



Gainesville Sports Organizing Committee, Inc.

11 West University Avenue Ste.1 Gainesville, FL 32601 (352) 338-9300 FAX (352)338-0600
Web Site: www.gsoc.com Email: info@gsoc.com

November 20, 1998

Mr. Cliff Crawford, Director
Gainesville Recreation and Parks Department
1024 NE 14th Street
Gainesville, FL 32602

Dear Cliff:

Thank you for meeting with me on Tuesday to discuss our August 17, 1998, letter requesting assistance from the City of Gainesville for our on-going efforts to support sports and recreation activities and stimulate economic development through sports travel and tourism.

As you requested, you will find enclosed, current budget and revenue information, a copy of our most recent audit, and a list of secured events. The current budget and revenue information includes a copy of our annual budget (revised August, 1998), profit and loss statements for the last three months, a balance sheet (as of November 20, 1998), a draft of the 1999 budget, and the budget for the 1998 FHSA Florida Football Finals—our largest hosted event.

In answer to your request for a description of funding sources, please consider the following. In September of 1998, our five-year agreement with Alachua County ended and a new three-year contract was approved. We will continue receiving 30% of the last penny of the tourist development tax. This new contract, however, is capped at a maximum of \$105,000 per year. There is a one-time \$12,000 payment that the county may give us to cover reimbursable costs during the interim (October-November, 1998) as the new contract is approved. Other funding comes from event income over expenses, membership income, a sub-lease from Sports Talk Radio, royalties on sales, rebates from hotels, and miscellaneous advertising.

Based on our 1997 audit, the revised 1998 budget, and preliminary estimates for 1999, our revenues as a percent of income are as follows:

	<u>1997</u>	<u>1998</u>	<u>1999</u>
Bed Tax	22%	19%	19%
Events (including sponsorships and grants)	75%	70%	70%
Membership	2%	3%	5%
Other (hotel rebates, sub-lease, royalties, advertising)	1%	8%	6%

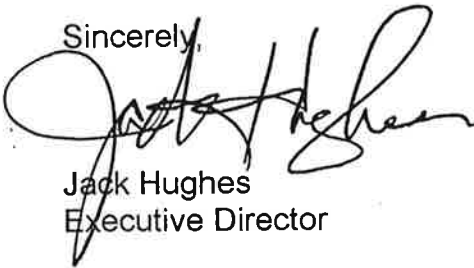
As you will note, a great portion of our income comes from events. The nature of the business is that throughout the year we face cyclical levels of intense activities around events. We operate each event on a zero-based budget and apply any income over

expense to our general operating account. Based upon the success or failure of events that we host we always face the risk of not returning funds to our operating account. The cyclical nature of our event activity also creates the difficult task of managing our cash flow to both pay for events as we host them, operate our offices, and bid on future events for the community.

Our county funding is applied to recurring operating expenses and, frankly, does not, nor has not fully funded our expenses. We continually face a shortfall of about \$2,000 each month in our operating expenses—this shortfall must be met with additional membership income, income from events, or other sources. City funding at the levels we requested in August would help us meet our operational expenses and allow us to apply income over expenses to bids on future events without taxing our annual budget.

Hopefully, the enclosed information is what you require to recommend funding for our efforts. Should you require additional information or clarification, please don't hesitate to contact me. Again, thank you for your help in this matter and thanks, too, for the helpful suggestions on how we can continue to work together.

Sincerely,

A handwritten signature in black ink, appearing to read "Jack Hughes", written over a horizontal line.

Jack Hughes
Executive Director

Enclosures

**Balance Sheet for the Gainesville Sports Organizing Committee
As of November 20, 1998**

ASSETS

Current Assets	
Cash	\$6,047.37
Accounts Receivable	
Current Invoices	\$11,618.59
County Reimbursement (new contract)	\$20,750.00
	<hr/>
Total Cash and Receivables	\$38,415.96
Other Current and Fixed Assets	
Plane ticket	\$305.00
Security Deposit (offices)	\$2,000.00
Equipment	\$8,084.63
	<hr/>
Total Assets	\$48,805.59

Liabilities and Equity

Current Operating Expenses	\$7,047.79
Aged Payables	\$19,984.91
	<hr/>
Total Liabilities	\$27,032.70
Total Equity	\$21,772.89
	<hr/>
Total Liabilities and Equity	\$48,805.59



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Gainesville Sports Organizing Committee, Inc.

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Web Site: www.gsoc.com Email: info@gsoc.com

98 AUG 18 AIO : 22

August 17, 1998 CITY OF GAINESVILLE
CITY COMMISSION

The Honorable Paula Delaney, Mayor
City of Gainesville
PO Box 490
Gainesville, FL 32602

Dear Mayor Delaney:

During the ten-year history of the Gainesville Sports Organizing Committee, the City of Gainesville has been generous in its support of our efforts to bring sports events to the community and create a positive economic impact with these events.

Historically, the city's support has come from contingency funding in response to our requests on a case-by-case basis. We appreciate all that the city has done for us in the past and hope that we can continue to count on your support as we continue to bid on events like: the AAU Junior Olympic Games, the 2000 USA Track and Field Junior Olympic National Championships, the FHSA football and track championships, ASA 3-D Archery, and the Baquacil Age Group Championships for US Synchronized Swimming.

