

**California Great Outdoors, Inc**

Printed: 4/16/2013

**Income and Expenses for 2011-2012**

Report Date: October 1, 2011 - September 30, 2012

|                                 | Oct                 | Nov                 | Dec                 | Jan                 | Feb                 | Mar                 | Apr                 | May                 | Jun                 | Jul                 | Aug                 | Sep                 | TOTALS              |
|---------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Starting cash balance</b>    | <b>\$ 45,640.60</b> | <b>\$ 44,737.99</b> | <b>\$ 43,887.40</b> | <b>\$ 41,194.21</b> | <b>\$ 40,227.95</b> | <b>\$ 40,529.96</b> | <b>\$ 42,251.75</b> | <b>\$ 42,782.18</b> | <b>\$ 42,394.47</b> | <b>\$ 42,996.06</b> | <b>\$ 44,060.74</b> | <b>\$ 44,535.29</b> |                     |
| <b>Income</b>                   |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Dues                            | \$ 938.00           | \$ 375.00           | \$ 761.00           | \$ 604.00           | \$ 526.00           | \$ 1,043.00         | \$ 800.00           | \$ 183.00           | \$ 1,237.00         | \$ 1,039.00         | \$ 864.00           | \$ 672.00           | \$ 9,042.00         |
| Outings                         | \$ 3,215.00         | \$ 944.00           | \$ 1,005.00         | \$ 105.00           | \$ 1,172.50         | \$ 2,655.00         | \$ 725.00           | \$ 415.00           | \$ 2,437.50         | \$ 3,170.00         | \$ 4,996.50         | \$ 4,510.15         | \$ 25,350.65        |
| Fundraising                     | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                |
| Donations/Gifts                 | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ 28.00            | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ 28.00            |
| Interest                        | \$ 0.95             | \$ 0.70             | \$ 0.70             | \$ 0.40             | \$ 0.67             | \$ 0.02             | \$ 13.01            | \$ 0.01             | \$ 0.01             | \$ 0.60             | \$ 0.61             | \$ 0.02             | \$ 17.70            |
| Raffle                          | \$ -                | \$ 151.00           | \$ -                | \$ -                | \$ 54.00            | \$ -                | \$ -                | \$ 34.00            | \$ 27.00            | \$ -                | \$ 33.00            | \$ -                | \$ 299.00           |
| Other Income                    | \$ -                | \$ 0.17             | \$ 877.00           | \$ 79.50            | \$ 50.00            | \$ -                | \$ -                | \$ -                | \$ 76.90            | \$ 160.00           | \$ 156.00           | \$ 65.00            | \$ 1,464.57         |
| <b>Total</b>                    | <b>\$ 4,153.95</b>  | <b>\$ 1,470.87</b>  | <b>\$ 2,643.70</b>  | <b>\$ 788.90</b>    | <b>\$ 1,803.17</b>  | <b>\$ 3,726.02</b>  | <b>\$ 1,538.01</b>  | <b>\$ 632.01</b>    | <b>\$ 3,778.41</b>  | <b>\$ 4,369.60</b>  | <b>\$ 6,050.11</b>  | <b>\$ 5,247.17</b>  | <b>\$ 36,201.92</b> |
| <b>Expenses</b>                 |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Program Services</b>         |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Supplies                        | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                |
| Postage                         | \$ -                | \$ 138.48           | \$ 44.00            | \$ -                | \$ -                | \$ 67.71            | \$ 27.00            | \$ -                | \$ -                | \$ 18.00            | \$ -                | \$ -                | \$ 295.19           |
| Printing                        | \$ -                | \$ -                | \$ 103.24           | \$ 12.87            | \$ -                | \$ 248.59           | \$ 72.85            | \$ -                | \$ 32.40            | \$ 32.40            | \$ -                | \$ -                | \$ 502.35           |
| Travel                          | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                |
| Meetings                        | \$ -                | \$ -                | \$ 321.95           | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ 199.88           | \$ 30.72            | \$ 24.10            | \$ 576.65           |
| Camping / Outing Fees           | \$ 2,753.04         | \$ 418.00           | \$ 1,479.89         | \$ 864.71           | \$ 1,145.07         | \$ 1,307.38         | \$ 196.00           | \$ 246.76           | \$ 2,480.32         | \$ 823.08           | \$ 4,610.63         | \$ 1,371.84         | \$ 17,696.72        |
| Other Outing Expense            | \$ 740.40           | \$ 375.86           | \$ 1,705.32         | \$ 71.55            | \$ -                | \$ 41.88            | \$ -                | \$ 39.74            | \$ 25.00            | \$ 785.80           | \$ 241.76           | \$ 114.50           | \$ 4,141.81         |
| Online Registration Fees        | \$ -                | \$ -                | \$ 19.85            | \$ -                | \$ -                | \$ -                | \$ 11.20            | \$ -                | \$ 33.57            | \$ -                | \$ 70.00            | \$ -                | \$ 134.62           |
