PGSA Profit and Loss

January - September, 2019

| | | Total |
|--------------------------------|------|-------------|
| Income | | |
| ACADEMIES & CAMPS | | 16,853.14 |
| COMPETITIVE CLUB DUES | | 866,846.05 |
| FUNDRAISING EVENTS | | 4,661.07 |
| MERCHANDISE SALES | | 2,465.40 |
| REGISTRATION DUES | | 231,483.14 |
| TOURNAMENTS | | 213,898.77 |
| Total Income | \$ 1 | ,336,207.57 |
| Gross Profit | \$ 1 | ,336,207.57 |
| Expenses | | |
| ADMN, OFFICE EXPENSES | | 70,411.54 |
| CLUB EMPLOYEE COSTS | | 90,682.63 |
| CLUB EMPLOYEE COSTS-EXEMPT | | 436,431.37 |
| CLUB EMPLOYEE COSTS-NON-EXEMPT | | 234,860.49 |
| COMPETITIVE LEAGUE | | 10,282.32 |
| CONTRACTOR EXPENSES | | 24,345.00 |
| EQUIPMENT | | 8,095.41 |
| EVENTS AND RECOGNITION | | 43,289.34 |
| EXPENSES-ECNL TRAVEL | | 13,721.39 |
| FIELDS | | 34,023.59 |
| FUNDRAISING | | 7,880.57 |
| LEAGUE FEES | | 57,487.82 |
| LEGAL SERVICES | | -1,610.00 |
| MARKETING | | 13,329.99 |
| POSITIVE COACHING ALLIANCE | | 3,931.46 |
| PROFESSIONAL SERVICES | | 17,916.00 |
| RECREATION | | 1,226.38 |
| REFEREES | | 49,636.00 |
| TOURNAMENT | | 149,058.36 |
| TRAVEL EXPENSES | | 8,274.47 |
| UNIFORMS | | 49,894.75 |
| Total Expenses | \$ 1 | ,323,168.88 |
| Net Operating Income | \$ | 13,038.69 |
| Other Income | | |
| EARNING FROM INVESTMENTS | | 6,981.55 |
| INTEREST INCOME | | 11,145.85 |
| Total Other Income | \$ | 18,127.40 |
| Net Other Income | \$ | 18,127.40 |
| Net Income | \$ | 31,166.09 |

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