

10/03/04

**Kentucky Youth Soccer**  
**Income and Expense Comparison Year to Year**  
September 2003 through August 2004

	Sep '03 - Aug 04	Sep '02 - Aug 03	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>INCOME-MEMBERS SERVICES</b>				
4101 · Player Fees-Current Year	419,878.42	432,068.30	-12,189.88	-2.8%
4102 · Player Fees-Prior Years	300.60	2,304.60	-2,004.00	-87.0%
4103 · Player Fees-Out of State/Guest	4,572.80	2,880.60	1,692.20	58.7%
4105 · Affiliation Fees	1,260.00	1,420.00	-160.00	-11.3%
4161 · Newspaper Ad Sales (Contract)	735.00	3,206.63	-2,471.63	-77.1%
4162 · Newspaper Ad Sales (Local)	0.00	1,470.00	-1,470.00	-100.0%
<b>Total INCOME-MEMBERS SERVICES</b>	<b>426,746.82</b>	<b>443,350.13</b>	<b>-16,603.31</b>	<b>-3.8%</b>
<b>INCOME-CORPORATE</b>				
4210 · State Sponsors	14,195.53	24,285.60	-10,090.07	-41.6%
4220 · Interest Income	5,087.45	8,031.62	-2,944.17	-36.7%
4235 · Mailing Lists	0.00	3,370.30	-3,370.30	-100.0%
4290 · Other Misc Income	169.00	-0.03	169.03	563,433.3%
4291 · Protest Fines & Fees	750.00	250.00	500.00	200.0%
<b>Total INCOME-CORPORATE</b>	<b>20,201.98</b>	<b>35,937.49</b>	<b>-15,735.51</b>	<b>-43.8%</b>
<b>INCOME-MEMBER PROGRAMS</b>				
<b>INCOME-COACHING EDUCATION</b>				
4313 · Coaching Clinic Forfeitures	200.00	0.00	200.00	100.0%
4321 · License Course Fees	5,580.00	8,837.00	-3,257.00	-36.9%
4323 · National Courses	11,025.00	17,800.00	-6,775.00	-38.1%
4324 · Youth Module Deposits	-200.00	0.00	-200.00	-100.0%
<b>Total INCOME-COACHING EDUCATION</b>	<b>16,605.00</b>	<b>26,637.00</b>	<b>-10,032.00</b>	<b>-37.7%</b>
<b>INCOME-NATIONAL LEAGUE</b>				
4312 · National League Fees	7,450.00	5,975.00	1,475.00	24.7%
<b>Total INCOME-NATIONAL LEAGUE</b>	<b>7,450.00</b>	<b>5,975.00</b>	<b>1,475.00</b>	<b>24.7%</b>
<b>Total INCOME-MEMBER PROGRAMS</b>	<b>24,055.00</b>	<b>32,612.00</b>	<b>-8,557.00</b>	<b>-26.2%</b>
<b>INCOME-PLAYER CAMPS</b>				
4341 · Day Camp Fees	3,250.00	0.00	3,250.00	100.0%
<b>Total INCOME-PLAYER CAMPS</b>	<b>3,250.00</b>	<b>0.00</b>	<b>3,250.00</b>	<b>100.0%</b>
<b>INCOME-ODP</b>				
<b>INCOME-ODP REGIONAL FEES</b>				
4421 · ODP Pool Team Fees	40,454.00	30,232.00	10,222.00	33.8%
4411 · ODP Tryout Fees	25,990.00	21,927.00	4,063.00	18.5%
4499 · ODP Tryouts Refund	-210.00	-50.00	-160.00	-320.0%
<b>Total INCOME-ODP REGIONAL FEES</b>	<b>66,234.00</b>	<b>52,109.00</b>	<b>14,125.00</b>	<b>27.1%</b>
<b>INCOME-ODP STATE FEES</b>				
4461 · ODP Regional Fees	145,331.00	107,614.00	37,717.00	35.1%
4469 · ODP Regional Camp Refunds	-4,412.50	-3,820.00	-592.50	-15.5%
<b>Total INCOME-ODP STATE FEES</b>	<b>140,918.50</b>	<b>103,794.00</b>	<b>37,124.50</b>	<b>35.8%</b>
