

**Santa Barbara Newcomers Club**  
**Balance Sheet**  
As of January 31, 2024

|  | Aug 2023            | Sep 2023            | Oct 2023            | Nov 2023            | Dec 2023            | Jan 2024            |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>ASSETS</b>                                      |                     |                     |                     |                     |                     |                     |
| <b>Current Assets</b>                              |                     |                     |                     |                     |                     |                     |
| <b>Bank Accounts</b>                               |                     |                     |                     |                     |                     |                     |
| American Riviera Bank                              | 23,250.10           | 31,488.56           | 41,235.35           | 36,695.47           | 32,987.98           | 25,212.90           |
| ARB - Operating Reserve                            | 25,016.01           | 25,019.13           | 25,019.47           | 25,019.47           | 25,022.32           | 25,022.32           |
| ARB - Technology Reserve                           | 10,006.41           | 10,007.66           | 10,007.80           | 10,007.80           | 10,008.94           | 10,008.94           |
| Undeposited Funds/Refunds                          | 695.00              | 926.00              | 621.00              | 141.00              | 1,014.00            | 2,650.00            |
| <b>Total Bank Accounts</b>                         | <b>\$ 58,967.52</b> | <b>\$ 67,441.35</b> | <b>\$ 76,883.62</b> | <b>\$ 71,863.74</b> | <b>\$ 69,033.24</b> | <b>\$ 62,894.16</b> |
| <b>Accounts Receivable</b>                         |                     |                     |                     |                     |                     |                     |
| Accounts Receivable (A/R)                          | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                |
| <b>Total Accounts Receivable</b>                   | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         |
| <b>Other Current Assets</b>                        |                     |                     |                     |                     |                     |                     |
| Prepaid Expenses and Deferred Charges              |                     | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                |
| Advance Payments for Future Events                 | 1,550.00            | 3,434.34            | 4,234.34            | 7,320.73            | 500.00              | 400.00              |
| Prepaid AffiniPay Fees                             | 375.49              | 373.65              | 771.56              | 839.72              | 542.87              | 305.90              |
| Prepaid Insurance Expenses                         | 6,537.56            | 5,811.48            | 5,085.40            | 4,359.32            | 3,633.24            | 2,907.16            |
| Prepaid Merge Creative                             | 313.00              | 54.75               | 516.50              | 258.25              | 0.00                | 441.75              |
| Prepaid Wild Apricot Expenses                      | 372.78              | 201.78              | 0.00                | 2,376.00            | 2,160.00            | 1,944.00            |
| <b>Total Prepaid Expenses and Deferred Charges</b> | <b>\$ 9,148.83</b>  | <b>\$ 9,876.00</b>  | <b>\$ 10,607.80</b> | <b>\$ 15,154.02</b> | <b>\$ 6,836.11</b>  | <b>\$ 5,998.81</b>  |
| <b>Total Other Current Assets</b>                  | <b>\$ 9,148.83</b>  | <b>\$ 9,876.00</b>  | <b>\$ 10,607.80</b> | <b>\$ 15,154.02</b> | <b>\$ 6,836.11</b>  | <b>\$ 5,998.81</b>  |
| <b>Total Current Assets</b>                        | <b>\$ 68,116.35</b> | <b>\$ 77,317.35</b> | <b>\$ 87,491.42</b> | <b>\$ 87,017.76</b> | <b>\$ 75,869.35</b> | <b>\$ 68,892.97</b> |
| <b>TOTAL ASSETS</b>                                | <b>\$ 68,116.35</b> | <b>\$ 77,317.35</b> | <b>\$ 87,491.42</b> | <b>\$ 87,017.76</b> | <b>\$ 75,869.35</b> | <b>\$ 68,892.97</b> |
| <b>LIABILITIES AND EQUITY</b>                      |                     |                     |                     |                     |                     |                     |
| <b>Liabilities</b>                                 |                     |                     |                     |                     |                     |                     |
| <b>Current Liabilities</b>                         |                     |                     |                     |                     |                     |                     |
