New York State West Youth Soccer Assoc. Inc.
Budget vs. Actuals: FY21 P&L

September 2020 - August 2021

	ACTUAL	BUDGET	VARIANCE ($)	VARIANCE (%)
REVENUE				
Registrations				
Players	509,430.00	472,500.00	36,930.00	
Camps	38,685.00	25,600.00	13,085.00	
Teams	55,166.25	80,500.00	(25,333.75)	
Hosting Tournaments	5,235.00	6,400.00	(1,165.00)	
Tryouts	10,655.00	8,820.00	1,835.00	
Region I Tourney - ODP	28,320.00	30,000.00	(1,680.00)	
Total Registrations	**$ 647,491.25**	**$ 623,820.00**	**$ 23,671.25**	**4%**
Passes				
Player Passes	121,359.00	114,600.00	6,759.00	
Secondary Passes	1,305.00	10,767.00	(9,462.00)	
Coaches Passes	149,888.00	245,000.00	(95,112.00)	
Total Passes	**$ 272,552.00**	**$ 370,367.00**	**$ (97,815.00)**	**-26%**
Training				
Indoor	171,179.00	138,000.00	33,179.00	
Outdoor	78,870.00	62,700.00	16,170.00	
Total Training	**$ 250,049.00**	**$ 200,700.00**	**$ 49,349.00**	
Marketing	2,300.00	5,000.00	(2,700.00)	
Refunds & Rebates	-	7,000.00	(7,000.00)	
Scholarship & Sponsorship	13,500.00	20,000.00	(6,500.00)	
Commissions	-	4,500.00	(4,500.00)	
Coaching Course Revenue	71,391.45	32,000.00	39,391.45	
Miscellaneous				
Other & Prior Yr. Income	386.36	-	386.36	
Interest Income	18,217.10	26,000.00	(7,782.90)	
Investment Gain/Loss	73,905.74	-	73,905.74	
NSF Charges	-	35.00	(35.00)	
Paperwork & Fines	2,250.00	100.00	2,150.00	
Total Miscellaneous	**$ 94,759.20**	**$ 26,135.00**	**$ 68,624.20**	
Referee Clearing Account	1,814.75	-	1,814.75	
NYSW Program	33,595.60	1,600.00	31,995.60	
Field Fee	9,240.00	7,200.00	2,040.00	
PPP Loan Forgiveness Income	119,982.00	-		
TOTAL REVENUE	**$ 1,516,675.25**	**$ 1,298,322.00**	**$ 218,353.25**	**17%**

New York State West Youth Soccer Assoc. Inc.
Budget vs. Actuals: FY21 P&L
September 2020 - August 2021

	ACTUAL	BUDGET	VARIANCE ($)	VARIANCE (%)
EXPENDITURES				
Payroll and Benefits				
Payroll	570,247.22	574,320.00	4,072.78	
Payroll Allocation	-	-	-	
Payroll Taxes	45,776.05	46,905.00	1,128.95	
Employee Benefits	99,367.76	82,773.00	(16,594.76)	
Pension-401(k)	12,268.98	17,606.88	5,337.90	
Total Payroll and Benefits	**$ 727,660.01**	**$ 721,604.88**	**$ (6,055.13)**	
Bank Charges	23,833.24	23,500.00	(333.24)	
Building Rental	2,970.00	-	(2,970.00)	
Coaching & Instruction	2,250.00	-	(2,250.00)	
Dues	134,190.75	136,500.00	2,309.25	
Equipment Costs	2,872.44	1,500.00	(1,372.44)	
Insurance				
Players Insurance	55,888.31	88,200.00	32,311.69	
D&O Insurance	9,023.29	7,200.00	(1,823.29)	
Liability Insurance	1,726.00	3,200.00	1,474.00	
Total Insurance	**$ 66,637.60**	**$ 98,600.00**	**$ 31,962.40**	
Lease	1,620.75	3,300.00	1,679.25	
Meeting Costs				
Monthly Meetings	467.48	1,000.00	532.52	
AGM	-	1,500.00	1,500.00	
National Meeting Costs	1,370.00	5,000.00	3,630.00	
Total Meeting Costs	**$ 1,837.48**	**$ 7,500.00**	**$ 5,662.52**	
Miscellaneous Expenses	13,453.70	10,350.00	(3,103.70)	
Bad Debts Expense	4,435.00	-	(4,435.00)	
Professional Fees				
Accounting	6,700.00	5,900.00	(800.00)	
Legal	5,338.00	9,000.00	3,662.00	
Payroll	1,713.68	8,000.00	6,286.32	
Contract Support Services	257.50		(257.50)	
Total Professional Fees	**$ 14,009.18**	**$ 22,900.00**	**$ 8,890.82**	
Office Expenses				
Office Supplies	4,207.50	4,700.00	492.50	
Copying	509.35	300.00	(209.35)	
Office support Utilities	80.63	1,000.00	919.37	
Computer & Networking	10,014.18	2,500.00	(7,514.18)	
Total Office Expenses	**$ 14,811.66**	**$ 8,500.00**	**$ (6,311.66)**	
Printing	108.00	1,500.00	1,392.00	
Professional Dev-Coach Lic	-	2,500.00	2,500.00	
Mentor Program	-	7,500.00	7,500.00	
Postage	3,205.69	4,600.00	1,394.31	
Referees	14,020.95	22,250.00	8,229.05	
Registration Costs - Events	34,650.00	30,000.00	(4,650.00)	
Online Registration Costs	24,831.17	30,000.00	5,168.83	