<b>Total INCOME-ODP</b>	<b>207,152.50</b>	<b>155,903.00</b>	<b>51,249.50</b>	<b>32.9%</b>
<b>INCOME-TOURNAMENTS FEES</b>				
<b>INCOME-TOURNAMENT HOST FEES</b>				
4510 · Host Fees	12,650.00	8,955.00	3,695.00	41.3%
<b>Total INCOME-TOURNAMENT HOST FE...</b>	<b>12,650.00</b>	<b>8,955.00</b>	<b>3,695.00</b>	<b>41.3%</b>
<b>U10 FESTIVAL FEES</b>				
4511 · Entry Fees - U10	7,650.00	0.00	7,650.00	100.0%

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<b>Total U10 FESTIVAL FEES</b>	<b>7,650.00</b>	<b>0.00</b>	<b>7,650.00</b>	<b>100.0%</b>
<b>FALL RECREATIONAL FEES</b>				
4521 · Entry Fees - Fall Rec	11,222.00	21,082.00	-9,860.00	-46.8%
<b>Total FALL RECREATIONAL FEES</b>	<b>11,222.00</b>	<b>21,082.00</b>	<b>-9,860.00</b>	<b>-46.8%</b>
<b>SPRING RECREATIONAL FEES</b>				
4541 · Entry Fees - Spring Rec	12,203.00	19,379.00	-7,176.00	-37.0%
<b>Total SPRING RECREATIONAL FEES</b>	<b>12,203.00</b>	<b>19,379.00</b>	<b>-7,176.00</b>	<b>-37.0%</b>
<b>EUROSPORT COMPETITIVE FEES</b>				
4551 · Entry Fees - Eurosport	28,700.00	30,100.00	-1,400.00	-4.7%
<b>Total EUROSPORT COMPETITIVE FEES</b>	<b>28,700.00</b>	<b>30,100.00</b>	<b>-1,400.00</b>	<b>-4.7%</b>
<b>STATE OPEN COMPETITIVE FEES</b>				
4561 · Entry Fees - State Open	57,000.00	50,450.00	6,550.00	13.0%
<b>Total STATE OPEN COMPETITIVE FEES</b>	<b>57,000.00</b>	<b>50,450.00</b>	<b>6,550.00</b>	<b>13.0%</b>
<b>Total INCOME-TOURNAMENTS FEES</b>	<b>129,425.00</b>	<b>129,966.00</b>	<b>-541.00</b>	<b>-0.4%</b>
<b>Total Income</b>	<b>810,831.30</b>	<b>797,768.62</b>	<b>13,062.68</b>	<b>1.6%</b>
<b>Gross Profit</b>	<b>810,831.30</b>	<b>797,768.62</b>	<b>13,062.68</b>	<b>1.6%</b>
<b>Expense</b>				
<b>EXPENSE-MEMBER SERVICES</b>				
<b>PLAYERS</b>				
5111 · USSF/USYSA Fees	61,319.50	64,314.00	-2,994.50	-4.7%
5113 · Association One Fee	1,012.95	0.00	1,012.95	100.0%
5115 · Insurance	69,736.88	69,895.00	-158.12	-0.2%
<b>Total PLAYERS</b>	<b>132,069.33</b>	<b>134,209.00</b>	<b>-2,139.67</b>	<b>-1.6%</b>
<b>COMMUNICATION</b>				
5130 · Coaches Handbook	539.85	7,239.20	-6,699.35	-92.5%
5131 · Mailings	757.84	554.34	203.50	36.7%
5132 · 1-800 Phone Line	234.75	643.52	-408.77	-63.5%
5133 · Long Distance Service	1,711.41	2,054.93	-343.52	-16.7%
5134 · Word Wide Web Site	1,608.00	1,889.51	-281.51	-14.9%
5135 · E News	510.00	0.00	510.00	100.0%
<b>Total COMMUNICATION</b>	<b>5,361.85</b>	<b>12,381.50</b>	<b>-7,019.65</b>	<b>-56.7%</b>
<b>NEWSPAPER</b>				
5141 · Staff Expense	3,020.00	11,880.00	-8,860.00	-74.6%
5142 · Commissions	0.00	614.00	-614.00	-100.0%
5144 · Postage/Mailing	6,121.24	15,077.64	-8,956.40	-59.4%
5145 · Printing	1,455.21	0.00	1,455.21	100.0%
