

# Arlington Soccer Association Balance Sheet

As of September 30, 2010

	<b>Total</b>
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Checking / Savings	
1010 BB&T Operating	132,696.33
1020 BB&T Legacy Funds	78,397.73
United Bank - Legacy/Restricted Funds	36,312.32
United Bank - Operating	795,108.23
Total Checking / Savings	<b>1,042,514.61</b>
Investments	
1030 Money Market Acct BB&T	87,117.02
1060 CD - 12/04/06	0.00
1065 Arlington Community Foundation (Restricted Fund)	12,130.66
United Bank - Endowment Account	40,892.98
United Bank - Money Market	33,368.79
Total Investments	<b>173,509.45</b>
Total Bank Accounts	<b>\$1,216,024.06</b>
Accounts Receivable	
Accounts Receivable	
1250 Accounts receivable	10,833.92
1260 DC United Ticket Sales Due	0.00
1264 Travel Club Installment Plans Due	282,234.50
1265 Travel Club FA Plans Due	25,602.00
1275 Returned Checks - Due from Households	3,132.50
1276 Bounced Checks - Legacy/Restricted	0.00
1280 Due from Demosphere	0.00
Total Accounts Receivable	<b>321,802.92</b>
Due from Legacy Funds	
1120 Due from Rec. Club Legacy	0.00
1130 Due from Travel Club Legacy	0.00
Total Due from Legacy Funds	<b>0.00</b>
Total Accounts Receivable	<b>\$321,802.92</b>
Other Current Assets	
Current Assets	
1050 Inventory	3,147.02
1251 Allowance for Bad Debts	-1,500.00
Total Current Assets	<b>1,647.02</b>
Prepaid Expenses	
1300 Prepaid Expenses	-600.00
1305 DC United Prepaid	0.00

	<b>Total</b>
Total Prepaid Expenses	-600.00
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$1,047.02</b>
<b>Total Current Assets</b>	<b>\$1,538,874.00</b>
<b>Fixed Assets</b>	
Fixed Assets	
1630 Leasehold Improvements	6,178.00
1640 Furniture & Fixtures	3,386.99
1695 Accumulated Depreciation	-9,070.00
1740 Computer Equipment & Software	12,591.85
1745 Accumulated Amortization	-1,499.00
<b>Total Fixed Assets</b>	<b>11,587.84</b>
<b>Total Fixed Assets</b>	<b>\$11,587.84</b>
<b>Other Assets</b>	
Long-Term Assets	
1800 Security Deposits	2,100.00
<b>Total Long-Term Assets</b>	<b>2,100.00</b>
<b>Total Other Assets</b>	<b>\$2,100.00</b>
<b>TOTAL ASSETS</b>	<b>\$1,552,561.84</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
Current Liabilities	
Accounts Payable	
Accounts Payable	384.38
2010 Accounts payable	8,557.15
<b>Total Accounts Payable</b>	<b>8,941.53</b>
<b>Total Accounts Payable</b>	<b>\$8,941.53</b>
Credit Cards	
Credit Cards	
2035 United MasterCard	0.00
<b>Total Credit Cards</b>	<b>0.00</b>
<b>Total Credit Cards</b>	<b>\$0.00</b>
Other Current Liabilities	
Accrued Payroll & Tax Due	
2510 Direct Deposit Payable	0.00
2520 Salaries Payable	0.00
2530 Accrued Payroll Taxes	0.00
<b>Total Accrued Payroll &amp; Tax Due</b>	<b>0.00</b>
Demosphere Fees Due	-281.54
Fund Liabilities	
2600 Rec Club Legacy Fund Liabilities	31,471.29
2700 Rec Club Appropriated Fund Liabilities	54,933.93
2800 Travel Teams/Travel Club Legacy Fund Liabilities	83,270.92

