

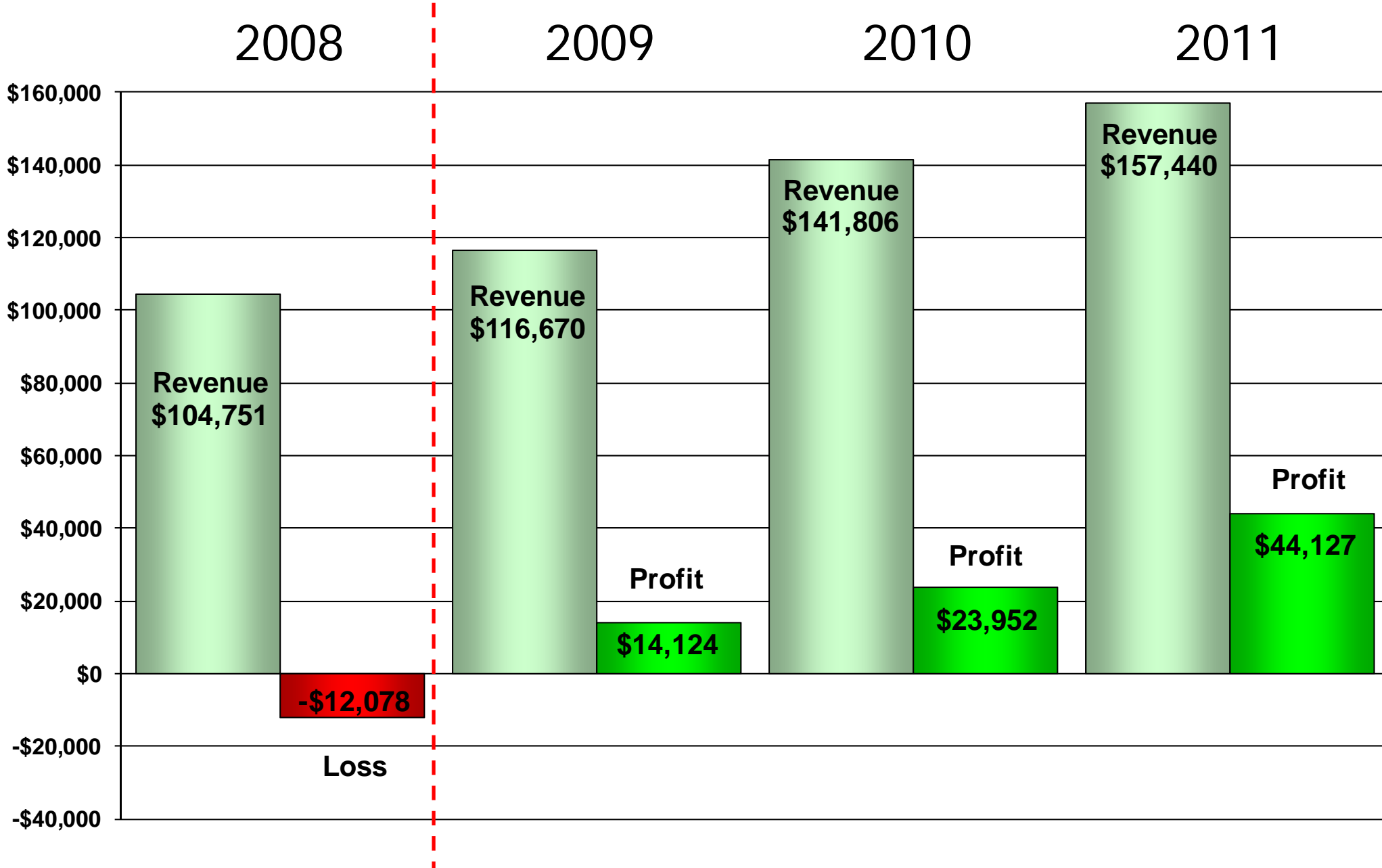


# **Annual Meeting of Members**

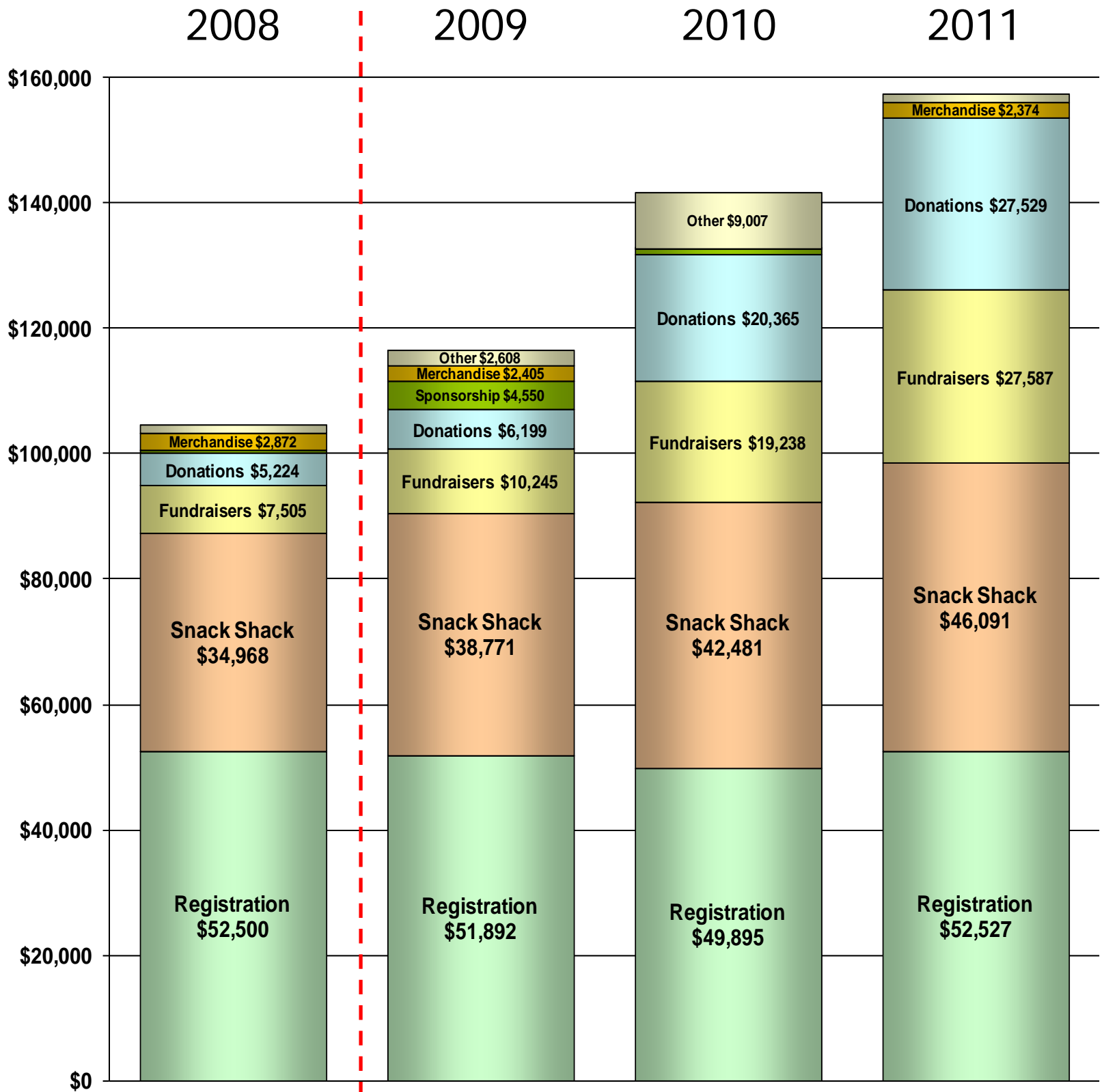
## **September 28, 2011**

**Financial Presentation**

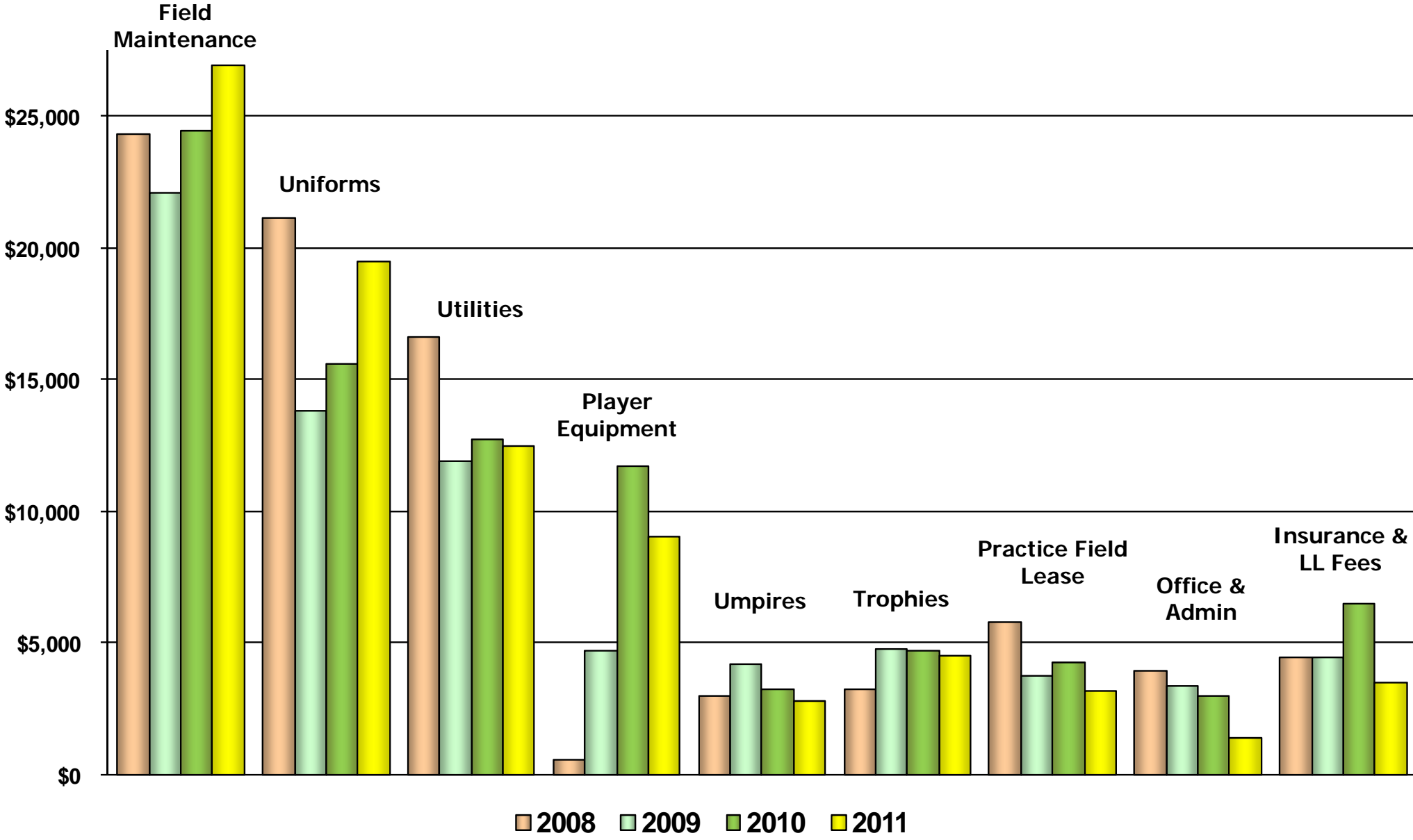
# Financial Performance - Summary



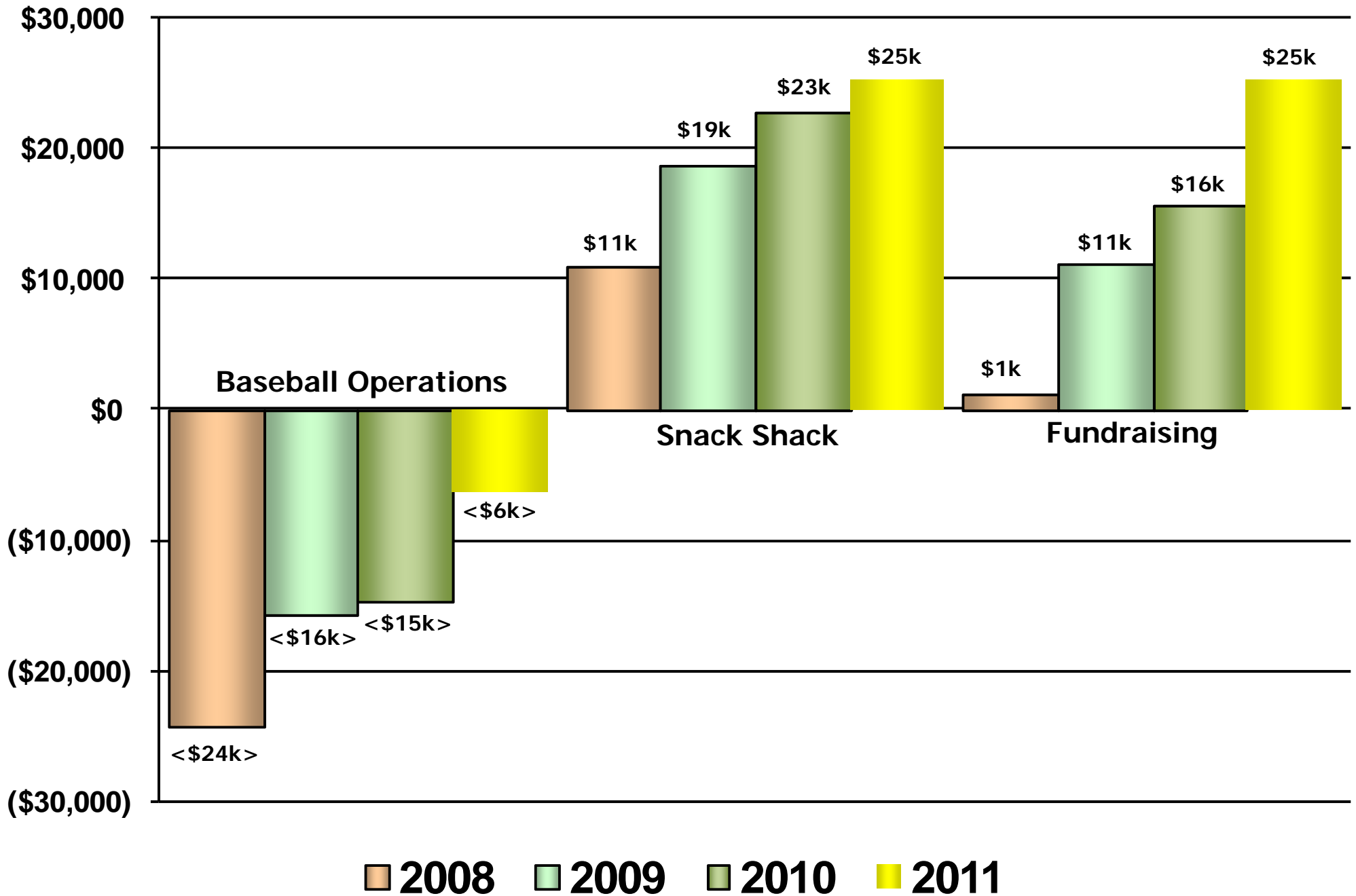
