

Pricing 2	Players	Fee	Revenue
U10 and below	36,827.00	\$ 5.00	184,135.00
U11 and up (Rec)	44,516.00	\$ 10.00	445,160.00
Select and Regional	18,657.00	\$ 12.00	223,884.00
	100,000.00		853,179.00

Date: December 30, 2015
DRAFT BUDGET FY 2016-2017

	ACTUALS 2011 after Audit	ACTUALS 2012 after Audit	ACTUALS 2013 after Audit	ACTUALS 2014 after Audit	ACTUALS 2015 after Audit	Approved Budget 2015- 2016	Proposed Budget 2016-2017	Comments
TOTALS	TOTALS	TOTALS	TOTALS	TOTALS	TOTALS	Budget		
Income								
1000i · Registration	1,400,747	1,317,975	1,246,644	1,184,948	1,141,653	853,179	853,179	SEE ABOVE
1005i · RMA		380	-	189,474	182,551	193,000	-	Billed directly to Associations.
1006i · RMA Referee/Admin Revenue		-	-	59,237	36,563	50,000	20,000	RMA WA Youth Soccer Admin fee.
1030i · Interest	26,611	19,106	17,580	13,616	9,313	13,000	9,000	Interest earned from CDs, mutual funds and field loans.
2100i · Sounders Community Fund	26,881	12,000	13,280	18,664	19,500	10,000	19,500	As a community partner of the Seattle Sounders FC, WA Youth Soccer receives a share of revenue from fundraisers. The income is based on dividing the total amount raised by the number of community partners.
2201i · Sounders International Game	58,585	41,992	10,084	19,217	19,595	20,000	20,000	U.S. Soccer mandates that for certain International games, the youth and adult state associations shall each receive 1.25% of the gross gate income.
2202i · Seattle Sounders Ticket Rebate	303	15,204	25,521	-	17,926	12,000	17,000	Income from WA Youth Soccer game promotions and ticket sales for Seattle Sounders games.
2345i · Donations	10,100	1,683	3,576	6,238	36,824	10,000	5,000	Presidents Circle contributions from Board of Directors and open to anyone to participate.
2400i · Tournament Sanctioning	14,350	13,050	8,975	6,225	5,804	6,000	6,000	WA Youth Soccer charges fees to sanction local tournaments hosted by member organizations. This projected estimate is based on 40 tournaments for the 2016-2017 year at rate levels determined by the application filing date. 40 tournaments at \$150.00 = \$6,000.
2530i · Awards Dinner/Lunch	340	375	1,800	-	-	5,000	-	Celebration of coaches, referees and administrators.
3100i · Fee Income	8,376	4,851	-	-	-	-	-	Collected late fees.
4400i · Label/Lists	11,711	-	-	-	-	-	-	Special unique bonded opportunities considered
4800i · Protest & Appeals	900	-	-	-	-	-	-	Protests require \$100 and appeals require \$300 to be submitted at the same time as documentation.
4999i · Other Income	2,367	1,756	4,795	-	-	-	-	This line item represents any income that is not detailed and/or projected in the budget.
5020i · WYS 50th Anniversary								Held during FY 2015-2016 as Special Project.
5620i · Coaches Education	100,242	84,735	84,030	116,102	113,451	120,000	120,000	Conservative estimate of 36 total courses statewide: E License - 13 courses = \$30,200. D License Course - 10 courses = \$47,000. F License - 12 Courses = \$6,000. C License Course = \$36,800. Total program income = \$120,000. Estimated total number of course participants: 600.
5830i · Elite Player Development (EPD) Tryout Income	57,809	22,031	16,563	-	-	-	-	N/A
5840i · EDP	393,364	334,180	301,124	341,234	426,260	378,500	670,000	Consolidated line items 5830i, 5850i, 5870i
5850i · EPD Player Pool Team Fees	-	-	-	-	-	-	-	N/A
5870i · U11-U15 EPD Program	1,826	9,714	2,192	-	-	-	-	N/A
6105i · Soccer for Success		330	126,138	101,821		100,000	100,000	<i>Soccer for Success</i> is the U.S. Soccer Foundation's innovative youth development program that uses soccer as a tool to combat childhood obesity and promote healthy lifestyles for children in low-income urban communities.
6106i · Tacoma United Revenue	3,957	13,874	13,110	23,852				Tacoma United program has been integrated into South Tacoma Soccer Club
6110i · TOPSoccer Revenue	300	100	295	365	105	-	-	TOPSoccer currently has no income
6500i · Regional Club League (RCL)	109,563	130,400	170,700	157,928	180,807	170,000	180,000	Team fees vary by age group from U10 to U18.
