Indian River Soccer Association

Board of Directors Meeting

Date: January 17, 2018

Location: CJ Cannon's

Time: 12:00 Noon

Next Meeting: February 21, 2018

I. Call to Order

II. Secretary's Report (Shaun Fedder): No Minutes from December Board Meeting

III. President's Report (Tom Tierney):

   a. 2018 Tournaments: 4/14-15; 5/5-6

   b. IRSA Mission Statement (February Board Meeting)

   c. Jimmy Graves Foundation Tournament

IV. VP-Competitive Report (Dan Bickel):

   a. Fall Season Report

   b. Spring Season Training Schedule

V. VP-Recreation Report (Greg Stanley):

   a. 2018 season schedule: Spring 2/17 to 4/13 (FNL 3/23 & 4/13) (no game 3/31-Easter)

   b. Early Registration Deadline 1/5; Regular 1/26

   c. Age Group Expectations for Website

   d. Rec Team Rosters for Spring?

   e. Rec Coaching Clinic

VI. Treasurer's Report (Ben Maffett)

   a. Review of Financials thru December 31, 2017

   b. Workers Comp status

   c. Issues to consider for next year's budget

VII. Sponsorship Report (David Vatland):

   a. Update on Sporting Clays Fundraiser

b. Status of other sponsorships

VIII. BYSL Representative's Report (Jeb Hudson):

IX. Communication Coordinator's Report (Tara Stanley):

a. Website status

b. Email hosting status

c. Board photos

d. Professional Trainer Bios and Photos

X. Community Outreach Report (Cheryl Martinez):

a. Marketing Materials

b. Dasie Hope Rec Teams

XI. Registrar's Report (Sam Crawford):

XII. Referee Assignor's Report (Nick Morris):

XIII. General Manager's Report (David Vatland)

a. Pole Barn/Roof for Electrical System

b. New Striping Machine

c. Status of PA System

d. Problems with new electrical keypad?

e. Collisons Towing?

f. Shed Clean Up (1/27?)

XIV. Director of Coaching's Report (Ian Brice):

a. Status of usage of HUDL video sharing program

b. Report on The Coaching Manual

c. Winter Recreation Camp

XV. Other Business

Indian River Soccer Association
Balance Sheet Prev Year Comparison
As of December 31, 2017

	Dec 31, 17	Dec 31, 16	$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Centerstate Bank	8,221.47	5,467.58	2,753.89	50.4%
Oculina Bank-Checking	19,972.39	35,060.00	-15,087.61	-43.0%
Oculina Bank-Money Market	108,058.02	165,459.01	-57,400.99	-34.7%
Total Checking/Savings	136,251.88	205,986.59	-69,734.71	-33.9%
Total Current Assets	136,251.88	205,986.59	-69,734.71	-33.9%
Other Assets				
Performance Bonds-Tournaments	500.00	0.00	500.00	100.0%
Total Other Assets	500.00	0.00	500.00	100.0%
TOTAL ASSETS	**136,751.88**	**205,986.59**	**-69,234.71**	**-33.6%**
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	6,017.64	0.00	6,017.64	100.0%
Total Accounts Payable	6,017.64	0.00	6,017.64	100.0%
Total Current Liabilities	6,017.64	0.00	6,017.64	100.0%
Total Liabilities	6,017.64	0.00	6,017.64	100.0%
Equity				
Opening Balance Equity	133,565.36	123,565.36	10,000.00	8.1%
Unrestricted Net Assets	10,727.26	15,608.01	-4,880.75	-31.3%
Net Income	-13,558.38	66,813.22	-80,371.60	-120.3%
Total Equity	130,734.24	205,986.59	-75,252.35	-36.5%
TOTAL LIABILITIES & EQUITY	**136,751.88**	**205,986.59**	**-69,234.71**	**-33.6%**