5146 · Administration	0.00	4,020.93	-4,020.93	-100.0%
5149 · Return Postage Due	924.18	1,000.00	-75.82	-7.6%
<b>Total NEWSPAPER</b>	<b>11,520.63</b>	<b>32,592.57</b>	<b>-21,071.94</b>	<b>-64.7%</b>
<b>DEVELOPMENT</b>				
5152 · Travel Expense	1,084.36	0.00	1,084.36	100.0%
5153 · Administrative	626.72	0.00	626.72	100.0%
5154 · Supplies/Materials	660.00	287.75	372.25	129.4%
5155 · Player/Coach Scholarships	2,562.50	13,467.50	-10,905.00	-81.0%
5158 · Advertising/Promotions	140.75	3,227.81	-3,087.06	-95.6%
<b>Total DEVELOPMENT</b>	<b>5,074.33</b>	<b>16,983.06</b>	<b>-11,908.73</b>	<b>-70.1%</b>
<b>AWARDS/RECOGNITIONS/DONATIONS</b>				

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5170 · State Awards Program	336.00	438.23	-102.23	-23.3%
5173 · Other Recognitions	300.00	741.26	-441.26	-59.5%
5174 · Remberences/Donations	313.96	226.59	87.37	38.6%
<b>Total AWARDS/RECOGNITIONS/DONA...</b>	<b>949.96</b>	<b>1,406.08</b>	<b>-456.12</b>	<b>-32.4%</b>
<b>SUPPLIES/MATERIALS</b>				
5181 · National Forms/Materials	75.24	212.32	-137.08	-64.6%
5185 · State Forms/Materials	29.00	393.06	-364.06	-92.6%
<b>Total SUPPLIES/MATERIALS</b>	<b>104.24</b>	<b>605.38</b>	<b>-501.14</b>	<b>-82.8%</b>
<b>Total EXPENSE-MEMBER SERVICES</b>	<b>155,080.34</b>	<b>198,177.59</b>	<b>-43,097.25</b>	<b>-21.8%</b>
<b>EXPENSE-MEMBER PROGRAMS</b>				
<b>TOPSOCCER</b>				
5212 · Travel Expenses	350.00	197.03	152.97	77.6%
5217 · Per Diem	0.00	70.00	-70.00	-100.0%
<b>Total TOPSOCCER</b>	<b>350.00</b>	<b>267.03</b>	<b>82.97</b>	<b>31.1%</b>
<b>NATIONAL LEAGUE</b>				
5222 · Travel Expenses	37.80	506.76	-468.96	-92.5%
5229 · Regional Fees	6,750.00	5,500.00	1,250.00	22.7%
<b>Total NATIONAL LEAGUE</b>	<b>6,787.80</b>	<b>6,006.76</b>	<b>781.04</b>	<b>13.0%</b>
<b>EXPENSE-COACHING ED/DEVELOP</b>				
<b>COACHING DEVELOPMENT</b>				
5311 · Courses/Clinics/Workshops	1,565.00	913.33	651.67	71.4%
5312 · Travel Expenses	64.68	1,409.79	-1,345.11	-95.4%
5313 · Administrative	100.00	78.40	21.60	27.6%
5314 · Supplies/Materials	159.90	167.46	-7.56	-4.5%
<b>Total COACHING DEVELOPMENT</b>	<b>1,889.58</b>	<b>2,568.98</b>	<b>-679.40</b>	<b>-26.5%</b>
<b>LICENSE COURSES</b>				
5321 · Coaching Fees	2,400.00	2,700.00	-300.00	-11.1%
5322 · Travel Expenses	2,191.01	1,144.68	1,046.33	91.4%
5323 · Administrative	306.06	342.15	-36.09	-10.6%
5324 · Supplies/Materials	375.00	748.00	-373.00	-49.9%
5325 · Facilities/Fields	404.00	630.00	-226.00	-35.9%
<b>Total LICENSE COURSES</b>	<b>5,676.07</b>	<b>5,564.83</b>	<b>111.24</b>	<b>2.0%</b>
<b>YOUTH MODULE COURSES</b>				
5331 · Coaching Fees	3,537.50	1,100.00	2,437.50	221.6%
