

**Hanover Seaside Club
Budget Worksheet
November 1, 2018-October 31, 2019**

	2017.18 Annual Budget	Actual FYE 10/31/18	2018.19 Proposed Budget
Income			
4000 · Membership Income			
400001 · Dues - Annual Regular	108,900	78,165	105,573
400502 · Dues - Annual Seasonal	210,600	156,943	208,188
400003 · Dues - Annual Regular 70/75	8,250	529	4,307
400004 · Dues - Annual Seasonal 70/75	8,487	4,650	7,130
400005 · Dues - Annual Dining Room Minimum	0	390	56,625
400006 · Dues - DR Min to Meals & Unused	0	0	
4000010 · Dues to Reserves	0	0	0
Total 4005 · Fee Income	336,237	240,676	381,823
Income			
4005 · Fee Income			
400501 · Boat Fee Income	5,500	4,810	5,500
400502 · Initiation Fee Income	15,000	97,750	15,000
400503 · Locker Fee Income	6,200	6,141	6,200
400504 · Parking Lot Income	800	4,803	3,500
Total 4005 · Fee Income	27,500	113,504	30,200
4010 · Food Income			
401001 · Food-Meals Income	108,800	103,760	78,375
401002 · Food-Snack Bar Income	16,600	19,297	18,000
401003 · Food-Vending Income	650	13	0
401004 · Food-Event Income [Committee]	1,200	288	0
4010045 · Food--Event Income [Staff]	4,000	8,083	7,000
401005 · Food-Party Income	48,900	35,653	35,000
401006 · Food-DR Min Income (EOY Unused)	16,000	0	0
Total 4010 · Food Income	196,150	167,093	138,375
4020 · Rental Income			
402001 · Rental Income-601-Lodging	113,000	100,043	110,000
402002 · Rental Income-605-Cottage	43,400	49,103	0
402003 · Rental Income-601-Club Parties	11,200	11,615	15,000
Total 4020 · Rental Income	167,600	160,761	125,000
4030 · Event Income-Non Food			
403001 · Event Income-Bingo [Committee]	1,700	1,143	1,000
4030035 · Other Event Income [Staff]	250	0	0
4030 · Event Income-Non Food - Other	0	324	0
Total 4030 · Event Income-Non Food	1,950	1,466	1,000
4050 · Supporting Income			
405001 · Merchandise Sales	2,000	1,165	1,250
405002 · Rocking Chair Income	0	100	0
405004 · Interest Income	1,500	2,281	1,500
405006 · Non Food Vending Income	200	201	0
405005-Cleaning Revenue	0	0	5,000
405009 · Miscellaneous Income	0	4,121	2,400
Total 4050 · Supporting Income	3,700	7,868	10,150
Total Income	733,137	691,368	686,548
Cost of Goods Sold			
5010 · COGs Food			
501001 · COGs-Meals/Dining Room Food	63,800	73,551	57,591
501002 · COGs-Snack Bar Food	6,200	8,978	9,000
501003 · COGs-Vending Food	550	199	0
501004 · COGs-Event Food [Committee]	500	140	0
5010045 · COGs-Event Food [Staff]	4,500	1,742	3,500
501005 · COGs-Party Food	17,400	11,011	10,500
501006 · Spoilage, Food	1,300	10,393	1,300

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Total 5010 · COGs Food	94,250	106,014	81,891
5015 · COGs Supplies			
501501 · COGs-Dining Room Supplies	5,200	6,634	6,500
501502 · COGs-Snack Bar Supplies	2,000	1,022	1,500
5015035 · COGs-Event Supplies [Staff]	1,050	49	0
501504 · COGs-Party Supplies	1,000	0	0
Total 5015 · COGs Supplies	9,250	7,705	8,000
5020 · COGs Rental 601 Lodging			
502005 · COGs-601 Lodging-Janitorial	2,500	420	0
502006 · COGs-601 Lodging-R&M Rooms	400	1,175	400
502007 · COGs-601 Lodging-R&M Equip	400	0	400
502010 · COGs-601 Lodging-Supplies/Fees	250	0	1,000
502011 · Furnishings 601 Lodging	1,175	132	1,000
Total 5020 · COGs Rental 601 Lodging	4,725	1,727	2,800
5025 · COGs Rental 605 Cottage			
502503 · COGs-605 Cottage-Mgmt Fee/Comm	6,100	3,596	0
502505 · COGs-605 Cottage-Janitorial	300	1,120	0
502506 · COGs-605 Cottage-R&M Building	4,940	3,602	0
502507 · COGs-605 Cottage-R&M Equip	650	224	0
502509 · COGs-605 Cottage-Utilities	6,000	3,734	2,707
5025 · COGs Rental 605 Cottage - Other	0	318	0
Total 5025 · COGs Rental 605 Cottage	17,990	12,594	2,707
5030 · COGs Event Costs			
503001 · COGs-Bingo Costs [Committee]			
503003 · COGs Other Events [Committee]	2,800	0	0
5030035 · COGs Entertainment & Decorations	150	1,614	5,000
Total 5030 · COGs Event Costs	2,950	1,614	5,000
5050 · COGs Supporting Costs			
50501 · COGs-Merchandise for Resale	1,000	2,386	1,000
Total 5050 · COGs Supporting Costs	1,000	2,386	1,000
Total COGS	130,165	132,040	101,398
Gross Profit	602,972	559,328	585,150
Expense			
6000 · Employee Related Expenses			
6001 · Salaries & Wages			
6002 · Salaries & Wages - Manager (Victor)	45,000	45,000	45,000
6003 · Salaries & Wages-Administrative	12,750	9,868	20,280
6005 · Salaries & Wages-Dining Room	50,000	49,697	17,591
600X · Salaries & Wages - Food Service Manager (Evan)	0	0	40,000
6006 · Salaries & Wages-Party	20,000	11,603	12,500
6007 · Salaries & Wages -Event [Staff]	2,300	4,238	3,500
6008 · Salaries & Wages-Snack Bar	10,000	12,867	9,000
6009 · Salaries & Wages-Janitorial	30,000	5,223	25,000
6011 · Salaries & Wages-Maintenance	0	528	9,000
6012 · Salaries & Wages-Parking Lot	2,100	1,346	2,100
601X · Salaries & Wages-Security Guard	0	1,095	6,336
6014 · Salaries & Wages-Sick/Vacation	0	415	0
6019 · Bonus	7,500	0	7,500
Total 6001 · Salaries & Wages	179,650	141,880	197,807
6015 · Other Payroll Expense	500	90	200
6020 · Payroll Taxes	25,000	9,353	15,175
6021 · Background Checks	100	295	100
6025 · Staff Uniforms	0	1,258	1,500
Total 6000 · Employee Related Expenses	205,250	152,875	214,782
6100 · Advertising & Marketing	0	140	0
6120 · Contract Labor			
6121 · Contract Bookkeeper	17,100	8,438	10,000
6120 · Contract Labor - Other	1,250	1,232	1,250