| <b>Accounts Payable</b>                            |                     |                     |                     |                     |                     |                     |
| Accounts Payable, Accrued Expenses                 | 3,902.36            | 8,786.34            | 5,485.78            | 2,286.17            | 2,980.66            | 5,918.11            |
| <b>Total Accounts Payable</b>                      | <b>\$ 3,902.36</b>  | <b>\$ 8,786.34</b>  | <b>\$ 5,485.78</b>  | <b>\$ 2,286.17</b>  | <b>\$ 2,980.66</b>  | <b>\$ 5,918.11</b>  |
| <b>Other Current Liabilities</b>                   |                     |                     |                     |                     |                     |                     |
| AffiniPay Advance Collections                      | 10,049.00           | 10,330.00           | 20,247.00           | 21,507.00           | 14,634.00           | 7,806.00            |
| <b>Total Other Current Liabilities</b>             | <b>\$ 10,049.00</b> | <b>\$ 10,330.00</b> | <b>\$ 20,247.00</b> | <b>\$ 21,507.00</b> | <b>\$ 14,634.00</b> | <b>\$ 7,806.00</b>  |
| <b>Total Current Liabilities</b>                   | <b>\$ 13,951.36</b> | <b>\$ 19,116.34</b> | <b>\$ 25,732.78</b> | <b>\$ 23,793.17</b> | <b>\$ 17,614.66</b> | <b>\$ 13,724.11</b> |
| <b>Total Liabilities</b>                           | <b>\$ 13,951.36</b> | <b>\$ 19,116.34</b> | <b>\$ 25,732.78</b> | <b>\$ 23,793.17</b> | <b>\$ 17,614.66</b> | <b>\$ 13,724.11</b> |
| <b>Equity</b>                                      |                     |                     |                     |                     |                     |                     |
| Retained Earnings                                  | 47,736.36           | 47,736.36           | 47,736.36           | 47,736.36           | 47,736.36           | 47,736.36           |
| Net Income   | 6,428.63            | 10,464.65           | 14,022.28           | 15,488.23           | 10,518.33           | 7,432.50            |
| <b>Total Equity</b>                                | <b>\$ 54,164.99</b> | <b>\$ 58,201.01</b> | <b>\$ 61,758.64</b> | <b>\$ 63,224.59</b> | <b>\$ 58,254.69</b> | <b>\$ 55,168.86</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b>                | <b>\$ 68,116.35</b> | <b>\$ 77,317.35</b> | <b>\$ 87,491.42</b> | <b>\$ 87,017.76</b> | <b>\$ 75,869.35</b> | <b>\$ 68,892.97</b> |

**Santa Barbara Newcomers Club**  
**Profit and Loss by Month**  
August 2023 - January 2024

|  | Aug 2023           | Sep 2023           | Oct 2023           | Nov 2023           | Dec 2023            | Jan 2024            | Total                |
|--|--------------------|--------------------|--------------------|--------------------|---------------------|---------------------|----------------------|
| <b>Income</b>  |                    |                    |                    |                    |                     |                     |                      |
| <b>Membership Dues</b>                                 |                    |                    |                    |                    |                     |                     |                      |
| Membership Dues-New                                    | 4,650.00           | 5,850.00           | 3,750.00           | 2,550.00           | 2,550.00            | 4,200.00            | 23,550.00            |
| Membership Dues-Renewal                                | 850.00             | 850.00             | 1,190.00           | 425.00             | 850.00              | 765.00              | 4,930.00             |
| Payment processing fees - membership                   | -205.56            | -237.71            | -194.88            | -114.80            | -132.07             | -199.95             | -1,084.97            |
| <b>Total Membership Dues</b>                           | <b>\$ 5,294.44</b> | <b>\$ 6,462.29</b> | <b>\$ 4,745.12</b> | <b>\$ 2,860.20</b> | <b>\$ 3,267.93</b>  | <b>\$ 4,765.05</b>  | <b>\$ 27,395.03</b>  |
| <b>NET EVENT INCOME (LOSS)</b>                         |                    |                    |                    |                    |                     |                     |                      |
| <b>Net Income (Loss) Club Sponsored Events</b>         |                    |                    |                    |                    |                     |                     |                      |
| Dine & Sign  | -19.58             |                    |                    |                    |                     | -6,756.30           | -6,775.88            |