Our research has determined that events like those listed above have brought more than a \$50 Million economic impact to the county since we were established. Obviously, a great deal of the impact has occurred in Gainesville hotels, restaurants, and retail establishments. More importantly, we intend to do even more, but need your help in doing so.

Attached you will find a request for a sponsorship/membership in the GSOC for 1998-1999. Knowing that distribution of tickets to people who might not be able to attend our events has been a determining factor in the past, we have provided tickets along with the other benefits listed for four of our events between now and next July in our request to you. We ask that you advise us as to how we should proceed with our offering to obtain contingency funding for the upcoming year. We also would like to reinvestigate how we might obtain future line-item funding in Gainesville's annual budget.

Again, thank you for all you have done for us in the past, we look forward to discussing how we should proceed. Should you have any questions, comments, or suggestions, we would be happy to meet with you at your convenience.

Sincerely,


Jack Hughes
Executive Director

Enclosures

xx : all Commissioners

Proposed Gainesville Sports Organizing Committee Membership/Sponsorship Package for the City of Gainesville

The Gainesville Sports Organizing Committee has developed a combination annual sponsorship and membership package for the City of Gainesville. We offer this package to provide year-round membership benefits to the city coupled with ticket packages that the city can distribute free to youth groups and to individuals that might not otherwise be able to attend the selected sports events. You may also take advantage of a re-sale option for each ticket package as noted below. For a contribution of \$30,000 to the GSOC's annual budget, the City of Gainesville will receive the following:*

Platinum Business Membership This top-level business membership is designed to provide annual exposure at all GSOC-sponsored events. A full description of the benefits is included in the enclosed application. This is a \$5,000 value offering and is effective from the date of signing in 1998 until the anniversary date in 1999. Should both the City of Gainesville and Gainesville Regional Utilities each wish to have the benefits of a Platinum Membership, the second membership would be discounted to \$3,500 bringing the annual contribution to the GSOC to \$33,500.

1998 FHSAA Florida Football Finals Tickets The GSOC will provide 2,500 complimentary tickets to the City of Gainesville for the 1998 Championships December 17-19. Five hundred tickets for each of the five games will be given to the city. These \$7 tickets may be distributed at no charge or sold at \$4 each to participants in the city's recreation programs. We will also provide complimentary Gold Sponsor Benefits for the City of Gainesville or GRU for this event.

1999 ASA 3-D Florida Championship Tickets We will provide 500 car passes for the February 22, 1999 return of the ASA 3-D Championship. These \$2 passes would be for complimentary distribution only and would not be available for resale. Should you wish a clinic for recreation program participants would be developed as part of this package. We will also provide complimentary Gold Sponsor Benefits for the City of Gainesville or GRU for this event.

1999 FHSAA Track & Field Tickets We will provide 2,100 complimentary tickets for 2A, 3A, and 5A finals during the 5-day event. Again, you may distribute these to citizens who might not otherwise be able to afford purchase or you can sell these \$6 tickets at a discount at \$4 each. The event is scheduled for May 7-8 and May 13-15. Tickets would be good on May 7, 8, and 14. Seven hundred tickets per day would be provided. We will also provide complimentary Gold Sponsor Benefits for the City of Gainesville or GRU for this event.

1999 Baquacil Age Group Championship Tickets We will provide 1,000 tickets to preliminary events and 1,000 tickets to finals events during this 10-day championship June 26-July 5. You may distribute the preliminary tickets at no charge and may either distribute or sell the finals tickets at a price to be agreed upon at a later date. A clinic for recreation summer campers will also be provided prior to the event. Additionally, the City of Gainesville or GRU will receive complimentary Presenting Sponsorship Status for this event.

Bonus If you agree to select this package before September 15, 1998, we will add, at no additional charge, up to four tables (32 people) at the 1998 GSOC Sports Recognition Banquet Presented by Florida Food Service.

* Should you wish to share costs and benefits of this sponsorship/membership proposal with Gainesville Regional Utilities we will determine additional benefits as needed.

GSOC



PLATINUM

Business

Membership Application →

Gainesville
Sports
Organizing
Committee, Inc.

GSOC



What is the GSOC?

The GSOC (Gainesville Sports Organizing Committee) is a voluntary organization of business, professional and private sector individuals just like you united for the purpose of promoting quality sporting events in our community to enhance our economic well-being.



Why join the GSOC?

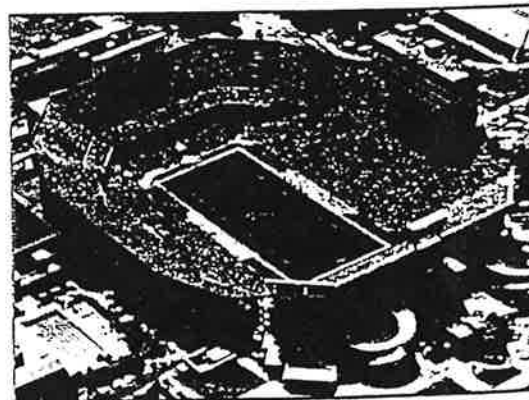


This area's prosperity is directly related to the caliber of work done by the GSOC. In a few words, it builds our market, helping to assure greater profits for business and industry, more jobs and the additional economic wherewithal required to support a community. In 1996 alone, GSOC activities had a \$16 million impact on Gainesville. The cumulative effect of GSOC's work since its inception is estimated at \$50 million.