	<b>Total</b>
Total Fund Liabilities	<b>169,676.14</b>
Legacy Funds Due	
2150 Overage/Underage	0.00
Total Legacy Funds Due	<b>0.00</b>
Payroll Liabilities	0.00
2210 Fed W/H Payable	0.00
2220 SS/Med W/H Payable	0.00
2230 VA W/H Payable	0.00
2240 SUTA Payable	0.00
2250 DC W/H Payable	0.00
2260 Garnishments Due	0.00
Total Payroll Liabilities	<b>0.00</b>
Player Fee Payables	
2610 ATSC Financial Aid Payable	-52,987.50
2620 Rec Club Financial Aid Promised	-9,779.00
2625 Camp Financial Aid Promised	2,630.50
2630 Sibling Discounts Payable	-3,594.00
Total Player Fee Payables	<b>-63,730.00</b>
Unearned Revenue	
2410 Prepaid Dues & Registrations	1,164,200.50
2412 Prepaid County Fee	50,984.00
2420 Prepaid Camp & Clinic Dues	19,502.00
2450 Prepaid DC United Ticket Sales	2,964.00
Total Unearned Revenue	<b>1,237,650.50</b>
Total Other Current Liabilities	<b>\$1,343,315.10</b>
Total Current Liabilities	<b>\$1,352,256.63</b>
Total Liabilities	<b>\$1,352,256.63</b>
Equity	
3000 Unrestricted Net Assets -	348,535.00
3010 Unrestricted Net Assets	-178,903.27
3025 Time Restricted Net Assets	0.00
3040 Endowment - Arl. Community Foundation	1,791.92
3050 Endowment Account - United Bank	23,866.00
Prior Period Adjustments (12.31.07)	0.00
Net Income	5,015.56
Total Equity	<b>\$200,305.21</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,552,561.84</b>

Friday, Oct 15, 2010 09:29:54 AM GMT-4 - Accrual Basis

# Arlington Soccer Association FY 11 ASA - Budget vs. Actuals

July - September, 2010

	Total			Projection \$ Over Budget
	Actual	Projection 101	FY 11 Budget	
<b>Income</b>				
Donations				
4070 Donations	12,910.00	22,500.00	22,500.00	0.00
Total Donations	\$ 12,910.00	\$ 22,500.00	\$ 22,500.00	\$ 0.00
Merchandise Revenue				
5010 Patches	185.25	700.00	700.00	0.00
5030 T-Shirts, Sweatshirts, Hats, Magnets	260.00	4,750.00	4,750.00	0.00
Total Merchandise Revenue	\$ 445.25	\$ 5,450.00	\$ 5,450.00	\$ 0.00
Other Income				
5510 Interest Income	188.07	800.00	800.00	0.00
5545 Banquet Income	0.00	3,000.00	3,000.00	0.00
5590 Misc Income	345.00	0.00	0.00	0.00
Total Other Income	\$ 533.07	\$ 3,800.00	\$ 3,800.00	\$ 0.00
Program Revenue				
4510 Dues & Registration	423,965.50	1,908,667.00	1,694,600.00	224,067.00
4530 Annual Tournaments	0.00	139,000.00	139,000.00	0.00
4540 Camps & Clinics	96,497.65	171,250.00	158,000.00	13,250.00
4570 DC United Tickets	716.00	6,500.00	6,500.00	0.00
4580 Late Fee Income	5,710.00	6,000.00	6,000.00	0.00
4585 Sibling Discounts	2,010.00	10,000.00	10,000.00	0.00
4590 Refunds	0.21025	7,000.00	7,000.00	0.00
Total Program Revenue	\$ 515,668.90	\$ 2,214,417.00	\$ 1,977,100.00	\$ 237,317.00
Sponsorships				
4425 General Sponsorships	0.00	7,500.00	7,500.00	0.00
Total Sponsorships	\$ 0.00	\$ 7,500.00	\$ 7,500.00	\$ 0.00
Total Income	\$ 529,557.22	\$ 2,253,667.00	\$ 2,016,350.00	\$ 237,317.00
<b>Expenses</b>				
General & Admin Expenses				
7010 Accounting Fees	1,044.60	1,400.00	1,400.00	0.00
7011 Payroll Processing Fees	0.00	4,500.00	4,500.00	0.00
7012 Auditing Expense	25.00	20,000.00	20,000.00	0.00
7015 Assoc. Administrative Exp.	346.61	1,150.00	1,150.00	0.00
7025 Training & Prof. Development	27,999.64	4,000.00	4,000.00	0.00
7030 Bank Charges	346.61	1,300.00	1,300.00	0.00
7035 Merchant Fees	27,999.64	42,000.00	42,000.00	0.00
7036 Payroll Fees	200.00	200.00	200.00	0.00
7037 Authorize Net Fees	45.00	200.00	200.00	0.00
7040 Board Expenses	4,998.98	2,000.00	2,000.00	0.00
7055 Youth League Fees	29,700.00	29,700.00	24,000.00	5,700.00
7060 Dues & Subscriptions	577.62	2,360.00	2,360.00	0.00
7065 References & Materials	500.00	500.00	500.00	0.00

