

FY24 Budget vs History

	Increase %	FY24 Budget	FY23	FY22	FY21	FY20	Total		
							FY19	FY18	Change
Revenue									
4000 Total Registration Income	0%	\$0	\$0				\$118	118.25	
4010 Spring Registration	5%	\$0					\$1,320	\$75,268	-73,947.83
4010.1 Baseball Registrations		\$95,620	\$86,459	\$76,000	\$69,059	\$59,260	\$64,162	64,181.98	
4010.2 Softball Registrations		\$15,600	\$15,510	\$18,000	\$17,003	\$11,684	\$17,023	17,023.04	
Total 4010 Spring Registration	9%	\$111,220	\$101,969	\$94,000	\$86,062	\$70,944	\$82,525	\$75,288	\$7,257.19
4020 Late Fees	5%	\$5,901	\$5,620	\$9,210	\$1,435				
4025 Fund Raiser Opt-Out	0%	\$7,335	\$7,335	\$6,780	\$7,710				
4030 Service Fee Collected	5%	\$0	\$0		\$3,267				
4040 Belts and Socks	10%	\$3,304	\$3,004	\$1,580	-\$463				
4050 Family Max		\$0	\$0	-\$2,577					
4060 Non-Volunteer Fee		\$0	\$0	\$825					
4070 Early Bird	5%	-\$3,008	-\$2,865						
4015 Fall Registration	5%	\$0					\$33,688	\$31,002	2,808.48
4015.1 Baseball Registrations - FALL		\$43,080	\$42,400	\$40,450	\$30,269	\$40,284			
4015.2 Softball Registrations - FALL		\$10,200	\$10,945	\$11,165	\$7,290	\$1,840			
Total 4015 Fall Registration		\$53,280	\$53,345	\$51,615	\$37,559	\$42,124			
4020 Late Fees	0%	\$5,620	\$5,620	\$9,210	\$1,435	\$520	\$2,900	-2,900.00	-100.00%
Total 4000 Total Registration Income	9%	\$183,652	\$168,408	\$161,434	\$135,670	\$113,588	\$116,332	\$109,170	\$7,283.92
4100 Total Concession Income	100%	\$0						0	
4105 Manchester Concession- Cash	3%	\$27,558	\$26,756	\$24,524	\$28,966	\$6,039	\$9,953	\$16,358	-6,405.91
4110 Manchester Concession- Credit	3%	\$42,887	\$41,638	\$39,851	\$27,839	\$3,013	\$10,222	\$6,103	1,118.66
4115 Clover Hill Concession- Cash	100%	\$667	\$333				\$2,001	\$5,715	-\$3,714.50
4120 Clover Hill Concession- Credit	100%	\$2,994	\$1,497				\$2,122	\$3,001	-878.28
Total 4100 Total Concession Income	6%	\$74,106	\$70,224	\$64,375	\$56,805	\$9,062	\$24,297	\$34,177	-\$9,880.03
4300 Total Fundraising	3%	\$0					-\$7,155	-\$95	0
4305 Coke/Pepsi Fundraising	3%	\$0					\$3,148	\$3,000	146
4310 Opening Day Activities	3%	\$0	\$0	\$271					
4315 Sponsorships	17%	\$5,000	\$0	\$3,200	\$5,400	\$3,275	\$15,460	\$6,049	7,411.77
4320 Hit-a-Thon	0%	\$18,740	\$16,740	\$22,650	\$27,764				
4390 Other Fundraising	-75%	\$1,746	\$6,985	\$13,280	\$6,260	\$21,483	\$12,853	\$5,462	7,290.79
Total 4300 Total Fundraising	-1%	\$23,496	\$23,725	\$39,402	\$39,424	\$24,768	\$31,460	\$16,611	\$14,848.56
4600 Total Other Income	0%	\$0							0
4805 Donations	-100%	\$0	\$0		\$300	\$4,318	\$1,000	1,000.00	
4810 All-Star Fees	5%	\$7,875	\$7,500	\$7,295	\$8,190	\$2,230	\$10,448	-\$8,218.36	
4811 Invitational Fees	5%	\$4,909	\$4,675	\$4,750	\$3,705	\$6,630		6,630.00	
4815 Team Banners	-100%	\$0	\$0		\$295	\$150	\$1,935	1,935.00	
4820 Uniform/Merch Sales	-100%	\$0	\$0				\$105	105	
4821 Fan Wear Sales	-25%	\$2,798	\$3,731	\$484	\$432	\$2,842	\$2,605	2,604.99	
4822 Softball Uniform Income	-25%	\$0	\$0				\$9,527	9,527.44	
