



	ACTUALS 2011 after Audit	ACTUALS 2012 after Audit	ACTUALS 2013 after Audit	Approved Budget Sept 13-Aug 14	ACTUALS 2014 after Audit	Budget vs Actual Variance	Approved Budget Sept 14-Aug 15	Proposed Budget 2015- 2016	
	TOTALS	TOTALS	TOTALS	Budget	TOTALS			Budget	Comments
<b>8220i · Play On Income</b>	12,985	8,365	2,688	10,000	17,874	7,874	16,000	10,000	Income generated from advertisements in online newsletter from vendors.
<b>8500i · Sponsorships/Marketing</b>	36,038	57,086	116,024	35,000	130,740	95,740	122,000	130,000	Income from sponsorship agreements. WA Youth Soccer takes conservative view on booking revenue.
<b>Total Income</b>	<b>2,912,818</b>	<b>2,777,378</b>	<b>2,837,268</b>	<b>2,796,343</b>	<b>2,924,757</b>	<b>128,414</b>	<b>2,837,550</b>	<b>2,547,579</b>	
<b>Expense</b>									
<b>0001 · Bad Debt</b>	(1,560)		20,000	-	-	-	-	-	Not anticipating any bad debt.
<b>1000 · Registration Fees</b>	238,639	212,068	205,916	211,800	196,346	(15,454)	196,000	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.
<b>1005 · RMA Cost</b>	-	-	-		129,025	-	189,140	193,000	Portion of player fee dedicated to cost of national background check administration at \$1.93 X 100,000 players and coaches, etc. Any excess income after RMA expenses will be posted to Accounts Payable to Member Associations, distributed on a per-player basis.
<b>1005 · RMA Refund</b>	-	-	-		60,449	-	-	-	Refund back to Associations after actual cost is determined.
<b>1010 · Player Insurance</b>	187,328	207,638	212,230	182,360	187,040	4,680	186,200	150,000	Secondary Insurance for player medical.
<b>1015 · Vendor Registration Fees</b>	5,272	695	113	-	-	-	-	-	Expense line will no longer be used.
<b>2000 · President</b>	19,060	19,066	15,840	20,000	25,408	5,408	10,000	12,000	Travel/hotel for volunteer work on behalf of WA Youth Soccer membership.
<b>2180 · USSF/US Youth Soccer AGM (National AGM)</b>	1,978	8,915	14,288	9,150	7,429	(1,721)	15,000	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.
<b>2190 · US Youth Soccer/Region IV Workshops</b>	18,206	26,910	27,960	27,000	32,323	5,323	25,000	7,500	Travel/hotel for staff and volunteer attendance at US Youth Soccer and Region IV meetings and workshops on behalf of WA Youth Soccer membership. Fewer employees attending than prior years.
<b>2200 · PR Expense</b>	3,443	1,482	2,641	1,500	1,237	(263)	-	-	Expense line will no longer be used.
<b>2260 · WA Youth Soccer Meetings</b>	22,403	33,310	27,064	33,500	14,425	(19,075)	25,000	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.
<b>2300 · Depreciation Expense</b>	8,932	7,094	9,033	7,500	12,638	5,138	9,600	13,000	Per fixed asset schedule.
<b>2330 · Office Expenses</b>	60,592	52,416	63,129	55,000	43,185	(11,815)	58,000	44,000	Merchant fees, supplies, shipping, and travel.
<b>2331 · Mailing Expense</b>	5,348	2,969	-	2,000	143	(1,857)	-	-	Mailing expenses are now included in Office Expenses (2330).
<b>2335 · Member Services</b>		3,901	14,386	3,900	16,703	12,803	10,000	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.).
<b>2340 · Equipment &amp; Lease/Maintenance</b>	25,555	13,186	16,301	15,000	943	(14,057)	16,000	18,852	This line item represents costs such as copiers, which were consolidated and upgraded over the last 12 months.
<b>2355 · Technology Maintenance</b>	5,841	22,330	15,181	22,330	11,793	(10,537)	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.
<b>2400 · Soccer Pacific</b>	10,067	2,646	-	-	-	-	-	-	Project on hold.
<b>2500 · District Funding Expense</b>	36,361	28,823	34,399	30,000	35,060	5,060	31,500	-	Eliminated beginning in 2015-2016.
<b>2530 · Awards Lunch Expense</b>	2,042	8,590	16,631	9,000	631	(8,369)	18,000	5,000	Celebration for volunteers.
<b>2531 · AGM/APFM/Annual State Meetings</b>	2,722	16,400	22,636	17,000	20,479	3,479	23,000	15,000	Includes Annual Player Fee Meeting and Annual General Meeting. Reduced services and food this year.