Explanation for Variances >10% or \$1000 in difference

REC: Fall - 4,700 players & Falls Church 351 players  
 REC: Spring - 4,100 players & Falls Church 300 players  
 TRAVEL: 773 players @ \$1,650  
 Not Budgeted - 11k Summer League Income; 1.7k Team  
 Camp Income

SINC Scheduling Fee for Rec

7070 Equipment Repairs									
7075 Rent Expense	5,346.60	23,000.00	2,000.00	23,000.00	0.00	0.00			
7078 Utility Expense	1,200.00	5,000.00	5,000.00	5,000.00	0.00	0.00			
7085 Meals & Entertainment		1,250.00	1,250.00	1,250.00	0.00	0.00			
7090 Meeting Expense		950.00	950.00	950.00	0.00	0.00			
7095 Marketing Expense		3,500.00	3,500.00	3,500.00	0.00	0.00			
7105 Workers Compensation Insurance	6,468.00	9,000.00	9,000.00	5,325.00	3,675.00	0.00			
7310 Misc. Expense	0.00	3,000.00	3,000.00	3,000.00	0.00	0.00			
7320 Office Supplies	448.69	5,000.00	5,000.00	5,000.00	0.00	0.00			
7340 Payroll Tax Expense	22,382.08	115,000.00	115,000.00	113,000.00	2,000.00	0.00			
7350 Postage & Delivery	1,099.61	4,500.00	4,500.00	4,500.00	0.00	0.00			
7360 Printing & Copying	1,425.00	8,100.00	8,100.00	8,100.00	0.00	0.00			
7380 Telephone & Internet	3,068.19	12,300.00	12,300.00	12,300.00	0.00	0.00			
7390 Travel		2,000.00	2,000.00	2,000.00	0.00	0.00			
7510 Trash/Recycling	52.98	400.00	400.00	400.00	0.00	0.00			
Total 7520 Wage Expense	\$ 45,000.00	\$ 171,000.00	\$ 168,000.00	\$ 168,000.00	\$ 3,000.00	0.00			
7578 Taxes Paid	232.50	2,250.00	2,250.00	2,250.00	0.00	0.00			
7560 Website Expense		2,000.00	2,000.00	2,000.00	0.00	0.00			
7570 Gifts	150.00	4,500.00	4,500.00	4,500.00	0.00	0.00			
7580 Charitable Contributions									
Total General & Admin Expenses	\$ 121,912.10	\$ 484,060.00	\$ 469,685.00	\$ 469,685.00	\$ 14,375.00	0.00			
Program Expenses									
8010 Banquets & Awards		15,000.00	15,000.00	15,000.00	0.00	0.00			
8020 Bubble Expense		9,000.00	9,000.00	9,000.00	0.00	0.00			
8035 Camps / Clinics		11,000.00	11,000.00	11,000.00	0.00	0.00			
8040 D.C. United Expense		6,400.00	6,400.00	6,400.00	0.00	0.00			
8041 Wash. Freedom Ticket Expense		1,500.00	1,500.00	1,500.00	0.00	0.00			
8050 Field Lining & Maintenance Expense		3,500.00	3,500.00	3,500.00	0.00	0.00			
8060 Field & Soccer Supplies	3,305.00	29,500.00	29,500.00	29,500.00	0.00	0.00			
8070 Field Use Expense		12,500.00	12,500.00	12,500.00	0.00	0.00			
8075 Fundraising Expense		2,000.00	2,000.00	2,000.00	0.00	0.00			
8080 Financial Aid	22,514.50	119,050.00	119,050.00	118,750.00	300.00	0.00			
8085 1099 Instructor Expense	2,700.00	17,500.00	17,500.00	17,500.00	0.00	0.00			
8090 League Fees	48,215.00	90,000.00	90,000.00	80,000.00	10,000.00	0.00			
8110 Referee Uniforms/Training		2,700.00	2,700.00	2,700.00	0.00	0.00			
8250 Hotline	2,088.00	3,800.00	3,800.00	3,800.00	0.00	0.00			
8310 Liability Insurance	5,787.00	5,787.00	5,787.00	1,500.00	4,287.00	0.00			
8340 Merchandise for Resale		6,500.00	6,500.00	6,500.00	0.00	0.00			
8360 Net Maintenance Fees		8,000.00	8,000.00	8,000.00	0.00	0.00			
8380 Other Misc. Expense		1,300.00	1,300.00	1,300.00	0.00	0.00			
8520 Referee Fees		157,000.00	157,000.00	157,000.00	0.00	0.00			
Total 8545 Manager Salaries	\$ 57,635.00	\$ 213,500.00	\$ 207,000.00	\$ 207,000.00	\$ 6,500.00	0.00			
8560 Coach Wages	141,850.00	581,500.00	581,500.00	567,000.00	14,500.00	0.00			
8563 Camp Instruction Wages	43,650.00	74,450.00	74,450.00	61,500.00	12,950.00	0.00			
Total 8560 Coach Wages	\$ 185,500.00	\$ 655,950.00	\$ 628,950.00	\$ 628,500.00	\$ 27,450.00	0.00			
Total 8540 Salary Expense	\$ 243,135.00	\$ 869,450.00	\$ 835,500.00	\$ 835,500.00	\$ 33,950.00	0.00			
8580 Team Profit Share		9000	9000	9000	0.00	0.00			
8595 Transportation		2500	2500	2500	0.00	0.00			