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Accrual Basis

Indian River Soccer Association
Profit & Loss Prev Year Comparison
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change	% Change
Ordinary Income/Expense				
Income				
Comp Registration Income	85,407.50	97,480.43	-12,072.93	-12.4%
Comp Income Other	112.50	0.00	112.50	100.0%
Comp Teams Coaching Fee Income	10,927.78	0.00	10,927.78	100.0%
Comp Teams Fundraising	2,404.53	0.00	2,404.53	100.0%
Comp Teams Tournament Fees	2,931.57	0.00	2,931.57	100.0%
Comp Teams Training Fee Income	56,517.32	0.00	56,517.32	100.0%
Comp TeamsTraining Camp Income	6,250.00	0.00	6,250.00	100.0%
Concessions Income	1,458.00	998.66	459.34	46.0%
Field Rental	536.00	0.00	536.00	100.0%
Hudson Memorial	100.00	0.00	100.00	100.0%
Interest Income	551.52	459.01	92.51	20.2%
Magnet Sales	0.00	155.00	-155.00	-100.0%
Other Comp Income Prior Yr	3,331.63	0.00	3,331.63	100.0%
Registration Income	72,837.50	205,072.19	-132,234.69	-64.5%
Scholarships	2,100.00	0.00	2,100.00	100.0%
Sponsorships	49,910.00	12,538.00	37,372.00	298.1%
Tournament Usage	140.00	9,680.00	-9,540.00	-98.6%
Total Income	295,515.85	326,383.29	-30,867.44	-9.5%
Gross Profit	295,515.85	326,383.29	-30,867.44	-9.5%
Expense				
Bank Fees	10.00	143.45	-133.45	-93.0%
Bookkeeping-1099	1,000.00	3,500.00	-2,500.00	-71.4%
Comp Team Recruiting Tools	412.00	0.00	412.00	100.0%
Comp Training Fees Expense	910.00	38,943.00	-38,033.00	-97.7%
CompTournament Fee Expense	14,107.78	0.00	14,107.78	100.0%
Credit Card Merchant Fee	5,982.58	8,679.43	-2,696.85	-31.1%
General Insurance	5,090.84	0.00	5,090.84	100.0%
Golf Tournament Reimbursements	1,143.00	0.00	1,143.00	100.0%
Grounds Maintenance	53,896.52	63,042.57	-9,146.05	-14.5%
Hudl Software	4,000.00	0.00	4,000.00	100.0%
Internet Hosting	1,880.57	669.65	1,210.92	180.8%
Legal Expense	5,000.00	0.00	5,000.00	100.0%
Miscellaneous Expenses	100.00	0.00	100.00	100.0%
Other Comp Expenses	13,884.00	16,509.51	-2,625.51	-15.9%
Other Comp Expenses- Prior YR	6,954.36	0.00	6,954.36	100.0%
Payroll Expenses	134,988.48	59,580.90	75,407.58	126.6%
Postage, Mailing Service	0.00	80.00	-80.00	-100.0%
Professional Fees	300.00	0.00	300.00	100.0%
Recreational Expenses	11,182.99	27,958.45	-16,775.46	-60.0%
Recruiting Expenses	277.50	0.00	277.50	100.0%
Referee Fees	11,952.50	13,584.00	-1,631.50	-12.0%

Indian River Soccer Association
Profit & Loss Prev Year Comparison
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change	% Change
Registration Flyers	1,077.42	0.00	1,077.42	100.0%
Scholarship-Bela Nagy Fund	2,000.00	0.00	2,000.00	100.0%
Sponsorship Banners	3,801.87	2,172.09	1,629.78	75.0%
Supplies	1,083.81	647.83	435.98	67.3%
Training/Field Equipment	2,234.96	0.00	2,234.96	100.0%
Travel and Meetings	899.88	1,110.90	-211.02	-19.0%
Utilities	24,903.17	22,948.29	1,954.88	8.5%
Total Expense	309,074.23	259,570.07	49,504.16	19.1%
Net Ordinary Income	-13,558.38	66,813.22	-80,371.60	-120.3%
Net Income	**-13,558.38**	**66,813.22**	**-80,371.60**	**-120.3%**

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Accrual Basis

Indian River Soccer Association
Profit & Loss Budget vs. Actual
June through December 2017

	Jun - Dec 17	Budget	$ Over Budget
Ordinary Income/Expense			
Income			
Comp Registration Income	85,407.50	73,781.00	11,626.50
Comp Income Other	112.50	0.00	112.50
Comp Teams Coaching Fee Income	10,927.78	0.00	10,927.78
Comp Teams Fundraising	2,404.53	0.00	2,404.53
Comp Teams Tournament Fees	2,931.57	0.00	2,931.57
Comp Teams Training Fee Income	56,517.32	60,375.00	-3,857.68
Comp TeamsTraining Camp Income	6,250.00	6,375.00	-125.00
Concessions Income	1,458.00	15,493.38	-14,035.38
Field Rental	536.00	0.00	536.00
Hudson Memorial	100.00	0.00	100.00
Interest Income	551.52	583.35	-31.83
Magnet Sales	0.00	0.00	0.00
Other Comp Income Prior Yr	3,331.63	0.00	3,331.63
Prior QB2014 Income FYE May'16	0.00	0.00	0.00
Registration Income	72,837.50	97,864.54	-25,027.04
Scholarships	2,100.00	0.00	2,100.00
Sponsorships	49,910.00	12,600.00	37,310.00
Tournament Usage	140.00	14,000.00	-13,860.00
Total Income	295,515.85	281,072.27	14,443.58
Gross Profit	295,515.85	281,072.27	14,443.58
Expense			
Administration Fee	0.00	0.00	0.00
Bank Fees	10.00	0.00	10.00
Bookkeeping-1099	1,000.00	0.00	1,000.00
Comp Team Recruiting Tools	412.00		
Comp Training Fees Expense	910.00	0.00	910.00
CompTournament Fee Expense	14,107.78	0.00	14,107.78
Credit Card Merchant Fee	5,982.58	9,265.26	-3,282.68
Dues & Licenses	0.00	0.00	0.00
General Insurance	5,090.84	5,090.00	0.84
Golf Tournament Reimbursements	1,143.00		
Grounds Maintenance	53,896.52	53,333.35	563.17
Hudl Software	4,000.00	4,000.00	0.00
Internet Hosting	1,880.57	1,050.63	829.94
Legal Expense	5,000.00		
Miscellaneous Expenses	100.00	1,458.35	-1,358.35
Other Comp Expenses	13,884.00	10,500.00	3,384.00
Other Comp Expenses- Prior YR	6,954.36	0.00	6,954.36
Payroll Expenses	134,988.48	113,913.47	21,075.01
Postage, Mailing Service	0.00	0.00	0.00
Printing and Copying	0.00	0.00	0.00
Prior QB2014 Expense FYE May'16	0.00	0.00	0.00
Professional Fees	300.00	5,000.00	-4,700.00
Recreational Expenses	11,182.99	8,600.00	2,582.99
Recruiting Expenses	277.50	0.00	277.50
Referee Fees	11,952.50	15,081.96	-3,129.46