By joining GSOC, you are helping us remain competitive in event bidding and you are saying yes to a stronger Gainesville and Alachua County.

Why Gainesville?

Recently ranked by *Money Magazine* as the #1 city in America, Gainesville is located in the center of the State of Florida. Our southern climate is ideal for training for all types of sports, both indoor and outdoor. Gainesville has world-class facilities for a variety of sports, plus more than 28 hotels with over 3600 rooms at an average of \$46.00 per night. Many successful events have been hosted here, including the Junior Olympic Track & Field Championship, the 50th Annual Gator Bowl, the Sunshine State Games, and the FHSAA Track & Field Championships and Football Championships.



Member Benefits: Business - Platinum

The Business Platinum membership fee is \$5000.00. The following benefits are granted to Business Platinum Members:

- Discounts on all GSOC Sport Shop items
- 6 free GSOC Fan Memberships
- Subscription to *Sports Talk* Newsletter
- Renewal incentives annually through the Loyal Member Club
- Listing in GSOC event programs and brochures
- Free 1/2 page ad in two event programs, with option to purchase upgrades
- Option to display your 2x4 banners at all event entrance(s)
- Option to display your 2x4 banners near fields of play for all events

New Member Package

When you join the GSOC as a Business Platinum member, you will receive the following:

- Framed GSOC Membership certificate
- GSOC Lapel Pin
- GSOC Window Decal



Loyal Member Club For Business Platinum Members

Business Platinum members who renew their memberships annually will receive the following gifts:

- | | |
|--------|--------------------------------------|
| Year 2 | GSOC Carry-On Bag |
| Year 3 | GSOC Business Card holder with Clock |
| Year 4 | Collared GSOC Shirt |
| Year 5 | GSOC Sweat Shirt |
| Year 6 | GSOC Embroidered Jacket |

Ask about our other membership plans, including:
Individual, Family,
Restaurant,
Business Sport,
Business Bronze,
Business Silver,
and Business Gold.



Contributions or gifts to the Gainesville Sports Organizing Committee Inc. are not tax deductible as charitable contributions. However, they may be tax deductible as ordinary and necessary business expenses.



Business Platinum

Member Application

Business Name _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____

Fax (____) _____

E-Mail _____

Contact Person _____
(first fan member)

Title _____

Names and daytime phone numbers for 5 additional
free Fan Memberships:

Membership Fee - \$5000

_____ Check enclosed (made payable to GSOC)

_____ Please bill my (check one)

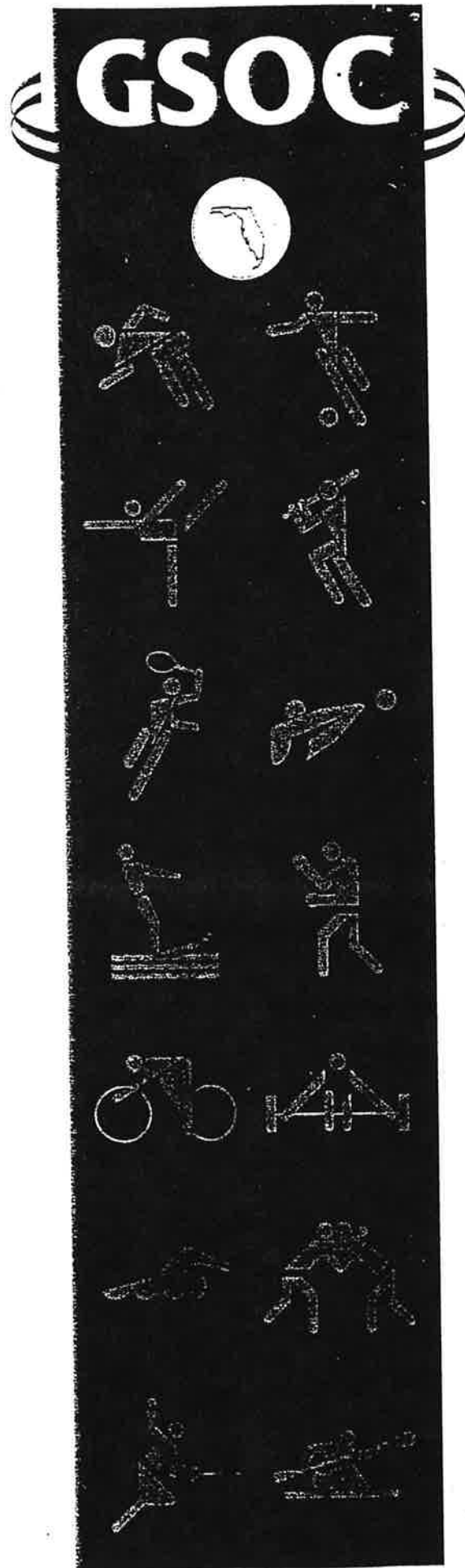


Account # _____

Expiration Date _____

Authorized Signature _____

Return your completed application and
payment to: **GSOC**
Gainesville Sports Organizing Committee
1406 NW 6th Street
Gainesville, FL 32601
Phone 352:338.9300 • Fax 352:338.0600
E-mail: info@gsoc.com
Web site: www.gsoc.com