Increase due to Audit

Increase coaching salaries

Rec - ~14k for Fall; Travel \$79,050 awarded

Increase due to number of Travel teams

additional insurance purchased

Increase in PD Commissions- Incorrectly expensed during FY  
 10 initially; budgeted lower than actuals  
 Increase number of Travel teams  
 Not budgeted - 11k Summer League Coaching Expense; 1.45k  
 Team Camp Coaching Expense

8810 Coach Licensing Expense	1,500.00	6000	6000	0.00
8820 Player Uniform Expense	26,659.90	68500	68500	0.00
8825 Staff & Coach Uniforms	399.96	3000	3000	0.00
8830 VYSA Fees	44,856.00	54000	47800	6,200.00
8850 ASA Camps/Clinics - Other		0	0	0.00
8860 Other Camps / Clinics	711.75	0	0	0.00
9500 Rec Club Player Allotments		8800	8500	300.00
Total Program Expenses	\$ 401,872.11	\$ 1,523,287.00	\$ 1,468,250.00	\$ 55,037.00
Total Expenses	\$ 529,784.21	\$ 2,007,347.00	\$ 1,937,935.00	\$ 69,412.00
Net Operating Income	\$ 5,773.01	\$ 246,320.00	\$ 78,415.00	\$ 167,905.00
Other Expenses				0.00
G&A Allocation				0.00
9800 G & A Allocation	0.00	0.00	0.00	0.00
Total G&A Allocation	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Reserve		\$ 65,000.00	\$ 65,000.00	0.00
Suspense				0.00
9035 Merchant Card Fees In Transit	605.43	0.00	0.00	0.00
Total Suspense	\$ 605.43	\$ 0.00	\$ 0.00	\$ 0.00
Total Other Expenses	\$ 605.43	\$ 0.00	\$ 0.00	\$ 0.00
Net Other Income	\$ 605.43	\$ 0.00	\$ 0.00	\$ 0.00
Net Income	\$ 5,167.58	\$ 181,320.00	\$ 13,415.00	\$ 167,905.00