<b>2835 · Risk Management</b>	-	6,616	-	1,000	-	(1,000)	-	-	Expense line will no longer be used.
<b>2900 · Executive Director Expenses</b>	25,249	17,407	21,836	17,500	11,601	(5,899)	18,000	8,000	These are the expenses for travel, meals, memberships, fees, etc. for the CEO.
<b>3100 · Fees- Payroll</b>	18,221	8,734	1,920	8,800	5,243	(3,557)	2,000	2,400	Represents payroll processing fees.
<b>3200 · Liability Insurance</b>	35,538	34,795	27,851	17,068	20,926	3,858	30,000	21,000	WA Youth Soccer purchases various insurance coverages such as: D&O Insurance and Cyber.
<b>3300 · Payroll</b>	888,117	886,150	749,666	774,000	806,067	32,067	796,162	709,322	Detail reviewed by WA Youth Soccer Board Members.
<b>3301 · Payroll - Taxes</b>	104,235	96,764	79,044	105,300	81,610	(23,690)	91,822	81,347	Detail reviewed by WA Youth Soccer Board Members.
<b>3302 · Payroll - Benefits</b>	133,890	101,174	60,413	66,400	55,904	(10,496)	84,830	55,274	Detail reviewed by WA Youth Soccer Board Members.
<b>3303 · Vacation Expense</b>	1,679	-	-	-	-	-	-	-	Vacation taken is reflected under Payroll Expense (3300).
<b>3305 · Employee Education</b>	2,638	1,248	146	1,500	-	(1,500)	1,500	1,500	WA Youth Soccer allocates funding for employee continuing education.
<b>3310 · Rent</b>	52,800	60,410	66,029	66,024	67,109	1,085	66,029	62,516	Office lease agreement. 9 months @ \$5,156.00 and 3 months @ \$5,370.83
<b>3311 · Janitorial</b>	3,562	3,720	1,722	3,800	1,580	(2,220)	1,850	1,600	Office janitorial
<b>3320 · Telecommunications</b>	25,813	9,674	31,964	8,800	30,496	21,696	25,000	27,000	Cell phones, office phones, and internet expenses.
<b>3330 · Vehicle</b>	14,416	18,174	19,098	15,000	26,371	11,371	19,300	19,960	Expense for 3 leased vehicles: CEO, member service/technical director, and event van for staff.
<b>3400 · Sales/Use Tax Expense</b>	(5,979)	25	-	-	-	-	-	-	N/A
<b>3401 · Mediation</b>		-	-	-	-	-	-	-	N/A
<b>4520 · Rules</b>	235	270	-	270	-	(270)	-	-	Misc. Expenses
<b>4800 · Protest &amp; Appeals Expense</b>	1,663	3,047	1,387	3,500	907	(2,593)	-	-	Misc. Expenses

	ACTUALS 2011 after Audit	ACTUALS 2012 after Audit	ACTUALS 2013 after Audit	Approved Budget Sept 13-Aug 14	ACTUALS 2014 after Audit	Budget vs Actual Variance	Approved Budget Sept 14-Aug 15	Proposed Budget 2015- 2016	
	TOTALS	TOTALS	TOTALS	Budget	TOTALS			Budget	Comments
5010 - Technical Director	21,486	9,464	24,743	20,000	29,582	9,582	10,000	-	Incorporated into Director of Coaching Education.
5620 - Coaching Education	65,761	74,300	85,687	92,500	112,707	20,207	105,600	114,400	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 and two instructors).
5625 - State Youth Referee Administrator (SYRA)	266	371	1,699	-	135	135	-	-	Expenses handled by State Referee Committee.
5650 - Schools Community Outreach	8,403	540	-	-	141	141	-	-	N/A
5670 - Referee Development		1,024	-	-	1,066	1,066	-	1,500	N/A
5830 - EPD Tryout Expense	16,171	6,830	8,196	5,500	-	(5,500)	-	-	All costs incorporated into line 5840.
5840 - ODP Championships	339,053	332,734	311,897	285,700	286,093	393	236,400	205,000	Region IV Championship event expenses for flights, hotels, vans, trainers ,food and supplies.
5870 - U11-U12 EPD Program	80,945	-	-	-	-	-	63,300	119,000	Pool and friendship cup and camp event for hotels, food, trainers, fields, coaches, registration, and supplies
6105 - Soccer for Success Expense		3,522	188,933	212,300	101,609	(110,691)	100,000	100,000	This represents expenses for the <i>Soccer for Success</i> program; mostly coaching payroll. Staff continues to pursue additional funding and in-kind donations to offset expenses.