4825 Tournament Fees/Other	-15%	\$0	\$0				\$870	870	
4898 Other Income	-100%	\$0	\$0		\$661		\$300	300	
4899 Interest Income	-100%	\$0	\$0				\$2	-2.1	-100.00%
Total 4800 Total Other Income	-2%	\$15,582	\$15,906	\$12,529	\$13,583	\$7,310	\$25,202	\$10,450	\$14,751.97
QuickBooks Payments Sales		\$0	\$0		\$2,250				
Sales	-100%	\$0	\$0				\$760	6,985.90	
Unapplied Cash Payment Income		\$0	\$0					0	
Total Revenue	7%	\$296,826	\$278,263	\$277,739	\$247,632	\$154,708	\$198,061	\$170,309	\$33,990.32
Cost of Goods Sold									19.96%
5000 Registration Expenses	0%	\$0							0
5010 Credit Card Discount Fees	0%	\$5,520	\$5,520	\$5,578	\$4,083	\$4,846	\$3,635	3,635.13	
5012 Service Fees Paid		\$6	\$6	-\$3	\$3,282				
5015 Database fees	-100%	\$0	\$0			\$865	\$865	\$925	-60
Total 5000 Registration Expenses	0%	\$5,526	\$5,526	\$5,575	\$7,366	\$5,711	\$4,500	\$925	\$3,675.13
5100 Direct Player Expenses	-100%	\$0	\$4,179						0
5105 Player Equipment	10%	\$8,318	\$7,561	\$11,754	\$1,012	\$7,881	\$316	\$4,105	-3,788.97
5110 Field Maintenance	10%	\$15,461	\$14,055	\$8,272	\$5,084	\$6,628	\$6,395	\$5,814	581.19
5115 Field Preparations	10%	\$3,900	\$3,546	\$2,312	\$2,538	\$4,311	\$3,305	\$4,234	-628.95
5120 Baseballs		\$5,586	\$4,867		\$2,689			\$4,341	-4,340.75
5125 Softballs		\$900	\$0		\$712			\$1,266	-1,266.20
5130 Spring Baseball Uniforms	5%	\$35,062	\$36,993	\$30,081	\$18,049	\$26,259	\$35,594	\$27,524	8,070.64
5132 Spring Softball Uniforms	0%	\$0	\$0			\$12	\$6,899		8,898.50
5135 Fall Player Uniforms	5%	\$13,677	\$11,553	\$11,186	\$7,059	\$7,656	\$7,488	\$6,290	1,197.92
5140 Fall Lights	3%	\$5,000	\$0		\$4,970		\$2,490	\$3,880	-1,390.00
5145 Spring Lights	3%	\$1,200	\$0		\$1,125	\$490	\$1,680	\$1,760	-80
5150 Trophies	15%	\$5,397	\$4,689	\$2,153	\$2,607	\$3,033	\$2,538	\$4,356	-1,818.80
5155 Pins	5%	\$0	\$0	\$0	\$1,988		\$1,605	\$1,742	-137
5165 Challenger		\$2,000	\$0				\$101	\$1,838	-1,737.22
5175 Player Assessments	75%	\$0	\$0		\$53	\$400	\$47	\$551	-603.8
5177 Draft Day Expenses	10%	\$0	\$0				\$236		235.69
5180 Player Development	0%	\$2,000	\$0				\$147		146.88
5190 Misc Direct Player Expense	-25%	\$0	\$0	\$558	\$190		\$1,838	\$368	1,280.91
Total 5100 Direct Player Expenses	13%	\$96,600	\$67,444	\$66,542	\$46,076	\$56,668	\$72,678	\$68,069	\$4,420.24
5200 Umpire Expenses	0%	\$0							0
5205 Umpire Training	-50%	\$2,639	\$5,278		\$100				
5210 Spring Baseball Umpires	5%	\$0	\$14,933	\$19,438	\$23,030	\$12,620	\$4,335	\$24,545	-20,210.00
5210.1 Baseball Umpires - Rookie	5%	\$0	\$75				\$3,185		3,185.00
5210.2 Baseball Umpires - Minor	5%	\$13,230	\$0				\$4,420		4,420.00
5210.3 Baseball Umpires - Major	5%	\$7,280	\$0				\$3,200		3,200.00
5210.4 Baseball Umpires - 50/70	5%	\$990	\$65				\$690		660
5210.5 Baseball Umpires - Junior	5%	\$2,100	\$0				\$1,080		1,080.00
5210.6 Baseball Umpires - Senior	5%	\$2,100	\$0				\$4,080		4,080.00
Total 5210 Spring Baseball Umpires	88%	\$28,329	\$15,073	\$19,438	\$23,130	\$12,620	\$20,960	\$24,545	-\$3,585.00