Friday, Oct 15, 2010 09:35:05 AM GMT-4 - Accrual Basis

**Arlington Soccer Association**  
**FY 11 Travel - Budget vs. Actuals**  
 July - September, 2010

	Total			% of Budget
	Actual	Budget	\$ Over Budget	
<b>Income</b>				
Donations			0.00	
4070 Donations	816.00	2,050.00	1,234.00	39.80%
<b>Total Donations</b>	<b>\$ 816.00</b>	<b>\$ 2,050.00</b>	<b>\$ 1,234.00</b>	<b>39.80%</b>
Merchandise Revenue			0.00	
5010 Patches	185.25	100.00	85.25	185.25%
5030 T-Shirts, Sweatshirts, Hats, Magnets	200.00	0.00	200.00	185.25%
<b>Total Merchandise Revenue</b>	<b>\$ 385.25</b>	<b>\$ 100.00</b>	<b>\$ 285.25</b>	<b>385.25%</b>
Program Revenue			0.00	
4510 Dues & Registration	320,152.50	283,800.00	36,352.50	112.81%
4530 Annual Tournaments	0.00	0.00	0.00	112.81%
4540 Camps & Clinics	41,389.65	25,000.00	16,389.65	165.56%
4580 Late Fee Income	3,075.00	0.00	3,075.00	165.56%
4585 Sibling Discounts	174.00	0.00	174.00	165.56%
4590 Refunds	4,407.00	750.00	3,657.00	587.60%
<b>Total Program Revenue</b>	<b>\$ 360,036.15</b>	<b>\$ 308,050.00</b>	<b>\$ 51,986.15</b>	<b>116.88%</b>
<b>Total Income</b>	<b>\$ 361,237.40</b>	<b>\$ 310,200.00</b>	<b>\$ 51,037.40</b>	<b>116.45%</b>
<b>Expenses</b>				
General & Admin Expenses			0.00	
7010 Accounting Fees	300.00	300.00	300.00	0.00%
7015 Assoc. Administrative Exp.	250.00	250.00	250.00	0.00%
7025 Training & Prof. Development	0.00	0.00	0.00	0.00%
7030 Bank Charges	10.00	30.00	20.00	33.33%
7035 Merchant Fees	19,637.82	15,800.00	3,837.82	124.29%
7040 Board Expenses	0.00	0.00	0.00	124.29%
7060 Dues & Subscriptions	30.00	30.00	30.00	0.00%
7085 Meals & Entertainment	100.00	100.00	100.00	0.00%
7090 Meeting Expense	150.00	150.00	150.00	0.00%
7095 Marketing Expense	0.00	0.00	0.00	0.00%
7310 Misc. Expense	225.00	225.00	225.00	0.00%
7320 Office Supplies	15.59	60.00	44.41	25.98%
7340 Payroll Tax Expense	15,241.56	20,549.00	5,307.44	74.17%
7350 Postage & Delivery	120.00	120.00	120.00	0.00%
7360 Printing & Copying	0.00	0.00	0.00	0.00%
7380 Telephone & Internet	1,502.04	1,399.00	103.04	107.37%
7560 Website Expense	0.00	0.00	0.00	107.37%

Explanation for Variances >10% or \$1000 in difference

TRAVEL: 773 players @ \$1,650 (budget was 688)

8k Summer Camp increase plus 11k Summer League Income and 1.7k Team Camp Income

\$3,750 of Arsenal Player Refunds

Tax Rate Budgeted at 11%; actual is lower; this may change in January

7570 Gifts		0.00	0.00		
7580 Charitable Contributions		0.00	0.00		
Total General & Admin Expenses	\$ 36,407.01	\$ 39,013.00	\$ 2,605.99		93.32%
Program Expenses			0.00		
8010 Banquets & Awards		0.00	0.00		
8020 Bubble Expense		0.00	0.00		
8035 Camps / Clinics		1,500.00	1,500.00		0.00%
8050 Field Lining & Maintenance Expense		0.00	0.00		
8060 Field & Soccer Supplies		500.00	500.00		0.00%
8070 Field Use Expense		0.00	0.00		
8080 Financial Aid	18,059.00	19,687.00	1,628.00		91.73%
8085 1099 Instructor Expense		1,000.00	1,000.00		0.00%
8090 League Fees	48,215.00	45,000.00	3,215.00		107.14%
8250 Hotline	2,088.00	1,900.00	188.00		109.89%
8340 Merchandise for Resale		1,000.00	1,000.00		0.00%
8380 Other Misc. Expense		150.00	150.00		0.00%
8520 Referee Fees		0.00	0.00		
Total 8545 Manager Salaries	\$ 32,600.01	\$ 27,999.00	\$ 4,601.01		116.43%
8560 Coach Wages	141,850.00	141,750.00	100.00		100.07%
8563 Camp Instruction Wages	21,290.00	4,000.00	17,290.00		532.25%
Total 8560 Coach Wages	\$ 163,140.00	\$ 145,750.00	\$ 17,390.00		111.93%
Total 8540 Salary Expense	\$ 195,740.01	\$ 173,749.00	\$ 21,991.01		112.66%
8590 Team Profit Share		0.00	0.00		
8810 Coach Licensing Expense	1,500.00	1,500.00	0.00		100.00%
8820 Player Uniform Expense	26,557.83	40,000.00	13,442.17		66.39%
8825 Staff & Coach Uniforms		0.00	0.00		
8850 ASA Camps/Clinics - Other		0.00	0.00		
8860 Other Camps / Clinics	129.93		129.93		
Total Program Expenses	\$ 292,289.77	\$ 285,986.00	\$ 6,303.77		102.20%
Total Expenses	\$ 328,696.78	\$ 324,999.00	\$ 3,697.78		101.14%
Net Operating Income	\$ 32,540.62	\$ 14,799.00	\$ 47,339.62		219.88%
Other Expenses			0.00		
G&A Allocation			0.00		
9800 G & A Allocation	35,470.04	28,794.00	6,676.04		123.19%
Total G&A Allocation	\$ 35,470.04	\$ 28,794.00	\$ 6,676.04		123.19%
Reserve					
Total Other Expenses	\$ 35,470.04	\$ 28,794.00	\$ 6,676.04		123.19%
Net Other Income	\$ 35,470.04	\$ 28,794.00	\$ 6,676.04		123.19%
Net Income	\$ 2,929.42	\$ 43,533.00	\$ 40,663.58		6.72%