Indian River Soccer Association
Profit & Loss Budget vs. Actual
June through December 2017

	Jun - Dec 17	Budget	$ Over Budget
Registration Flyers	1,077.42		
Scholarship-Bela Nagy Fund	2,000.00		
Sponsorship Banners	3,801.87	887.29	2,914.58
Storage fees	0.00	0.00	0.00
Supplies	1,083.81	2,916.65	-1,832.84
Telephone	0.00	0.00	0.00
Training/Field Equipment	2,234.96	4,083.35	-1,848.39
Travel and Meetings	899.88	1,458.35	-558.47
Utilities	24,903.17	23,199.36	1,703.81
Total Expense	309,074.23	259,838.02	49,236.21
Net Ordinary Income	-13,558.38	21,234.25	-34,792.63
Net Income	**-13,558.38**	**21,234.25**	**-34,792.63**

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Accrual Basis

Indian River Soccer Association
Profit & Loss by Month
June through December 2017

	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	TOTAL
Income								
Comp Registration Income								
Boys 1999 Registration								
Boys 1999 Family Discount	-20.00	0.00	0.00	0.00	0.00	0.00	0.00	-20.00
Boys 1999 Scholarship	0.00	0.00	-825.00	0.00	0.00	0.00	0.00	-825.00
Boys 1999 Registration - Other	1,600.00	1,600.00	2,700.00	0.00	0.00	0.00	0.00	5,900.00
Total Boys 1999 Registration	1,580.00	1,600.00	1,875.00	0.00	0.00	0.00	0.00	5,055.00
Boys 2000 Registration								
Boys 2000 Family Discount	0.00	-20.00	0.00	0.00	0.00	0.00	0.00	-20.00
Boys 2000 Scholarship	0.00	0.00	-200.00	0.00	0.00	0.00	0.00	-200.00
Boys 2000 Registration - Other	800.00	1,600.00	1,750.00	0.00	0.00	0.00	0.00	4,150.00
Total Boys 2000 Registration	800.00	1,580.00	1,550.00	0.00	0.00	0.00	0.00	3,930.00
Boys 2002 Registration								
Boys 2002 family Discount	0.00	-20.00	0.00	0.00	0.00	0.00	0.00	-20.00
Boys 2002 Registration - Other	400.00	2,400.00	1,675.00	0.00	0.00	0.00	0.00	4,475.00
Total Boys 2002 Registration	400.00	2,380.00	1,675.00	0.00	0.00	0.00	0.00	4,455.00
Boys 2003 Registration								
Boys 2003 Family Discount	0.00	-60.00	0.00	0.00	0.00	0.00	0.00	-60.00
Boys 2003 Scholarship	0.00	-200.00	-475.00	0.00	0.00	0.00	0.00	-675.00
Boys 2003 Registration - Other	800.00	3,200.00	1,950.00	0.00	0.00	0.00	0.00	5,950.00
Total Boys 2003 Registration	800.00	2,940.00	1,475.00	0.00	0.00	0.00	0.00	5,215.00
Boys 2004 Registration								
Boys 2004 Family Discount	0.00	-20.00	0.00	0.00	0.00	0.00	0.00	-20.00
Boys 2004 Scholarship	0.00	-600.00	-475.00	0.00	0.00	0.00	0.00	-1,075.00
Boys 2004 Registration - Other	400.00	3,600.00	1,600.00	0.00	225.00	0.00	0.00	5,825.00
Total Boys 2004 Registration	400.00	2,980.00	1,125.00	0.00	225.00	0.00	0.00	4,730.00
Boys 2005 Elite Registration								
Boys 2005 Elite Family Discount	-20.00	0.00	0.00	0.00	0.00	0.00	0.00	-20.00
Boys 2005 Elite Scholarship	0.00	-600.00	0.00	0.00	0.00	0.00	0.00	-600.00
Boys 2005 Elite Registration - Other	2,400.00	2,400.00	800.00	0.00	0.00	0.00	0.00	5,600.00
Total Boys 2005 Elite Registration	2,380.00	1,800.00	800.00	0.00	0.00	0.00	0.00	4,980.00
Boys 2005 Premiere Registration								

Indian River Soccer Association
Profit & Loss by Month
June through December 2017