5215 Spring Softball Umpires	0%	\$0			\$9,460	\$2,600		\$10,295	-10,295.00
5215.1 Softball Umpires - Rookie	0%	\$0	\$2,080	\$2,448			\$1,000		1,000.00
5215.2 Softball Umpires - Minor	0%	\$2,730	\$3,690	\$2,968			\$2,773		2,772.50
5215.3 Softball Umpires - Major	0%	\$2,730	\$2,695	\$2,875			\$3,045		3,045.00
5215.4 Softball Umpires - Senior	0%	\$3,150	\$2,730	\$3,565			\$1,100		1,100.00
Total 5215 Spring Softball Umpires	-23%	\$8,610	\$11,195	\$11,855	\$9,460	\$2,600	\$7,918	\$10,295	-\$2,377.50
5220 Fall Baseball Umpires	5%	\$7,520	\$9,130	\$8,650	\$6,025	\$7,290	\$3,870	\$4,630	-760
5225 Fall Softball Umpires	-25%	\$2,110	\$5,415		\$1,795	\$1,880	\$2,450	\$3,315	-865
5230 Umpire Uniforms	5%	\$0	\$0	\$2,618					

Chesterfield Little League															
5235 Umpire Database/Payroll	5%	\$864	\$842	\$838	\$1,023	\$861	\$809		809						
Total \$200 Umpire Expenses	1%	\$47,452	\$46,932	\$43,398	\$41,433	\$25,251	\$36,007	\$42,785	-\$6,778.50	-15.84%					
5300 Concession Expenses	0%	\$0							0						
5301 Startup Cash		\$600	-\$8	\$300	\$300	\$260	\$600		600						
5305 Concession Supplies	5%	\$308	\$293	\$7,006	\$1,686	\$1,691	\$645	\$1,003	-\$37.43	-35.65%					
5310 Concession Items to sell	5%	\$36,078	\$34,360	\$28,441	\$29,087	\$5,367	\$14,629	\$16,557	-\$1,940.35	-11.72%					
5315 Concession Wages	5%	\$23,623	\$22,498	\$7,181	\$6,659	\$1,315	\$12,707	\$14,303	-\$5,342.29	-37.35%					
5320 Credit Card Fees- Concessions	3%	\$1,284	\$1,246	\$964	\$1,143	\$161	\$324		324.29	5.71%					
5325 County 10%		\$1,000	\$0	\$2,988			\$2,546	\$2,409	137.61	5.71%	County now has flat fee				
Total \$300 Concession Expenses	8%	\$62,892	\$58,389	\$46,600	\$38,875	\$8,796	\$31,452	\$34,272	-\$6,578.17	-19.19%					
5400 Fundraising/Sponsorships Exp	0%	\$0							0						
5405 Fundraising Costs	5%	\$1,500	\$0	\$1,260	\$1,479	\$1,302	\$1,797		1,048.88						
5407 Merch and Clothing COGS	-100%		\$0				\$879		878.57						
5410 Team Banners	3%	\$4,000	\$76	\$543			\$122	\$2,656	2,655.62						
5415 Sponsor Banner Production	100%	\$2,000	\$821	\$1,530	\$846		\$2,696	\$2,355	340.6	14.46%					
5420 Fan Wear	-100%		\$2,391				\$1,021	\$1,938	1,938.31						
Total \$400 Fundraising/Sponsorships Exp	128%	\$7,500	\$3,288	\$3,333	\$2,326	\$2,445	\$9,965	\$2,355	\$6,962.98	291.37%					
5500 All-Star Expenses	0%	\$0	\$0	\$577					0						
5505 All-Star Uniforms	10%	\$10,347	\$9,406	\$11,135	\$10,944	\$5,527	\$7,929	\$11,896	-\$3,966.77	-33.35%	\$50 uniforms				
5510 All-Star Travel	3%	\$2,600	\$0	\$1,300	-\$394		\$8,970	\$9,312	-\$41.64	-3.67%	\$100 per player per team				
5515 Tournament Entry Fees	10%	\$1,539	\$1,399	\$2,687	\$2,190	\$1,350	\$2,410	\$2,607	-\$196.73	-7.55%	\$350 per team				
5520 Tournament Expenses	0%	\$5,986	\$5,986	\$179				\$28	-\$28.37	-100.00%	Gameballs				
Total \$500 All-Star Expenses	-3%	\$20,471	\$21,159	\$15,877	\$12,740	\$6,877	\$19,309	\$23,843	-\$4,633.51	-19.01%					
Total Cost of Goods Sold	9%	\$242,341	\$222,737	\$181,326	\$160,814	\$106,747	\$173,911	\$172,249	-\$3,031.83	-1.76%					
