

AYSO Annual Fiscal Budget

| Section 11 | Area L | Region | Other |
|------------|--------|--------|-------|
|------------|--------|--------|-------|

Year
For the 12 month period beginning: July 1, 2019

Year
Ending: June 30, 2020

Date of last financial statement distributed to members: April 30, 2019

"Expected"

| | | Budget | Per Player | Last Season Actual |
|-------------------------------------|--|----------------------|-------------|-----------------------|
| Estimated Revenues: | | | | |
| 4005 | Registration Fees (see bottom right) | \$ 35,000.00 | | 35,650.00 |
| 4006 | Registration Fee Refunds | | | |
| 4007 | Early Registration Discount | | | |
| 4008 | Multi-Child Discount | | | |
| 4009 | Late Registration Fees | | | |
| 4010 | Merchandise Revenue | | | |
| 4012 | Merchandise Revenue - T-Shirts | | | |
| 4015 | Training Registration Fees | \$ 28,000.00 | | 24,658.83 |
| 4020 | Tourn/Natl Games/Player Camp Refunds | | | (286.65) |
| 4021 | Tournament/National Games/Player Camp | 28,000.00 | | 19,926.63 |
| 4022 | Tournament-Referee Commitment Fees | 12,300.00 | | 8,700.00 |
| 4023 | Tournament - Referee Commitment Refund | (2,500.00) | | |
| 4024 | Concessions | | | |
| 4025 | Tournaments - Vendors | | | |
| 4027 | Concessions - Packaged | | | |
| 4031 | Cultural Exchange | | | |
| 4040 | Fund Raising - Other | | | |
| 4310 | Sponsors/Contributions/Donations | | | |
| 9105 | Interest Income | 20.00 | | 17.56 |
| 4959 | Other Income (Describe) | | | |
| Total Estimated Revenue (R): | | <u>\$ 100,820.00</u> | <u>\$ -</u> | <u>\$ 88,666.37</u> |

Estimated Expenditures:

| | | | | |
|------|---------------------------------------|----------|--|----------|
| 5101 | Uniforms - Players - TAX PAID | | | |
| 5102 | Uniforms - Coaches - TAX PAID | | | |
| 5103 | Uniforms - Referees - TAX PAID | | | |
| 5104 | Uniforms - Other - TAX PAID | 2,500.00 | | 1,301.38 |
| 5105 | Uniforms - Players - NO TAX PAID | | | |
| 5106 | Uniforms - Coaches - NO TAX PAID | | | |
| 5107 | Uniforms - Referee - NO TAX PAID | | | |
| 5108 | Uniforms - Other - NO TAX PAID | | | |
| 5111 | Field Expenses | 5,000.00 | | 5,220.00 |
| 5115 | Facility / Park Fees | | | |
| 5130 | Equipment - TAX PAID | 1,500.00 | | - |
| 5135 | Equipment - NO TAX PAID | | | |
| 5140 | Storage Expenses | 2,500.00 | | 2,057.00 |
| 5150 | Trainer Payments | | | |
| 5155 | Payments to Playing Circuit | | | |
| 5200 | Natl Games-Start-up Seed Money | | | |
| 5205 | Natl Games-Business Expenses | | | |
| 5208 | Tourn/Natl Games: Opening Ceremonies | | | |
| 5209 | Tourn/Natl Games: Banners & Signs | | | |
| 5210 | Tourn/Natl Games: Traffic Control | | | |
| 5211 | Tourn/Natl Games: Entertainment | | | |
| 5212 | Tourn/Natl Games: ID Cards | | | |
| 5213 | Tourn/Natl Games: Insurance | | | |
| 5220 | Tourn: Incentives, Trophies, Awards | 7,500.00 | | 7,711.45 |
| 5221 | Tournament: Coaches | | | |
| 5222 | Tournament: Referees | 2,000.00 | | 2,136.00 |
| 5223 | Tournament: Other | | | |
| 5224 | Tournament: Water/Food | | | |
| 5225 | Tournament: Concession Expenses | | | |
| 5226 | Tournament: Medical Personnel | | | |
| 5227 | Tournament Planning Meetings | 1,000.00 | | 905.00 |
| 5228 | Tournament/National Games: Entry Fees | | | |