	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	TOTAL
Boys 2005 Premiere Fam Discount	-20.00	-20.00	0.00	0.00	0.00	0.00	0.00	-40.00
Boys 2005 Premiere Scholarship	0.00	0.00	-275.00	0.00	0.00	0.00	0.00	-275.00
Boys 2005 Premiere Registration - Other	1,600.00	2,800.00	875.00	0.00	0.00	0.00	0.00	5,275.00
Total Boys 2005 Premiere Registration	1,580.00	2,780.00	600.00	0.00	0.00	0.00	0.00	4,960.00
Boys 2006 Registration								
Boys 2006 Scholarship	0.00	0.00	-750.00	-200.00	0.00	0.00	0.00	-950.00
Boys 2006 Registration - Other	0.00	2,000.00	2,100.00	400.00	0.00	-25.00	0.00	4,475.00
Total Boys 2006 Registration	0.00	2,000.00	1,350.00	200.00	0.00	-25.00	0.00	3,525.00
Boys 2007 Elite Registration								
Boys 2007 Elite Family Discount	0.00	0.00	-20.00	0.00	0.00	0.00	0.00	-20.00
Boys 2007 Elite Scholarship	0.00	-200.00	-1,500.00	0.00	0.00	0.00	0.00	-1,700.00
Boys 2007 Elite Registration - Other	1,200.00	800.00	3,875.00	0.00	0.00	0.00	0.00	5,875.00
Total Boys 2007 Elite Registration	1,200.00	600.00	2,355.00	0.00	0.00	0.00	0.00	4,155.00
Boys 2007 Premiere Registration								
Boys 2007 Premiere Scholarship	0.00	-200.00	-200.00	-200.00	0.00	0.00	0.00	-600.00
Boys 2007 Premiere Registration - Other	1,200.00	2,400.00	400.00	400.00	0.00	0.00	0.00	4,400.00
Total Boys 2007 Premiere Registration	1,200.00	2,200.00	200.00	200.00	0.00	0.00	0.00	3,800.00
Boys 2008 Registration								
Boys 2008 Family Discount	-20.00	-40.00	0.00	0.00	0.00	0.00	0.00	-60.00
Boys 2008 Scholarship	0.00	-200.00	-200.00	-200.00	0.00	0.00	0.00	-600.00
Boys 2008 Registration - Other	2,000.00	2,000.00	475.00	400.00	0.00	0.00	-200.00	4,675.00
Total Boys 2008 Registration	1,980.00	1,760.00	275.00	200.00	0.00	0.00	-200.00	4,015.00
Boys 2009 Registration								
Boys 2009 Family discount	0.00	-20.00	-20.00	0.00	0.00	0.00	0.00	-40.00
Boys 2009 Scholarship	0.00	0.00	0.00	-400.00	0.00	0.00	0.00	-400.00
Boys 2009 Registration - Other	1,200.00	400.00	2,625.00	800.00	0.00	0.00	0.00	5,025.00
Total Boys 2009 Registration	1,200.00	380.00	2,605.00	400.00	0.00	0.00	0.00	4,585.00
Girls 2002 Registration								
Girls 2002 Family Discount	-20.00	0.00	0.00	0.00	0.00	0.00	0.00	-20.00
Girls 2002 Registration - Other	4,400.00	1,200.00	800.00	0.00	0.00	0.00	0.00	6,400.00
Total Girls 2002 Registration	4,380.00	1,200.00	800.00	0.00	0.00	0.00	0.00	6,380.00
Girls 2004 Registration								
Girls 2004 Family Discount	-40.00	0.00	-40.00	0.00	0.00	0.00	0.00	-80.00

Indian River Soccer Association
Profit & Loss by Month
June through December 2017

	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	TOTAL
Girls 2004 Registration - Other	1,200.00	4,400.00	1,600.00	0.00	0.00	-52.50	200.00	7,347.50
Total Girls 2004 Registration	1,160.00	4,400.00	1,560.00	0.00	0.00	-52.50	200.00	7,267.50
Girls 2006 Elite Registration								
Girls 2006 Elite Scholarship	0.00	-600.00	-400.00	0.00	0.00	0.00	0.00	-1,000.00
Girls 2006 Elite Registration - Other	400.00	2,800.00	2,075.00	0.00	0.00	0.00	0.00	5,275.00
Total Girls 2006 Elite Registration	400.00	2,200.00	1,675.00	0.00	0.00	0.00	0.00	4,275.00
Girls 2006 Premier Registration								
Girls 2006 Premier Fam Discount	0.00	-60.00	0.00	0.00	0.00	0.00	0.00	-60.00
Girls 2006 Premier Registration - Other	800.00	4,180.00	770.00	0.00	0.00	0.00	0.00	5,750.00
Total Girls 2006 Premier Registration	800.00	4,120.00	770.00	0.00	0.00	0.00	0.00	5,690.00
Girls 2007 Registration	400.00	3,600.00	475.00	0.00	0.00	0.00	0.00	4,475.00
Girls 2008 Registration								
Girls 2008 Family discount	-20.00	-40.00	0.00	0.00	0.00	0.00	0.00	-60.00
Girls 2008 Scholarship	0.00	-400.00	0.00	0.00	0.00	0.00	0.00	-400.00
Girls 2008 Registration - Other	1,200.00	3,200.00	-25.00	0.00	0.00	0.00	0.00	4,375.00
Total Girls 2008 Registration	1,180.00	2,760.00	-25.00	0.00	0.00	0.00	0.00	3,915.00
Total Comp Registration Income	21,840.00	41,280.00	21,140.00	1,000.00	225.00	-77.50	0.00	85,407.50
Comp Income Other	0.00	0.00	0.00	0.00	0.00	112.50	0.00	112.50
Comp Teams Coaching Fee Income								
Boys 1999 Coaching Fees	0.00	0.00	0.00	0.00	0.00	0.00	44.44	44.44
Boys 2004 Coaching Fees	0.00	0.00	0.00	0.00	370.50	877.48	0.00	1,247.98
Boys 2005 Elite Coaching Fees	0.00	0.00	0.00	493.34	1,169.75	0.00	388.52	2,051.61
Boys 2005 Premiere Coaching Fee	0.00	0.00	0.00	185.00	0.00	957.50	0.00	1,142.50
Boys 2006 Coaching Fees	0.00	0.00	0.00	1,080.00	0.00	0.00	0.00	1,080.00
Boys 2007 Elite Coaching Fees	0.00	0.00	0.00	670.00	0.00	0.00	0.00	670.00
Boys 2008 Coaching Fees	0.00	0.00	0.00	0.00	0.00	260.00	0.00	260.00
Girls 2002 Coaching Fees	0.00	0.00	750.00	0.00	700.00	1,540.00	0.00	2,990.00
Girls 2004 Coaching Fees	0.00	0.00	400.00	0.00	0.00	0.00	0.00	400.00
Girls 2006 Elite Coaching Fees	0.00	0.00	0.00	369.50	0.00	77.00	0.00	446.50
Girls 2006 Premiere Coaching Fe	0.00	0.00	288.75	0.00	0.00	296.00	0.00	584.75
Girls 2007 Coaching Fees	0.00	0.00	0.00	10.00	0.00	0.00	0.00	10.00
Total Comp Teams Coaching Fee Income	0.00	0.00	1,438.75	2,807.84	2,240.25	4,007.98	432.96	10,927.78
Comp Teams Fundraising								

