

<b>AZ Soccer Association</b>	
<b>Proposed 26-27 Budget</b>	
	<b>Proposed Budget New</b>
<b>Income</b>	
Contributed Income	
Contributions - Unrestricted	32,500.00
Corporate Sponsorship	-
Grants Income	
Total Contributed Income	<b>32,500.00</b>
Fee Income	-
Club Tournament	65,000.00
Coaching	175,000.00
Cups	585,000.00
League Fees	835,000.00
ODP	335,000.00
Registration Fees Income	820,000.00
Total Fee Income	<b>2,815,000.00</b>
Other Operating Income Stay and Play and ODP Host	\$50,000
Advertising Income	500.00
Background Checks/Clubs Income	90,000.00
Commission Income DC and E64 fees	305,000.00
Fines	17,500.00
Travel Papers	5,000.00
Total Other Operating Income	<b>468,000.00</b>
Sales of Product Income	
Total Income	<b>3,315,500.00</b>
Cost of Goods Sold	
Background Checks/Clubs - COGS	85,000.00
Total Cost of Goods Sold	<b>85,000.00</b>
Gross Profit	<b>3,230,500.00</b>
Expenses	
Financial Aid & Grants	
Club Support	1,000.00
Donation	
Donation to Individual - Cash	
Scholarships	200.00
Total Donation to Individual - Cash	<b>200.00</b>
Total Donation	<b>200.00</b>
Total Financial Aid & Grants	<b>1,200.00</b>
General & Administrative Expenses	
Apparel for Staff, Board & Assoc Network	1,000.00
Auto	-
Background Checks/Staff	250.00
Bank & CC Fees	

Bill.com	1,300.00
Capital One CC fees	100.00
Other Bank Fees	300.00
TSYS Merchant Service Fees	85,000.00
WAB- Bank Fees	120.00
<b>Total Bank &amp; CC Fees</b>	<b>86,820.00</b>
Communication	
Cell Phone	4,500.00
Teleconference	200.00
Telephone	9,000.00
<b>Total Communication</b>	<b>13,700.00</b>
Dues/Membership Fees	170,000.00
Employee Payroll Expenses	
Employee Benefits	95,000.00
Payroll Processing Fee	4,500.00
Payroll Taxes-Employer's Contribution	60,000.00
Retirement Plan	25,000.00
Retirement Plan Fees	4,300.00
<b>Total Retirement Plan</b>	<b>29,300.00</b>
Salaries & Wages	790,000.00
ODP Hosted Offset	
<b>Total Salaries &amp; Wages</b>	<b>790,000.00</b>
Worker's Comp	3,000.00
<b>Total Employee Payroll Expenses</b>	<b>981,800.00</b>
General Admin Facility	
Alarm Service for Office	-
Electric	-
Office Cleaning	-
Pest Control	-
Rent	35,000.00
Water	
<b>Total General Admin Facility</b>	<b>35,000.00</b>
Information Technology Expense	
Internet stipend	6,000.00
Software Subscriptions	21,000.00
Web Site	1,500.00
<b>Total Information Technology Expense</b>	<b>28,500.00</b>
Insurance	
Aggregate Deductible Expense	50,000.00
Auto Policy- Truck & Trailer	5,160.00
Director & Officer Policy	4,500.00
Director & Officer Policy-Clubs	6,500.00
Inland Marine Insurance	
Office Policy - Renters/GL	1,200.00
Player Medical & GL	150,000.00
<b>Total Insurance</b>	<b>217,360.00</b>
License Fees	70.00

Meeting Expense	25,000.00
Other Misc Expenses	
Other Business Expenses	500.00
Total Other Misc Expenses	<b>500.00</b>
Postage & Delivery	1,800.00
Printing & Copying	7,000.00
Professional Fees	
Accounting	25,000.00
IT Support	18,000.00
Legal	1,500.00
Marketing & Communications	48,000.00
Other Professional Fees	10,000.00
Total Professional Fees	<b>102,500.00</b>
Reimbursement Clearing	
Small Equipment Purchases (Under \$2500)	2,000.00
Supplies	5,000.00
Travel	
Airfare	25,000.00
Car Rental	9,000.00
Hotels	45,000.00
Out of Town/Food & Beverage	
Per Diem/Food & Beverage	6,000.00
Per Diem/Travel	
Uber, Mileage, Parking, Fuel	10,000.00
Reportable BOD Mileage	100.00
Total Uber, Mileage, Parking, Fuel	<b>10,100.00</b>
Total Travel	<b>95,100.00</b>
Total General & Administrative Expenses	<b>1,773,400.00</b>
Program Expenses	
Awards	25,000.00
Entertainment	1,000.00
Event Apparel	90,000.00
Event Rental Equipment	55,000.00
Event Supplies	35,000.00
Facility Expenses	400,000.00
Food & Beverage	55,000.00
Other Event Expenses	20,000.00
Registration Fees	110,000.00
Team Travel/USYS NL Fee \$200 a team	26,000.00
Total Program Expenses	<b>817,000.00</b>
Subcontracted Labor	
Assignor	30,000.00
Coaches	125,000.00
Referees	360,000.00
Security	13,000.00
Support/Tournament Staff	60,000.00
Trainers	110,000.00

<b>Total Subcontracted Labor</b>	<b>698,000.00</b>
<b>Total Expenses</b>	<b>3,289,600.00</b>
<b>Net Operating Income</b>	<b>(59,100.00)</b>
<b>Other Income</b>	
<b>In-Kind Donations</b>	
<b>Other Income</b>	
<b>Interest Income</b>	
<b>ODP Hosted Activity</b>	
<b>ODP Hosted In-Flows</b>	
<b>ODP Hosted Out-Flows</b>	
<b>Total ODP Hosted Activity</b>	<b>-</b>
<b>Other Miscellaneous Income</b>	
<b>Realized Gain(loss) on investment</b>	
<b>Royalties</b>	<b>-</b>
<b>Unrealized Gain(loss) on investment</b>	
<b>Total Other Income</b>	<b>-</b>
<b>Total Other Income</b>	<b>-</b>
<b>Other Expenses</b>	
<b>Depreciation</b>	
<b>Investment Fees</b>	
<b>Total Other Expenses</b>	<b>-</b>
<b>Net Other Income</b>	<b>-</b>
<b>Net Income</b>	<b>(59,100.00)</b>

