

2017-2018

BALANCE SHEET

**PROFIT AND LOSS
STATEMENTS**

FY2017/2018 PROFIT & LOSS STATEMENTS

The numbers for the recently ended fiscal year, FY17/18, are not finalized at this time. I am waiting for the accountants to finish their yearend work including a compilation of the financial statements, responses to the agreed upon procedures, and completion of form 990. At the time of the writing of this report, all projected adjustments have been made and all necessary reports delivered to the accounting firm.

In FY17/18 we ran a \$61,000 deficit due to planned reinvestment in membership services. The areas with the greatest impact were:

- General Fund
- Club Development
- Coach Education

There were also investments made in some of our recreation based programs such as Challenge Cup and L3 Central League.

The General Fund ran the biggest deficit. While this fund usually runs a deficit in the \$50,000 to \$60,000 range, a combination of 5% less income and 5% more expenses in this fund year over left the fund with a \$91,000 deficit. Additional personnel expenses, investment/reinvestment in needed equipment, and costs related to the Executive Director search made up for the fund's additional expenditures. On the income side of the ledger we lost income from 2 adult leagues as well as the net income from not participating in College Search Kickoff.

In FY17/18 we committed to reinvesting in our programs and our members. We're investing in two of our more promising programs, Club Development and Coach Education. Club standards and certifications are being developed with the goal of creating, restructuring and strengthening our clubs. This will require both additional development time and several years of onsite consultation. In order to be inclusive and affordable, Coach Education is being offered without charge to our members. Neither one of these programs has a related source of income to offset expenses and relies on additional revenue generated from other more profitable programs and the general fund.

We have great opportunities laying ahead and we want to insure that we capitalize on them. With programs such as Club Development, Coach Education, league development and management as well as our movement into facility management, we are positioned well for the future. Our financial planning and strong financial base will allow us to remain one of the most progressive and stable state associations among the 55 state associations nationwide.

Iowa Soccer Association
Balance Sheet
 As of July 31, 2018

	<u>Jul 31, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
Community State Bank	174,650.51
Certificates of Deposit	341,697.59
Total Checking/Savings	<u>516,348.10</u>
Accounts Receivable	
Accounts Receivable	70,396.04
Total Accounts Receivable	<u>70,396.04</u>
Other Current Assets	
Meeting Deposits	1,400.00
Total Other Current Assets	<u>1,400.00</u>
Total Current Assets	<u>588,144.14</u>
Fixed Assets	
Office Equipment	20,028.74
Accumulated Depreciation	-18,450.31
Total Fixed Assets	<u>1,578.43</u>
Other Assets	
AMG, LLC	1,027.00
Soccer Travel LLC	
Note Receivable	7,500.00
Investment	2,683.00
Total Soccer Travel LLC	<u>10,183.00</u>
Total Other Assets	<u>11,210.00</u>
TOTAL ASSETS	<u><u>600,932.57</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	102,809.12
Total Accounts Payable	<u>102,809.12</u>
Other Current Liabilities	
Deferred Rev-GODP Tryout	19,085.00
Deferred Rev - Garcia Fund	3,843.35
Payroll Liabilities	
SIMPLE	586.70
Payroll Liabilities - Other	1,033.00
Total Payroll Liabilities	<u>1,619.70</u>
Total Other Current Liabilities	<u>24,548.05</u>
Total Current Liabilities	<u>127,357.17</u>
Total Liabilities	<u>127,357.17</u>
Equity	
ISA Retained Earnings	534,941.05
Net Income	-61,365.65
Total Equity	<u>473,575.40</u>
TOTAL LIABILITIES & EQUITY	<u><u>600,932.57</u></u>

Iowa Soccer Association
Profit & Loss
 August 2017 through July 2018

	Aug '17 - Jul 18
Income	
Affiliate Fees	4,660.00
Entry Fees	369,791.16
Interest	4,452.58
Mailing List	2,682.51
Merchandise	9,142.60
Registration	
Coaches	38,206.00
Players-Adult	52,925.00
Players-Youth	402,241.00
Total Registration	493,372.00
Royalties	0.00
Partnership - Soccer Travel	436.00
Partnership-AMG	-79.00
Scholarships	550.00
Sponsorships	8,900.00
User Fees	
Team Fees	16,620.00
User Fees - Other	627,770.75
Total User Fees	644,390.75
Total Income	1,538,298.60
Expense	
Advertising	35.00
Affiliation/Professional Fees	
Volunteer Screen	16,788.55
Affiliation/Professional Fees - Other	22,712.00
Total Affiliation/Professional Fees	39,500.55
Allocated General Expenses	0.00
Awards/Gifts	5,826.60
Camp/Cup Fees	139,423.44
Depreciation	2,216.99
Equipment	23,791.39
Insurance	
Auto	679.92
Other	700.00
Workers Comp	1,673.00
Youth Player	
Aggregate	8,399.92
D & O	2,815.24
GL	19,356.96
PA	10,470.00
UL	3,309.96
Total Youth Player	44,352.08
Total Insurance	47,405.00
Internet Services	10,186.95
Lodging	35,430.38
Meals/Food	
Per Diem	9,127.00
Meals/Food - Other	10,509.76
Total Meals/Food	19,636.76
Merchandise Expense	55,480.86
Misc Expense	0.00
Non-Employee Compensation	387,150.77
Payroll Expenses	
Personnel Expenses	