5332 · Travel Expenses/Meals	241.00	202.77	38.23	18.9%
5333 · Administrative	314.91	0.00	314.91	100.0%
5334 · Supplies/Materials	3,700.00	0.00	3,700.00	100.0%
<b>Total YOUTH MODULE COURSES</b>	<b>7,793.41</b>	<b>1,302.77</b>	<b>6,490.64</b>	<b>498.2%</b>
<b>NATIONAL COURSES</b>				
5341 · Coaching Fees	1,600.00	2,510.00	-910.00	-36.3%
5342 · Travel Expenses/Meals	2,438.09	6,816.96	-4,378.87	-64.2%
5343 · Supplies/Materials	1,826.62	1,047.75	778.87	74.3%
5344 · USSF Fees	3,225.00	3,375.00	-150.00	-4.4%
<b>Total NATIONAL COURSES</b>	<b>9,089.71</b>	<b>13,749.71</b>	<b>-4,660.00</b>	<b>-33.9%</b>
<b>Total EXPENSE-COACHING ED/DEVEL...</b>	<b>24,448.77</b>	<b>23,186.29</b>	<b>1,262.48</b>	<b>5.4%</b>
<b>Total EXPENSE-MEMBER PROGRAMS</b>	<b>31,586.57</b>	<b>29,460.08</b>	<b>2,126.49</b>	<b>7.2%</b>
<b>EXPENSE-CAMPS</b>				
5361 · Coaching Fees	1,575.00	0.00	1,575.00	100.0%

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5363 · Administrative	75.00	0.00	75.00	100.0%
<b>Total EXPENSE-CAMPS</b>	<b>1,650.00</b>	<b>0.00</b>	<b>1,650.00</b>	<b>100.0%</b>
<b>EXPENSE-ODP</b>				
<b>ODP STATE</b>				
5411 · Coaches/Staff Expense	39,344.00	31,006.30	8,337.70	26.9%
5412 · Travel Expenses	5,045.84	824.23	4,221.61	512.2%
5413 · Administrative	2,624.74	3,296.35	-671.61	-20.4%
5414 · Supplies/Materials	12,603.70	6,486.85	6,116.85	94.3%
5415 · Fields/Facilities	1,200.00	271.62	928.38	341.8%
5416 · Misc./Fees	-1,000.00	-1,000.00	0.00	0.0%
5417 · Game Fees	1,370.00	1,167.00	203.00	17.4%
<b>Total ODP STATE</b>	<b>61,188.28</b>	<b>42,052.35</b>	<b>19,135.93</b>	<b>45.5%</b>
<b>ODP REGION</b>				
5462 · Travel Expenses	25,646.78	21,619.85	4,026.93	18.6%
5463 · Administrative	2,307.70	503.23	1,804.47	358.6%
5464 · Supplies/Materials	8,588.24	7,511.60	1,076.64	14.3%
5469 · Regional Fees	104,302.00	76,589.00	27,713.00	36.2%
<b>Total ODP REGION</b>	<b>140,844.72</b>	<b>106,223.68</b>	<b>34,621.04</b>	<b>32.6%</b>
<b>Total EXPENSE-ODP</b>	<b>202,033.00</b>	<b>148,276.03</b>	<b>53,756.97</b>	<b>36.3%</b>
<b>EXPENSE-TOURNAMENTS</b>				
<b>U10 FESTIVALS</b>				
5513 · Administrative	1,075.00	0.00	1,075.00	100.0%
5517 · Awards	2,643.70	0.00	2,643.70	100.0%
5516 · Game Fees	2,940.00	0.00	2,940.00	100.0%
5518 · Host Expense	2,000.00	0.00	2,000.00	100.0%
<b>Total U10 FESTIVALS</b>	<b>8,658.70</b>	<b>0.00</b>	<b>8,658.70</b>	<b>100.0%</b>
<b>FALL RECREATIONAL</b>				
5522 · Travel Expenses	-15.07	22.25	-37.32	-167.7%
5523 · Administrative	555.90	538.40	17.50	3.3%
5524 · Supplies/Materials	0.00	15.58	-15.58	-100.0%
5526 · Game Fees	8,610.00	14,440.00	-5,830.00	-40.4%
5527 · Awards	697.50	774.50	-77.00	-9.9%
5528 · Local Host Expense	2,505.00	3,565.00	-1,060.00	-29.7%