**GAINESVILLE SPORTS ORGANIZING
COMMITTEE, INC.**

FINANCIAL STATEMENTS

DECEMBER 31, 1997 AND 1996

GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
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DECEMBER 31, 1997 AND 1996

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JAMES MOORE & CO., P.L.
CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITORS' REPORT

To The Board of Trustees,
Gainesville Sports Organizing Committee, Inc.:

We have audited the accompanying statements of financial position of Gainesville Sports Organizing Committee, Inc. as of December 31, 1997 and 1996, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Gainesville Sports Organizing Committee, Inc. as of December 31, 1997 and 1996, and the results of its activities and its cash flows for the years then ended in conformity with generally accepted accounting principles.

As discussed in Note 4 to the financial statements, certain errors resulting in an overstatement of previously reported accounts receivable and revenue from the Alachua County Commission as of December 31, 1996, were discovered by management of the Organization during the current year. Accordingly, the 1996 financial statements have been restated to correct the errors.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying schedules of program revenues and expenses and general and administrative expenses are presented for the purposes of additional analysis and are not a required part of the basic financial statements and, in our opinion, are fairly stated in all material respects in relation to the basic financial statements taken as a whole.

James Moore & Co.

Gainesville, Florida
March 16, 1998

GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 1997 AND 1996

	<u>1997</u>	<u>1996</u>
<u>ASSETS</u>		
Current assets		
Cash and cash equivalents	\$ 46,660	\$ 1,291
Accounts receivable, Alachua County	23,817	16,596
Other	7,190	10
Total current assets	<u>77,667</u>	<u>17,897</u>
Property and equipment		
Furniture and equipment	10,654	10,914
Less: Accumulated depreciation	<u>6,896</u>	<u>6,361</u>
Total property and equipment	<u>3,758</u>	<u>4,553</u>
Total Assets	<u><u>\$ 81,425</u></u>	<u><u>\$ 22,450</u></u>

LIABILITIES AND NET ASSETS

Current liabilities		
Accounts payable and accrued expenses	\$ 30,968	\$ 6,626
Deferred revenue	8,000	8,000
Net assets – unrestricted	42,457	7,824
Total Liabilities and Net Assets	<u><u>\$ 81,425</u></u>	<u><u>\$ 22,450</u></u>

The accompanying notes to financial statements
are an integral part of these statements.

GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 1997 AND 1996

	<u>1997</u>	<u>1996</u>
Changes in unrestricted net assets		
Revenues and support		
Program revenues (Exhibit I)	\$ 75/ 343,537	\$ 109,907
Alachua County Commission	22/ 103,377	105,397
Membership dues	31 12,027	22,124
Other	34 1,441	2,587
Total revenues and support	<u>460,382</u>	<u>240,015</u>
Expenses		
Program expenses (Exhibit I)	293,936	96,717
General and administrative expenses (Exhibit II)	<u>131,813</u>	<u>147,000</u>
Total expenses	<u>425,749</u>	<u>243,717</u>
Increase (decrease) in unrestricted net assets, as restated for 1996	<u>34,633</u>	<u>(3,702)</u>
Net assets – unrestricted, beginning of year, as previously reported	7,824	12,029
Prior period adjustments (Note 4)	-	(503)
Net assets – unrestricted, beginning of year, as restated	<u>7,824</u>	<u>11,526</u>
Net assets – unrestricted, end of year	<u>\$ 42,457</u>	<u>\$ 7,824</u>

The accompanying notes to financial statements
are an integral part of these statements.

GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 1997 AND 1996

	<u>1997</u>	<u>1996</u>
Cash flows from operating activities		
Program revenues	\$ 342,387	\$ 109,907
Membership dues	4,837	22,124
Alachua County Commission	96,156	106,433
Other receipts	2,601	2,627
Cash paid to employees and suppliers	(398,888)	(247,904)
Net cash provided by (used) in operating activities	<u>47,093</u>	<u>(6,813)</u>
Cash flows from investing activities		
Purchase of equipment	<u>(1,724)</u>	<u>(2,455)</u>
Cash flows from financing activities		
Loan proceeds	11,789	-
Principal payments on loan	(11,789)	-
Net cash provided by financing activities	<u>-</u>	<u>-</u>
Net increase (decrease) in cash and cash equivalents	<u>45,369</u>	<u>(9,268)</u>
Cash and cash equivalents, beginning of year	1,291	10,559
Cash and cash equivalents, end of year	<u><u>\$ 46,660</u></u>	<u><u>\$ 1,291</u></u>
Reconciliation of change in unrestricted net assets to net cash provided by (used in) operating activities		
Increase (decrease) in unrestricted net assets	\$ 34,633	\$ (3,702)
Adjustments to reconcile increase (decrease) in unrestricted net assets to net cash provided by (used in) operating activities:		
Depreciation	2,231	2,020
Loss on asset disposal	288	-
Decrease (increase) in accounts receivable	(7,221)	1,036
Decrease (increase) in other receivable	(7,180)	40
Decrease in prepaid operating expenses	-	1,615
Increase (decrease) in accounts payable and accrued expenses	24,342	(7,822)
Total adjustments	<u>12,460</u>	<u>(3,111)</u>
Net cash provided by (used in) operating activities	<u><u>\$ 47,093</u></u>	<u><u>\$ (6,813)</u></u>
Supplemental data		
Cash paid during the year for interest	\$ 374	\$ -

The accompanying notes to financial statements
are an integral part of these statements.

GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 1997 AND 1996

(1) **Summary of Significant Accounting Policies:**

The financial statements of Gainesville Sports Organizing Committee, Inc. (the Organization) have been prepared on the accrual basis of accounting. The significant accounting policies followed which affect significant elements of the accompanying financial statements are as follows:

- (a) **Reporting entity**—The Organization is a not-for-profit corporation formed in 1988 for the purpose of supporting sports related events in Alachua County, to provide a medium for participation by youth, amateur, and professional athletes, and provide indirect support to business through the economic impact of the participants and the general public attending the events.
- (b) **Financial statement presentation**—Beginning January 1, 1996, the Organization adopted Statement of Financial Accounting Standards (SFAS) No. 117, *Financial Statements of Not-For-Profit Organizations*. Under SFAS No. 117, the Organization is required to report information regarding its financial position and activities according to three classes of net assets (unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets) based upon the existence or absence of donor-imposed restrictions.
- (c) **Cash and cash equivalents**—For purposes of the statement of cash flows, the Organization considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash and cash equivalents.
- (d) **Property and equipment**—Property and equipment is recorded at cost when purchased or estimated fair value when contributed. Depreciation is computed using accelerated methods over the estimated useful life of the equipment of 5-7 years.
- (e) **Donated materials and services**—A substantial amount of materials and services have been donated to the Organization to help carry out its activities. The value of these contributions is not recorded in the financial statements since generally these items are not susceptible to objective measurement or valuation.
- (f) **Income taxes**—The Organization is generally exempt from income taxes under Section 501(c)(4) of the Internal Revenue Code. Therefore, no provision for income taxes has been made in the accompanying financial statements.
- (g) **Use of estimates**—The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 1997 AND 1996

(2) Funding from Alachua County:

The Organization receives funding from Alachua County in the form of expense reimbursement. The Organization is reimbursed by Alachua County to the extent of appropriated and available funds upon submitting support and documentation for qualified expenditures as allowed for in the agreement between the Organization and Alachua County. The Organization has been allocated 1/9 of the bed tax collected by Alachua County. This agreement expires in 1998. As of December 31, 1997 and 1996, the amount due to the Organization from Alachua County was \$23,817 and \$16,596. During the year ended December 31, 1997 and 1996, approximately 22% and 44% of the Organization's support and revenues were derived from this agreement. Advances received prior to the incurring of reimbursable expenses are classified as deferred revenues.

(3) Concentrations of Credit Risk:

Information related to significant concentrations of credit risk for financial instruments owned by the Organization are as follows:

- (a) **Cash and cash equivalents**—The Organization has demand deposits held at two banks which are secured up to \$100,000 under FDIC protection in the amount of \$255,059 and \$2,467 at December 31, 1997 and 1996, respectively.
- (b) **Accounts receivable**—Amounts receivable from Alachua County are for reimbursement of costs according to an agreement between the Organization and the County. The Organization has no policy requiring collateral or other security to support its receivables.

(4) Prior Period Adjustments – 1996 Financial Statements:

Net assets at January 1, 1996, has been adjusted to correct an error in recording an advance from Alachua County as revenue. Had the error not been made, unrestricted net assets would have been decreased by \$8,000. Net assets at January 1, 1996, have also been adjusted to correct an error for improperly recorded receivables. Had the error not been made, unrestricted net assets would have been increased by \$7,497.

The accompanying financial statements for 1996 have been restated to correct an error for improperly recorded receivables. Revenue in 1996 was overstated by \$19,977. The effect of the restatement was to decrease the increase in unrestricted net assets for 1996 by \$19,977. Unrestricted net assets at the beginning of 1996 have been adjusted for the effect of the restatement on prior years as noted in the preceding paragraph.

SUPPLEMENTARY INFORMATION

GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 1997 AND 1996

(5) Change in Accounting Principle:

Beginning January 1, 1996, the Organization adopted Statement of Financial Accounting Standards (SFAS) No. 116, *Accounting for Contributions Received and Contributions Made*, which establishes accounting and reporting standards for contributions, including contributed services received. This change in accounting principle had no effect on net assets, revenues or related expenses, for the year ended December 31, 1996.

(6) Lease Commitments:

The Organization leases various equipment and office space in conducting its operations. As of December 31, 1997, required future rental payments over the next five years amount to the following:

<u>Year Ending December 31,</u>	<u>Amount</u>
1998	\$ 6,371
1999	1,871
2000	624
2001	-
2002	-
Thereafter	-
	<u>\$ 8,866</u>

Rent expense under all leases amounted to \$9,790 and \$12,402 for 1997 and 1996, respectively.