Iowa Soccer Association
Profit & Loss
August 2017 through July 2018

	Aug '17 - Jul 18
Health Insurance	7,010.34
AD Fee	240.00
FlexPlan Contribution	1,643.90
Life	3,138.32
SIMPLE	12,435.24
STD	2,379.63
Total Personnel Expenses	26,847.43
Payroll Expenses - Other	468,589.90
Total Payroll Expenses	495,437.33
Player Fees	
Adult Rec Affiliation	29,890.00
Youth	68,656.00
Player Fees - Other	377.48
Total Player Fees	98,923.48
Postage	
Federal Express	1,046.90
Postage - Other	3,369.91
Total Postage	4,416.81
Printing	188.57
Rental	141,610.18
Scholarship	1,338.19
Service Charge	
ACH	240.00
Service Charge - Other	13,989.39
Total Service Charge	14,229.39
Supplies	
Office Software	4,253.53
Supplies - Other	14,590.24
Total Supplies	18,843.77
Telephone	11,294.91
Tournament Rentals	375.00
Transportation	
Airfare	10,289.67
Car Rental	15,683.20
Gas	3,722.37
Mileage	14,660.85
Parking	459.94
Total Transportation	44,816.03
Website	2,105.90
Total Expense	1,599,664.25
Net Income	-61,365.65

Academy Festival
Profit & Loss
 August 2017 through July 2018

	Aug '17 - Jul 18
Income	
Entry Fees	13,800.00
Merchandise	267.15
Total Income	14,067.15
Expense	
Allocated General Expenses	985.00
Internet Services	194.00
Lodging	289.86
Meals/Food	
Per Diem	60.00
Meals/Food - Other	221.03
Total Meals/Food	281.03
Non-Employee Compensation	3,530.50
Payroll Expenses	
Personnel Expenses	
Health Insurance	-106.03
FlexPlan Contribution	30.07
SIMPLE	64.77
Total Personnel Expenses	-11.19
Payroll Expenses - Other	2,732.44
Total Payroll Expenses	2,721.25
Postage	20.99
Rental	3,350.00
Transportation	
Car Rental	294.69
Gas	20.00
Total Transportation	314.69
Total Expense	11,687.32
Net Income	2,379.83

Academy League
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
Entry Fees	21,150.00
User Fees	2,975.00
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Total Income	24,125.00
Expense	
Allocated General Expenses	1,689.00
Internet Services	438.00
Non-Employee Compensation	5,180.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	-285.88
FlexPlan Contribution	122.44
SIMPLE	249.99
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Total Personnel Expenses	86.55
Payroll Expenses - Other	9,819.61
	<hr/>
Total Payroll Expenses	9,906.16
Postage	67.49
Rental	5,901.25
	<hr/>
Total Expense	23,181.90
	<hr/>
Net Income	<u>943.10</u>

Adults
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
Registration	
Players-Adult	52,925.00
Total Registration	<u>52,925.00</u>
Total Income	52,925.00
Expense	
Affiliation/Professional Fees	100.00
Allocated General Expenses	3,704.00
Lodging	484.32
Meals/Food	98.19
Payroll Expenses	
Personnel Expenses	
SIMPLE	64.66
Total Personnel Expenses	64.66
Payroll Expenses - Other	5,849.44
Total Payroll Expenses	<u>5,914.10</u>
Player Fees	
Adult Rec Affiliation	29,890.00
Total Player Fees	29,890.00
Postage	94.18
Transportation	
Airfare	375.60
Car Rental	48.30
Parking	12.50
Total Transportation	<u>436.40</u>
Total Expense	<u>40,721.19</u>
Net Income	<u><u>12,203.81</u></u>

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10/25/18
Accrual Basis

**Challenge Cup
Profit & Loss
August 2017 through July 2018**

	<u>Aug '17 - Jul 18</u>
Income	
Entry Fees	20,779.42
Merchandise	963.20
Total Income	<u>21,742.62</u>
Expense	
Allocated General Expenses	1,522.00
Awards/Gifts	1,703.00
Camp/Cup Fees	5,000.00
Internet Services	180.00
Lodging	217.83
Meals/Food	552.06
Non-Employee Compensation	7,465.76
Payroll Expenses	2,962.08
Postage	40.78
Rental	1,808.36
Service Charge	7.95
Supplies	27.90
Transportation	1,247.36
Total Expense	<u>22,735.08</u>
Net Income	<u><u>-992.46</u></u>

