
ADM-INC Donations Sanction-local	121.00 17,280.00
Total ADM-INC	17,401.00
INVESTMENTS MEMBER-INC Club Mem Inc Members Athlete	401,933.21 4,950.00 28,332.15
Total MEMBER-INC	33,282.15
PRIZE INCOME PM Inc CIM REDDING XMAS RELAYS	1,360.00 100.00 3,000.00
Total PM Inc	4,460.00
PM Inc-XC AGGIEXC	800.00
Total PM Inc-XC	800.00
Total PRIZE INCOME	5,260.00
Total Income	466,391.36
Expense TRANSFER ADM-COM-EXP Athlete Comm Awards Comm Coaches Com Communicat Com EBLASTS FACEBOOK	400,000.00 156.10 11,234.52 450.08 270.00 11.21
PROFILES COMMUNICATIONS MANAGER Communicat Com - Other	125.00 2,160.00 319.90
Total Communicat Com	2,886.11
Officials Expns CERTIFICATION Officials Annual Meeting Off Clinics	320.00 98.16 326.65
Total Officials Expns	744.81
ADM-COM-EXP - Other	120.00
Total ADM-COM-EXP	15,591.62
ADMINISTRATION EXPNS Board Exp Misc Gen Exp	192.21
BANK	409.38
Total Misc Gen Exp	409.38

	Jan 1 - May 15, 20	_
Office	074.70	
Off Equip Off Exp	874.78 142.50	
PHONE	615.87	
POSTAGE Rent	570.59 5.500.00	
Shipping	5,500.00 79.32	
Staff Sal	22,916.65	
SUPPLIES Tax & Prep	199.36 78.61	
Utilities	1,423.55	
Total Office	32,401.23	
Travel	0.000.54	
Travel Convent Travel JM Exp	8,222.51 276.95	
Total Travel	8,499.46	
Total ADMINISTRATION EXPNS	41,502.2	8.
COMMISSIONS	5.3	9
EVENTS EXP 2021 JO	40.24	
2022 NCAA	70.98	
NCAA 2022 2022 JO	142.28 122.22	
CLUB CROSS 2020	180.00	
2019 NCAAXC	1,047.49	
2021 MASTERS 2019 NCAA	48.25 750.00	
PA XC	350.00	
JO Exp	740.74	
MEET MANAGEMENT CROSS COUNTRY	718.71 2,582.24	
JOMANAGEMENT	2,030.83	
MULTIS REGION 16	954.06	
PAC	1,645.20 952.25	
Total JO Exp	8,883.29	
Total EVENTS EXP	11,634.7	5
GRAND PRIX	740 65	
MaT&F GP Road Races	748.65 18,000.00	
GP XC	8,880.00	
Total GRAND PRIX	27,628.6	5
INSURANCE SANCTION REFUNDS	2,175.00	
INSURANCE - Other	666.00	
Total INSURANCE	2,841.0	0
PRIZE EXPENSE		
PM-Pd XC XCSERIES	6,665.00	
Total PM-Pd XC	6,665.00	
PM Pd		
URBAN COW CIM	35.00 1,225.00	
XMAS RELAY	2,900.00	
Total PM Pd	4,160.00	
Total PRIZE EXPENSE	10,825.0	0

	Jan 1 - May 15, 20
SPORT COM EXP Youth Com	179.11
Total SPORT COM EXP	179.11
Total Expense	510,207.80
Net Ordinary Income	-43,816.44
Net Income	-43,816.44

Pacific Association Profit & Loss

	May 1, '18 - May 15, 20
Ordinary Income/Expense	
Income ADM-COM-INC	
Off Inc	
BUSINESSCARDS	30.00
Clinics Luncheon	1,370.00 1,275.00
Rule-Oth	1,356.00
Total Off Inc	4,031.00
Total ADM-COM-INC	4,031.00
ADM-INC	
Donations Miss les	560.00
Misc Inc Sanction-local	1,060.00 72,719.25
Total ADM-INC	74,339.25
Eq Rent Inc	74,335.23
Accutk	2,050.00
WIND	75.00
Total Eq Rent Inc	2,125.00
EVENTS-INC	4.500.00
DECATHLON 2019 NCAA XC	1,500.00 5,000.00
PAXC	15,540.00
2019 NCAA TRACK MEET	28,000.00
MASTERS MEET JO Inc	4,545.00
PAXC	6,785.40
JOREGION	27,097.72
MULTIS YOUTHCHAMP	2,380.00 18,270.00
Total JO Inc	54,533.12
National JOTF	99,097.00
OT&F MEET	2,190.00
Total EVENTS-INC	210,405.12
INVESTMENTS MEMBER-INC	13,093.15
Club Mem Inc	9,665.00
Members Athlete	91,752.89
Total MEMBER-INC	101,417.89
PRIZE INCOME SAC10	1,550.00
PM Inc	
OAKLAND RELAY GREAT RACE	3,000.00 1,550.00
URBANCOW	1,550.00
ATB 12K	1,495.00
STOW LAKE REACH STAR 5K	1,550.00 1,550.00
FREEDOM 5K	1,550.00
CIM	1,360.00
CLARKSBURG 30K EMPIRE	2,950.00 750.00
MILE	3,100.00
REDDING	1,550.00
XMAS RELAYS	3,000.00
Total PM Inc	24,955.00