# Sources of Income



# Baseball Operations - Expenses



# Cashflows from Main Income Sources



# Snack Shack Performance

	<u>2009</u>	<u>2010</u>	<u>2011</u>
<u>Income</u>			
Snack Shack Buyout	4,200.00	2,560.75	2,250.00
Snack Shack Revenue	34,571.48	39,920.62	43,841.00
	<u>38,771.48</u>	<u>42,481.37</u>	<u>46,091.00</u>
<u>Expense</u>			
Food & Beverages	15,831.11	17,885.33	19,245.00
Payroll - Snack Shack	3,880.00	1,720.00	1,440.00
Snack Shack Supplies	354.77	0.00	185.00
	<u>20,065.88</u>	<u>19,605.33</u>	<u>20,870.00</u>
<b>Profit/Loss</b>	<b>18,705.60</b>	<b>22,876.04</b>	<b>25,221.00</b>

## Margin on Sales

Snack Shack Revenue	38,771.48	42,481.37	46,091.00
Snack Shack COS	<u>(20,065.88)</u>	<u>(19,605.33)</u>	<u>(20,870.00)</u>
Snack Shack Margin	18,705.60	22,876.04	25,221.00
Margin %	48.2%	53.8%	54.7%
Memo: Item Cost Margin	54.2%	55.2%	56.1%