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10/24/18
Accrual Basis

Club Development
Profit & Loss
August 2017 through July 2018

	Aug '17 - Jul 18
Income	0.00
Expense	
Allocated General Expenses	0.00
Meals/Food	104.09
Payroll Expenses	
Personnel Expenses	
FlexPlan Contribution	114.99
SIMPLE	274.20
Total Personnel Expenses	389.19
Payroll Expenses - Other	9,832.03
Total Payroll Expenses	10,221.22
Service Charge	99.00
Transportation	
Gas	20.29
Total Transportation	20.29
Total Expense	10,444.60
Net Income	-10,444.60

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09/05/18

Accrual Basis

Coach Education
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
User Fees	4,542.83
Total Income	<u>4,542.83</u>
Expense	
Allocated General Expenses	318.00
Lodging	470.77
Meals/Food	
Per Diem	74.00
Meals/Food - Other	227.25
Total Meals/Food	<u>301.25</u>
Merchandise Expense	964.36
Non-Employee Compensation	3,640.00
Payroll Expenses	
Personnel Expenses	
FlexPlan Contribution	113.34
SIMPLE	253.51
Total Personnel Expenses	<u>366.85</u>
Payroll Expenses - Other	9,088.21
Total Payroll Expenses	<u>9,455.06</u>
Postage	4.16
Rental	325.00
Supplies	31.69
Transportation	
Car Rental	828.68
Gas	498.49
Parking	16.44
Total Transportation	<u>1,343.61</u>
Total Expense	<u>16,853.90</u>
Net Income	<u><u>-12,311.07</u></u>

Communications/Marketing
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
Registration	
Players-Youth	24,600.00
Total Registration	<u>24,600.00</u>
Total Income	24,600.00
Expense	
Advertising	35.00
Internet Services	1,034.50
Non-Employee Compensation	200.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	-830.37
FlexPlan Contribution	71.57
SIMPLE	539.63
Total Personnel Expenses	<u>-219.17</u>
Payroll Expenses - Other	19,302.76
Total Payroll Expenses	19,083.59
Printing	188.57
Supplies	173.52
Website	2,030.04
Total Expense	<u>22,745.22</u>
Net Income	<u><u>1,854.78</u></u>

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09/05/18
Accrual Basis

Developmental Camp
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
Scholarships	500.00
User Fees	130,282.75
Total Income	<u>130,782.75</u>
Expense	
Allocated General Expenses	9,119.00
Camp/Cup Fees	65,771.48
Equipment	70.57
Meals/Food	
Per Diem	90.00
Meals/Food - Other	618.85
Total Meals/Food	<u>708.85</u>
Merchandise Expense	9,902.46
Non-Employee Compensation	14,025.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	-339.95
FlexPlan Contribution	32.29
SIMPLE	267.53
Total Personnel Expenses	<u>-40.13</u>
Payroll Expenses - Other	10,284.91
Total Payroll Expenses	<u>10,244.78</u>
Postage	12.44
Rental	1,685.25
Scholarship	500.00
Service Charge	3,773.01
Supplies	100.90
Transportation	
Gas	97.04
Total Transportation	<u>97.04</u>
Total Expense	<u>116,010.78</u>
Net Income	<u><u>14,771.97</u></u>

General Fund
Profit & Loss
 August 2017 through July 2018

	Aug '17 - Jul 18
Income	
Affiliate Fees	4,660.00
Entry Fees	-250.00
Interest	4,452.58
Mailing List	2,682.51
Registration	
Coaches	38,206.00
Players-Youth	377,641.00
	415,847.00
Total Registration	415,847.00
Royalties	0.00
Partnership - Soccer Travel	436.00
Partnership-AMG	-79.00
Sponsorships	800.00
User Fees	
Team Fees	16,620.00
User Fees - Other	3,896.00
	20,516.00
Total User Fees	20,516.00
Total Income	449,065.09
Expense	
Affiliation/Professional Fees	
Volunteer Screen	16,788.55
Affiliation/Professional Fees - Other	22,612.00
	39,400.55
Total Affiliation/Professional Fees	39,400.55
Allocated General Expenses	-73,869.44
Awards/Gifts	1,109.77
Camp/Cup Fees	15,970.00
Depreciation	2,216.99
Equipment	19,632.06
Insurance	
Auto	679.92
Other	700.00
Workers Comp	1,673.00
Youth Player	
Aggregate	8,399.92
D & O	2,815.24
GL	19,356.96
PA	10,470.00
UL	3,309.96
	44,352.08
Total Youth Player	44,352.08
Total Insurance	47,405.00
Internet Services	4,562.75
Lodging	9,758.77
Meals/Food	
Per Diem	2,110.00
Meals/Food - Other	4,011.71
	6,121.71
Total Meals/Food	6,121.71
Merchandise Expense	
Merchandise Expense - Other	3,890.41
	3,890.41
Total Merchandise Expense	3,890.41
Misc Expense	0.00
Non-Employee Compensation	2,560.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	9,654.07
AD Fee	240.00