| Newbie Meet & Greet                                    |                    | -779.15            | -206.53            | -117.21            |                     | -281.97             | -1,384.86            |
| Payment processing fees - Presidents Party             |                    |                    |                    |                    | -255.49             |                     | -255.49              |
| Presidents Party                                       |                    |                    |                    |                    | -5,052.50           |                     | -5,052.50            |
| <b>Total Net Income (Loss) Club Sponsored Events</b>   | <b>\$ -19.58</b>   | <b>\$ -779.15</b>  | <b>\$ -206.53</b>  | <b>\$ -117.21</b>  | <b>\$ -5,307.99</b> | <b>\$ -7,038.27</b> | <b>\$ -13,468.73</b> |
| <b>Net Income (Loss) Member Sponsored Events</b>       |                    |                    |                    |                    |                     |                     |                      |
| 20-40 Somethings                                       |                    |                    |                    | 123.06             | -321.58             | 23.64               | -174.88              |
| After Hours  |                    | -12.94             | 11.04              | 84.62              |                     | -44.90              | 37.82                |
| Afternoon Bookclub                                     |                    | 21.14              | 62.68              | 20.03              | 62.49               | 57.47               | 223.81               |
| All Things Italian                                     |                    | 450.16             | 55.96              | -81.11             |                     | 80.00               | 505.01               |
| Beer Lover's Club                                      | 114.95             |                    | 33.32              | -8.52              | -84.34              | 42.45               | 97.86                |
| Current Events   | -2.30              |                    | -3.92              | -30.99             |                     |                     | -37.21               |
| Epicurious   | 121.62             | 180.48             | 72.39              | 171.25             | 151.58              | 774.09              | 1,471.41             |
| Garden Club  |                    |                    | 11.67              | -15.09             | 40.38               | -23.06              | 13.90                |
| Golf Committee   | 177.42             | 146.87             | 172.41             |                    | 60.02               | -21.89              | 534.83               |
| Local Heritage   | 18.61              | 249.52             | 240.82             | 399.03             | 146.16              | 431.58              | 1,485.72             |
| Mas Musica   |                    | -132.10            |                    | 309.04             |                     | -34.47              | 142.47               |
| Mindfulness & Meditation                               | -74.25             | 86.28              |                    | -0.19              |                     | 113.47              | 125.31               |
| Nice to Meet You                                       | -4.07              |                    | 222.17             | 24.55              | -39.93              | 79.96               | 282.68               |
| Out to Lunch   |                    |                    |                    |                    |                     | 20.34               | 20.34                |
| Pop Up   | 463.63             | -160.20            | 457.67             | -296.97            | 2.15                | 356.63              | 822.91               |
| Santa Barbara Arts                                     | 32.74              | 89.15              | 220.23             | -141.94            | 225.81              | 217.11              | 643.10               |
| Snow Sports  |                    |                    |                    | 19.19              | -7.41               | 83.42               | 95.20                |
| Theater Lovers   |                    | 277.72             | 93.21              | 415.42             | 106.96              |                     | 893.31               |
| Travel Lovers  |                    |                    | 41.76              |                    | -1.92               | -14.99              | 24.85                |
| Volunteers in Action                                   |                    |                    |                    |                    | 456.67              |                     | 456.67               |