6510i · South Sound United League	-	-	-	-	9,560		16,500	175 recreational teams at \$60 and 50 select teams at \$120-reorganization of District 3.
6600i · Portland Metro League (PML)	6,925	25,168	53,347	22,275	-	-	-	Program ended as Oregon Youth Soccer and Portland Timbers reorganized.
6700i · Recreational Cup	57,095	45,310	46,389	43,022	39,248	32,000	32,000	\$100 per team x 320 teams
6711i · Spring League	556	3,540	3,275	-	-	-	-	WA Youth Soccer does not plan to host a Spring League.
6755i · State League	52,390	10,531	-	-	-	-	-	WA Youth Soccer continues to work on rebuilding the competitive level.
6760i · Futsal League		2,025	-	5,200	-	5,000	75,000	US Soccer player development plan programming
6765i · Indoor Tournament	-	-	-	-	150			N/A
6800i · Open Cup Revenue		27,900	(1,350)	75	-	-	-	WA Youth Soccer does not plan to host an Open Cup at this time.
6850i · Founders Cup Revenue	141,231	174,426	121,542	143,350	91,573	148,500	148,500	Estimate based on 270 teams @ \$550.

6851i · State Championship Cup Revenue	148,718	140,875	322,640	128,961	232,898	110,500	110,500	Estimate based on 170 teams @ \$650.
6852i · Presidents Cup Revenue	228,548	258,356	126,307	194,337	122,479	170,900	170,900	Estimate based on 170 teams @ \$550 and 258 teams @ \$300.
6853i · Region IV Sno Pres Cup Revenue	-	-	-	-	71,382	-	-	N/A
6999i · WA Youth Soccer Referees		60	-	-	-	-	-	N/A
8220i · Play On Income	12,985	8,365	2,688	17,874	5,875	10,000	5,000	Income generated from advertisements in online newsletter from vendors.
8500i · Sponsorships/Marketing	36,038	57,086	116,024	130,740	100,023	130,000	130,000	Income from sponsorship agreements.
Total Income	2,912,818	2,777,378	2,837,268	2,924,757	2,964,071	2,547,579	2,708,079	

Expense								
0001 · Bad Debt	(1,560)		20,000	-	-	-	-	Not anticipating any bad debt.
1000 · Registration Fees	238,639	212,068	205,916	196,346	189,172	200,000	200,000	WA Youth Soccer pays \$1 to U.S. Soccer and \$1 to US Youth Soccer for membership fees. Estimate based on \$2 per player at 100,000 players. Billed directly to Associations.
1005 · RMA Cost	-	-	-	129,025	18,349	193,000	-	N/A process changed
1005 · RMA Refund	-	-	-	60,449	164,202	-	-	N/A process changed
1010 · Player Insurance	187,328	207,638	212,230	187,040	192,927	150,000	139,480	Secondary Insurance for player medical.
1015 · Vendor Registration Fees	5,272	695	113	-	-	-	-	Expense line will no longer be used.
2000 · President	19,060	19,066	15,840	25,408	57	12,000	8,000	Travel/hotel for volunteer work on behalf of WA Youth Soccer membership.
2180 · USSF/US Youth Soccer AGM (National AGM)	1,978	8,915	14,288	7,429	734	5,000	5,000	Travel/hotel for staff and volunteer attendance at U.S. Soccer and US Youth Soccer AGMs on behalf of WA Youth Soccer membership.
2190 · US Youth Soccer/Region IV Workshops	18,206	26,910	27,960	32,323	24,938	7,500	25,000	Travel/hotel for staff and volunteer attendance at US Youth Soccer and Region IV meetings and workshops on behalf of WA Youth Soccer membership.
2200 · PR Expense	3,443	1,482	2,641	1,237	-	-	-	Expense line will no longer be used.
2260 · WA Youth Soccer Meetings	22,403	33,310	27,064	14,425	6,294	7,500	7,500	This line item represents costs for Soccer Operations Committee, Board of Directors, Rec Committee, Select Committee, Regional Club Subcommittee, Membership Advisory Committee, Registrar Summit and other committee meetings throughout the year.
2300 · Depreciation Expense	8,932	7,094	9,033	12,638	16,960	13,000	17,000	Per fixed asset schedule.
2330 · Office Expenses	60,592	52,416	63,129	73,681	58,360	71,000	58,000	Merchant fees; supplies; shipping;travel,+ Telecomm
2331 · Mailing Expense	5,348	2,969	-	143	50	-	-	Mailing expenses are now included in Office Expenses (2330).