Indian River Soccer Association
Profit & Loss by Month
June through December 2017

	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	TOTAL
Boys 2003 Fundraiser	0.00	0.00	0.00	100.00	0.00	0.00	0.00	100.00
Boys 2006 Fundraising	0.00	0.00	0.00	0.00	500.00	0.00	0.00	500.00
Boys 2007 Elite	0.00	0.00	0.00	518.53	0.00	0.00	0.00	518.53
Girls 2002 Fundraising	0.00	0.00	1,286.00	0.00	0.00	0.00	0.00	1,286.00
Total Comp Teams Fundraising	0.00	0.00	1,286.00	618.53	500.00	0.00	0.00	2,404.53
Comp Teams Tournament Fees								
Boys 1999 Tournament Fees	0.00	0.00	805.00	70.00	0.00	0.00	0.00	875.00
Boys 2002 Tournamnt Fees	0.00	0.00	0.00	345.00	0.00	0.00	0.00	345.00
Boys 2003 Tournament Fees	0.00	0.00	0.00	113.33	0.00	0.00	0.00	113.33
Boys 2005 Elite Tournament Fees	0.00	0.00	0.00	404.66	537.38	0.00	500.04	1,442.08
Boys 2005 Prem Tournament Fees	0.00	0.00	0.00	0.00	0.00	156.16	0.00	156.16
Total Comp Teams Tournament Fees	0.00	0.00	805.00	932.99	537.38	156.16	500.04	2,931.57
Comp Teams Training Fee Income								
Boys 1999 Training	0.00	0.00	750.00	75.00	550.00	0.00	0.00	1,375.00
Boys 2000 Training	0.00	0.00	0.00	420.00	1,200.00	0.00	0.00	1,620.00
Boys 2002 Training	0.00	0.00	0.00	900.00	0.00	120.00	601.50	1,621.50
Boys 2003 Training	0.00	0.00	1,165.64	420.00	675.00	1,171.42	408.35	3,840.41
Boys 2004 Training	0.00	0.00	150.00	900.00	780.00	1,140.00	690.00	3,660.00
Boys 2005 Elite Training	0.00	0.00	0.00	1,508.25	1,140.00	1,116.00	840.00	4,604.25
Boys 2005 Premiere Training	0.00	0.00	600.00	1,100.00	765.00	147.50	559.16	3,171.66
Boys 2006 Training	0.00	0.00	450.00	1,310.00	920.00	755.00	0.00	3,435.00
Boys 2007 Elite Training	0.00	0.00	1,635.00	450.00	0.00	440.00	0.00	2,525.00
Boys 2007 Premiere Training	0.00	0.00	0.00	1,080.00	0.00	1,460.00	0.00	2,540.00
Boys 2008 Training	0.00	0.00	0.00	0.00	0.00	3,080.00	0.00	3,080.00
Boys 2009 Training	0.00	0.00	0.00	0.00	2,485.00	230.00	0.00	2,715.00
Girls 2002 Training	0.00	0.00	900.00	0.00	840.00	110.00	1,540.00	3,390.00
Girls 2004 Training	0.00	0.00	1,740.00	0.00	1,080.00	2,080.00	1,220.00	6,120.00
Girls 2006 Elite Training	0.00	0.00	0.00	1,208.00	662.00	50.00	804.50	2,724.50
Girls 2006 Premiere Training	0.00	0.00	885.00	558.75	656.75	656.25	843.75	3,600.50
Girls 2007 Training	0.00	0.00	1,755.00	1,082.00	0.00	1,247.50	250.00	4,334.50
Girls 2008 Training	0.00	0.00	225.00	1,215.00	540.00	180.00	0.00	2,160.00
Total Comp Teams Training Fee Income	0.00	0.00	10,255.64	12,227.00	12,293.75	13,983.67	7,757.26	56,517.32
Comp TeamsTraining Camp Income	0.00	6,125.00	125.00	0.00	0.00	0.00	0.00	6,250.00

