

South Dakota Youth Soccer Association

Profit and Loss

January - March, 2019

| | Total Dakota ODP | Total SDSSA | TOTAL |
|--------------------------------------|------------------------|---------------------|---------------------|
| Income | | | |
| Coaching Education Income | 0.00 | 160.00 | 160.00 |
| Gala | 0.00 | 0.00 | 1,928.00 |
| ODP Income | 0.00 | 0.00 | 0.00 |
| ID Camp | 1,908.80 | 0.00 | 1,908.80 |
| ODP Camp Registration | 243.00 | 0.00 | 243.00 |
| Tryout Fees | 9,501.30 | 0.00 | 9,501.30 |
| Total ODP Income | \$ 11,653.10 | \$ 0.00 | \$ 11,653.10 |
| Registration Fees-General | 0.00 | 3,032.00 | 3,032.00 |
| Rent Income | 0.00 | 600.00 | 600.00 |
| Risk Management Screens | 0.00 | 543.20 | 543.20 |
| Sanctioning Fees | 0.00 | 1,534.00 | 1,534.00 |
| Sponsorships | 0.00 | 20,000.00 | 20,000.00 |
| Total Income | \$ 11,653.10 | \$ 25,869.20 | \$ 39,450.30 |
| Gross Profit | \$ 11,653.10 | \$ 25,869.20 | \$ 39,450.30 |
| Expenses | | | |
| Administration Expenses | 0.00 | 0.00 | 0.00 |
| Bank & Credit Card Fees | 0.00 | 33.00 | 33.00 |
| Marketing | 320.00 | 914.23 | 1,235.23 |
| Office Expense | 137.36 | 2,956.74 | 3,094.10 |
| Office Rent | 0.00 | 2,811.67 | 2,811.67 |
| Postage | 0.00 | 68.29 | 68.29 |
| Professional Fees | 0.00 | 82.63 | 82.63 |
| Telephone | 0.00 | 483.28 | 483.28 |
| Total Administration Expenses | \$ 457.36 | \$ 7,349.84 | \$ 7,808.20 |
| Apparel | 0.00 | 1,148.26 | 1,148.26 |
| Coaching Fees | 2,350.00 | 0.00 | 2,350.00 |
| Evaluator Fees | 290.00 | 0.00 | 290.00 |
| Facility Rental | 4,000.00 | 0.00 | 4,000.00 |
| Gala Expenses | 0.00 | 0.00 | 5,681.15 |
| Insurance | 0.00 | 0.00 | 0.00 |
| General Liability Insurance | 0.00 | 10,296.00 | 10,296.00 |
| Workers Comp Insurance | 0.00 | -27.00 | -27.00 |
| Total Insurance | \$ 0.00 | \$ 10,269.00 | \$ 10,269.00 |
| Payroll Expenses | 0.00 | 0.00 | 0.00 |
| Dakota ODP Admin | 2,934.19 | 3,253.31 | 6,187.50 |
| Executive Director Salary | 1,000.00 | 10,500.02 | 11,500.02 |
| Operations Manager Salary | 0.00 | 7,362.30 | 7,362.30 |
| Taxes | 0.00 | 1,916.31 | 1,916.31 |
| Total Payroll Expenses | \$ 3,934.19 | \$ 23,031.94 | \$ 26,966.13 |
| Referee Expense | 0.00 | 0.00 | 0.00 |

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|--------------------------------------------------------|---------------------|----------------------|----------------------|
| Referee Meals | 0.00 | -694.93 | -694.93 |
| Total Referee Expense | \$ 0.00 | -\$ 694.93 | -\$ 694.93 |
| Sales Use Tax Expense | 0.00 | 774.27 | 774.27 |
| SDYSA Symposium | 0.00 | 556.97 | 556.97 |
| Small Equipment & Supplies | 1,656.90 | 0.00 | 1,656.90 |
| Tournament, League, & Camp Fees | 0.00 | 12,379.93 | 12,379.93 |
| Travel | 0.00 | 0.00 | 0.00 |
| Hotel Expense | 2,129.18 | 3,030.24 | 5,159.42 |
| Meals & Entertainment | 329.16 | 739.38 | 1,068.54 |
| Mileage Reimbursements | 908.00 | 0.00 | 908.00 |
| Miscellaneous Travel | 0.00 | -36.85 | -36.85 |
| Per Diem | 794.40 | 0.00 | 794.40 |
| Total Travel | \$ 4,160.74 | \$ 3,732.77 | \$ 7,893.51 |
| Vehicle Expense | 0.00 | 0.00 | 0.00 |
| Fuel | 57.52 | 491.44 | 548.96 |
| License & Insurance | 0.00 | 260.03 | 260.03 |
| Repairs & Maintenance | 0.00 | 444.72 | 444.72 |
| Total Vehicle Expense | \$ 57.52 | \$ 1,196.19 | \$ 1,253.71 |
| Website Expenses | 0.00 | 225.00 | 225.00 |
| Workshops & Meetings | 0.00 | 938.79 | 938.79 |
| Total Expenses | \$ 16,906.71 | \$ 60,908.03 | \$ 83,496.89 |
| Net Operating Income | -\$ 5,253.61 | -\$ 35,038.83 | -\$ 44,046.59 |
| Other Income | | | |
| Interest Income | 0.00 | 21.18 | 21.18 |
| Total Other Income | \$ 0.00 | \$ 21.18 | \$ 21.18 |
| Net Other Income | \$ 0.00 | \$ 21.18 | \$ 21.18 |
| Net Income | -\$ 5,253.61 | -\$ 35,017.65 | -\$ 44,025.41 |
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