2335 · Member Services		3,901	14,386	16,703	10,390	15,000	15,000	Per the constitutional convention in 2009, more resources and staff support has been budgeted for working with local clubs and associations on various member issues (such as governance, operations, community programs, etc.). Expenses include travel costs (gas, hotel, food, meeting space, etc.) and resources (US Youth Soccer materials, etc.).
2340 · Equipment & Lease/Maintenance	25,555	13,186	16,301	943	15,021	18,852	18,852	This line item represents costs such as copiers. Ricoh copier 580 x12 = 6960. Konica Copier 991 x 12 = 11892.
2355 · Technology Maintenance	5,841	22,330	15,181	11,793	8,489	10,000	10,000	These are the expenses for software/technology/server items that are a part of running the organization annually. WA Youth Soccer continues to utilize nonprofit rates where possible.
2400 · Soccer Pacific	10,067	2,646	-	-	-	-	-	N/A
2500 · District Funding Expense	36,361	28,823	34,399	35,060	26,356	-	-	Eliminated as part of fee restructure in 2015-16
2530 · Awards Lunch Expense	2,042	8,590	16,631	631	-	5,000	5,000	Celebration
2531 · AGM/APFM/Annual State Meetings	2,722	16,400	22,636	20,479	26,658	15,000	15,000	Includes Annual Player Fee Meeting and Annual General Meeting.
2835 · Risk Management	-	6,616	-	-	2,872	-	-	N/A
2900 · Executive Director Expenses	25,249	17,407	21,836	11,601	17,908	8,000	8,000	These are the expenses for travel, meals, memberships, fees, etc. for the CEO.
3100 · Fees- Payroll	18,221	8,734	1,920	5,243	6,506	2,400	2,400	Represents payroll processing fees.
3200 · Liability Insurance	35,538	34,795	27,851	20,926	10,119	21,000	27,742	WA Youth Soccer purchases various insurance coverages such as: D&O Insurance and Cyber.
3300 · Payroll	888,117	886,150	749,666	806,067	815,954	709,322	799,677	Detail reviewed by WA Youth Soccer Board Members.
3301 · Payroll - Taxes	104,235	96,764	79,044	81,610	71,770	81,347	70,753	Detail reviewed by WA Youth Soccer Board Members.
3302 · Payroll - Benefits	133,890	101,174	60,413	55,904	82,309	55,274	69,134	Detail reviewed by WA Youth Soccer Board Members.
3303 · Vacation Expense	1,679	-	-	-	-	-	-	Vacation taken is reflected under Payroll Expense (3300).
3305 · Employee Education	2,638	1,248	146	-	-	1,500	1,500	WA Youth Soccer allocates funding for employee continuing education.
3310 · Rent	52,800	60,410	66,029	67,109	64,214	62,516	65,000	Office lease agreement. 9 months @ 5156.00 and 3 months @ 5370.83
3311 · Janitorial	3,562	3,720	1,722	1,580	1,920	1,600	1,900	Office janitorial
3320 · Telecommunications	25,813	9,674	31,964	-	-	-	-	Moved to Office Expense
3330 · Vehicle	14,416	18,174	19,098	26,371	27,041	19,960	12,061	Expense for 2 leased vehicles: CEO, member service and event van for staff, etc. \$390.40 + 614.69 = \$12,061.08
3400 · Sales/Use Tax Expense	(5,979)	25	-	-	-	-	-	N/A
3401 · Mediation		-	-	-	-	-	-	N/A

4520 · Rules	235	270	-	-	-	-	-	Misc. Expenses
4800 · Protest & Appeals Expense	1,663	3,047	1,387	907	-	-	-	Misc. Expenses
5010 · Technical Director	21,486	9,464	24,743	29,582	19,518	-	-	Technical Director - travel and & misc. expenses
5020 · WYS 50th Anniversary Expenses	-	-	-	-	-	-	-	Held during FY 2015-2016 and not part of approved Budget
5620 · Coaching Education	65,761	74,300	85,687	112,707	64,581	114,400	115,000	WA Youth Soccer administers coaching courses statewide. This expense estimate is based on expenses for hosting 36 courses with fixed course costs of \$2,200 per course (facilities, two instructors). Expenses handled by State Referee Committee.
