

American Youth Soccer Association  
 Region # 43 /Area 2 / Section A

2004 Budget for "Receipts and Payments Account" and Previous Years Actuals

	2004		2003		2002 *		2001		2000		Comments
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	
<b>Receipts</b>											
Player Registration Fees	\$ 115,000		\$ 82,000	\$ 89,105	\$ 78,400	\$ 85,000	\$ 73,000	\$ 70,261	\$ 72,000	\$ 72,998	Netted agst Bank Charges
Interest Receipts	\$ 200		\$ -	\$ -	\$ 200	\$ -	\$ 300	\$ 320	\$ 250	\$ 269	
Clinic Reg Fees **	\$ -										Clinics (net of expenses)
Other Receipts	\$ -		\$ 2,000	\$ -	\$ 3,000	\$ 4,635	\$ -	\$ 2,197	\$ -	\$ -	
Total Receipts	\$15,200	\$ -	\$ 84,000	\$ 89,105	\$ 81,600	\$ 89,635	\$ 73,300	\$ 72,778	\$ 72,250	\$ 73,267	
# Players	800		800		800			877			
<b>Payments</b>											
Payments to AYSO	\$ 9,400		\$ 11,900	\$ 9,774	\$ 10,716	\$ 10,421	\$ 10,000	\$ 9,198	\$ 10,000	\$ 10,047	Includes pictures
Uniforms/Players and Officials	\$ 13,612		\$ 18,240	\$ 18,608	\$ 30,400	\$ 23,111	\$ 34,500	\$ 19,796	\$ 34,500	\$ 34,432	
Equipment / Storage Expenses	\$ 12,492		\$ 7,687	\$ 10,271	\$ 5,513	\$ 11,466	\$ 1,500	\$ 7,059	\$ 1,200	\$ 1,457	
Field Rental Expenses	\$ 17,172		\$ 16,000	\$ 8,306	\$ 13,000	\$ 12,307	\$ 17,000	\$ 12,406	\$ 16,500	\$ 16,982	
Awards/Trophies/Pictures/Scholarships	\$ 10,500		\$ 6,000	\$ 7,494	\$ 6,000	\$ 4,959	\$ 5,000	\$ 4,769	\$ 5,000	\$ 5,189	
Bank Fees/Postage/Miscellaneous/L&P Fees	\$ 6,900		\$ 8,400	\$ 8,968	\$ 2,000	\$ 1,117	\$ 1,500	\$ 2,644	\$ 1,500	\$ 1,751	
Travel/Meeting/Phone Expenses	\$ 32,400		\$ 4,880	\$ 2,697	\$ 3,040	\$ 137	\$ 1,000	\$ 2,200	\$ 750	\$ 956	
Ads/Newsletter/Printing/I T Ops	\$ 2,500		\$ 5,500	\$ 4,791	\$ 5,000	\$ 4,791	\$ 2,800	\$ 4,640	\$ 3,000	\$ 2,849	
Clinic/Coaches and Refereees	\$ 1,950		\$ 1,000	\$ 2,571	\$ 500	\$ 221	\$ -	\$ 511	\$ -	\$ 150	
Appreciation	\$ 6,100		\$ 3,500	\$ 3,106	\$ -	\$ 3,368	\$ -	\$ -	\$ -	\$ -	
Summer Camps	\$ -		\$ -		\$ 2,500	\$ -	\$ -	\$ -	\$ -	\$ -	Netted
Other	\$ 2,000		\$ 2,400	\$ 789	\$ 2,400	\$ 1,476	\$ -	\$ -	\$ -	\$ -	
Total Payments	\$15,026	\$ -	\$ 85,507	\$ 72,582	\$ 81,069	\$ 73,374	\$ 73,300	\$ 63,222	\$ 72,450	\$ 73,813	
Net Surplus / (Deficit)	\$174	\$0	(\$1,507)	\$16,523	\$531	\$16,261	\$0	\$9,556	(\$200)	(\$546)	

\* Accounts from 2/1/2002 to 12/31/2002

\*\* Earlier years, summer camps were shown as a net "Other Receipt" after expenses and expenses were not listed under "Payments"

<u>General Assumptions</u>	<u>Unit</u>	<u>Fall 04</u>	<u>Spring 05</u>	<u>TOTAL</u>
Early Player Registrations	#	600	100	
Normal Player Registrations	#	200	300	
Total Registrations	#	800	400	
Drops (refund w/ drop fee)	#	25	12	
Camp Registrations	#	0	0	
No. of Players / Team	#	12	12	
No. of Teams	#	67	34	
No. of Coaches / Team	#	2	2	
New / Upgrade Coaches	%	30%	20%	
No. of Coaches	#	134	68	
No. of New / Upgrade Coaches	#	40	14	
No. of Referees / Team	#	1.2	1.2	
No. of New / Upgrade Referees	%	40%	20%	
No. of Senior Refs (Inter or above)	#	15	15	
No. of Referees	#	80	41	
No. of New / Upgrade Refs	#	32	8	
No. of City Fields	#	2	1	
No. of LASD Fields	#	4	3	
No. of Practice Weeks	#	14	14	
No. of Game Weeks	#	12	12	

\* All registrations eligible for pre-registration discount  
 \* Registrations paying full fee  
 \* All registrations we retain registration fee for (includes drops with no refund)  
 \* Number of drop fees collected

\* Avg out; should be weighted as most players are in small-sided teams

\* Target needs to set target referee squad size  
 \* To determine how many new refs needed per season

\* 3 weeks before games; none for tournament practice (maybe 1 field reserved?)  
 \* includes area tournaments, week before for prep and lining