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Concessions Income	272.00	0.00	0.00	0.00	886.00	0.00	300.00	1,458.00
Field Rental	0.00	536.00	0.00	0.00	0.00	0.00	0.00	536.00
Hudson Memorial	100.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
Interest Income	78.93	76.55	77.64	73.56	82.44	79.84	82.56	551.52
Other Comp Income Prior Yr	2,991.63	340.00	0.00	0.00	0.00	0.00	0.00	3,331.63
Registration Income								
Recreation registration								
Rec Registration-Family Discoun	0.00	-380.00	-640.00	-180.00	0.00	0.00	-60.00	-1,260.00
Rec Registration-Spring 2018	0.00	0.00	0.00	0.00	0.00	575.00	1,445.00	2,020.00
Recreation Registration - Fall	0.00	1,040.00	7,280.00	4,610.00	0.00	0.00	150.00	13,080.00
Recreation registration - Other	540.00	15,570.00	27,457.50	15,120.00	440.00	0.00	0.00	59,127.50
Total Recreation registration	540.00	16,230.00	34,097.50	19,550.00	440.00	575.00	1,535.00	72,967.50
Registration Income - Other	0.00	0.00	0.00	0.00	-130.00	0.00	0.00	-130.00
Total Registration Income	540.00	16,230.00	34,097.50	19,550.00	310.00	575.00	1,535.00	72,837.50
Scholarships								
Competitive Scholarships	0.00	0.00	0.00	0.00	1,300.00	0.00	0.00	1,300.00
Family Sponsor	0.00	0.00	0.00	550.00	250.00	0.00	0.00	800.00
Total Scholarships	0.00	0.00	0.00	550.00	1,550.00	0.00	0.00	2,100.00
Sponsorships								
Competitive sponsorships								
Lights and Field	0.00	1,450.00	2,100.00	5,650.00	4,050.00	0.00	0.00	13,250.00
Sponsorship-Golf Tournament	0.00	0.00	250.00	1,025.00	1,675.00	2,430.00	0.00	5,380.00
Tournament Sponsor	0.00	0.00	1,500.00	0.00	1,500.00	0.00	0.00	3,000.00
Trainer Fee Sponsor	0.00	0.00	3,450.00	2,680.00	1,400.00	300.00	0.00	7,830.00
Competitive sponsorships - Other	0.00	0.00	300.00	0.00	500.00	0.00	5,400.00	6,200.00
Total Competitive sponsorships	0.00	1,450.00	7,600.00	9,355.00	9,125.00	2,730.00	5,400.00	35,660.00
General Club	0.00	0.00	100.00	1,350.00	0.00	100.00	0.00	1,550.00
Grants-Sponsorships	0.00	0.00	3,500.00	600.00	0.00	0.00	0.00	4,100.00
Recreation sponsorships								
Banner Sponsor	0.00	0.00	0.00	2,800.00	2,300.00	0.00	0.00	5,100.00
Friday Night Lights Sponsor	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	1,000.00
Trophy Sponsor	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Total Recreation sponsorships	0.00	0.00	0.00	5,300.00	3,300.00	0.00	0.00	8,600.00

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Total Sponsorships	0.00	1,450.00	11,200.00	16,605.00	12,425.00	2,830.00	5,400.00	49,910.00
Tournament Usage	0.00	0.00	0.00	0.00	0.00	0.00	140.00	140.00
Total Income	25,822.56	66,037.55	80,425.53	54,364.92	31,049.82	21,667.65	16,147.82	295,515.85
Gross Profit	25,822.56	66,037.55	80,425.53	54,364.92	31,049.82	21,667.65	16,147.82	295,515.85
Expense								
Bank Fees	0.00	0.00	0.00	0.00	0.00	0.00	10.00	10.00
Bookkeeping-1099	500.00	500.00	0.00	0.00	0.00	0.00	0.00	1,000.00
Comp Team Recruiting Tools								
Girls 2002 Sports Recruit	0.00	0.00	0.00	0.00	0.00	206.00	206.00	412.00
Total Comp Team Recruiting Tools	0.00	0.00	0.00	0.00	0.00	206.00	206.00	412.00
Comp Training Fees Expense	0.00	0.00	0.00	650.00	0.00	260.00	0.00	910.00
CompTournament Fee Expense								
Boys 1999 Tournament	0.00	0.00	0.00	1,347.94	0.00	0.00	0.00	1,347.94
Boys 2005 Elite Tournament Exp	0.00	0.00	0.00	0.00	1,088.18	0.00	499.00	1,587.18
General Expenses	0.00	0.00	755.96	0.00	755.70	0.00	0.00	1,511.66
Girls 2006 Premiere	0.00	0.00	0.00	0.00	0.00	925.00	0.00	925.00
U10 Girls Tournament	0.00	0.00	0.00	325.00	0.00	450.00	0.00	775.00
U12 Boys Tournament	0.00	0.00	0.00	0.00	500.00	0.00	0.00	500.00
U12 Girls Tournament Fees	0.00	0.00	450.00	1,425.00	0.00	425.00	700.00	3,000.00
U15 Girls Tournament	0.00	1,175.00	0.00	0.00	0.00	0.00	0.00	1,175.00
U16 Girls Tournament	0.00	0.00	0.00	2,269.00	376.00	142.00	0.00	2,787.00
CompTournament Fee Expense - Other	0.00	0.00	499.00	0.00	0.00	0.00	0.00	499.00
Total CompTournament Fee Expense	0.00	1,175.00	1,704.96	5,366.94	2,719.88	1,942.00	1,199.00	14,107.78
Credit Card Merchant Fee	130.90	791.15	2,600.20	1,643.49	647.03	114.24	55.57	5,982.58
General Insurance	0.00	0.00	5,090.84	0.00	0.00	0.00	0.00	5,090.84
Golf Tournament Reimbursements	0.00	0.00	0.00	0.00	0.00	1,143.00	0.00	1,143.00
Grounds Maintenance								
Electrical Repair	0.00	0.00	0.00	0.00	0.00	16,760.00	0.00	16,760.00
Maintenance Contract	4,333.33	4,833.33	4,333.33	4,333.33	4,333.33	4,333.33	4,333.33	30,833.31
Repairs & Maint.-General	3,146.68	35.90	829.79	558.00	873.09	101.35	758.40	6,303.21
Total Grounds Maintenance	7,480.01	4,869.23	5,163.12	4,891.33	5,206.42	21,194.68	5,091.73	53,896.52
Hudl Software	0.00	0.00	0.00	4,000.00	0.00	0.00	0.00	4,000.00
Internet Hosting	365.98	139.89	4.99	14.94	1,324.89	14.94	14.94	1,880.57