5625 · State Youth Referee Administrator (SYRA)	266	371	1,699	135	1,735	-	-	N/A
5650 · Schools Community Outreach	8,403	540	-	141	-	-	-	N/A
5670 · Referee Development	-	1,024	-	1,066	-	1,500	-	N/A
5830 · EPD Tryout Expense	16,171	6,830	8,196	-	-	-	-	All costs run through 5840
5840 · EPD Program	339,053	332,734	311,897	286,093	457,126	324,000	580,000	Region IV Championship event expenses for flights, hotels, vans, trainers ,food, supplies, Friendship Cup and various training camps. Consolidated in line 5840
5870 · U11-U12 EPD Program	80,945	-	-	-	-	-	-	This represents expenses for the Soccer for Success program; mostly coaching payroll. Staff continues to pursue additional funding and in-kind donations to offset expenses.
6105 · Soccer for Success Expense	-	3,522	188,933	101,609	94,505	100,000	100,000	Realigned to South Tacoma Soccer Club
6106 · Tacoma United	29,652	9,582	16,175	23,927	-	-	-	The national budget for Soccer Across America was eliminated. WA Youth Soccer continues to support the development of local community programs.
6107 · Soccer Across WA	-	16,996	2,666	2,525	200	2,500	2,500	
6110 · TOPSoccer	10,601	4,386	2,121	4,810	3,288	5,000	5,000	This is an estimate of expenses which represents the continued development and support of local programs, outreach initiatives and volunteer/coach education.
6500 · Regional Club League Expense	3,671	4,676	17,983	39,637	20,670	35,000	25,000	Meetings, marketing and league administration software.
6600 · Portland Metro League	1,484	7,735	64,324	27,185	-	-	-	Program ended as Oregon Youth Soccer and Portland Timbers rebuild
6700 · Recreational Cup Expense	38,740	22,926	22,466	37,144	13,355	35,000	15,000	WA Youth Soccer hosts the Semi-Finals and Finals.
6711 · Spring League Expense	2,255	3,984	-	8,798	-	-	-	WA Youth Soccer does not plan to host a Spring League at this time.
6755 · State League Expense	3,656	1,876	-	-	-	-	-	WA Youth Soccer continues to work on rebuilding the select level.
6760 · Futsal League	-	1,330	209	3,952	-	4,500	60,000	This line item represents facilities/admin and award expenses.
6800 · Open Cup Expense	-	20,866	-	-	-	-	-	WA Youth Soccer does not plan to host an Open Cup at this time.
6810 · U.S. Youth National Championships & Presidents Cup	8,133	2,030	-	-	-	-	-	Team fees and administrative expenses.
6820 · Far West Regional Teams	20,897	20,099	19,128	22,265	15,327	23,000	18,000	This line item represents team fees and administrative expenses.
6850 · Founders Cup	25,537	23,792	19,175	15,400	33,297	16,000	35,000	This line item represents facilities/admin and award expenses.
6851 · State Championship Cup	31,818	26,158	37,402	55,658	47,441	56,000	50,000	This line item represents facilities/admin and award expenses.
6852 · Presidents Cup	39,797	34,541	18,544	33,988	34,558	34,000	36,000	This line item represents facilities/admin and award expenses.
6855 · Region IV SNO Presidents Cup	11,932	8,474	7,900	-	44,971	-	-	N/A
7010 · Annual Report	1,309	1,102	-	-	-	-	-	Included in AGM/APFM/Annual State Meetings expense line (2531).
7050 · Technology Committee	11	-	-	-	-	-	-	N/A
8220 · Play On	61,044	38,567	82,194	80,895	72,917	5,000	5,000	Costs for activation of agreements
8500 · Sponsorship	(1,040)	17	-	780	-	-	-	No activation expenses anticipated.
8510 · Marketing	16,536	24,225	24,965	16,681	27,756	15,000	15,000	This represents travel/events, website hosting/maintenance and misc. expenses.
8520 · Television Advertisement	15,615	22,300	1,400	-	-	-	-	WA Youth Soccer began producing and placing TV commercials in 2009 around Seattle Sounders FC matches.
8810 · Disciplinary Committee	60	-	-	-	-	-	-	
8820 · Ethics	308	-	-	-	-	-	-	
9300 · Audit Fees	17,050	14,250	12,738	13,250	13,000	14,000	14,000	Cost for Audit and Tax Return prep
9301 · Professional Fees	75,057	108,226	82,810	65,846	122,665	50,000	50,000	Legal/nonprofit/accounting consulting
9510 · Scholarship Program	(778)	-	-	-	-	-	-	
Total Expense	2,899,736	2,763,568	2,832,180	2,887,143	2,946,480	2,520,672	2,707,499	
Net Income	13,082	13,810	5,088	37,614	17,591	26,907	580	