<b>Total FALL RECREATIONAL</b>	<b>12,353.33</b>	<b>19,355.73</b>	<b>-7,002.40</b>	<b>-36.2%</b>
<b>SPRING RECREATIONAL</b>				
5542 · Travel Expenses	391.69	180.93	210.76	116.5%
5543 · Administration	148.42	224.67	-76.25	-33.9%
5544 · Supplies/Materials	189.95	5.61	184.34	3,285.9%
5546 · Game Fees	9,200.00	13,940.00	-4,740.00	-34.0%
5547 · Awards	320.00	1,653.30	-1,333.30	-80.6%
5548 · Local Host Expense	3,065.00	3,470.00	-405.00	-11.7%
<b>Total SPRING RECREATIONAL</b>	<b>13,315.06</b>	<b>19,474.51</b>	<b>-6,159.45</b>	<b>-31.6%</b>
<b>EUROSPORT COMPETITIVE</b>				
5552 · Travel Expenses	555.11	0.00	555.11	100.0%
5553 · Administrative	197.58	350.67	-153.09	-43.7%
5554 · Supplies/Materials	-104.77	926.50	-1,031.27	-111.3%
5555 · Game Fees	6,450.00	6,530.00	-80.00	-1.2%
5557 · Awards	1,555.45	1,891.00	-335.55	-17.7%
5558 · Local Host Expense	3,000.00	3,000.00	0.00	0.0%
<b>Total EUROSPORT COMPETITIVE</b>	<b>11,653.37</b>	<b>12,698.17</b>	<b>-1,044.80</b>	<b>-8.2%</b>
<b>STATE OPEN COMPETITIVE</b>				

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5562 · Travel Expenses	0.00	2,373.18	-2,373.18	-100.0%
5563 · Administrative	1,906.56	383.50	1,523.06	397.2%
5564 · Supplies/Materials	316.24	913.93	-597.69	-65.4%
5566 · Game Fees	16,825.00	14,615.00	2,210.00	15.1%
5567 · Awards	2,254.97	1,820.60	434.37	23.9%
5568 · Local Host Expense	5,000.00	5,000.00	0.00	0.0%
<b>Total STATE OPEN COMPETITIVE</b>	<b>26,302.77</b>	<b>25,106.21</b>	<b>1,196.56</b>	<b>4.8%</b>
<b>REGIONALS/NATIONALS</b>				
5571 · Region II Fees	3,400.00	3,750.00	-350.00	-9.3%
5572 · Travel Expenses	11,628.98	5,724.47	5,904.51	103.2%
5573 · Administrative	334.73	-38.43	373.16	971.0%
5575 · National Championship Fees	0.00	1,300.00	-1,300.00	-100.0%
<b>Total REGIONALS/NATIONALS</b>	<b>15,363.71</b>	<b>10,736.04</b>	<b>4,627.67</b>	<b>43.1%</b>
<b>Total EXPENSE-TOURNAMENTS</b>	<b>87,646.94</b>	<b>87,370.66</b>	<b>276.28</b>	<b>0.3%</b>
<b>EXPENSE-STATE OFFICE</b>				
<b>COMMUNICATIONS</b>				
6111 · Local Phone Service	4,429.17	4,278.12	151.05	3.5%
6112 · Cellular Service	2,459.03	3,399.22	-940.19	-27.7%
6113 · DSL Service	480.00	916.27	-436.27	-47.6%
6114 · Online Service	262.05	309.40	-47.35	-15.3%
<b>Total COMMUNICATIONS</b>	<b>7,630.25</b>	<b>8,903.01</b>	<b>-1,272.76</b>	<b>-14.3%</b>
<b>OCCUPANCY</b>				
6121 · Office Rent	10,800.00	10,800.00	0.00	0.0%
6123 · Office Utilities	2,150.78	1,976.89	173.89	8.8%
6127 · Renters Insurance	568.94	567.88	1.06	0.2%
<b>Total OCCUPANCY</b>	<b>13,519.72</b>	<b>13,344.77</b>	<b>174.95</b>	<b>1.3%</b>
<b>EQUIPMENT/FURNISHINGS</b>				