| | | | | |
|------|----------------------------------|-----------|--|----------|
| 5229 | Tournament/Player Camp Expenses | 10,000.00 | | 6,835.89 |
| 5235 | Merchandise Expense | | | |
| 5239 | Cultural Exchange Expenses | | | |
| 5241 | Playoff Expenses | 1,500.00 | | 1,409.91 |
| 5255 | Ads/Newsletter/Yearbook/Pictures | 500.00 | | - |

| Estimated Expenditures: | | Budget | Per Player | Last Season Actual |
|--|---|----------------------|-------------|---------------------|
| 5261 | Fund-raising Expenses: Concessions | | | |
| 5262 | Fund-raising: Other | | | |
| 5274 | Awards & Volunteer Recognition | 8,000.00 | | 5,987.07 |
| 5275 | Donations | 1,500.00 | | 1,069.57 |
| 5431 | Clinic Training Expenses: Player | | | |
| 5432 | Clinic Training Expenses: Coaches | 12,000.00 | | 11,375.81 |
| 5433 | Clinic Training Expenses: Referees | 14,000.00 | | 14,462.73 |
| 5434 | Clinic Training Expenses: Other | 500.00 | | 213.16 |
| 5701 | Payments to AYSO: Inter-regional | - | | 1,900.00 |
| 5702 | Payments to AYSO: NSTC | | | |
| 5703 | Payments to AYSO: Registration Fees | | | |
| 5704 | Payments to AYSO: Supply Center | | | |
| 5705 | Payments to AYSO: Sales Tax | | | |
| 5710 | Payments to Affiliates | | | |
| 5715 | Payments to Referees (Playing Circuit) | | | |
| 5801 | Fixed Assets (over \$1,000) | | | |
| 7401 | Travel: Other | | | |
| 7430 | Conferences / Meetings | 14,000.00 | | 11,883.14 |
| 7431 | Section / NAGM | 8,000.00 | | 5,060.57 |
| 7435 | Travel Mileage | 3,000.00 | | 2,705.78 |
| 7515 | Phone / Internet / Website | 7,000.00 | | 6,010.80 |
| 7535 | Postage | 100.00 | | 72.46 |
| 7540 | Freight paid for uniforms and equipment | | | |
| 7625 | Office Supplies | 500.00 | | 322.65 |
| 7695 | Miscellaneous Supplies | - | | |
| 8305 | Bank Fees | 120.00 | | 26.00 |
| 8375 | Volunteer Background Screening | 500.00 | | |
| 8595 | Other Expenses | | | - |
| Contingency | | | | |
| Total Estimated Expenditures (E): | | \$ 103,220.00 | \$ - | \$ 88,666.37 |

Estimated Cash Increase (Decrease): (R-E) \$ (2,400.00)

Estimated Bank Balance on June 30: \$ 60,000.00

Estimated Ending Cash Balance: \$ 57,600.00

Please comment if the cash reserve is less than \$5 or more than \$12 per player:

Area reserves are maintained in order to help any of its Regions at any critical time.

Comments:

Treasurer's Name & Signature: JoAnna Moffitt

Date: 5/23/19

Executive Member's Name & Signature: Tim VanWoerkom

Date: 5-24-2019

DUE DATES:

Region: 30 days prior to end of fiscal year - June 1
Area discretionary account: July 1
Section discretionary account: July 1
Tournament: 6 months prior to event
Camp: 60 days prior to camp
Cultural Exchange: 3 months prior to travel

PLEASE COMPLETE THIS SECTION:

| Registration fees | |
|-------------------|--------|
| Players | Fee |
| x | = \$ - |
| x | = \$ - |
| x | = \$ - |
| x | = \$ - |
| Total | |
| | \$ - |

* E-mail (budgets@ayso.org) the signed BUDGET to AYSO National by June 1.