New York State West Youth Soccer Assoc. Inc.
Budget vs. Actuals: FY21 P&L
September 2020 - August 2021

	ACTUAL	BUDGET	VARIANCE ($)	VARIANCE (%)
Risk Management				
Backgrounds	91,100.00	175,000.00	83,900.00	
Misc	357.28	-	(357.28)	
Total Risk Management	**$ 91,457.28**	**$ 175,000.00**	**$ 83,542.72**	
Supplies	3,054.66	3,000.00	(54.66)	
Telephone	7,593.07	7,150.00	(443.07)	
Travel Costs				
Meals	7,689.86	5,000.00	(2,689.86)	
Mileage	23,473.81	41,300.00	17,826.19	
Hotels	25,092.61	25,000.00	(92.61)	
Total Travel Costs	**$ 56,256.28**	**$ 71,300.00**	**$ 15,043.72**	
Web Expenses	7,499.21	5,260.00	(2,239.21)	
Clothing	21,711.91	15,000.00	(6,711.91)	
Field/Sites Rental	71,182.19	70,000.00	(1,182.19)	
Financial Assistance	2,620.00	7,000.00	4,380.00	
Discounts	11,258.50	5,000.00	(6,258.50)	
Recreation Initiative	1,817.11	30,000.00	28,182.89	
Vehicle Expenses	5,909.72	7,500.00	1,590.28	
Moving Expense	1,170.43	1,125.00	(45.43)	
Rent of Storage Facilities	4,434.00	-	(4,434.00)	
TOTAL EXPENDITURES	**$ 1,373,361.98**	**$ 1,529,939.88**	**$ 156,577.90**	**10%**
NET OPERATING REVENUE	$ 143,313.27	$ (231,617.88)	$ 374,931.15	162%
		OTHER EXPENDITURES		
Depreciation	4,897.40	-	(4,897.40)	
TOTAL OTHER EXPENDITURES	4,897.40	-	(4,897.40)	
NET REVENUE	**$ 138,415.87**	**$ (231,617.88)**	**$ 370,033.75**	**160%**

New York State West Youth Soccer Assoc. Inc.
Statement of Financial Position
As of August 31, 2021

	TOTAL
ASSETS	
Current Assets	
Total Cash	$ 49,147.94
Total Accounts Receivable	$ 46,710.50
Other Current Assets	
Total Reserves (Smith Barney)	$ 693,725.34
Total Prepaid Expenses	$ 10,570.08
Total Other Current Assets	**$ 704,295.42**
TOTAL CURRENT ASSETS	**$ 800,153.86**
Fixed Assets	
Fixed Assets	
Office F - F & Equipment	51,196.83
Accumulated Depr F-F &Equipment	(50,683.43)
Computer Equipment	75,914.56
Accumulated Depr Computer Equip	(74,915.45)
Vehicle	17,046.00
Accumulated Depr - Vehicle	(10,227.60)
TOTAL FIXED ASSETS	**8,330.91**
TOTAL ASSETS	**$ 808,484.77**
LIABILITIES AND EQUITY	
Liabilities	
Total Accounts Payable	$ 13,327.74
Other Current Liabilities	
Payables-Other	90,561.29
Accrued Payroll & Payroll Bonus	11,000.46
Payroll Liabilities	796.76
Loan Payable-PPP Loan	111,370.00
NYS Sales Tax	627.25
Deferred Income	41,493.00
Total Other Current Liabilities	**$ 255,848.76**
TOTAL LIABILITIES	**$ 269,176.50**
Equity	
Prior Years Net Funding	400,892.40
Opening Balance Equity	-
Net Revenue	138,415.87
TOTAL EQUITY	**$ 539,308.27**
TOTAL LIABILITIES AND EQUITY	**$ 808,484.77**

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