| Wine Appreciation                                      |                    | 398.64             | -25.59             | 612.77             | 0.83                |                     | 986.65               |
| Young Professionals                                    | 2.27               | -154.66            | 88.14              |                    |                     |                     | -64.25               |
| <b>Total Net Income (Loss) Member Sponsored Events</b> | <b>\$ 850.62</b>   | <b>\$ 1,440.06</b> | <b>\$ 1,753.96</b> | <b>\$ 1,604.15</b> | <b>\$ 797.87</b>    | <b>\$ 2,140.85</b>  | <b>\$ 8,587.51</b>   |
| <b>Total NET EVENT INCOME (LOSS)</b>                   | <b>\$ 831.04</b>   | <b>\$ 660.91</b>   | <b>\$ 1,547.43</b> | <b>\$ 1,486.94</b> | <b>\$ -4,510.12</b> | <b>\$ -4,897.42</b> | <b>\$ -4,881.22</b>  |
| <b>Total Income</b>                                    | <b>\$ 6,125.48</b> | <b>\$ 7,123.20</b> | <b>\$ 6,292.55</b> | <b>\$ 4,347.14</b> | <b>\$ 1,242.19</b>  | <b>\$ 132.37</b>    | <b>\$ 22,513.81</b>  |
| <b>Gross Profit</b>                                    | <b>\$ 6,125.48</b> | <b>\$ 7,123.20</b> | <b>\$ 6,292.55</b> | <b>\$ 4,347.14</b> | <b>\$ -1,242.19</b> | <b>\$ -132.37</b>   | <b>\$ 22,513.81</b>  |

| Expenses                             | Aug 2023           | Sep 2023           | Oct 2023           | Nov 2023           | Dec 2023            | Jan 2024            | Total               |
|--------------------------------------|--------------------|--------------------|--------------------|--------------------|---------------------|---------------------|---------------------|
| <b>Administrative Expenses</b>       |                    |                    |                    |                    |                     |                     |                     |
| Bank Charges/Check Fees              |                    |                    | 6.48               |                    |                     | 6.30                | 12.78               |
| Board Expenses                       | 500.00             | 350.00             | 350.00             | 350.00             | 715.76              | 606.94              | 2,872.70            |
| Bookkeeping                          | 500.00             | 500.00             | 500.00             | 500.00             | 500.00              | 510.00              | 3,010.00            |
| Business Filings                     |                    |                    |                    |                    | 69.00               |                     | 69.00               |
| Chair Training                       | 1,225.37           |                    | 0.00               |                    |                     |                     | 1,225.37            |
| Insurance                            | 726.08             | 726.08             | 726.08             | 726.08             | 726.08              | 726.08              | 4,356.48            |
| Membership Expenses                  | 87.27              | 321.99             | 265.18             | 224.18             | 270.80              | 169.19              | 1,338.61            |
| Office Expenses                      |                    |                    | 30.44              | 208.86             |                     | 30.42               | 269.72              |
| Postage and PO Box Fee               | 66.00              |                    |                    |                    | 66.00               |                     | 132.00              |
| Storage                              | 342.00             | 342.00             | 342.00             | 342.00             | 342.00              | 342.00              | 2,052.00            |
| Storage Room Supplies                | 543.04             | 365.25             |                    |                    | 481.08              |                     | 1,389.37            |
| Tax Return, Other Filing Expense     |                    |                    |                    |                    |                     | 30.93               | 30.93               |
| Technology-Merge Creative            | 258.25             | 258.25             | 258.25             | 258.25             | 258.25              | 258.25              | 1,549.50            |
| Website Hosting/Maintenance          | 230.48             | 230.49             | 260.44             | 275.49             | 306.06              | 276.50              | 1,579.46            |
| <b>Total Administrative Expenses</b> | <b>\$ 4,478.49</b> | <b>\$ 3,094.06</b> | <b>\$ 2,738.87</b> | <b>\$ 2,884.86</b> | <b>\$ 3,735.03</b>  | <b>\$ 2,956.61</b>  | <b>\$ 19,887.92</b> |