| Other Expense                   | \$ 673.00           | \$ 642.49           | \$ 1,353.08         | \$ 32.05            | \$ -                | \$ 47.04            | \$ 13.72            | \$ 104.30           | \$ 126.12           | \$ 503.76           | \$ 177.85           | \$ 536.54           | \$ 4,209.95         |
| <b>Total</b>                    | <b>\$ 4,166.44</b>  | <b>\$ 1,574.83</b>  | <b>\$ 5,027.33</b>  | <b>\$ 981.18</b>    | <b>\$ 1,145.07</b>  | <b>\$ 1,712.60</b>  | <b>\$ 320.77</b>    | <b>\$ 390.80</b>    | <b>\$ 2,697.41</b>  | <b>\$ 2,362.92</b>  | <b>\$ 5,130.96</b>  | <b>\$ 2,046.98</b>  | <b>\$ 27,557.29</b> |
| <b>Management &amp; General</b> |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Supplies                        | \$ 91.45            | \$ -                | \$ -                | \$ 56.43            | \$ -                | \$ -                | \$ 6.45             | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ 154.33           |
| Postage                         | \$ -                | \$ 46.00            | \$ 96.00            | \$ -                | \$ -                | \$ -                | \$ 44.75            | \$ 6.05             | \$ -                | \$ -                | \$ (150.00)         | \$ 76.00            | \$ 118.80           |
| Rent                            | \$ 40.00            | \$ 40.00            | \$ 40.00            | \$ 190.00           | \$ 40.00            | \$ 40.00            | \$ 190.00           | \$ 40.00            | \$ 40.00            | \$ 260.00           | \$ 40.00            | \$ 40.00            | \$ 1,000.00         |
| Donations                       | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                |
| Travel                          | \$ 415.20           | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ 100.00           | \$ -                | \$ 515.20           |
| Meetings                        | \$ 57.60            | \$ 276.61           | \$ 71.83            | \$ 35.30            | \$ 208.31           | \$ -                | \$ 298.12           | \$ 140.64           | \$ 3.52             | \$ 14.52            | \$ 92.12            | \$ -                | \$ 1,198.57         |
| Bank Charges                    | \$ 42.00            | \$ 20.50            | \$ 23.25            | \$ 2.50             | \$ 69.25            | \$ 72.15            | \$ 19.00            | \$ 11.41            | \$ 9.00             | \$ 9.00             | \$ 144.07           | \$ 113.64           | \$ 535.77           |
| Dues to Corporate               | \$ 45.00            | \$ 225.00           | \$ 80.00            | \$ 188.00           | \$ 40.00            | \$ 60.00            | \$ 100.00           | \$ 70.00            | \$ 215.00           | \$ 570.00           | \$ 70.00            | \$ 55.00            | \$ 1,718.00         |
| Advertising Expense             | \$ 199.78           | \$ 133.10           | \$ -                | \$ 303.43           | \$ -                | \$ 216.00           | \$ -                | \$ 349.90           | \$ -                | \$ 90.00            | \$ 150.00           | \$ -                | \$ 1,442.21         |
| Other Expense                   | \$ -                | \$ 7.00             | \$ -                | \$ -                | \$ -                | \$ (95.00)          | \$ 29.96            | \$ 10.00            | \$ 215.00           | \$ -                | \$ -                | \$ -                | \$ 166.96           |
| <b>Total</b>                    | <b>\$ 891.03</b>    | <b>\$ 748.21</b>    | <b>\$ 311.08</b>    | <b>\$ 775.66</b>    | <b>\$ 357.56</b>    | <b>\$ 293.15</b>    | <b>\$ 688.28</b>    | <b>\$ 628.00</b>    | <b>\$ 482.52</b>    | <b>\$ 943.52</b>    | <b>\$ 446.19</b>    | <b>\$ 284.64</b>    | <b>\$ 6,849.84</b>  |
| <i>CD Interest</i>              | \$ 0.91             | \$ 1.58             | \$ 1.52             | \$ 1.68             | \$ 1.47             | \$ 1.52             | \$ 1.47             | \$ (0.92)           | \$ 3.11             | \$ 1.52             | \$ 1.59             | \$ 1.57             | \$ 17.02            |
| <b>Membership</b>               |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Total Members</b>            | <b>446</b>          | <b>451</b>          | <b>442</b>          | <b>439</b>          | <b>440</b>          | <b>440</b>          | <b>442</b>          | <b>439</b>          | <b>439</b>          | <b>438</b>          | <b>458</b>          | <b>442</b>          |                     |
| Net Gain(Loss)                  | (\$902.61)          | (\$850.59)          | (\$2,693.19)        | (\$966.26)          | \$302.01            | \$1,721.79          | \$530.43            | (\$387.71)          | \$601.59            | \$1,064.68          | \$474.55            | \$2,917.12          | \$1,811.81          |
| <b>Ending cash balance</b>      | <b>\$ 44,737.99</b> | <b>\$ 43,887.40</b> | <b>\$ 41,194.21</b> | <b>\$ 40,227.95</b> | <b>\$ 40,529.96</b> | <b>\$ 42,251.75</b> | <b>\$ 42,782.18</b> | <b>\$ 42,394.47</b> | <b>\$ 42,996.06</b> | <b>\$ 44,060.74</b> | <b>\$ 44,535.29</b> | <b>\$ 47,452.41</b> |                     |