6106 - Tacoma United	29,652	9,582	16,175	13,500	23,927	10,427	15,000	-	Program merged with South Tacoma Soccer club; no longer a state-level program.
6107 - Soccer Across WA		16,996	2,666	17,000	2,525	(14,475)	2,000	2,500	The national budget for Soccer Across America was eliminated; however, WA Youth Soccer continues to support the development of local communities through other supporting programs.
6110 - TOPSoccer	10,601	4,386	2,121	4,000	4,810	810	4,000	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	4,700	39,637	34,937	25,000	35,000	This is an estimate of expenses including meetings and league administration software.
6600 - Portland Metro League	1,484	7,735	64,324	41,250	27,185	(14,065)	-	-	Program ended.
6700 - Recreational Cup Tournament	38,740	22,926	22,466	28,000	37,144	9,144	23,000	35,000	WA Youth Soccer hosts the Semi-Finals and Finals.
6711 - Spring League Expense	2,255	3,984	-	4,000	8,798	4,798	-	-	WA Youth Soccer does not plan to host a Spring League at this time.
6755 - State League Expense	3,656	1,876	-	30,000	-	(30,000)	-	-	WA Youth Soccer continues to work on rebuilding the select level and may host a state-wide league in the future; at this time, there is not enough information on potential design to budget for a State League.
6760 - Futsal Cup Expense		1,330	209	1,500	3,952	2,452	2,000	4,500	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	-	3,000	-	(3,000)	5,000	-	Team fees and administrative expenses.
6820 - Far West Regional Teams	20,897	20,099	19,128	21,000	22,265	1,265	20,000	23,000	This line item represents team fees and administrative expenses.
6850 - Founders Cup	25,537	23,792	19,175	24,000	15,400	(8,600)	20,000	16,000	This line item represents facilities/admin and award expenses.
6851 - State Championship Cup	31,818	26,158	37,402	27,000	55,658	28,658	38,500	56,000	This line item represents facilities/admin and award expenses.
6852 - Challenge Cup	39,797	34,541	18,544	35,000	33,988	(1,012)	19,000	34,000	This line item represents facilities/admin and award expenses.
6855 - Region IV Presidents Cup	11,932	8,474	7,900	8,500	-	(8,500)	8,000	-	This line item represents team fees and administrative expenses.
7010 - Annual Report	1,309	1,102	-	1,200	-	(1,200)	-	-	Included in AGM/APFM/Annual State Meetings expense line (2531).
7050 - Technology Committee	11	-	-	-	-	-	-	-	
8220 - Play On	61,044	38,567	82,194	40,000	80,895	40,895	73,200	5,000	No longer outsourced
8500 - Sponsorship	(1,040)	17	-	-	780	780	-	-	No activation expenses anticipated.
8510 - Marketing	16,536	24,225	24,965	25,000	16,681	(8,319)	20,000	15,000	This represents travel/events, website hosting/maintenance and misc. expenses.
8520 - Television Advertisement	15,615	22,300	1,400	-	-	-	10,000	-	WA Youth Soccer began producing and placing TV commercials in 2009 around Seattle Sounders FC matches.
8810 - Disciplinary Committee	60	-	-	-	-	-	767	-	
8820 - Ethics	308	-	-	-	-	-	1,000	-	
9300 - Audit Fees	17,050	14,250	12,738	15,437	13,250	(2,187)	15,000	14,000	Cost for Audit and Tax Return prep
9301 - Professional Fees	75,057	108,226	82,810	100,254	65,846	(34,408)	61,850	50,000	Legal/nonprofit/accounting consulting
9510 - Scholarship Program	(778)	-	-	-	-	-	-	-	
<b>Total Expense</b>	<b>2,899,736</b>	<b>2,763,568</b>	<b>2,832,180</b>	<b>2,796,343</b>	<b>2,887,143</b>	<b>90,800</b>	<b>2,837,550</b>	<b>2,520,672</b>	
<b>Net Income</b>	<b>13,082</b>	<b>13,810</b>	<b>5,088</b>	<b>-</b>	<b>37,614</b>	<b>37,614</b>	<b>0</b>	<b>26,907</b>	
									<b>Key Areas for Targeted Reductions</b>
									Reduction/cancellation/revisions in 3rd Party outsourcing
									District player fee rebate eliminated
									Cap professional fees
									Review/revision of all insurance policies and coverage
									Restructure and reorganization of all meetings including APFM/AGM/BOD/USYSA/US SOCCER/SOC/MAC/Far West Regionals/US Championships
									Reduction in personnel/labor