\*\*8 players awarded aid had not paid as of 9/30/10

budgeted lower due to incorrectly applied during FY 10;  
 additionally, Travel Summer Camp increased revenue by 8k  
 11k Summer League Coaching Expense; 1.45k Team Camp  
 Coaching Expense;

higher allocation due to increased liability insurance  
 requirements and workers comp

**Arlington Soccer Association**  
**FY 11 Recreational - Budget vs. Actuals**  
 July - September, 2010

	Total			
	YTD Actual	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
Donations	11,994.00	7,500.00	4,494.00	159.92%
<b>Total Donations</b>	<b>\$ 11,994.00</b>	<b>\$ 7,500.00</b>	<b>\$ 4,494.00</b>	<b>159.92%</b>
Merchandise Revenue	0.00		0.00	0.00%
5030 T-Shirts, Sweatshirts, Hats, Magnets	125.00		125.00	0.00%
<b>Total Merchandise Revenue</b>	<b>\$ 0.00</b>	<b>\$ 125.00</b>	<b>\$ 125.00</b>	<b>0.00%</b>
Other Income	0.00		0.00	0.00%
5590 Misc Income	345.00		345.00	0.00%
<b>Total Other Income</b>	<b>\$ 345.00</b>	<b>\$ 0.00</b>	<b>\$ 345.00</b>	<b>0.00%</b>
Program Revenue			0.00	
4510 Dues & Registration	103,813.00	91,566.00	12,247.00	113.38%
4540 Camps & Clinics	55,108.00	69,686.00	14,558.00	79.10%
4580 Late Fee Income	2,635.00	3,000.00	365.00	87.83%
4585 Sibling Discounts	1,836.00	1,686.00	-170.00	110.20%
4590 Refunds	4,803.25	1,500.00	3,303.25	320.22%
<b>Total Program Revenue</b>	<b>\$ 154,916.75</b>	<b>\$ 161,066.00</b>	<b>\$ 6,149.25</b>	<b>96.18%</b>
Sponsorships		500.00	500.00	0.00%
4425 General Sponsorships		500.00	500.00	0.00%
<b>Total Sponsorships</b>	<b>\$ 0.00</b>	<b>\$ 500.00</b>	<b>\$ 500.00</b>	<b>0.00%</b>
<b>Total Income</b>	<b>\$ 167,255.75</b>	<b>\$ 169,191.00</b>	<b>\$ 1,935.25</b>	<b>98.86%</b>
<b>Expenses</b>				
General & Admin Expenses			0.00	
7025 Training & Prof. Development		500.00	500.00	0.00%
7030 Bank Charges		30.00	30.00	0.00%
7035 Merchant Fees	8,225.46	8,200.00	25.46	100.31%
7055 Youth League Fees		0.00	0.00	0.00%
7060 Dues & Subscriptions		0.00	0.00	0.00%
7085 Meals & Entertainment		100.00	100.00	0.00%
7095 Marketing Expense		375.00	375.00	0.00%
7310 Misc. Expense		300.00	300.00	0.00%
7320 Office Supplies	46.19	300.00	253.81	15.40%
7340 Payroll Tax Expense	4,907.27	5,675.00	867.73	84.71%
7350 Postage & Delivery	758.99	1,100.00	341.01	69.00%
7360 Printing & Copying	725.00	1,500.00	775.00	48.33%
7380 Telephone & Internet	704.30	770.00	65.70	91.47%
7390 Travel		0.00	0.00	0.00%

Explanation for Variances >10% or \$1000 in difference

4100 players budgeted & 4700 players currently registered  
 ASA Summer Camps - 10k lower in income than in FY 10

Tax Rate Budgeted at 11%; actual is lower; this may change in January  
 less postcards mailed for Fall 2010 registration  
 less postcards printed for Fall 2010 registration