Gross Profit	-2%	\$64,486	\$55,526	\$96,413	\$96,818	\$48,961	\$24,140	-\$1,940	\$37,022.16	1908.47%					
Expenditures (Overhead)															
6100 Total General And Admin	0%	\$0							0						
6105 Charter Fees	5%	\$5,989	\$5,704	\$1,030	\$6,797	\$4,007	\$4,587	\$6,038	-\$1,451.50	-24.04%	Need actuals here				
6110 Insurance	5%	\$1,255	\$1,195	\$1,055	\$3,940	\$981	\$974	\$962	12	1.25%					
6115 Safety	15%	\$4,080	\$3,548	\$1,097	\$173			-\$1,275	1,274.75	100.00%					
6120 Meals	200%	\$1,334	\$445	\$238	\$261	\$636	\$523	\$745	-\$221.66	-29.75%					
6135 Telephone	10%	\$0	\$0	\$52		\$291	\$1,648	\$920	627.47	68.20%					
6140 Office Supplies	20%	\$264	\$220	\$92		\$81	\$142		141.64						
6145 Direct League Supplies	20%	\$76	\$64												
6150 Office Equipment/Software	25%	\$814	\$651	\$965	\$1,430	\$991	\$2,476	\$382	2,093.54	547.63%					
6155 Postage	10%	\$423	\$384	\$332	\$187	\$203	\$118	\$108	10	9.26%					
6160 Board Of Director Expenses	10%	\$1,553	\$1,412	\$1,554	\$1,672	\$1,039	\$1,067	\$1,051	16.08	1.53%					
6165 Professional Fees	5%	\$1,593	\$1,517	\$550	\$2,225	\$485	\$639	\$726	-\$86.95	-11.98%					
6170 Manager Training	0%	\$2,000	\$0					\$21	-\$20.52	-100.00%					
6175 Opening Day	5%	\$3,000	\$3,719	\$340			\$1,416		1,416.41						
6180 Advertising	35%	\$3,000	\$490	\$1,981	\$1,290	\$1,516	\$221	\$651	-\$329.56	-59.81%					
6185 Bank Fees	10%	\$338	\$307	\$188	\$25	\$221	\$79	\$95	-\$15.96	-16.80%					
6190 Facility Maintenance	10%	\$1,499	\$1,363												
6199 Other Misc Expense	5%	\$91	\$86	\$532	\$6,272	\$72	\$168	\$5,102	-\$4,934.38	-96.71%					
Facility Maintenance	0%	\$0	\$0	\$0				\$2,504	-\$2,504.11	-100.00%					
Total \$100 Total General And Admin		\$27,309	\$21,105	\$10,006	\$24,272	\$10,524	\$14,089	\$17,931	-\$3,972.75	-22.16%					
Uncategorized Expense		\$15	\$15												
QuickBooks Payments Fees	0%	\$0	\$0	\$134			\$63		63.2						
Total Expenditures	29%	\$27,309	\$21,120	\$10,568	\$24,272	\$10,524	\$14,122	\$17,931	-\$3,909.55	-21.80%					
Net Operating Revenue	-21%	\$27,177	\$34,406	\$85,846	\$72,546	\$38,436	\$10,018	-\$19,871	\$40,931.70	205.99%					
Other Expenditures (Capital Impr)															
8000 Capital Improvements	0%	\$0							0						
8005 Cl- Field	10%	\$5,000	\$2,787	\$6,143	\$37,186	\$4,158	\$4,336		4,335.50						
8010 Cl- Equipment	100%	\$4,000	\$3,500	\$3,754	\$9,570		\$2,361		1,450.00						
8015 Cl- Concessions		\$6,000	\$3,983	\$386	\$3,702										
8025 Sign Replacement	10%	\$3,000	\$0	\$0			\$450		450.24						
Total \$000 Capital Improvements	75%	\$18,000	\$10,280	\$10,283	\$50,458	\$4,158	\$7,147	\$0	\$6,235.74						
Total Other Expenditures	75%	\$18,000	\$10,280	\$10,283	\$50,458	\$4,158	\$7,147	\$0	\$6,235.74						
Net Other Revenue		-\$18,000	-\$10,280	-\$10,283	-\$50,458	-\$4,158	-\$7,147	\$0	-\$6,235.74						
Net Revenue	-42%	\$9,177	\$24,126	\$75,563	\$22,088	\$34,278	\$2,871	-\$19,871	\$34,695.96	174.61%					