6131 · Equipment Purchases	2,226.89	1,885.86	341.03	18.1%
6132 · Equipment Rentals	2,422.97	927.44	1,495.53	161.3%
6133 · Repairs/Maintenance	2,974.31	3,801.00	-826.69	-21.8%
6135 · Software/Manuals	1,504.35	1,680.21	-175.86	-10.5%
6137 · Furnishings/Fixtures	446.16	499.95	-53.79	-10.8%
<b>Total EQUIPMENT/FURNISHINGS</b>	<b>9,574.68</b>	<b>8,794.46</b>	<b>780.22</b>	<b>8.9%</b>
<b>SUPPLIES/MATERIALS</b>				
6141 · Supplies	3,802.78	4,845.69	-1,042.91	-21.5%
<b>Total SUPPLIES/MATERIALS</b>	<b>3,802.78</b>	<b>4,845.69</b>	<b>-1,042.91</b>	<b>-21.5%</b>
<b>POSTAGE/EXPRESS</b>				
6151 · Postage	530.73	175.45	355.28	202.5%
6153 · Express/Shipping	740.00	557.57	182.43	32.7%
<b>Total POSTAGE/EXPRESS</b>	<b>1,270.73</b>	<b>733.02</b>	<b>537.71</b>	<b>73.4%</b>
<b>STATE VEHICLES</b>				
6510 · Fuel & Oil	328.24	940.44	-612.20	-65.1%
6511 · Insurance	4,879.05	1,857.00	3,022.05	162.7%
6512 · Licensing Fees	2,582.00	1,903.33	678.67	35.7%
6513 · Maintenance	133.53	0.00	133.53	100.0%
STATE VEHICLES - Other	64.55	0.00	64.55	100.0%
<b>Total STATE VEHICLES</b>	<b>7,987.37</b>	<b>4,700.77</b>	<b>3,286.60</b>	<b>69.9%</b>
<b>Total EXPENSE-STATE OFFICE</b>	<b>43,785.53</b>	<b>41,321.72</b>	<b>2,463.81</b>	<b>6.0%</b>
<b>EXPENSE-PAYROLL</b>				

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	Sep '03 - Aug 04	Sep '02 - Aug 03	\$ Change	% Change
<b>SALARY/WAGES</b>				
6210 · Office Salary	142,999.92	133,666.64	9,333.28	7.0%
6215 · Hourly Wages	16,351.25	14,340.00	2,011.25	14.0%
6220 · Contract Labor	2,365.00	971.95	1,393.05	143.3%
<b>Total SALARY/WAGES</b>	<b>161,716.17</b>	<b>148,978.59</b>	<b>12,737.58</b>	<b>8.6%</b>
<b>BENEFITS</b>				
6240 · Medical Insurance	7,877.31	5,060.80	2,816.51	55.7%
6241 · Life Insurance	186.00	186.00	0.00	0.0%
6242 · Disability Insurance	378.00	94.50	283.50	300.0%
6243 · Other Benefits	544.12	523.72	20.40	3.9%
6244 · Retirement Fund	17,939.74	11,444.48	6,495.26	56.8%
<b>Total BENEFITS</b>	<b>26,925.17</b>	<b>17,309.50</b>	<b>9,615.67</b>	<b>55.6%</b>
<b>TAXES</b>				
6251 · Social Security	10,576.16	9,754.26	821.90	8.4%
6252 · Medicare	2,473.45	2,281.16	192.29	8.4%
6255 · Unemployment	-3,397.62	4,255.47	-7,653.09	-179.8%
<b>Total TAXES</b>	<b>9,651.99</b>	<b>16,290.89</b>	<b>-6,638.90</b>	<b>-40.8%</b>
<b>OTHER EMPLOYEE EXPENSES</b>				
6290 · Office Bonus Compensation	9,000.00	7,750.00	1,250.00	16.1%
6299 · Other Expenses	0.00	292.93	-292.93	-100.0%
<b>Total OTHER EMPLOYEE EXPENSES</b>	<b>9,000.00</b>	<b>8,042.93</b>	<b>957.07</b>	<b>11.9%</b>
<b>Total EXPENSE-PAYROLL</b>	<b>207,293.33</b>	<b>190,621.91</b>	<b>16,671.42</b>	<b>8.8%</b>
<b>EXPENSE-CORPORATE</b>				
<b>NATIONAL/REGIONAL</b>				