| <b>Total Expenses</b>                | <b>\$ 4,478.49</b> | <b>\$ 3,094.06</b> | <b>\$ 2,738.87</b> | <b>\$ 2,884.86</b> | <b>\$ 3,735.03</b>  | <b>\$ 2,956.61</b>  | <b>\$ 19,887.92</b> |
| <b>Net Operating Income</b>          | <b>\$ 1,646.99</b> | <b>\$ 4,029.14</b> | <b>\$ 3,553.68</b> | <b>\$ 1,462.28</b> | <b>\$ -4,977.22</b> | <b>\$ -3,088.98</b> | <b>\$ 2,625.89</b>  |
| <b>Other Income</b>                  |                    |                    |                    |                    |                     |                     |                     |
| Interest Income                      | 2.66               | 6.88               | 3.95               | 3.67               | 7.32                | 3.15                | 27.63               |
| <b>Total Other Income</b>            | <b>\$ 2.66</b>     | <b>\$ 6.88</b>     | <b>\$ 3.95</b>     | <b>\$ 3.67</b>     | <b>\$ 7.32</b>      | <b>\$ 3.15</b>      | <b>\$ 27.63</b>     |
| <b>Net Other Income</b>              | <b>\$ 2.66</b>     | <b>\$ 6.88</b>     | <b>\$ 3.95</b>     | <b>\$ 3.67</b>     | <b>\$ 7.32</b>      | <b>\$ 3.15</b>      | <b>\$ 27.63</b>     |
| <b>Net Income</b>                    | <b>\$ 1,649.65</b> | <b>\$ 4,036.02</b> | <b>\$ 3,557.63</b> | <b>\$ 1,465.95</b> | <b>\$ -4,969.90</b> | <b>\$ -3,085.83</b> | <b>\$ 2,653.52</b>  |

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**Santa Barbara Newcomers Club**  
**Statement of Cash Flows**  
August 2023 - January 2024

|   | Aug 2023             | Sep 2023           | Oct 2023           | Nov 2023             | Dec 2023             | Jan 2024             | Total                |
|---|----------------------|--------------------|--------------------|----------------------|----------------------|----------------------|----------------------|
| <b>OPERATING ACTIVITIES</b>   |                      |                    |                    |                      |                      |                      |                      |
| Net Income  | 1,649.65             | 4,036.02           | 3,557.63           | 1,465.95             | (4,969.90)           | (3,085.83)           | 2,653.52             |
| Adjustments to reconcile Net Income to Net Cash provided by operations:       |                      |                    |                    |                      |                      |                      |                      |
| Prepaid Expenses and Deferred Charges:Advance Payments for Future Events      | (350.00)             | (1,884.34)         | (800.00)           | (3,086.39)           | 6,820.73             | 100.00               | 800.00               |
| Prepaid Expenses and Deferred Charges:Prepaid AffiniPay Fees                  | 139.32               | 1.84               | (397.91)           | (68.16)              | 296.85               | 236.97               | 208.91               |
| Prepaid Expenses and Deferred Charges:Prepaid Insurance Expenses              | 726.08               | 726.08             | 726.08             | 726.08               | 726.08               | 726.08               | 4,356.48             |
| Prepaid Expenses and Deferred Charges:Prepaid Merge Creative                  | 258.25               | 258.25             | (461.75)           | 258.25               | 258.25               | (441.75)             | 129.50               |
| Prepaid Expenses and Deferred Charges:Prepaid Wild Apricot Expenses           | 171.00               | 171.00             | 201.78             | (2,376.00)           | 216.00               | 216.00               | (1,400.22)           |
| Accounts Payable, Accrued Expenses  | (2,671.95)           | 4,883.98           | (3,300.56)         | (3,199.61)           | 694.49               | 2,937.45             | (656.20)             |
| AffiniPay Advance Collections   | (4,238.20)           | 281.00             | 9,917.00           | 1,260.00             | (6,873.00)           | (6,828.00)           | (6,481.20)           |
| Total Adjustments to reconcile Net Income to Net Cash provided by operations: | <b>\$ (5,965.50)</b> | <b>\$ 4,437.81</b> | <b>\$ 5,884.64</b> | <b>\$ (6,485.83)</b> | <b>\$ 2,139.40</b>   | <b>\$ (3,053.25)</b> | <b>\$ (3,042.73)</b> |
| Net cash provided by operating activities                                     | <b>\$ (4,315.85)</b> | <b>\$ 8,473.83</b> | <b>\$ 9,442.27</b> | <b>\$ (5,019.88)</b> | <b>\$ (2,830.50)</b> | <b>\$ (6,139.08)</b> | <b>\$ (389.21)</b>   |
| Net cash increase for period  | <b>\$ (4,315.85)</b> | <b>\$ 8,473.83</b> | <b>\$ 9,442.27</b> | <b>\$ (5,019.88)</b> | <b>\$ (2,830.50)</b> | <b>\$ (6,139.08)</b> | <b>\$ (389.21)</b>   |

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