EXHIBIT I**GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
SCHEDULE OF PROGRAM REVENUES AND EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 1997 AND 1996****1997**

	<u>Revenues</u>	<u>Expenses</u>
Program		
Track and Field	\$ 42,675	\$ 44,104
Medical Seminar	5,000	-
Golf Tournament	15,642	3,039
Archery Tournament	14,862	6,811
Sports Receptions	8,267	5,079
Tennis Tournament	-	411
Orange and Blue Street Party	71	38
Law Enforcement Games	-	725
Girls Basketball Tournament	800	107
Junior Olympics	-	9,053
Youth Excel	-	977
Synchronized Swimming	-	1,778
High School Football	255,220	221,814
Tailgate Celebration	1,000	-
	<u>\$ 343,537</u>	<u>\$ 293,936</u>

1996

	<u>Revenues</u>	<u>Expenses</u>
Program		
Track and Field	\$ 57,869	\$ 56,938
Medical Seminar	13,152	10,670
Golf Tournament	13,057	6,567
Archery Tournament	11,713	6,769
Gator Celebration	8,977	7,100
Arkansas Trip Promotion	2,750	2,750
Orange and Blue Street Party	2,009	4,952
Golf Card Promotion	380	781
Canadian Swim Team	-	190
	<u>\$ 109,907</u>	<u>\$ 96,717</u>

See accompanying notes to financial statements.

EXHIBIT II

**GAINESVILLE SPORTS ORGANIZING COMMITTEE, INC.
SCHEDULE OF GENERAL AND ADMINISTRATIVE EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 1997 AND 1996**

	<u>1997</u>	<u>1996</u>
Accounting	\$ 5,606	\$ -
Advertising and promotion	21	4,161
Auto expenses	2,427	5,439
Awards and recognition expenses	-	1,249
Depreciation	2,231	2,020
Dues and subscriptions	72	652
Insurance	10,146	9,789
Interest	374	-
Miscellaneous	503	550
Newsletter expenses	-	713
Membership renewal expenses	4,678	2,868
Office expenses	10,333	18,283
Postage	1,404	3,269
Rent	9,790	12,402
Repairs and maintenance	2,444	2,516
Salary	64,511	69,561
Taxes and licenses	6,076	6,115
Telephone	4,783	4,575
Travel expenses	5,238	508
Utilities	1,176	2,330
Total general and administrative expenses	<u>\$ 131,813</u>	<u>\$ 147,000</u>

See accompanying notes to financial statements.

1999 Draft Budget

Income

Program Income	\$ 398,000.00
Sponsorships	\$ 53,000.00
Grants	\$ 25,000.00
Ticket Sales	\$ 320,000.00
Membership Income	\$ 28,000.00
Alachua County Reim	\$ 105,000.00
Other Income	\$ 36,000.00
TOTAL INCOME	\$ 567,000.00

Expenses

Operating Expenses	
Dues & Subscriptions	\$ 800.00
Postage & Delivery	\$ 1,700.00
Printing & Reproduction	\$ 1,000.00
Rent	\$ 24,000.00
Equipment	\$ 6,500.00
Repairs & Maintenance	\$ 4,500.00
Telephone	\$ 6,000.00
Utilities	\$ 2,000.00
Office Supplies	\$ 4,000.00
Other	\$ 10,000.00
Travel	
Auto	\$ 3,500.00
Plane	\$ 2,500.00
Hotel	\$ 4,500.00
Meals	\$ 1,800.00
Conferences	\$ 2,000.00
Marketing	
Membership/Sponsor	\$ 2,500.00
Advertising	\$ 2,100.00
Payroll & Benefits	
Salaries	\$ 72,000.00
Employer Match 941	\$ 9,000.00
Commissions	\$ 12,000.00
Health Insurance	\$ 12,000.00
Insurance	
Liability/Event/O&D	\$ 6,500.00
Event Expenses	
Bid Fees/Rights Fees	\$ 225,000.00
Facilities Charges	\$ 70,000.00
Food Costs	\$ 12,000.00
Supplies	\$ 18,500.00
Other	\$ 13,000.00
Professional Fees	
Legal Fees	\$ -
Accounting	\$ 6,500.00
Consulting	\$ 500.00
Contract Labor	\$ 27,000.00
TOTAL EXPENSES	\$ 563,400.00
Net Income/(Loss)	\$ 3,600.00

1998 Revised Budget

Income

Program Income	\$	414,232.97
Sponsorships	\$	36,815.00
Grants	\$	61,012.00
Ticket Sales	\$	316,405.97
Membership Income	\$	18,370.00
Alachua County Reim	\$	112,608.84
Other Income	\$	50,227.22
TOTAL INCOME	\$	595,439.03

Expenses

Operating Expenses

Dues & Subscriptions	\$	829.44
Postage & Delivery	\$	2,072.06
Printing & Reproduction	\$	2,195.38
Rent	\$	15,853.49
Equipment	\$	13,031.47
Repairs & Maintenance	\$	7,212.76
Telephone	\$	5,553.71
Utilities	\$	1,958.04
Office Supplies	\$	8,286.98
Other	\$	24,757.11

Travel

Auto	\$	2,111.93
Plane	\$	300.00
Hotel	\$	5,855.02
Meals	\$	2,466.15
Conferences	\$	1,488.00

Marketing

Membership/Sponsor	\$	5,132.86
Advertising	\$	2,911.29

Payroll & Benefits

Salaries	\$	68,883.58
Employer Match 941	\$	8,692.89
Commissions	\$	9,201.00
Health Insurance	\$	8,172.83