<u>Revenue Assumptions</u>			
Fee per Player Registrant	\$	\$ 125	\$ 125
Early Registration Discount	\$	\$ 25	\$ 25
Drop Fee / Player	\$	\$ 25	\$ 25
Normal Registration Income	\$	85,000	47,500
Drop Fee Income	\$	625	300
Fee per Camp Registrant	\$	-	-
Camp Income			
Bank Interest	\$	\$ 200	\$ 200
Other Receipts	\$	-	-
<b>TOTAL REVENUE (Audit #)</b>	<b>\$</b>	<b>85,200</b>	<b>52,700</b>

\* reflects late fee payers (percentage of total)

<u>Expenditure Assumptions</u>			
Costs per player:	\$	45.64	29.89
AYSO National Payment	\$	\$ 11.75	-
Web Youth Soccer (L&P)	\$	\$ 8.00	\$ 4.00
Awards-Trophies	\$	\$ 7.50	\$ 7.50
Pictures	\$	\$ 5.00	\$ 5.00
No. of Balls / Player	#	0.55	0.55
Cost / Ball	\$	\$ 8.00	\$ 8.00
Cost Ball / Player	\$	\$ 4.84	\$ 4.84

\$ 36,512.00

\* Web Youth Soccer

\* Provide 1/2 the number of balls as players per team (+10% fudge factor)

\* Really more a fixed cost as ordered ahead of time; add 10% slop

Uniform (player):			
Per player	\$	\$ 14.00	\$ 14.00
Extra per team	#	3	3

\* Actual cost

\* Avg over per team

Fields		\$ 17,172	\$ 10,692	
Los Altos City (weekend)	hrs	\$ 16	\$ 16	* Hillview 3hrs/sat; Rosita 8hrs/sat; Rosita 5 hrs/sun
Los Altos City (weekday)	hrs	\$ 15	\$ 15	* Rosita 3 hrs/day
Los Altos City (\$/hr)	\$	\$ 6.00	\$ 6.00	
Los Altos City Field Charge	\$	\$ 2,412	\$ 2,412	
LASD (% players on fields)	%	65%	65%	
LASD (\$/player)	\$	\$ 18.00	\$ 18.00	
LASD Field Charge	\$	\$ 9,360	\$ 4,680	
Porta-Pottiy /mth/site	\$	\$ 150	\$ 150	
Porta-Potties	\$	\$ 5,400	\$ 3,600	* Restrooms not provided by field rental
Field Equipment Needs		\$ 6,100	\$ 6,100	
Flags, Cones	\$	\$ 500	\$ 500	* Note: not ref or coach
Field Paint	\$	\$ 600	\$ 600	
Nets	\$	\$ 2,000	\$ 2,000	* 20% reserve budget item to replace goals every 5 years
Goal Replenish	\$	\$ 2,000	\$ 2,000	* Canopies
Other	\$	\$ 1,000	\$ 1,000	
Ref Equip / Train Costs		\$ 3,662	\$ 1,862	
Equip Cost / new-upg ref	\$	\$ 75	\$ 75	
Equip Cost (fixed)	\$	\$ 500	\$ 500	* misc replenishment for all refs (cones, discs, etc. not to new or upgrading refs)
Clinics	\$	\$ 750	\$ 750	* Food, Beverage, Room Rental
Coach Equip / Train Costs		\$ 3,220	\$ 1,290	
Equip Cost / new-upg coach	\$	\$ 50	\$ 50	* Manual(s), Shirt, Clipboard, ?
Equip Cost (expensed; per coach)	\$	\$ 15	\$ 15	* Discs, Cones,
Equip Cost (replenish; per coach)	\$	\$ 10	\$ 10	* Returnable Coach Bags: Goalkeeper Jersey and Gloves, Pinnies, Cones, First Aid Kit
Clinics	\$	\$ 1,200	\$ 600	* Food, Beverage, Room Rental
Administrative and Marketing		\$ 3,000	\$ 3,000	
Bank Fees, Postage, PO Box	\$	\$ 500	\$ 500	
Web, Computer, Phone	\$	\$ 250	\$ 250	
Marketing Expenses	\$	\$ 1,500	\$ 1,500	* Banners at schools; Kids Zone banners
Printing, Postage for Marketing	\$	\$ 750	\$ 750	* Pre-reg mailers
Travel		\$ 5,400	\$ 5,400	\$ 32,400.00
Air Travel / trip	\$	\$ 300	\$ 300	
No. of Days / Trip	#	3	3	
Room & Board / Day	\$	\$ 150	\$ 150	
Misc. per day (car, parking)	\$	\$ 50	\$ 50	
Travel (per trip)	\$	\$ 900	\$ 900	
No. of SAGM Attendees	#	-	4	
No. of NAGM Attendees	#	-	2	
No. of Golden Gate Camp Attende	#	6	-	
Camps - Students		\$ -	\$ -	
Payments to Instructors	\$	\$ -	\$ -	
Payments for Field	\$	\$ -	\$ -	
Appreciation & Scholarships		\$ 6,600	\$ 1,200	
Volunteer Party (entertainment)	\$	\$ 3,500	\$ -	* Party at end of Fall Season
Board Dinners	\$	\$ 600	\$ 600	
Board Appreciation	\$	\$ 1,000	\$ -	
Volunteer Appreciation	\$	\$ 1,000	\$ 300	* Ref, DC's, etc. that are not part of equipment / packages or by parents directly
Scholarships	\$	\$ 500	\$ 300	* Parents with more than X kids, financial need
Other		\$ 2,000	\$ 2,000	
Area Fee	\$	\$ -	\$ -	* ?
Buffer / Reserve	\$	\$ 2,000	\$ 2,000	* Nominally 10% of projected revenue
TOTAL EXPENSES (audit #)		\$ 93,494	\$ 15,452	