

**Summit North Yacht Club**  
**Profit & Loss Prev Year Comparison**  
 January through June 2014

|  | Jan - Jun 14    | Jan - Jun 13    | \$ Change      | % Change      |
|--|-----------------|-----------------|----------------|---------------|
| <b>Income</b>                                |                 |                 |                |               |
| <b>Program Income</b>                        |                 |                 |                |               |
| Membership Dues                              | 5,550.00        | 8,250.00        | -2,700.00      | -32.7%        |
| Merchandise Income                           | 476.98          | 140.00          | 336.98         | 240.7%        |
| <b>Total Program Income</b>                  | 6,026.98        | 8,390.00        | -2,363.02      | -28.2%        |
| <b>Special Events Income</b>                 |                 |                 |                |               |
| Donations                                    | 500.00          | 0.00            | 500.00         | 100.0%        |
| Non-Cruise Events<br>50/50 & Auctioned Items | 370.00          | 421.00          | -51.00         | -12.1%        |
| <b>Total Non-Cruise Events</b>               | 370.00          | 421.00          | -51.00         | -12.1%        |
| <b>Total Special Events Income</b>           | 870.00          | 421.00          | 449.00         | 106.7%        |
| <b>Total Income</b>                          | 6,896.98        | 8,811.00        | -1,914.02      | -21.7%        |
| <b>Cost of Goods Sold</b>                    |                 |                 |                |               |
| <b>Merchandise Expense</b>                   |                 |                 |                |               |
| Shirts                                       | 675.00          | 125.38          | 549.62         | 438.4%        |
| <b>Total Merchandise Expense</b>             | 675.00          | 125.38          | 549.62         | 438.4%        |
| <b>Total COGS</b>                            | 675.00          | 125.38          | 549.62         | 438.4%        |
| <b>Gross Profit</b>                          | 6,221.98        | 8,685.62        | -2,463.64      | -28.4%        |
| <b>Expense</b>                               |                 |                 |                |               |
| <b>Events</b>                                |                 |                 |                |               |
| <b>Cruise Events</b>                         |                 |                 |                |               |
| Beverages                                    | 61.92           | 67.91           | -5.99          | -8.8%         |
| Give Back Events                             | 4,119.57        | 5,912.65        | -1,793.08      | -30.3%        |
| <b>Total Cruise Events</b>                   | 4,181.49        | 5,980.56        | -1,799.07      | -30.1%        |
| <b>Non-Cruise Events</b>                     |                 |                 |                |               |
| Auctioned Items                              | 0.00            | 105.95          | -105.95        | -100.0%       |
| Beverages                                    | 53.97           | 184.89          | -130.92        | -70.8%        |
| <b>Total Non-Cruise Events</b>               | 53.97           | 290.84          | -236.87        | -81.4%        |
| <b>Total Events</b>                          | 4,235.46        | 6,271.40        | -2,035.94      | -32.5%        |
| <b>Operations</b>                            |                 |                 |                |               |
| Dues   | 125.00          | 125.00          | 0.00           | 0.0%          |
| Miscellaneous                                | 0.00            | 0.00            | 0.00           | 0.0%          |
| Postage & Membership Mailings                | 46.00           | 54.00           | -8.00          | -14.8%        |
| Square Up Charge                             | 10.62           | 0.00            | 10.62          | 100.0%        |
| Supplies                                     | 34.32           | 23.84           | 10.48          | 44.0%         |
| Taxes & Licenses                             | 25.00           | 25.00           | 0.00           | 0.0%          |
| <b>Total Operations</b>                      | 240.94          | 227.84          | 13.10          | 5.8%          |
| <b>Total Expense</b>                         | 4,476.40        | 6,499.24        | -2,022.84      | -31.1%        |
| <b>Net Income</b>                            | <b>1,745.58</b> | <b>2,186.38</b> | <b>-440.80</b> | <b>-20.2%</b> |