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Total 6120 · Contract Labor	18,350	9,670	11,250
6125 · Computer Expenses	2,900	11,270	30,500
6126 · Contributions	200	0	200
6130 · Dues, License & Subscriptions	7,750	2,793	2,200
6200 · Facility Expense			
6201 · Equip, Furn & Fixtures <\$5000			
6201 · Equip, Furn & Fixtures <\$5000 - Other	0	749	0
6202 · Kitchen Ware & Foodservice Ware	1,500	3,533	0
6203 · General FF&E	2,000	7,342	8,000
Total 6201 · Equip, Furn & Fixtures <\$5000	3,500	11,624	8,000
6210 · Furnishings and Decorations	0	2,550	0
6250 · Maintenance & Repairs			
6254 · Equip R&M-Alarm	3,600	3,647	3,600
6255 · Equip R&M-Elevator	4,500	15,085	9,490
6256 · Equip R&M-Fire System	7,000	6,390	8,000
6257 · Equip R&M-Snackbar	800	171	800
6258 · Equip R&M-Club-601	250	1,783	0
6259 · Bldg R&M - Kitchen	0	282	0
6270 · Bldg R&M - 605	0	94	0
6271 · Bldg R&M- Club (601)	29,200	36,319	35,685
6275 · Contingency R&M	14,000	25,023	
5367.11 - 601 HVAC Cont	0	0	2,500
5367.12 - 605 HVAC Cont	0	0	1,000
5367.21 - 601 Plumb Cont	0	0	2,500
5367.22 - 605 Plumb Cont	0	0	500
5367.30 - Coolers, freezers and ice maker	0	0	2,500
5367.70 - All other contingencies	0	0	7,500
6280 · Grounds and Landscaping	5,670	5,565	12,600
6281 · Sound Deck-Bulkhead-Pierhouse	700	0	950
6250 · Maintenance & Repairs - Other	0	248	0
Total 6250 · Maintenance & Repairs	65,720	94,606	87,625
Total 6200 · Facility Expense	69,220	108,780	103,625
6300 · Fees			
6301 · Bank Charges	125	186	125
6302 · Merchant Services	20,600	17,475	18,000
Total 6300 · Fees	20,725	17,660	18,125
6309 · Honorarium-Sec/Officers	2,800	150	0
6310 · Interest Expense	0	-10	0
6330 · Janitorial Supplies	3,500	2,779	3,800
6340 · Mileage Reimbursement	1,200	208	0
6400 · Insurance			
6401 · Flood/Fire/Wind & Liability	29,000	26,149	28,000
6402 · Workers Compensation	3,100	3,278	3,500
6405 · D&O Liability	5,100	4,607	4,700
Total 6400 · Insurance	37,200	34,034	36,200
6700 · Office Expenses	7,800	8,463	7,800
6720 · Over/Short	0	-41	0
6750 · Professional and Other Fees			
6751 · Accounting & Legal	16,000	23,503	24,000
6754 · Other Consulting Services	5,000	5,700	1,500
Total 6750 · Professional and Other Fees	21,000	29,203	25,500
6775 · Penalties	0	2,288	0
6825 · Supplies	0	504	0
6830 · Storage Unit	0	0	2,100
6900 · Tax Expense			
6901 · Federal Taxes - Form 990			0
6902 · Property Tax Expense	67,600	53,575	57,500
Total 6900 · Tax Expense	67,600	53,575	57,500

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6940 · Training & Seminars	2,400	0	0
6950 · Utilities			
6951 · Electric & Gas	33,000	30,465	29,687
6952 · Water-Sewer-Trash	14,500	14,446	14,420
6953 · Telephone	4,000	-56	0
6954 · Internet, Cable, Website	5,000	7,603	5,566
6955 · Recycling	2,100	1,050	0
Total 6950 · Utilities	58,600	53,507	49,673
Total Expense	526,495	487,849	563,255
Net Ordinary Income (Cash basis)	\$ 76,477	\$ 71,479	\$ 21,895
6127 · Depreciation Expense (Non-Cash)	74,100	83,330	84,000
Net Income after depreciation	\$ 2,377	\$ (11,851)	\$ (62,105)