

	FY 22-23	FY 23-24
Income		
Membership Dues (Senior)	\$7,780	\$11,400 [1]
Membership Dues (Rookie/Social)		\$6,200 [2]
Membership Dues (RugBAE+)	\$200	\$1,000
Membership Dues (Rugby 101)	\$1,680	\$1,000 [3]
Membership Dues (Touch Rugby)	\$600	\$400
Individual Donations	\$6,600 [4]	\$2,500 [5]
Online Giving/Brand Partnerships	\$500	\$2,000
Private/Corporate Support	\$6,323 [6]	\$8,800
Event Income (Net)	\$3,932 [7]	\$13,600
Merchandise Sales (Net)	\$6,106 [8]	\$3,000
Total Income	\$33,721	\$49,900
In-Kind Donation Value	\$2,000	\$5,000
Expenses		
Programs		
Practice Field Rental	\$8,615	\$9,800 [9]
Match Field Rental	\$600	\$1,125
Coaching Stipends	\$0	\$3,000
Coaching Devt Fees	\$500	\$400
Referee Fees	\$1,475 [10]	\$675
USAR Membership and Screening	\$400	\$465
Equipment and Supplies	\$500	\$320
Third Half/Social Event Expenses	\$4,640 [11]	\$2,750
Team Apparel	\$1,500	\$1,800
Printing and Production (Non Merch)	\$211	\$200
Merchandise Production	\$4,300	\$3,300
Shipping and Fulfillment	\$140	\$300
Awards	\$200	\$200
Video/Photography	\$800	\$1,000
Marketing Expenses	\$350	\$600
Programs (Tournament)		
Rucktacular Hosting Expenses	\$3,000	
Coaches Lodging (Rucktacular)		\$600
Coach Air (Bingham/NorAm)	\$300	\$1,800
Coach/Staff Lodging (Bingham)	\$0	\$2,500
Coach/Staff Transport (Bingham)	\$0	\$200
Registration Fees	\$1,200	\$7,237 [12]
Travel Assistance	\$300	\$1,600
Baggage Fees	\$0	\$300
Club-Incurred Expenses	\$960	\$0
Fundraising Expenses (18%)		
Venue fees	\$0	\$1,500
Supplies	\$150	\$2,500
Print/Production/Advertising	\$100	\$300
Food/Beverage	\$0	\$1,500
Entertainment Costs	\$0	\$1,000
Operations		
Accounting Fees	\$0	\$500
Taxes, Licenses	\$35	\$250
D&O Insurance	\$0	\$210
Web/IT	\$600	\$850
Miscellaneous	\$250	\$200
TOTAL EXPENSES	\$31,126	\$48,982

[1] 10 Board (2 Waiver maybe)
20 Returning Players in full
16 partial waivers 50%

[2] 15 Rookies after Rugby 101s + 10 waivers
12 social level senior players + ?? waivers

[3] Goal: 25 NEW rugby 101 participants in Fall.

[4] Donors:
Eric Anderson - 2600
Ozzie Luna - \$1500
Dan Shook - \$500
Jim Loussaert - \$200
Ed Salm - \$200
Rucktacular Club Donations - \$1,600

[5] Eric/Jim - \$500
Other recurring donors - \$500
New Donors - \$1,000
RugBAE contributions - \$500

[6] Tabor - 2000
Eagle - 1000
Off Sunset - 3000
Mega Woof - 323

LOSS: - 2000 Giltinis

[7] HHH - 529
MegaWoof/OS - 2423
Eagle - 700
EOS Party - 280

[8] HHH - 240
OS - 180
Rucktacular - 800
General Sales - 940
Printful - 3946 (includes Ruck)

[9] July - 200
August - 0
September - (16x55) + .185 = 1100
October - 1100
November - 1100
December - 550 (4 dates)
January - (16 x 60)+200 = 1160

Feb - 1000
Mar - 1160
Apr - 1160
May - 580
June - 300

+ \$400 towards additional practice hours.

[10] Includes Rucktacular

[11] 4 home match food - $160 * 4 = 640$
3 home match beer - \$1000
1 home match costs - \$600
Misc - \$400
Rucktacular - \$1,000
EOS Party - 1000

[12] Number is from Bingham Tab - This is the highest we likely would have to pay - 25 A-Side, 10 B-Side, 2 Coach, 2 Staff.