Pacific Association Profit & Loss

	May 1, '18 - May 15, 20
PM Inc-XC LAGOON VALLEY SAN BRUNO REBEL XC BUFFALO CHIPS GARIN AGGIEXC GGPARKI SANTA CRUZ TAMALPAXC Total PM Inc-XC	1,000.00 700.00 825.00 900.00 700.00 800.00 1,000.00 1,035.00 800.00
Total PRIZE INCOME	34,265.00
Total Income	439,676.41
Expense TRANSFER ADM-COM-EXP Athlete Comm Awards Comm Coaches Com LIVE SCAN	52,740.24 239.64 1,189.87 15.00
Coaches Com - Other Total Coaches Com	<u>483.52</u> 498.52
Communicat Com EBLASTS FACEBOOK CONSTANT CONTACT PROFILES COMMUNICATIONS MANAGER Communicat Com - Other	270.00 88.92 2,921.50 550.00 3,960.00 756.12
Total Communicat Com	8,546.54
Marketing Com Officials Expns CERTIFICATION Officials Annual Meeting Off Awards Off Clinics Rule Bks	2,532.51 320.00 1,294.76 1,156.38 463.70 1,435.69
Total Officials Expns	4,670.53
Total ADM-COM-EXP ADMINISTRATION EXPNS BUSINESS CARDS Board Exp LRP Meeting Misc Gen Exp BANK	17,677.61 125.92 971.73 395.69 825.75
Total Misc Gen Exp	825.75
Office PHONE POSTAGE Rent Repairs Shipping Staff Sal SUPPLIES Tax & Prep Utilities Total Office	1,920.78 622.42 12,100.00 139.99 113.55 50,416.62 273.45 989.84 2,961.47
TOTAL OTHER	09,000.12

Pacific Association Profit & Loss

Travel	
Travel IM Eve	9,264.44
Travel JM Exp Total Travel	398.58 9,663.02
_	<u> </u>
Total ADMINISTRATION EXPNS EVENTS EXP	81,520.23
DECATHLON 2019 NCAAXC 2019 NCAA 2019 JO PA XC PA Masters T&F	1,516.00 4,008.20 27,977.25 98,448.32 8,973.55 1,830.33
JO EXP MEET MANAGEMENT CROSS COUNTRY JOMANAGEMENT MULTIS PAJO REGION 16 PAC	2,469.33 5,468.20 4,460.30 2,887.48 90.00 16,660.39 13,139.31
Total JO Exp	45,175.01
PA Open T&F	2,389.39
Total EVENTS EXP GRAND PRIX	190,318.05
Masters T&F MaT&F GP Road Races GP T&F GP Ultra GP XC GP Racewalk	839.50 1,499.60 18,000.00 13,150.00 4,500.00 8,880.00 350.00
Total GRAND PRIX	47,219.10
INSURANCE MEM-EXP Owe Nat Ins Nat Sanc	630.00 247.50
Total Owe Nat	247.50
Total MEM-EXP	247.50
PRIZE EXPENSE PM-Pd XC NORCAL XCSERIES	1,290.00 6,665.00
Total PM-Pd XC	7,955.00
PM Pd DEVIL MILE GREAT RACE OAKLAND ATB12K URBAN COW BANG MILE STOW 5K STAR5K FREEDOM FEST 5K SAC10 CIM CLARKSBURG 30K	1,400.00 1,435.00 2,900.00 1,395.00 1,395.00 1,555.00 1,450.00 1,685.00 1,450.00 1,365.00 1,225.00 2,850.00

3:09 PM 05/15/20 Accrual Basis

Pacific Association Profit & Loss

	May 1, '18 - May 15, 20
REDDING XMAS RELAY	160.00 2,900.00
Total PM Pd	23,165.00
Total PRIZE EXPENSE	31,120.00
SPORT COM EXP OLDR Com LDRBANQUET	1,612.13
Total OLDR Com	1,612.13
Youth Com	508.96
Total SPORT COM EXP	2,121.09
Total Expense	423,593.82
Net Ordinary Income	16,082.59
Net Income	16,082.59