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Legal Expense	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	5,000.00
Miscellaneous Expenses	0.00	0.00	0.00	0.00	0.00	100.00	0.00	100.00
Other Comp Expenses								
BYSL Fees	0.00	0.00	0.00	0.00	100.00	0.00	0.00	100.00
FYSA-comp	2,600.00	135.00	0.00	6,919.00	784.00	140.00	120.00	10,698.00
Gotsoccer Player Regist Fee	0.00	513.00	645.00	603.00	93.00	57.00	0.00	1,911.00
Referee Fees-comp	0.00	0.00	0.00	0.00	0.00	350.00	0.00	350.00
SRPL Registration	825.00	0.00	0.00	0.00	0.00	0.00	0.00	825.00
Total Other Comp Expenses	3,425.00	648.00	645.00	7,522.00	977.00	547.00	120.00	13,884.00
Other Comp Expenses- Prior YR								
Prior Year GCFYSL Registration	1,200.00	0.00	0.00	0.00	0.00	0.00	0.00	1,200.00
Prior Year Referee Fees	60.00	0.00	0.00	0.00	0.00	0.00	0.00	60.00
Prior Year Tournament Expense	2,127.36	0.00	0.00	0.00	0.00	0.00	0.00	2,127.36
Prior Year training expenses	3,567.00	0.00	0.00	0.00	0.00	0.00	0.00	3,567.00
Total Other Comp Expenses- Prior YR	6,954.36	0.00	0.00	0.00	0.00	0.00	0.00	6,954.36
Payroll Expenses								
ADP payroll fee	79.24	39.62	84.86	84.86	48.69	84.86	126.66	548.79
ER FUTA	0.00	36.00	34.26	25.74	3.00	3.00	3.00	105.00
ER Medicare	43.50	260.93	0.00	246.44	267.02	290.94	71.49	1,180.32
ER Social Security	186.00	1,115.69	1,268.76	1,053.69	1,141.73	1,244.03	491.66	6,501.56
ER SUTA	0.00	162.00	154.17	115.83	13.50	13.50	57.00	516.00
Wages								
Contractor Day Coaching	0.00	480.00	0.00	120.00	630.00	1,480.00	1,880.00	4,590.00
Contractor Trainer Compensation	0.00	2,750.00	5,500.00	3,500.00	3,500.00	3,920.00	820.00	19,990.00
GK Training	0.00	0.00	210.00	350.00	490.00	350.00	0.00	1,400.00
Salaries								
Bookkeeper	0.00	1,000.00	500.00	500.00	500.00	500.00	500.00	3,500.00
Director of Boys Coaching	1,000.00	1,000.00	0.00	1,000.00	1,000.00	2,000.00	1,000.00	7,000.00
Director of Girls Coaching	2,000.00	2,000.00	0.00	2,000.00	2,000.00	4,000.00	2,000.00	14,000.00
Employee Day Coach compensation	0.00	120.00	0.00	2,270.00	3,550.00	5,290.00	4,430.00	15,660.00
Employee Trainer Compensation	0.00	10,875.00	15,875.00	10,875.00	10,875.00	10,925.00	0.00	59,425.00
Salaries - Other	0.00	3,000.00	0.00	0.00	0.00	-3,000.00	0.00	0.00
Total Salaries	3,000.00	17,995.00	16,375.00	16,645.00	17,925.00	19,715.00	7,930.00	99,585.00