**California Great Outdoors, Inc**

| Corporate | Los Angeles | Orange County | Palm Springs | Santa Barbara | San Diego | Totals |
|-----------|-------------|---------------|--------------|---------------|-----------|--------|
|-----------|-------------|---------------|--------------|---------------|-----------|--------|

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**Income and Expenses for 2011-2012**  
Report Date: October 1, 2011 - September 30, 2012

|                              |                    |                    |                   |                   |                   |                   |                    |
|------------------------------|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| <b>Starting cash balance</b> | <b>\$10,029.57</b> | <b>\$16,040.42</b> | <b>\$7,602.50</b> | <b>\$5,818.97</b> | <b>\$2,504.93</b> | <b>\$3,644.21</b> | <b>\$45,640.60</b> |
|------------------------------|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|

| <b>Income</b>   | <b>Corporate</b>   | <b>Los Angeles</b> | <b>Orange County</b> | <b>Palm Springs</b> | <b>Santa Barbara</b> | <b>San Diego</b>   | <b>Totals</b>       |
|-----------------|--------------------|--------------------|----------------------|---------------------|----------------------|--------------------|---------------------|
| Dues            | \$ 1,970.00        | \$ 2,330.00        | \$ 600.00            | \$ 2,892.00         | \$ 1,250.00          | \$ -               | \$ 7,072.00         |
| Outings         | \$ 5,312.66        | \$ 5,210.00        | \$ 1,152.99          | \$ 4,729.00         | \$ 7,946.00          | \$ 1,000.00        | \$ 25,350.65        |
| Fundraising     | \$ -               | \$ -               | \$ -                 | \$ -                | \$ -                 | \$ -               | \$ -                |
| Donations/Gifts | \$ -               | \$ -               | \$ -                 | \$ -                | \$ 28.00             | \$ -               | \$ 28.00            |
| Interest        | \$ 0.23            | \$ 4.47            | \$ -                 | \$ -                | \$ 13.00             | \$ -               | \$ 17.70            |
| Raffle          | \$ -               | \$ -               | \$ 52.00             | \$ -                | \$ 247.00            | \$ -               | \$ 299.00           |
| Other Income    | \$ 189.50          | \$ 6.90            | \$ -                 | \$ 1,238.00         | \$ 30.00             | \$ 0.17            | \$ 1,464.57         |
| <b>Total</b>    | <b>\$ 7,472.39</b> | <b>\$ 7,551.37</b> | <b>\$ 1,804.99</b>   | <b>\$ 8,859.00</b>  | <b>\$ 9,514.00</b>   | <b>\$ 1,000.17</b> | <b>\$ 36,201.92</b> |

