

New York State West Youth Soccer Assoc. Inc.

Budget vs. Actuals: FY21 P&L

September 2022 - August 2023

	ACTUAL	BUDGET	VARIANCE (\$)	VARIANCE (%)
REVENUE				
Registrations				
Players	602,565	612,500	(9,935)	
Camps - The Academy	25,400	36,000	(10,600)	
Teams - State Cup	59,400	69,050	(9,650)	
Hosting Tournaments	4,700	6,500	(1,800)	
Tryouts - ODP	10,310	10,000	310	
Region I Tourney - ODP	19,300	20,000	(700)	
NYSW Programs	1,240	27,200	(25,960)	
Champions Conference	22,300	1,600		
Total Registrations	745,215	782,850	(37,635)	-5%
Passes				
Player Passes	220,400	190,000	30,400	
Risk Management Pass Fees Collected	128,456	120,050	8,406	
Total Passes	348,856	310,050	38,806	
Training				
Indoor Pool Registration -ODP	136,680	145,200	(8,520)	
Outdoor Pool Registration - ODP	58,875	60,000	(1,125)	
Total Training	195,555	205,200	(9,645)	
Coaching Course Revenue	38,350	20,160	18,190	
Referee Fees Collected - Programs	31,566	47,410	(15,844)	
Field Fees Collected - State Cup	-	-	-	
Fines Collected - Programs	4,291	5,000	(709)	
Rebates - State Cup	4,750	5,000	(250)	
Commissions	6,974	4,500	2,474	
Marketing	3,575	5,000	(1,425)	
Scholarship & Sponsorship	94,756	44,930	49,826	
TOTAL OPERATING REVENUE	1,473,888	1,430,100	39,927	3%
Other Revenue	70			
Prior Year Income	26,116	-	26,116	
Interest Income	14,232	-	14,232	
Investment Gain/Loss	26,404	24,500	1,904	
NSF Charges	-	-	-	
Rewards Cash Back - Community Bank MC	686			
Employee Retention Credit	197,563			
TOTAL OTHER REVENUE	265,070	24,500	240,570	
TOTAL REVENUE	1,738,958	1,454,600	284,358	20%

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EXPENDITURES				
Payroll and Benefits				
Payroll	517,309	518,300	991	
Payroll Allocation	-	-	-	
Payroll Taxes	43,748	43,300	(448)	
Employee Benefits	81,257	99,000	17,743	
Pension-401(k)	13,207	11,200	(2,007)	
Total Payroll and Benefits	\$ 655,521	\$ 671,800	\$ 16,279	
Bank Charges	23,947	22,500	(1,447)	
Dues	148,515	162,500	13,985	
Players Insurance	93,439	104,000	10,561	
D&O Insurance	11,660	11,000	(660)	
Liability Insurance	900	3,000	2,100	
Monthly Meetings	1,474	2,500	1,026	
National Meeting Costs	11,442	12,500	1,058	
Subscriptions/Membership Fees	470	3,275	2,805	
Professional Fees				
Accounting	8,100	8,400	300	
Legal	19,332	6,000	(13,332)	
Payroll Processing Fees/HR	17,045	13,410	(3,635)	
Contract Support Services	10,639	583	(10,057)	
Total Professional Fees	\$ 55,116	\$ 28,393	\$ (26,724)	
Office Expenses				
Office Supplies	9,119	7,175	(1,944)	
Copying & Printing	2,400	1,740	(660)	
Telephone	5,353	5,600	247	
Postage	4,228	3,500	(728)	
Computer & Networking	10,591	9,350	(1,241)	
Website Fees	4,798	4,800	2	
Total Office Expenses	\$ 36,490	\$ 32,165	\$ (4,325)	

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	ACTUAL	BUDGET	VARIANCE (\$)	VARIANCE (%)
Travel	24,557	25,950	1,393	
Mileage	21,146	20,135	(1,011)	
Coaching & Instruction	350	-	(350)	
Professional Dev-Coach Lic	850	7,500	6,650	
Assignor Fees	22,376	22,579	203	
Referee Fees	41,201	60,826	19,625	
Event Registration Fees	33,550	34,400	850	
Online Registration Fees	25,084	30,000	4,916	
RM Background Screen Verification Fees	83,291	85,750	2,459	
Financial Assistance	3,228	6,000	2,773	
Discounts	5,374	7,000	1,626	
Onsite Program Expenses	4,997	8,015	3,018	
Apparel	17,735	15,000	(2,735)	
Field/Sites Rental	86,745	82,700	(4,045)	
Storage Facilities Rentals	3,331	3,320		
Equipment Costs	184	-	(184)	
Vehicle Expenses	4,139	8,000	3,861	
Miscellaneous Expenses	10,264	350	(9,914)	
TOTAL OPERATING EXPENDITURES	\$ 1,427,376	\$ 1,471,158	\$ 43,782	3%
NET OPERATING REVENUE	\$ 311,582	\$ (16,557.50)	\$ (328,140)	1982%
OTHER EXPENDITURES				
Prior Year Expenses	3,857			
Depreciation	4,281	3,800	(481)	
Bad Debt Expense	435			
National Tourn Travel Contingency	2,000	2,500	500	
Membership Reinvestment Grant	9,375	10,000	625	
TOTAL OTHER EXPENDITURES	\$ 19,947	\$ 16,300	\$ 644	
NET REVENUE	\$ 291,635	\$ (32,858)	\$ (328,783)	1001%

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Statement of Financial Position

As of August 31, 2023

	TOTAL
ASSETS	
Current Assets	
Total Cash	\$ 73,932.99
Total Accounts Receivable	\$ 33,638.52
Other Current Assets	
Total Reserves (Smith Barney)	\$ 836,004.27
Prepaid Expenses	7,007.08
Total Other Current Assets	\$ 843,011.35
TOTAL CURRENT ASSETS	\$ 950,582.86
Fixed Assets	
Fixed Assets	
Office F - F & Equipment	22,049.55
Accumulated Depr F-F & Equipment	(22,049.89)
Computer Equipment	9,302.53
Accumulated Depr Computer Equip	(8,030.70)
Vehicle	17,046.00
Accumulated Depr - Vehicle	(17,046.00)
TOTAL FIXED ASSETS	1,271.49
TOTAL ASSETS	\$ 951,854.35
LIABILITIES AND EQUITY	
Liabilities	
Total Accounts Payable	\$ 55,031.81
Other Current Liabilities	
Payables-Other	97,429.23
Accrued Payroll & Payroll Bonus	9,824.28
Payroll Liabilities	751.55
Loan Payable-PPP Loan	-
NYS Sales Tax	527.25
Deferred Income	49,523.25
Total Other Current Liabilities	\$ 158,055.56
TOTAL LIABILITIES	\$ 213,087.37
Equity	
Prior Years Net Funding	447,132.26
Opening Balance Equity	-
Net Revenue	291,634.72
TOTAL EQUITY	\$ 738,766.98
TOTAL LIABILITIES AND EQUITY	\$ 951,854.35