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Total Wages	3,000.00	21,225.00	22,085.00	20,615.00	22,545.00	25,465.00	10,630.00	125,565.00
Worker's Compensation	0.00	0.00	0.00	0.00	0.00	0.00	571.81	571.81
Total Payroll Expenses	3,308.74	22,839.24	23,627.05	22,141.56	24,018.94	27,101.33	11,951.62	134,988.48
Professional Fees	300.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00
Recreational Expenses								
FYSA-rec	0.00	80.00	0.00	0.00	0.00	0.00	0.00	80.00
Trophies & Awards	0.00	0.00	0.00	0.00	0.00	1,884.24	0.00	1,884.24
Uniform Expenses-Rec	0.00	0.00	0.00	8,262.80	0.00	955.95	0.00	9,218.75
Total Recreational Expenses	0.00	80.00	0.00	8,262.80	0.00	2,840.19	0.00	11,182.99
Recruiting Expenses	0.00	277.50	0.00	0.00	0.00	0.00	0.00	277.50
Referee Fees								
Aldrich,R	0.00	0.00	0.00	25.00	360.00	0.00	0.00	385.00
Cairns,A	0.00	0.00	0.00	60.00	110.00	160.00	0.00	330.00
Dunlap, H	0.00	0.00	0.00	0.00	125.00	0.00	0.00	125.00
Dunlap,W	0.00	0.00	0.00	0.00	155.00	65.00	0.00	220.00
Fillmer,k	0.00	0.00	0.00	285.00	185.00	215.00	0.00	685.00
Flaming,J	0.00	0.00	0.00	0.00	0.00	90.00	0.00	90.00
Fourmont,D	0.00	0.00	0.00	0.00	320.00	320.00	0.00	640.00
Freeman, D	0.00	0.00	0.00	0.00	0.00	505.00	0.00	505.00
Garrett,C	0.00	0.00	0.00	165.00	190.00	175.00	0.00	530.00
Heran,C	0.00	0.00	0.00	0.00	45.00	120.00	0.00	165.00
Laguerre,E	0.00	0.00	0.00	450.00	570.00	410.00	0.00	1,430.00
Melendez,E	0.00	0.00	0.00	415.00	450.00	355.00	0.00	1,220.00
Morris, Nick	0.00	0.00	0.00	340.00	185.00	0.00	0.00	525.00
Mouyaga,W	0.00	0.00	0.00	0.00	0.00	20.00	0.00	20.00
Nagy,T	0.00	0.00	0.00	175.00	135.00	350.00	0.00	660.00
Phillips,c	0.00	0.00	0.00	0.00	0.00	145.00	0.00	145.00
Phillips,N	0.00	0.00	0.00	0.00	0.00	120.00	0.00	120.00
Reconciled difference	0.00	0.00	0.00	220.00	15.00	50.00	0.00	285.00
Reisman, Larry	0.00	0.00	0.00	40.00	250.00	210.00	0.00	500.00
Reisman,B	0.00	0.00	0.00	0.00	120.00	0.00	0.00	120.00
Salis,S	0.00	0.00	0.00	325.00	230.00	50.00	0.00	605.00
Seldomridge,D	0.00	0.00	0.00	155.00	0.00	0.00	0.00	155.00

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Sternberg,W	0.00	0.00	0.00	100.00	0.00	110.00	0.00	210.00
Taylor,D	0.00	0.00	0.00	40.00	210.00	365.00	0.00	615.00
Vaziri,D	0.00	0.00	0.00	75.00	470.00	145.00	0.00	690.00
Zavelghorba,A	0.00	0.00	0.00	205.00	0.00	0.00	0.00	205.00
Referee Fees - Other	0.00	0.00	652.50	120.00	0.00	0.00	0.00	772.50
Total Referee Fees	0.00	0.00	652.50	3,195.00	4,125.00	3,980.00	0.00	11,952.50
Registration Flyers	0.00	0.00	0.00	0.00	0.00	0.00	1,077.42	1,077.42
Scholarship-Bela Nagy Fund	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	2,000.00
Sponsorship Banners	155.00	0.00	0.00	1,528.57	1,417.31	527.98	173.01	3,801.87
Supplies	102.91	162.33	433.09	271.02	114.46	0.00	0.00	1,083.81
Training/Field Equipment	0.00	0.00	0.00	1,819.00	415.96	0.00	0.00	2,234.96
Travel and Meetings	0.00	264.80	145.61	186.11	133.00	170.36	0.00	899.88
Utilities								
Electric-Concession	217.51	208.18	159.60	195.53	260.90	116.76	0.00	1,158.48
Electric-Field lights	2,037.39	34.20	714.11	3,743.46	10,192.19	5,373.81	0.00	22,095.16
Electric-Outdoor Lighting	37.56	0.00	75.12	37.50	77.78	40.28	0.00	268.24
Solid Waste	81.99	81.99	81.99	81.99	83.20	83.20	83.20	577.56
Water	209.80	0.00	0.00	56.98	450.72	0.00	86.23	803.73
Total Utilities	2,584.25	324.37	1,030.82	4,115.46	11,064.79	5,614.05	169.43	24,903.17
Total Expense	25,307.15	32,071.51	41,098.18	65,608.22	54,164.68	65,755.77	25,068.72	309,074.23
	515.41	33,966.04	39,327.35	-11,243.30	-23,114.86	-44,088.12	-8,920.90	-13,558.38
	515.41	**33,966.04**	**39,327.35**	**-11,243.30**	**-23,114.86**	**-44,088.12**	**-8,920.90**	**-13,558.38**