Total 7520 Wage Expense	\$ 14,499.99	\$ 14,500.00	\$	0.01	100.00%
7570 Gifts		0.00		0.00	
Total General & Admin Expenses	\$ 29,767.20	\$ 33,350.00	\$	3,582.80	89.26%
Program Expenses				0.00	
8010 Banquets & Awards				0.00	
8050 Field Lining & Maintenance Expense		0.00		0.00	
8060 Field & Soccer Supplies	3,305.00	3,900.00		595.00	84.74%
8070 Field Use Expense		0.00		0.00	
8080 Financial Aid	4,455.50	7,463.00		3,007.50	59.70%
8085 1099 Instructor Expense	2,700.00	6,000.00		3,300.00	45.00%
8110 STAR Referee Uniforms/Training		0.00		0.00	
8360 Net Maintenance Fees		0.00		0.00	
8380 Other Misc. Expense		150.00		150.00	0.00%
8520 Referee Fees		0.00		0.00	
8540 Salary Expense				0.00	
Total 8545 Manager Salaries	\$ 22,034.99	\$ 23,500.00	\$	1,465.01	93.77%
8560 Coach Wages				0.00	
8563 Camp Instruction Wages	22,360.00	20,000.00		2,360.00	111.80%
Total 8560 Coach Wages	\$ 22,360.00	\$ 20,000.00	\$	2,360.00	111.80%
Total 8540 Salary Expense	\$ 44,394.99	\$ 43,500.00	\$	894.99	102.06%
8595 Transportation		0.00		0.00	
8810 Coach Licensing Expense		0.00		0.00	
8820 Player Uniform Expense		0.00		0.00	
8825 Staff & Coach Uniforms		300.00		300.00	0.00%
8830 VYSA Fees	44,856.00	42,000.00		2,856.00	106.80%
8860 Other Camps / Clinics	581.82	0.00		581.82	
9500 Rec Club Player Allowments		0.00		0.00	
Total Program Expenses	\$ 100,293.31	\$ 103,313.00	-\$	3,019.69	97.08%
Total Expenses	\$ 130,060.51	\$ 136,663.00	-\$	6,602.49	95.17%
Net Operating Income	\$ 37,195.24	\$ 32,528.00	\$	4,667.24	114.35%
Other Expenses					
G&A Allocation				0.00	
9800 G & A Allocation	28,184.40	27,783.00		401.40	101.44%
Total G&A Allocation	\$ 28,184.40	\$ 27,783.00	\$	401.40	101.44%
Reserve		0.00		0.00	
Total Other Expenses	\$ 28,184.40	\$ 27,783.00	\$	401.40	101.44%
Net Other Income	\$ 28,184.40	\$ 27,783.00	\$	401.40	101.44%
Net Income	\$ 9,010.84	\$ 4,745.00	\$	4,265.84	189.90%

ASA Summer Camp Commissions - 4k lower than FY 10 (with final payment not made until 12/09)

projecting \$14k FA for Rec players for Fall which is lower than budgeted  
line used in conjunction with Camp pay

higher due to number of players increased

**Arlington Soccer Association**  
**FY 11 G & A - Budget vs. Actuals**  
 July - September, 2010

	Total			
	YTD Actual	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
Merchandise Revenue	60.00	60.00	0.00	100.00%
5030 T-Shirts, Sweatshirts, Hats, Magnets	60.00	60.00	0.00	100.00%
Total Merchandise Revenue	188.07	200.00	11.93	94.04%
Other Income	188.07	200.00	11.93	94.04%
5510 Interest Income	0.00	0.00	0.00	0.00%
5545 Banquet Income	188.07	200.00	11.93	94.04%
Total Other Income	188.07	200.00	11.93	94.04%
Program Revenue	716.00	3,300.00	2,584.00	21.70%
4570 DC United Tickets	716.00	3,300.00	2,584.00	21.70%
Total Program Revenue	716.00	3,300.00	2,584.00	21.70%
Sponsorships	0.00	625.00	625.00	0.00%
4425 General Sponsorships	0.00	625.00	625.00	0.00%
Total Sponsorships	0.00	625.00	625.00	0.00%
Total Income	964.07	4,185.00	3,220.93	23.04%
<b>Expenses</b>				
General & Admin Expenses	1,044.60	1,125.00	80.40	92.85%
7011 Payroll Processing Fees	1,044.60	1,125.00	80.40	92.85%
7012 Auditing Expense	25.00	25.00	0.00	100.00%
7015 Assoc. Administrative Exp.	25.00	25.00	0.00	100.00%
7025 Training & Prof. Development	336.61	250.00	86.61	134.64%
7030 Bank Charges	45.00	0.00	45.00	0.00%
7036 Payroll Fees	4,999.98	600.00	-22.38	96.27%
7037 Authorize.Net Fees	577.62	125.00	125.00	0.00%
7040 Board Expenses	5,346.80	5,749.00	402.40	93.00%
7055 Youth League Fees	1,200.00	1,248.00	49.00	96.08%
7060 Dues & Subscriptions	50.00	50.00	0.00	100.00%
7065 References & Materials	6,468.00	5,325.00	1,143.00	121.46%
7070 Equipment Repairs	120.00	120.00	0.00	100.00%
7075 Rent Expense	386.91	375.00	11.91	103.18%
7078 Utility Expense	2,333.25	2,700.00	366.75	86.42%
7085 Meals & Entertainment				
7090 Meeting Expense				
7105 Workers Compensation Insurance				
7310 Misc. Expense				
7320 Office Supplies				
7340 Payroll Tax Expense				

