

August 2009

As is the habit this year here are some numbers through June from Richard Ehret our CFO. Revenues were relatively strong across the board and exceeded our budgeted numbers by 4%. Operating expenses continued to be held in check. The results translated into a net operating income for June of \$67K in comparison to a budgeted income level of \$41K or \$26K over budget. The investment account had another favorable month and contributed an additional \$10K of non-operating income for May. As a result, the net income for the month of May was \$77K, well exceeding the budgeted net income for May of \$32K. We also contributed \$100,000 of new funds to our investment account in late June. The positive performance of our investment account has added \$117K in non-operating income to provide a net income of \$165K as opposed to a budgeted level of \$21K.

Membership while down eight per cent from budget, still exceeded the most recent forecast. Sanction fees revenue was \$6K over budget due to Solo's strong results at events in D.C. and Finger Lakes as well as benefitting from late reporting of May events. Entry & Registration fees exceeded budget by \$4K. Trans Am's \$9K revenue (less than expected due to 11 cars @ Portland was not to offset the relatively small shortfall from Solo's entry fees of just of \$4K.

Insurance a strong month helped close the deficit which had been tracking at 7% down to a 4% below budget for the year. Total revenue for the month was \$649K and the budgeted amount was \$621K.

The first half of 2009 reveals that the Club has achieved a net operating income of \$48K compared to an anticipated operating income of \$13K through the first six months. The results have been attained with revenues at 2% less than budget and holding expenses at 3% below budget.

Based on the results to date and the expectations for the rest of 2009, we believe our net operating income for ProRacing will be in the range of approximately \$75K at the end of the year. As a result, the net income for the month of May was \$77K, well exceeding the budgeted net income for May of \$32K.

Membership stands at 47,318, a national racing event now averages 117 enterants. Competition licenses are down just over six-hundred same time last year and we are projecting that national entries will be off almost seven-hundred and regional entries to be off a similar number for the year. Yet with all this sponsorship money is ahead by \$ 20k, operating income is ahead of budget and sanction fees are also up over last year.

Solo year to date has had twenty eight less events compared to last year and are behind two-hundred thirty entries.

The board is watching these numbers closely and are working with the staff to come up with alternatives and solutions. The board will also be looking to enact many changes to a certain worker speciality in the near future.

The tip-of-the-helmet goes out to Todd "hot rod" Harris who shone at the national at Watkins Glen winning the pole by half a second and coming home fourth in the race. The following weekend at Road Atlanta he was on the pole again and won going away. I reference this here to say that the entire clan Harris was in attendance and this area could not ask for a more class act to represent it.

Next month I promise to get back to business (people and events) and not do so much business. It is not like there is Solo National and Run-Offs to talk about, until then:

Duck-Out.