6411 · Registration Fees	1,500.00	2,100.00	-600.00	-28.6%
6412 · Travel Expenses	8,257.60	4,050.88	4,206.72	103.9%
6417 · Meals	313.00	939.60	-626.60	-66.7%
6416 · Per Diem	2,223.00	3,914.00	-1,691.00	-43.2%
6418 · Lodging	4,969.38	9,020.32	-4,050.94	-44.9%
<b>Total NATIONAL/REGIONAL</b>	<b>17,262.98</b>	<b>20,024.80</b>	<b>-2,761.82</b>	<b>-13.8%</b>
<b>STATE MEETINGS</b>				
6431 · Teleconference Calls	669.23	1,200.06	-530.83	-44.2%
6432 · Travel Expenses	325.07	1,030.08	-705.01	-68.4%
6433 · Administrative	0.00	180.00	-180.00	-100.0%
6434 · Supplies/Materials	243.90	65.36	178.54	273.2%
6435 · Facilities	746.98	0.00	746.98	100.0%
6438 · Lodging	917.99	1,047.88	-129.89	-12.4%
6437 · Meals	596.08	664.22	-68.14	-10.3%
<b>Total STATE MEETINGS</b>	<b>3,499.25</b>	<b>4,187.60</b>	<b>-688.35</b>	<b>-16.4%</b>
<b>AGM/AFFILIATE MEETINGS</b>				
6557 · Meals	803.50	2,188.77	-1,385.27	-63.3%
6555 · Facilities	0.00	2,382.95	-2,382.95	-100.0%
6554 · Supplies/Materials	165.75	229.50	-63.75	-27.8%
6553 · Administrative	0.00	633.25	-633.25	-100.0%
6552 · Travel Expenses	89.01	190.39	-101.38	-53.3%
<b>Total AGM/AFFILIATE MEETINGS</b>	<b>1,058.26</b>	<b>5,624.86</b>	<b>-4,566.60</b>	<b>-81.2%</b>
<b>DIRECTORS EXPENSES</b>				
6714 · Supplies/Materials	677.86	476.50	201.36	42.3%
<b>Total DIRECTORS EXPENSES</b>	<b>677.86</b>	<b>476.50</b>	<b>201.36</b>	<b>42.3%</b>
<b>FEES/CHARGES</b>				

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	Sep '03 - Aug 04	Sep '02 - Aug 03	\$ Change	% Change
<b>BANK/CREDIT CARD</b>				
6811 · Bank Service Fees	347.61	287.20	60.41	21.0%
6812 · Re-trun Check Charges	0.00	-7.00	7.00	100.0%
6813 · Credit Card Fees	54.00	54.00	0.00	0.0%
<b>Total BANK/CREDIT CARD</b>	<b>401.61</b>	<b>334.20</b>	<b>67.41</b>	<b>20.2%</b>
<b>PROFESSIONAL FEES</b>				
6831 · Accounting Fees	1,500.00	1,500.00	0.00	0.0%
6835 · Legal Fees	-55.00	561.20	-616.20	-109.8%
<b>Total PROFESSIONAL FEES</b>	<b>1,445.00</b>	<b>2,061.20</b>	<b>-616.20</b>	<b>-29.9%</b>
<b>Total FEES/CHARGES</b>	<b>1,846.61</b>	<b>2,395.40</b>	<b>-548.79</b>	<b>-22.9%</b>
<b>OTHER EXPENSES</b>				
6900 · Depreciation	12,557.24	8,410.71	4,146.53	49.3%
6910 · Other Expenses	8.00	-59.96	67.96	113.3%
6915 · Protest/Appeals Expense	165.19	90.40	74.79	82.7%
6950 · Tax Penalties/Interest	20.00	0.00	20.00	100.0%
<b>Total OTHER EXPENSES</b>	<b>12,750.43</b>	<b>8,441.15</b>	<b>4,309.28</b>	<b>51.1%</b>
<b>Total EXPENSE-CORPORATE</b>	<b>37,095.39</b>	<b>41,150.31</b>	<b>-4,054.92</b>	<b>-9.9%</b>
<b>Total Expense</b>	<b>766,171.10</b>	<b>736,378.30</b>	<b>29,792.80</b>	<b>4.1%</b>