Explanation for Variances >10% or \$1000 in difference

Increased fee due to worker's comp audit

7350 Postage & Delivery	340.62	375.00	-34.38	90.83%
7360 Printing & Copying	700.00	700.00	0.00	100.00%
7380 Telephone & Internet	861.85	900.00	38.15	95.76%
7510 Trash/Recycling	52.98	75.00	22.02	70.64%
<b>Total 7520 Wage Expense</b>	<b>\$ 30,500.01</b>	<b>\$ 27,498.00</b>	<b>\$ 3,002.01</b>	<b>110.92%</b>
7570 Gifts			0.00	
7578 Taxes Paid	232.50		232.50	
7680 Charitable Contributions	150.00	150.00	0.00	100.00%
<b>Total General &amp; Admin Expenses</b>	<b>\$ 55,601.53</b>	<b>\$ 53,165.00</b>	<b>\$ 2,436.53</b>	<b>104.58%</b>
Program Expenses			0.00	
8010 Banquets & Awards		0.00	0.00	
8040 D.C. United Expense		0.00	0.00	
8041 Wash. Freedom Ticket Expense		0.00	0.00	
8075 Fundraising Expense		498.00	498.00	0.00%
8310 Liability Insurance	5,787.00	1,500.00	4,287.00	385.80%
8340 Merchandise for Resale		500.00	500.00	0.00%
8540 Salary Expense			0.00	
8545 Manager Salaries			0.00	
8541 ATS Technical Director			0.00	
8542 Field Mark Wages	3,000.00	3,000.00	0.00	100.00%
<b>Total 8541 ATS Technical Director</b>	<b>\$ 3,000.00</b>	<b>\$ 3,000.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>Total 8545 Manager Salaries</b>	<b>\$ 3,000.00</b>	<b>\$ 3,000.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>Total 8540 Salary Expense</b>	<b>\$ 3,000.00</b>	<b>\$ 3,000.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
8825 Staff & Coach Uniforms	399.96		399.96	
<b>Total Program Expenses</b>	<b>\$ 9,186.96</b>	<b>\$ 5,498.00</b>	<b>\$ 3,688.96</b>	<b>167.10%</b>
<b>Total Expenses</b>	<b>\$ 64,788.49</b>	<b>\$ 58,663.00</b>	<b>\$ 6,125.49</b>	<b>110.44%</b>
<b>Net Operating Income</b>	<b>\$ 63,824.42</b>	<b>\$ 54,478.00</b>	<b>\$ 9,346.42</b>	<b>117.16%</b>
Other Expenses			0.00	
G&A Allocation			0.00	
9800 G & A Allocation	63,654.44	56,580.00	7,074.44	112.50%
<b>Total G&amp;A Allocation</b>	<b>\$ 63,654.44</b>	<b>\$ 56,580.00</b>	<b>\$ 7,074.44</b>	<b>112.50%</b>
Suspense			0.00	
9035 Merchant Card Fees in Transit	175.80	0.00	175.80	
<b>Total Suspense</b>	<b>\$ 175.80</b>	<b>\$ 0.00</b>	<b>\$ 175.80</b>	
<b>Total Other Expenses</b>	<b>\$ 63,478.64</b>	<b>\$ 56,580.00</b>	<b>\$ 6,898.64</b>	<b>112.19%</b>
<b>Net Other Income</b>	<b>\$ 63,478.64</b>	<b>\$ 56,580.00</b>	<b>\$ 6,898.64</b>	<b>112.19%</b>
<b>Net Income</b>	<b>\$ 345.78</b>	<b>\$ 2,102.00</b>	<b>\$ 2,447.78</b>	<b>16.45%</b>

additional insurance purchased

Increase from worker's comp and additional liability insurance