Insurance

Liability/Event/O&D	\$	5,999.46
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Event Expenses

Bid Fees/Rights Fees	\$	234,973.58
Facilities Charges	\$	41,855.11
Food Costs	\$	16,582.35
Supplies	\$	29,845.64
Other	\$	17,366.74

Professional Fees

Legal Fees		
Accounting	\$	6,085.04
Consulting	\$	70.00
Contract Labor	\$	42,870.17

TOTAL EXPENSES	\$	592,614.08
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Net Income/(Loss)	\$	2,824.95
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1/20/98

GSOC

Profit and Loss

October 1 - 30, 1998

	Oct 1 - 30, '98
Ordinary Income/Expense	
Income	
4001 · Rental Income	400.00
4060 · Sponsorship	2,445.00
4100 · Membership Income	3,400.00
4190 · Alachua Co. Reimbursement	9,723.48
4195 · Reimbursed Expense-Other	30.00
4999 · Other Income	107.80
Total Income	<u>16,106.28</u>
Gross Profit	16,106.28
Expense	
6110 · Automobile Expense	31.02
6180 · Health Insurance	814.61
6200 · Interest Expense	
6210 · Finance Charge	0.26
Total 6200 · Interest Expense	0.26
6250 · Postage and Delivery	64.00
6270 · Professional Fees	
6280 · Accounting	150.00
Total 6270 · Professional Fees	150.00
6290 · Rent	1,855.00
6300 · Repairs & Maintenance	
6310 · Building	176.50
6330 · Equipment	18.26
Total 6300 · Repairs & Maintenance	194.76
6340 · Telephone	809.92
6341 · Internet	50.00
6355 · Meals	73.80
6450 · Contract Labor	450.00
6560 · Payroll Expenses	
6565 · Salary	4,806.26
6570 · Payroll Tax Expenses	770.45
6560 · Payroll Expenses - Other	2,702.36
Total 6560 · Payroll Expenses	8,279.07
6561 · Commissions	441.00
6770 · Office Supplies	167.64
6775 · Office Equipment	155.88
6999 · Other Expenses	49.60
9005 · Event Equipment	13.78
9025 · Event Related Food Costs	14.00
9030 · Event Supplies	52.75
Total Expense	<u>13,667.09</u>
Net Ordinary Income	2,439.19
Other Income/Expense	
Other Income	
7030 · Income Other	0.00
Total Other Income	<u>0.00</u>
Net Other Income	0.00
Net Income	<u><u>2,439.19</u></u>

11/20/98

GSOC

Profit and Loss

September 1998

	Sep '98
Ordinary Income/Expense	
Income	
4000 · Credit	20.00
4001 · Rental Income	800.00
4040 · Room Rebates	552.00
4060 · Sponsorship	3,500.00
4100 · Membership Income	750.00
4135 · Entry Fees	20.00
4190 · Alachua Co. Reimbursement	8,721.05
4195 · Reimbursed Expense-Other	25,834.87
4999 · Other Income	48.00
Total Income	40,245.92
Gross Profit	40,245.92
Expense	
6110 · Automobile Expense	82.94
6180 · Health Insurance	407.31
6185 · Liability Insurance	442.94
6250 · Postage and Delivery	132.19
6270 · Professional Fees	
6280 · Accounting	2,254.75
Total 6270 · Professional Fees	2,254.75
6290 · Rent	1,855.00
6300 · Repairs & Maintenance	
6310 · Building	3,095.50
6330 · Equipment	26.73
Total 6300 · Repairs & Maintenance	3,122.23
6340 · Telephone	466.50
6341 · Internet	50.00
6355 · Meals	164.36
6390 · Utilities	
6400 · Gas and Electric	198.76
6390 · Utilities - Other	229.54
Total 6390 · Utilities	428.30
6450 · Contract Labor	300.00
6560 · Payroll Expenses	
6565 · Salary	3,628.66
6570 · Payroll Tax Expenses	338.14
6560 · Payroll Expenses - Other	1,120.00
Total 6560 · Payroll Expenses	5,086.80
6561 · Commissions	1,183.00
6770 · Office Supplies	285.51
6775 · Office Equipment	155.88
6999 · Other Expenses	20,046.64
9000 · Event Expenses-Gen	629.22
9005 · Event Equipment	10.78
9014 · Facilities Charges	2,505.57
9015 · Bid/Rights Fees	200.00
9020 · Awards/Prize money	100.00
9025 · Event Related Food Costs	3,510.45
9030 · Event Supplies	605.69
Total Expense	44,026.06
Net Ordinary Income	-3,780.14
Net Income	-3,780.14

1/20/98

GSOC

Profit and Loss

November 1 - 20, 1998

Nov 1 - 20, '98

Ordinary Income/Expense**Income**

4001 · Rental Income	400.00
4060 · Sponsorship	800.00
4100 · Membership Income	1,550.00
4110 · Grants	2,000.00
4120 · Ticket Sales Revenue	510.00
4126 · Silent Auction	1,226.00
4190 · Alachua Co. Reimbursement	9,316.75
4195 · Reimbursed Expense-Other	61.50
4999 · Other Income	1,277.59

