

# AYSO Annual Fiscal Budget

<b>Section 11</b>	<b>Area R</b>	<b>Region 785</b>	<b>Other</b>
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notes

Year <u>For the 12 month period beginning: July 1, 2018</u>	Year <u>Ending: June 30, 2019</u>
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Date of last financial statement distributed to members:

<b>Estimated Revenues:</b>	<b>Budget</b>	<b>Per Player</b>	<b>Last Season Actual</b>
4005 Registration Fees (see bottom right)	\$ 142,950.00	_____	127,296.00
4006 Registration Fee Refunds	(1,500.00)	_____	(1,107.00)
4007 Early Registration Discount	_____	_____	_____
4008 Multi-Child Discount	_____	_____	_____
4009 Late Registration Fees	_____	_____	_____
4010 Merchandise Revenue	_____	_____	_____
4012 Merchandise Revenue - T-Shirts	_____	_____	_____
4015 Training Registration Fees	_____	_____	_____
4020 Tourn/Natl Games/Player Camp Refunds	_____	_____	4,290.00
4021 Tournament/National Games/Player Camp	_____	_____	590.00
4022 Tournament-Referee Commitment Fees	_____	_____	_____
4023 Tournament - Referee Commitment Refund	1,000.00	_____	750.00
4024 Concessions	4,000.00	_____	4,030.00
4025 Tournaments - Vendors	_____	_____	_____
4027 Concessions - Packaged	_____	_____	_____
4031 Cultural Exchange	_____	_____	_____
4040 Fund Raising - Other	_____	_____	_____
4310 Sponsors/Contributions/Donations	1,000.00	_____	11,838.00
9105 Interest Income	_____	_____	_____
4959 Other Income (Describe)	_____	_____	_____
<b>Total Estimated Revenue (R):</b>	<u>\$ 147,450.00</u>	<u>\$ -</u>	<u>\$ 147,687.00</u>

<b>Estimated Expenditures:</b>	<b>Budget</b>	<b>Per Player</b>	<b>Last Season Actual</b>
1600 Deferred Payment to AYSO	_____	_____	_____
5101 Uniforms - Players - TAX PAID	22,000.00	_____	17,605.00
5102 Uniforms - Coaches - TAX PAID	1,500.00	_____	1,412.00
5103 Uniforms - Referees - TAX PAID	1,000.00	_____	672.00
5104 Uniforms - Other - TAX PAID	_____	_____	_____
5105 Uniforms - Players - NO TAX PAID	4,000.00	_____	3,028.00
5106 Uniforms - Coaches - NO TAX PAID	_____	_____	_____
5107 Uniforms - Referee - NO TAX PAID	_____	_____	_____
5108 Uniforms - Other - NO TAX PAID	_____	_____	_____
5111 Field Expenses	2,500.00	_____	2,066.00
5115 Facility / Park Fees	10,000.00	_____	3,984.00
5130 Equipment - TAX PAID	2,500.00	_____	2,697.00
5135 Equipment - NO TAX PAID	_____	_____	_____
5140 Storage Expenses	_____	_____	_____
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	100.00	_____	-
5213 Tourn/Natl Games: Insurance	_____	_____	_____
5220 Tourn: Incentives, Trophies, Awards	750.00	_____	-
5221 Tournament: Coaches	_____	_____	_____
5222 Tournament: Referees	1,000.00	_____	811.00
5223 Tournament: Other	3,000.00	_____	-
5224 Tournament: Water/Food	_____	_____	_____
5225 Tournament: Concession Expenses	_____	_____	_____
5226 Tournament: Medical Personnel	_____	_____	_____
5227 Tournament Planning Meetings	_____	_____	_____
5228 Tournament/National Games: Entry Fees	5,800.00	_____	4,555.00
5229 Tournament/Player Camp Expenses	_____	_____	_____
5235 Merchandise Expense	_____	_____	_____
5239 Cultural Exchange Expenses	_____	_____	_____
5241 Playoff Expenses	_____	_____	_____
5255 Ads/Newsletter/Yearbook/Pictures	3,000.00	_____	2,953.00