<b>Net Ordinary Income</b>	<b>44,660.20</b>	<b>61,390.32</b>	<b>-16,730.12</b>	<b>-27.3%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>INCOME-FUND RAISING</b>				
7701 · Bingo Income	42,705.21	138,951.98	-96,246.77	-69.3%
7702 · Bingo Return Checks	-2,434.00	-8,499.00	6,065.00	71.4%
7703 · Bingo Collection	3,665.60	5,646.00	-1,980.40	-35.1%
<b>Total INCOME-FUND RAISING</b>	<b>43,936.81</b>	<b>136,098.98</b>	<b>-92,162.17</b>	<b>-67.7%</b>
<b>INCOME-IN KIND SPONSORSHIPS</b>				
7811 · adidas America	26,573.02	15,455.58	11,117.44	71.9%
7812 · Eurosport	13,039.11	12,051.09	988.02	8.2%
7813 · Snickers	0.00	3,000.00	-3,000.00	-100.0%
7814 · Gatorade	0.00	3,500.00	-3,500.00	-100.0%
7815 · Chevrolet	12,106.60	9,769.43	2,337.17	23.9%
7818 · Tide	3,500.00	3,500.00	0.00	0.0%
<b>Total INCOME-IN KIND SPONSORSHIPS</b>	<b>55,218.73</b>	<b>47,276.10</b>	<b>7,942.63</b>	<b>16.8%</b>
<b>Total Other Income</b>	<b>99,155.54</b>	<b>183,375.08</b>	<b>-84,219.54</b>	<b>-45.9%</b>
<b>Other Expense</b>				
<b>EXPENSE-FUND RAISING</b>				
8701 · Bingo supplies	17,587.35	41,053.32	-23,465.97	-57.2%
8702 · Bingo Rent	17,340.00	53,740.00	-36,400.00	-67.7%
8703 · Bingo Donations	9,900.00	28,600.00	-18,700.00	-65.4%
8704 · Quarterly Taxes	0.00	3,275.89	-3,275.89	-100.0%
8705 · Bank Service Charges	0.00	21.25	-21.25	-100.0%
8706 · Tax Fees	1,763.15	75.00	1,688.15	2,250.9%
8707 · Other Expenses	-250.00	590.69	-840.69	-142.3%
8708 · Bingo Staff Expense	2,181.40	6,644.20	-4,462.80	-67.2%
<b>Total EXPENSE-FUND RAISING</b>	<b>48,521.90</b>	<b>134,000.35</b>	<b>-85,478.45</b>	<b>-63.8%</b>
<b>EXPENSE-IN KIND SPONSORSHIP</b>				
8810 · Corporate	11,481.42	7,513.83	3,967.59	52.8%

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8820 · Coaching Education	5,753.24	7,670.42	-1,917.18	-25.0%
8840 · ODP	19,384.78	1,116.00	18,268.78	1,637.0%
8851 · Spring Rec Cup	3,500.00	3,500.00	0.00	0.0%
8852 · Fall Rec Cup	3,500.00	3,500.00	0.00	0.0%
8853 · Open Cup	0.00	1,500.00	-1,500.00	-100.0%
8854 · Eurosport Cup	0.00	3,250.00	-3,250.00	-100.0%
8861 · Development	8,250.00	12,931.20	-4,681.20	-36.2%
8862 · Awards	1,600.00	240.00	1,360.00	566.7%
8863 · Member Services	0.00	495.10	-495.10	-100.0%
8870 · State Meetings	1,749.29	3,269.55	-1,520.26	-46.5%
8871 · National Meetings	0.00	2,290.00	-2,290.00	-100.0%
<b>Total EXPENSE-IN KIND SPONSORSHIP</b>	<b>55,218.73</b>	<b>47,276.10</b>	<b>7,942.63</b>	<b>16.8%</b>
<b>Total Other Expense</b>	<b>103,740.63</b>	<b>181,276.45</b>	<b>-77,535.82</b>	<b>-42.8%</b>
<b>Net Other Income</b>	<b>-4,585.09</b>	<b>2,098.63</b>	<b>-6,683.72</b>	<b>-318.5%</b>
<b>Net Income</b>	<b>40,075.11</b>	<b>63,488.95</b>	<b>-23,413.84</b>	<b>-36.9%</b>