



March 9, 2016

7:00-8:00 PM in the Convent Library

- Volleyball update
- St Pats
- Basketball Season Review
- Code of Conduct
- Finance Update
- Project updates (e.g. outdoor basketball hoops, gym lights, tent, other?)

Finance Recap

August 1 - February 29 | 2015/16 School Year

February Year to Date				Variance to Prior Month		Comments:
Entity/Cost Center	Revenue	Expenses	Profit / (Loss)	Jan YTD	Change	
Basketball	4,905	5,348	(443)	(540)	97	Net Concessions/Admissions \$1,145; Refs (\$960); Equipment (\$88) 48 Itty Bitty Mustangs T-Shirts Sold 3 T Shirts Men's Club open gym money turned in by Eric Rojas
Cross Country	1,470	805	665	665	-	
Itty Bitty Basketball	1,150	216	934	1,150	(216)	
Merchandise	1,522	758	765	720	45	
Open Gym	726	28	698	570	128	
Totals	9,773	7,155	2,618	2,565	54	

SMAA Meeting - March 9, 2016

P&L by Entity/Cost Center

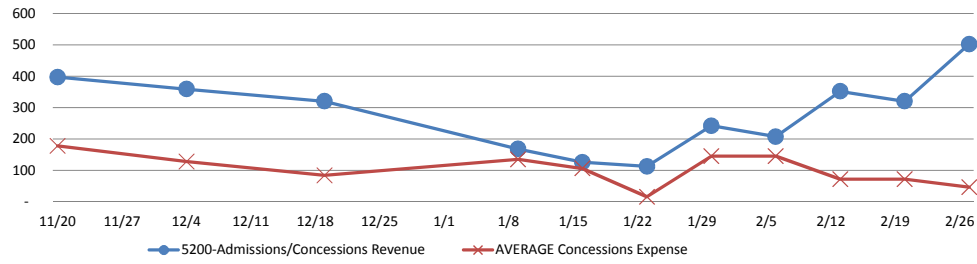
August 1 - February 29 | 2015/16 School Year

	February Month to Date					Total
	Basketball	Cross Country	Itty Bitty Basketball	Merchandise	Open Gym	
Revenue						
5100-Student Participation Fees	-	-	-	-	128	128
5200-Admissions/Concessions Revenue	1,381	-	-	-	-	1,381
5230-Merchandise Sold	-	-	-	45	-	45
Total Revenue	1,381	-	-	45	128	1,554
Expenses						
7120-Referee Fees	960	-	-	-	-	960
7150-Equipment	88	-	-	-	-	88
7160-Uniforms	-	-	216	-	-	216
7200-Concessions Expense	236	-	-	-	-	236
Total Expenses	1,284	-	216	-	-	1,500
Profit / (Loss)	97	-	(216)	45	128	54

	February Year to Date					Total
	Basketball	Cross Country	Itty Bitty Basketball	Merchandise	Open Gym	
Revenue						
5100-Student Participation Fees	1,800	1,470	1,150	-	726	5,146
5200-Admissions/Concessions Revenue	3,105	-	-	-	-	3,105
5230-Merchandise Sold	-	-	-	1,522	-	1,522
Total Revenue	4,905	1,470	1,150	1,522	726	9,773
Expenses						
7100-League Fees	660	-	-	-	-	660
7110-Game/Meet Registration Fees	-	805	-	-	-	805
7120-Referee Fees	3,465	-	-	-	-	3,465
7140-Team Snacks	-	-	-	-	28	28
7150-Equipment	141	-	-	-	-	141
7160-Uniforms	-	-	216	-	-	216
7200-Concessions Expense	1,082	-	-	-	-	1,082
7230-Merchandise Expenses	-	-	-	758	-	758
Total Expenses	5,348	805	216	758	28	7,155
Profit / (Loss)	(443)	665	934	765	698	2,618

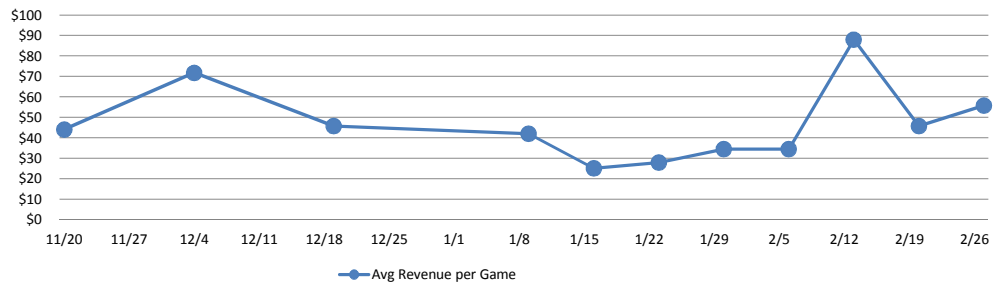
Admissions & Concessions Trend November 20 - February 6 | 2015/16 School Year