Estimated Expenditures:	Budget	Per Player	Last Season Actual
5261 Fund-raising Expenses: Concessions	1,500.00		2,605.00
5262 Fund-raising: Other			262.00
5274 Awards & Volunteer Recognition	2,000.00		1,988.00
5275 Donations	-		3,000.00
5431 Clinic Training Expenses: Player	9,000.00		8,675.00
5432 Clinic Training Expenses: Coaches	3,000.00		2,893.00
5433 Clinic Training Expenses: Referees	1,000.00		-
5434 Clinic Training Expenses: Other			813.00
5701 Payments to AYSO: Inter-regional	40,000.00		-
5702 Payments to AYSO: NSTC			53.00
5703 Payments to AYSO: Registration Fees	-		1,180.00
5704 Payments to AYSO: Supply Center	1,000.00		-
5710 Payments to Affiliates			
5715 Payments to Referees (Playing Circuit)	5,500.00		5,184.00
5801 Fixed Assets (over \$1,000)	-		2,725.00
7401 Travel: Other	1,000.00		-
7430 Conferences / Meetings	1,500.00		1,538.00
7431 Section / NAGM			797.00
7435 Travel Mileage			
7515 Phone / Internet / Website	500.00		492.00
7535 Postage			
7540 Freight paid for uniforms and equipment			
7625 Office Supplies	200.00		55.00
7695 Miscellaneous Supplies	500.00		-
8305 Bank Fees	100.00		49.00
8595 Other Expenses			
Contingency			
<b>Total Estimated Expenditures (E):</b>	<b>\$ 123,950.00</b>	<b>\$ -</b>	<b>\$ 72,092.00</b>

**Estimated Cash Increase (Decrease): (R-E)** \$ 23,500.00  
**Estimated Bank Balance on June 30:** \$ 63,991.00  
**Estimated Ending Cash Balance:** \$ 87,491.00

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

Comments: 4020 - tournament, won't repeat in 2018  
4310 - Optimist donation, don't expect again this season  
5101 - Core Uniforms  
5105 - Matrix Uniforms  
5111 - Field paint, etc  
5115 - Home games, est \$6K  
5220 - \$0 b/c mistakenly coded trophies 5274, will correct this year  
5223 - In previous years have helped teams that went to Western States, keep in budget  
5261 - Expenses were high last season because of clean up of snack shack, lowered for this year  
5275 - If we were to make another donation, it would be an unexpected expense (the \$3K was for Juan's son's memorial)  
5431 - Player clinics, \$8K Matrix camps  
5432 - Upped to include Matrix certifications  
5701 - Tourney fees + Matrix team/player fees, haven't been billed yet this season but still expecting to  
5703 - This was for Matrix player fees  
5715 - Matrix Referee Fees

Treasurer's Name & Signature: //s// Rachel Rath Date: 5/17/2018

Executive Member's Name & Signature: //s// Chhem Young-Pen Date: 5/17/2018

Area Director's Name & Signature: Cruzanne Conrique Date: 5/17/2018

<b>DUE DATES:</b> 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	<b>PLEASE COMPLETE THIS SECTION:</b> Registration fees			
	Players	Fee	=	
	100 x \$ 750.00	=	\$ 75,000.00	
	600 x \$ 110.00	=	\$ 66,000.00	
	30 x \$ 65.00	=	\$ 1,950.00	
	x	=	\$ -	
	<b>Total</b>		<b>\$ 142,950.00</b>	

Matrix  
Core  
Jamboree

\* Fax (310-525-1155), or e-mail (budgets@ayso.org) the signed BUDGET to AYSO National by June 1.  
\* Final copy sent to National Office must include Area Director's approval