**2008  
Snack Shack  
Margin:  
31.2%**



# Comparative Income Statement

	<u>2011</u>	<u>2010</u>	<u>2009</u>	<u>2008</u>
<b>Baseball Operations</b>				
Revenue				
Registration	52,527.00	49,895.13	51,892.00	52,500.00
Scholarships	(3,495.00)	(3,360.00)	(3,155.00)	-
Early Registration incentives	(620.00)	(4,000.00)	-	-
Donations	27,529.00	20,364.59	6,198.50	5,223.50
Other	1,331.68	9,006.77	2,607.95	1,308.06
Total Revenue	<u>77,272.68</u>	<u>71,906.49</u>	<u>57,543.45</u>	<u>59,031.56</u>
Expenses				
Field / Facilities Maintenance	(26,969.00)	(24,482.08)	(22,098.64)	(24,345.90)
Uniforms	(19,502.00)	(15,621.05)	(13,829.03)	(21,139.76)
Utilities	(12,502.00)	(12,756.20)	(11,949.26)	(16,622.77)
Baseball Equipment	(9,082.00)	(11,736.95)	(4,733.32)	(616.97)
Umpires Fees	(2,850.00)	(3,295.00)	(4,220.00)	(3,000.00)
Trophies & Recognition	(4,514.00)	(4,748.23)	(4,800.54)	(3,293.25)
Field Lease	(3,194.00)	(4,276.96)	(3,807.00)	(5,800.55)
Office & League Admin.	(1,435.00)	(3,033.86)	(3,373.95)	(3,967.84)
Fees/Charters/Insurance/Etc.	(3,548.00)	(6,530.64)	(4,474.70)	(4,486.09)
Total Baseball Expense	<u>(83,596.00)</u>	<u>(86,480.97)</u>	<u>(73,286.44)</u>	<u>(83,273.13)</u>
<b>Total Baseball Profit/(Loss)</b>	<b><u>(6,323.32)</u></b>	<b><u>(14,574.48)</u></b>	<b><u>(15,742.99)</u></b>	<b><u>(24,241.57)</u></b>
<b>Fundraisers</b>				
Fundraiser Income	27,587.00	19,237.89	10,244.83	7,504.90
Fundraiser Expense	(3,260.00)	(3,923.55)	(1,363.87)	(6,997.42)
Total Cashflow from Fundraisers	<u>24,327.00</u>	<u>15,314.34</u>	<u>8,880.96</u>	<u>507.48</u>
<b>Sponsorships</b>				
Sponsorship Income	-	748.00	4,550.00	375.00
Sponsorship Expense	-	(483.98)	(2,080.76)	-
Total Cashflow from Sponsorships	<u>-</u>	<u>264.02</u>	<u>2,469.24</u>	<u>375.00</u>
<b>Merchandise Sales</b>				
Merchandise Income	2,374.00	72.00	2,405.00	2,872.00
Merchandise Expense	(1,472.00)	-	(2,593.84)	(2,500.00)
Total Cashflow from Merchandise	<u>902.00</u>	<u>72.00</u>	<u>(188.84)</u>	<u>372.00</u>
<b>Snack Shack</b>				
Snack Shack Revenue	43,841.00	39,920.62	34,571.48	34,967.75
Snack Shack Buyouts	2,250.00	2,560.75	4,200.00	-
Food & Beverages	(19,245.00)	(17,885.33)	(15,831.11)	(21,058.28)
Snack Shack Payroll	(1,440.00)	(1,720.00)	(3,880.00)	(3,000.00)
Supplies	(185.00)	-	(354.77)	-
Total Cashflow from Snack Shack	<u>25,221.00</u>	<u>22,876.04</u>	<u>18,705.60</u>	<u>10,909.47</u>
<b>Total Profit/(Loss)</b>	<b><u>44,126.68</u></b>	<b><u>23,951.92</u></b>	<b><u>14,123.97</u></b>	<b><u>(12,077.62)</u></b>

# League Assets

	<u>2010</u>	<u>2011</u>
<b>Assets</b>		
Cash	\$ 20,813.68	\$ 25,190.80
Property Improvements		
Accessible Path	11,105.90	20,879.55
Batting Cage	-	19,706.41
Surveillance/Other	3,647.51	4,735.90
Equipment	1,050.02	1,050.02
<b>Total Assets</b>	<b>\$ 36,617.11</b>	<b>\$ 71,562.68</b>

