

Budget Name: Budget

Category Name	1999	1998 Actual
INFLOWS		
Ad sales income	2,000	2,130
Ann. Mtg. Inc.	2,300	2,480
Appeal fees	0	0
Club dues	4,125	4,190
Collections	0	0
Connor-Kratzig inc	15,000	15,000*
Gaillard income	15,000	15,000*
Grants to ECSA	700	898
Junior income		
Clinic	600	637
Gifts to Juniors	200	1,080
Junior income - Other	0	0
Memberships		
Basic	1,000	1,085
Enhanced	8,000	8,267
Junior	4,000	4,070
Memberships - Other	0	0
Other Inc	0	0
PHRF Certificates	2,000	2,117
Race Notices	3,400	3,500
Seminars		
Race Management	500	665
Rules	0	0
Seminars - Other	0	0
Total Inflows	58,825	61,508
OUTFLOWS		
Ad expenses	-550	474
Annual Meeting exp.	-4,600	4,190
Bad Debt	-200	0
Bank Charge	-25	7
Calendar	-500	477
Connor-Kratzig exp.	-15,000	15,000*
Dues, ECSA exp.		
Other	-30	0
U.S. Sailing	-200	200
Dues, ECSA exp. - Other	0	0
Gaillard expenses	-15,000	15,000*
Hospice	-375	375
Incorporation expenses	-150	234
Insurance		
Gen. Liability Ins.	-510	502
U.S. Sailing	-505	505
Insurance - Other	0	0
Internet	-1,200	1,189
Junior expenses		
Clinics	-2,200	2,390
Insurance	-260	260
Misc.	-400	400
National Conf.	-1,000	32
Trophies	-700	554
Yearbook	-1,000	995
Junior expenses - Other	0	0
Misc	-200	0
Officer expenses		
President's exp.	-100	0
Secretary's expenses	-600	544
Treasurer's expenses	-250	190
Officer expenses - Other	0	0
Offshore expenses		
Chairman	-100	0
Misc	-600	547
Print-Mail	-350	367

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Category Name	1999	1998 Actual
Trophies	-2,200	1842
Yearbook	-2,800	2763
Offshore expenses - Other	0	
PHRF		
Dues	-325	325
Misc	-400	402
PHRF - Other	0	
Postage		
Box	-60	58
Permit mailing charges	-700	650
Permit only	-85	85
Postage - Other	0	
Print-copy-mail		
Enrollment mailings	-150	122
paper, envelopes	-400	594
Print-copy-mail - Other	0	103
Printing Newsletter	-1,200	1057
Race Sponsor, Juniors		
Bemis	-220	220
Midget-Mid Atlantics	-800	825
Sears	-265	265
Smthye	-110	110
Race Sponsor, Juniors - Other	0	
Race Sponsor, Offshore		
Adams	-500	0
Lloyd Phoenix	-550	550
Mallory	-500	0
Other	0	
Race Sponsor, Offshore - Other	0	
Refunds	-100	32
Seminars, exp.		
Other	0	0
Race Management	-400	367
Rules	-50	0
Safety at Sea	0	0
Seminars, exp. - Other	0	0
Taxes		
Annual State License	-125	0
Membership & Cabaret	-415	412
Sales tax	-1,050	1,041
Taxes - Other	0	0
Telephone	-450	409
US Sail Travel	-2,200	1900
Total Outflows	-62,660	58,484
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Total Inflows	58,825	
Total Outflows	-62,660	
Difference	-3,835	