

**ARIZONA SOCCER ASSOCIATION
2022-2023 BUDGET PROPOSAL**

Income	\$0.00
Contributed Income	\$0.00
Contributions - Restricted	\$0.00
Contributions - Unrestricted	\$0.00
Donated Services	\$0.00
Total Contributions - Unrestricted	\$0.00
Corporate Sponsorship	\$1,000.00
Grants Income	\$0.00
Total Contributed Income	\$1,000.00
Fee Income	\$2,323,379.42
Other Operating Income	\$8,700.00
Check Processing Fee	\$0.00
Fines	\$9,840.63
Travel Papers	\$3,600.00
Total Other Operating Income	\$22,140.63
Total Income	\$2,346,520.04
Gross Profit	\$2,346,520.04
Expenses	\$0.00
Financial Aid & Grants	\$0.00
Club Support	\$1,000.00
Scholarships	\$500.00
Total Financial Aid & Grants	\$1,500.00
General & Administrative Expenses	\$0.00
Alarm Service for Office	\$586.72
Apparel for Staff, Board & Assoc Network	\$1,600.00
Background Checks/Staff	\$236.25
Bank & CC Fees	\$0.00
Bill.com	\$1,853.82
Monthly Checking SC	\$0.00
Other Bank Fees	\$360.00
TSYS Merchant Service Fees	\$43,981.79
WAB - Bank Fees	\$120.00
WF Merchant Service Fees	\$0.00
Total Bank & CC Fees	\$46,585.57
Communication	\$0.00
Cell Phone	\$6,000.00
Teleconference	\$60.00
Telephone	\$7,241.16
Total Communication	\$13,301.16
Community Contributions	\$1.00

Dues/Membership Fees	\$140,118.58
Electric	\$5,400.00
Employee Payroll Expenses	\$0.00
Employee Benefits	\$99,600.00
Payroll Processing Fee	\$2,640.00
Payroll Taxes-Employer's Contribution	\$50,400.00
Salaries & Wages	\$663,414.72
Worker's Comp	\$1,000.00
Total Employee Payroll Expenses	\$817,054.72
Information Technology Expense	\$0.00
Cable TV	\$2,100.00
Internet	\$2,148.00
Software Subscriptions	\$11,343.74
Web Site	\$3,000.00
Total Information Technology Expense	\$18,591.74
Insurance	\$0.00
Aggregate Deductible	\$110,000.00
Director & Officer Policy	\$42,000.00
Office Policy - Renters/GL	\$4,464.00
Player Medical & GL	\$76,498.80
Total Insurance	\$232,962.80
License Fees	\$20.00
Other Misc Expenses	\$1,245.00
Postage & Delivery	\$625.00
Printing & Copying	\$7,149.24
Professional Fees	\$0.00
Accounting	\$7,200.00
IT Support	\$12,000.00
Legal	\$6,000.00
Other Professional Fees	\$48,000.00
Marketing and Communications	\$27,000.00
Professional Fundraiser	\$0.00
Total Professional Fees	\$100,200.00
Rent	\$38,332.20
Repairs & Maintenance	\$380.00
Auto	\$4,440.00
Office Cleaning	\$3,600.00
Total Repairs & Maintenance	\$8,420.00
Small Equipment Purchases	\$1,950.00
Storage	\$1,098.96
Supplies	\$4,975.00
Travel	\$0.00
Airfare	\$15,300.00
Car Rental	\$5,275.00
Hotels	\$57,250.00
Per Diem/Food & Beverage	\$17,320.00
Uber, Mileage, Parking, Fuel	\$16,961.59

Reportable BOD Mileage	\$1,561.00
Total Uber, Mileage, Parking, Fuel	\$18,522.59
Total Travel	\$113,667.59
Total General & Administrative Expenses	\$1,554,121.53
Program Expenses	\$0.00
Awards	\$12,150.00
Entertainment	\$2,000.00
Event Apparel	\$82,412.50
Event Rental Equipment	\$25,572.59
Event Supplies	\$7,203.98
Facility Expenses	\$213,440.52
Food & Beverage	\$25,329.69
Meeting Expense	\$600.00
Other Event Expenses	\$1,560.00
Registration Fees	\$64,550.00
Team Travel	\$34,000.00
Total Program Expenses	\$468,819.29
Subcontracted Labor	\$0.00
Assignor	\$29,850.84
Coaches	\$105,000.00
Donated Service In Kind Expense	\$0.00
Total Coaches	\$105,000.00
Referees	\$117,030.50
Security	\$5,440.00
Support/Tournament Staff	\$63,178.50
Trainers	\$48,260.00
Total Subcontracted Labor	\$369,449.84
Uncategorized Expenses	\$0.00
Total Expenses	\$2,393,890.66
Net Operating Income	(\$47,370.62)
Other Income	\$0.00
In-Kind Donations	\$0.00
Other Income	\$0.00
Interest Income	\$0.00
Other Miscellaneous Income	\$0.00
Realized Gain(loss) on investment	\$0.00
Royalties	\$2,000.00
Unrealized Gain(loss) on investment	\$0.00
Total Other Income	\$2,000.00
Total Other Income	\$2,000.00
Other Expenses	\$0.00
Depreciation	\$0.00
In-Kind Expenses	\$0.00
Interest Paid	\$0.00
Investment Fees	\$0.00
Total Other Expenses	\$0.00
Net Other Income	\$2,000.00

Net Income

(\$45,370.62)