Total Income

17,141.84

Gross Profit

17,141.84

Expense

6020 · Advertising/Marketing	1,800.00
6110 · Automobile Expense	20.56
6180 · Health Insurance	610.96
6185 · Liability Insurance	2,250.04
6249 · Entertainment	100.00
6250 · Postage and Delivery	16.00
6270 · Professional Fees	
6280 · Accounting	100.00

Total 6270 · Professional Fees

100.00

6290 · Rent

1,855.00

6300 · Repairs & Maintenance

6310 · Building	28.62
6330 · Equipment	74.72

Total 6300 · Repairs & Maintenance

103.34

6335 · Taxes

91.16

6340 · Telephone

91.23

6390 · Utilities

6400 · Gas and Electric	960.56
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Total 6390 · Utilities

960.56

6560 · Payroll Expenses

6565 · Salary	2,312.50
6570 · Payroll Tax Expenses	296.05
6560 · Payroll Expenses - Other	2,500.00

Total 6560 · Payroll Expenses

5,108.55

6770 · Office Supplies

178.56

9005 · Event Equipment

10.78

Total Expense

13,296.74

Net Ordinary Income

3,845.10

Other Income/Expense**Other Income**

7030 · Income Other	0.00
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Total Other Income

0.00

Net Other Income

0.00

Net Income3,845.10

**Proposed Budget
1998 FHSAA Florida Football Finals**

INCOME		11/19/1998 Revised	
Sponsorship			
	Presenting	\$ 19,900.00	\$ 30,000.00
Grant		\$ 15,436.00	\$ 15,436.00
Ticket Sales			
	3 Gold @ 500	\$ 1,500.00	\$ 1,500.00
	5 Silver @ 350	\$ 1,750.00	\$ 1,750.00
	8 Bronze @ 200	\$ 1,600.00	\$ 1,600.00
	25 Coaches Hospitality @\$70	\$ 1,750.00	\$ 1,750.00
	25 Coaches Hospitality @\$30	\$ 750.00	\$ 750.00
	50 Miscellaneous Advance @\$6	\$ 300.00	\$ 300.00
	8,500 School Advance @\$6	\$ 51,000.00	\$ 51,000.00
	2,500 2A @ \$7	\$ 17,500.00	\$ 17,500.00
	4,000 3A @ \$7	\$ 28,000.00	\$ 28,000.00
	3,000 4A @ \$7	\$ 21,000.00	\$ 21,000.00
	6,000 5A @ \$7	\$ 42,000.00	\$ 42,000.00
	10,000 6A @ \$7	\$ 70,000.00	\$ 70,000.00
	Fla. Prep Weekly Sp. Ed Ads	\$ 2,500.00	\$ -
	Credit for Volunteers 3,000 hrs. @ \$5	\$ -	\$ 15,000.00
	Other	\$ 800.00	\$ 800.00
	TOTAL INCOME	\$ 272,486.00	\$ 298,386.00
EXPENSE			
Rights Fee		\$ 175,000.00	\$ 175,000.00
Facilities Costs 5 Games @ \$3,740		\$ 18,700.00	\$ 18,700.00
Return to Alachua County		\$ 15,436	\$ 15,436.00
Security for 5 Games			
	Stadium (UPD)	\$ 10,200.00	\$ 10,200.00
	Parking Lots	\$ 500.00	\$ 500.00
	Gainesville Police Explorers	\$ 500.00	\$ 500.00
Medical for 5 Games			
	On-Call Doctor	\$ 450.00	\$ 450.00
	S.A.T.O Trainer Donation	\$ 300.00	\$ 300.00
	Alachua Co. Fire & Rescue	\$ 3,300.00	\$ 3,300.00
Purchase of Radios		\$ 2,500.00	\$ 6,146.00
Contract Labor (not in other costs)			
	Equipment Manager	\$ 500.00	\$ 500.00
	Statisticians	\$ 125.00	\$ 125.00
	Musical Production	\$ 250.00	\$ 250.00
	Other	\$ 125.00	\$ 125.00
Advertising			
	Fla. Prep Weekly	\$ 1,800.00	\$ 1,800.00
	Fla. Prep Weekly (special edition)	\$ 2,000.00	\$ -
	ICI Radio Package	\$ 500.00	\$ -
	Other	\$ 500.00	\$ 500.00
Marketing			
	Sponsor Relations	\$ 2,800.00	\$ 1,800.00
	Ticket Printing	\$ 2,000.00	\$ 2,000.00
	Other Printing & Reproduction	\$ 1,000.00	\$ 1,000.00
	Volunteer Shirts/Plaques	\$ 1,900.00	\$ 1,900.00
	Photos	\$ 450.00	\$ 450.00
Event Related Food Costs		\$ 1,800.00	\$ 1,000.00
Event Supplies		\$ 1,800.00	\$ 1,800.00
Officials Housing		\$ 1,800.00	\$ 1,800.00
Commissions		\$ 3,500.00	\$ 4,200.00
Auto Expenses		\$ 350.00	\$ 350.00
Other		\$ 2,500.00	\$ 2,500.00
	TOTAL EXPENSE	\$ 252,586.00	\$ 252,632.00
Return to Operating Funds		\$ 19,900.00	\$ 45,754.00