| <b>Expenses</b>          | <b>Corporate</b>   | <b>Los Angeles</b> | <b>Orange County</b> | <b>Palm Springs</b> | <b>Santa Barbara</b> | <b>San Diego</b>   | <b>Totals</b>       |
|--------------------------|--------------------|--------------------|----------------------|---------------------|----------------------|--------------------|---------------------|
| <b>Program Services</b>  |                    |                    |                      |                     |                      |                    |                     |
| Supplies                 | \$ -               | \$ -               | \$ -                 | \$ -                | \$ -                 | \$ -               | \$ -                |
| Postage                  | \$ 67.71           | \$ 138.48          | \$ -                 | \$ 89.00            | \$ -                 | \$ -               | \$ 295.19           |
| Printing                 | \$ 240.82          | \$ 60.44           | \$ -                 | \$ 193.28           | \$ -                 | \$ 7.81            | \$ 502.35           |
| Travel                   | \$ -               | \$ -               | \$ -                 | \$ -                | \$ -                 | \$ -               | \$ -                |
| Meetings                 | \$ 199.88          | \$ -               | \$ -                 | \$ -                | \$ 54.82             | \$ 321.95          | \$ 576.65           |
| Camping / Outing Fees    | \$ 4,868.18        | \$ 4,517.58        | \$ 2,479.32          | \$ 4,140.96         | \$ 652.00            | \$ 1,038.68        | \$ 17,696.72        |
| Other Outing Expense     | \$ 561.56          | \$ 2,442.52        | \$ -                 | \$ -                | \$ 1,023.23          | \$ 114.50          | \$ 4,141.81         |
| Online Registration Fees | \$ -               | \$ 33.24           | \$ 70.00             | \$ -                | \$ 31.38             | \$ -               | \$ 134.62           |
| Other Expense            | \$ 65.00           | \$ 383.34          | \$ -                 | \$ 3,761.61         | \$ -                 | \$ -               | \$ 4,209.95         |
| <b>Total</b>             | <b>\$ 6,003.15</b> | <b>\$ 7,575.60</b> | <b>\$ 2,549.32</b>   | <b>\$ 8,184.85</b>  | <b>\$ 1,761.43</b>   | <b>\$ 1,482.94</b> | <b>\$ 27,557.29</b> |

| <b>Management &amp; General</b> | <b>Corporate</b>   | <b>Los Angeles</b>   | <b>Orange County</b> | <b>Palm Springs</b> | <b>Santa Barbara</b> | <b>San Diego</b>     | <b>Totals</b>      |
|---------------------------------|--------------------|----------------------|----------------------|---------------------|----------------------|----------------------|--------------------|
| Supplies                        | \$ -               | \$ 56.43             | \$ 91.45             | \$ -                | \$ -                 | \$ 6.45              | \$ 154.33          |
| Postage                         | \$ (150.00)        | \$ -                 | \$ -                 | \$ 46.00            | \$ 120.75            | \$ 102.05            | \$ 118.80          |
| Rent                            | \$ 520.00          | \$ -                 | \$ -                 | \$ 480.00           | \$ -                 | \$ -                 | \$ 1,000.00        |
| Donations                       | \$ -               | \$ -                 | \$ -                 | \$ -                | \$ -                 | \$ -                 | \$ -               |
| Travel                          | \$ -               | \$ -                 | \$ 382.00            | \$ 133.20           | \$ -                 | \$ -                 | \$ 515.20          |
| Meetings                        | \$ 723.38          | \$ 156.77            | \$ 45.00             | \$ -                | \$ 65.80             | \$ 207.62            | \$ 1,198.57        |
| Bank Charges                    | \$ 12.00           | \$ 14.41             | \$ 30.00             | \$ -                | \$ 383.36            | \$ 96.00             | \$ 535.77          |
| Dues to Corporate               | \$ -               | \$ 470.00            | \$ 3.00              | \$ 790.00           | \$ 205.00            | \$ 250.00            | \$ 1,718.00        |
| Advertising Expense             | \$ 303.43          | \$ 323.40            | \$ 199.78            | \$ -                | \$ 545.70            | \$ 69.90             | \$ 1,442.21        |
| Other Expense                   | \$ 90.00           | \$ 125.00            | \$ -                 | \$ (95.00)          | \$ 17.00             | \$ 29.96             | \$ 166.96          |
| <b>Total</b>                    | <b>\$ 1,498.81</b> | <b>\$ 1,146.01</b>   | <b>\$ 751.23</b>     | <b>\$ 1,354.20</b>  | <b>\$ 1,337.61</b>   | <b>\$ 761.98</b>     | <b>\$ 6,849.84</b> |
| <b>CD Interest</b>              | \$17.02            |                      |                      |                     |                      |                      | \$ 17.02           |
| <b>Net Gain(Loss)</b>           | <b>\$ (12.55)</b>  | <b>\$ (1,170.24)</b> | <b>\$ (1,495.56)</b> | <b>\$ (680.05)</b>  | <b>\$ 6,414.96</b>   | <b>\$ (1,244.75)</b> | <b>\$ 1,811.81</b> |
| <b>Total Members</b>            |                    | <b>98</b>            | <b>50</b>            | <b>169</b>          | <b>74</b>            | <b>51</b>            | <b>442</b>         |

|                            |                    |                    |                   |                   |                   |                   |                    |
|----------------------------|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| <b>Ending cash balance</b> | <b>\$10,017.02</b> | <b>\$14,870.18</b> | <b>\$6,106.94</b> | <b>\$5,138.92</b> | <b>\$8,919.89</b> | <b>\$2,399.46</b> | <b>\$47,452.41</b> |
|----------------------------|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|