**Summit North Yacht Club  
 Profit & Loss Prev Year Comparison  
 January through July 2014**

|                                    | Jan - Jul 14 | Jan - Jul 13 | \$ Change | % Change |
|------------------------------------|--------------|--------------|-----------|----------|
| <b>Income</b>                      |              |              |           |          |
| <b>Program Income</b>              |              |              |           |          |
| Membership Dues                    | 5,550.00     | 8,700.00     | -3,150.00 | -36.2%   |
| Merchandise Income                 | 770.98       | 255.00       | 515.98    | 202.4%   |
| <b>Total Program Income</b>        | 6,320.98     | 8,955.00     | -2,634.02 | -29.4%   |
| <b>Special Events Income</b>       |              |              |           |          |
| <b>Cruise Events</b>               |              |              |           |          |
| 50/50 & Auctioned Items            | 0.00         | 435.00       | -435.00   | -100.0%  |
| <b>Total Cruise Events</b>         | 0.00         | 435.00       | -435.00   | -100.0%  |
| Donations                          | 500.00       | 0.00         | 500.00    | 100.0%   |
| <b>Non-Cruise Events</b>           |              |              |           |          |
| 50/50 & Auctioned Items            | 370.00       | 421.00       | -51.00    | -12.1%   |
| <b>Total Non-Cruise Events</b>     | 370.00       | 421.00       | -51.00    | -12.1%   |
| <b>Total Special Events Income</b> | 870.00       | 856.00       | 14.00     | 1.6%     |
| <b>Total Income</b>                | 7,190.98     | 9,811.00     | -2,620.02 | -26.7%   |
| <b>Cost of Goods Sold</b>          |              |              |           |          |
| <b>Merchandise Expense</b>         |              |              |           |          |
| Shirts                             | 675.00       | 125.38       | 549.62    | 438.4%   |
| <b>Total Merchandise Expense</b>   | 675.00       | 125.38       | 549.62    | 438.4%   |
| <b>Total COGS</b>                  | 675.00       | 125.38       | 549.62    | 438.4%   |
| <b>Gross Profit</b>                | 6,515.98     | 9,685.62     | -3,169.64 | -32.7%   |
| <b>Expense</b>                     |              |              |           |          |
| <b>Events</b>                      |              |              |           |          |
| <b>Cruise Events</b>               |              |              |           |          |
| Beverages                          | 61.92        | 67.91        | -5.99     | -8.8%    |
| Give Back Events                   | 5,614.91     | 6,262.65     | -647.74   | -10.3%   |
| <b>Total Cruise Events</b>         | 5,676.83     | 6,330.56     | -653.73   | -10.3%   |
| <b>Non-Cruise Events</b>           |              |              |           |          |
| Auctioned Items                    | 0.00         | 105.95       | -105.95   | -100.0%  |
| Beverages                          | 53.97        | 184.89       | -130.92   | -70.8%   |
| <b>Total Non-Cruise Events</b>     | 53.97        | 290.84       | -236.87   | -81.4%   |
| <b>Total Events</b>                | 5,730.80     | 6,621.40     | -890.60   | -13.5%   |
| <b>Operations</b>                  |              |              |           |          |
| Dues                               | 125.00       | 125.00       | 0.00      | 0.0%     |
| Miscellaneous                      | 0.00         | 0.00         | 0.00      | 0.0%     |
| Postage & Membership Mailings      | 46.00        | 54.00        | -8.00     | -14.8%   |
| Square Up Charge                   | 10.62        | 0.00         | 10.62     | 100.0%   |
| Supplies                           | 34.32        | 23.84        | 10.48     | 44.0%    |
| Taxes & Licenses                   | 25.00        | 25.00        | 0.00      | 0.0%     |
| Website                            | 15.99        | 0.00         | 15.99     | 100.0%   |
| <b>Total Operations</b>            | 256.93       | 227.84       | 29.09     | 12.8%    |
| <b>Total Expense</b>               | 5,987.73     | 6,849.24     | -861.51   | -12.6%   |
| <b>Net Income</b>                  | 528.25       | 2,836.38     | -2,308.13 | -81.4%   |