Revenue and Expenses by Date



	11/20	11/27	12/4	12/11	12/19	12/26	1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	Total	
5200-Admissions/Concessions Revenue	397	No Games	359	No Games	320	No Games	No Games	168	126	112	242	207	352	320	502	3,105	100%
7200-Concessions Expense	177	No Games	79	No Games	89	No Games	No Games	181	31	-	290	-	143	-	92	1,082	35%
AVERAGE Concessions Expense	177	No Games	128	No Games	84	No Games	No Games	135	106	16	145	145	72	72	46		
	220		280		231			(13)	95	112	(48)	207	208	320	410	2,023	65%

Average Revenue per Game



	11/20	11/27	12/4	12/11	12/19	12/26	1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	Total
Games at Amundsen	2	No Games	-	No Games	2	No Games	No Games	-	2	1	2	2	-	2	2	15
Games at SMS	7	No Games	5	No Games	5	No Games	No Games	4	3	3	5	4	4	5	7	52
Total Games Hosted	9		5		7			4	5	4	7	6	4	7	9	67
Avg Revenue per Game	\$44		\$72		\$46			\$42	\$25	\$28	\$35	\$35	\$88	\$46	\$56	\$46

Basketball Full Season Forecast

2015/16 School Year

	Jan Fcst	Actual	B / (W)
	Full Season	February YTD	February vs Fcst
Revenue			
5100-Student Participation Fees	1,800	1,800	-
5200-Admissions/Concessions Revenue	2,946	3,105	159
Total Revenue	4,746	4,905	159
Expenses			
7100-League Fees	660	660	-
7120-Referee Fees	3,350	3,465	(115)
7150-Equipment	103	141	(38)
7200-Concessions Expense	1,307	1,082	225
Total Expenses	5,420	5,348	72
Profit / (Loss)	(674)	(443)	231

	Forecast	Actual	B / (W)
	Full Season	February YTD	February vs Fcst
Net Admissions/Concessions			
5200-Admissions/Concessions Revenue	2,946	3,105	159
7200-Concessions Expense	1,307	1,082	225
Profit / (Loss)	1,638	2,023	385
<i>Net Profit Margin</i>	<i>56%</i>	<i>65%</i>	<i>10%</i>

2016 ST PAT'S BUDGET	
Ticket Revenue	\$2,360
Total Alcohol Revenue	\$2,045
50/50 Raffle Amount raised	\$158
5220-Event Revenue	\$4,563
Total T Shirt Revenue	\$450
5230-Merchandise Sold	\$450
Total Revenue	\$5,013
Total cost of food	\$1,000
Total Cost of Alcohol	\$730
Other	\$500
7220-Event Expenses	\$2,230
Total T Shirt Cost	\$210
7230-Merchandise Expenses	\$210
Total Expense	\$2,440
Profit / (Loss)	\$2,573

ASSUMPTIONS

Attendance

	Adult	Child	Total	
Attendees	120	80	200	Does this match last year's attendance?
Mix	60%	40%		
Estimated Families	60			

Revenue assumptions

Admission:

	Adult	Child	Total	
Online ticket price	\$15	\$7		Same as last year?
Online purchase %	25%	25%		25%/75% split just a guess
Door ticket price	\$15	\$7		Same as last year?
Door purchase %	75%	75%		
Blended ticket price	\$15.00	\$7.00		
Ticket Revenue	\$1,800	\$560	\$2,360	

50/50 Raffle

Participation Rate	35%			Just a guess
Avg tickets purchased per family	3			Just a guess
Total Tickets purchased		63		
Cost per ticket		\$5		What is the ticket price?
Total \$ collected		\$315		
50/50 Raffle Amount raised			\$158	

Alcohol - beer & wine

Potential Drinkers	120			
Percent who drink	85%			Just a guess
Number of people buying drinks	102			
Number of drinks per person	4			Tony changed to 4 on 2/24
	Beer	Wine	Total	
Beer & Wine ratio	70%	30%		Just a guess
Beer & Wine Volume	286	123	409	
Number of beer cases/wine bottles	12	25		
Price per drink Beer/wine	\$5	\$5		Tony Changed to \$5 on 2/24
Total Alcohol Revenue	\$1,430	\$615	\$2,045	
Cost of beer case/wine bottle	\$40	\$10		Depends on what we serve
Total Cost of Alcohol	\$480	\$250	\$730	
Profit	\$950	\$365	\$1,315	

T-shirts

Volume	30			Tony changed to 30 on 2/24
Price/Shirt		\$15		Tony changed to \$15 on 2/24
Total T Shirt Revenue			\$450	
Cost/shirt		\$7		Tony changed to \$7 on 2/24
Total T Shirt Cost			\$210	
Profit			\$240	

Expense Assumptions

Cost of food per person	\$5			
Total cost of food			\$1,000	Per Bob at 2/10 meeting
Other			\$500	Stuff we don't know about yet
			\$1,500	