General Fund
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
FlexPlan Contribution	-307.43
Life	3,138.32
SIMPLE	8,136.67
STD	2,379.63
	<hr/>
Total Personnel Expenses	23,241.26
Payroll Expenses - Other	299,501.75
	<hr/>
Total Payroll Expenses	322,743.01
Player Fees	
Youth	68,656.00
	<hr/>
Total Player Fees	68,656.00
Postage	
Federal Express	1,009.43
Postage - Other	1,970.47
	<hr/>
Total Postage	2,979.90
Rental	30,807.25
Service Charge	
ACH	240.00
Service Charge - Other	2,227.72
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Total Service Charge	2,467.72
Supplies	
Office Software	4,253.53
Supplies - Other	13,632.57
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Total Supplies	17,886.10
Telephone	11,278.98
Transportation	
Airfare	4,585.04
Car Rental	4,071.28
Gas	734.48
Mileage	999.24
Parking	391.00
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Total Transportation	10,781.04
Website	75.86
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Total Expense	546,434.43
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Net Income	-97,369.34
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**Indoor Tournament Youth
Profit & Loss
August 2017 through July 2018**

	Aug '17 - Jul 18
Income	
Entry Fees	45,301.68
Merchandise	1,794.15
Total Income	47,095.83
Expense	
Allocated General Expenses	3,296.00
Awards/Gifts	886.32
Equipment	143.69
Internet Services	240.00
Lodging	1,747.92
Meals/Food	
Per Diem	105.00
Meals/Food - Other	657.89
Total Meals/Food	762.89
Non-Employee Compensation	4,703.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	-49.14
FlexPlan Contribution	128.68
SIMPLE	178.34
Total Personnel Expenses	257.88
Payroll Expenses - Other	6,711.95
Total Payroll Expenses	6,969.83
Postage	13.05
Rental	19,000.00
Supplies	15.00
Transportation	
Car Rental	469.18
Gas	62.07
Mileage	332.27
Total Transportation	863.52
Total Expense	38,641.22
Net Income	8,454.61

Iowa Soccer Championship Series

Profit & Loss

09/05/18

August 2017 through July 2018

Accrual Basis

	<u>Aug '17 - Jul 18</u>
Income	
Entry Fees	83,950.00
Merchandise	3,255.30
Sponsorships	3,000.00
User Fees	19,250.00
Total Income	<u>109,455.30</u>
Expense	
Allocated General Expenses	7,451.00
Awards/Gifts	579.30
Equipment	1,231.25
Lodging	11,813.79
Meals/Food	
Per Diem	2,220.00
Meals/Food - Other	912.75
Total Meals/Food	<u>3,132.75</u>
Merchandise Expense	234.71
Non-Employee Compensation	45,978.17
Payroll Expenses	
Personnel Expenses	
Health Insurance	-32.58
FlexPlan Contribution	316.32
SIMPLE	419.83
Total Personnel Expenses	<u>703.57</u>
Payroll Expenses - Other	<u>15,812.15</u>
Total Payroll Expenses	16,515.72
Postage	145.39
Rental	14,845.25
Supplies	398.72
Transportation	
Car Rental	1,315.55
Gas	105.29
Mileage	5,774.78
Total Transportation	<u>7,195.62</u>
Total Expense	<u>109,521.67</u>
Net Income	<u><u>-66.37</u></u>

ISL State
Profit & Loss
August 2017 through July 2018

	Aug '17 - Jul 18
Income	
Entry Fees	118,950.00
User Fees	229,773.50
Total Income	348,723.50
Expense	
Allocated General Expenses	24,411.00
Awards/Gifts	110.00
Camp/Cup Fees	6,000.00
Internet Services	1,272.00
Meals/Food	
Per Diem	75.00
Meals/Food - Other	2,016.20
Total Meals/Food	2,091.20
Non-Employee Compensation	223,268.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	-3.09
FlexPlan Contribution	638.14
SIMPLE	815.37
Total Personnel Expenses	1,450.42
Payroll Expenses - Other	28,984.15
Total Payroll Expenses	30,434.57
Postage	845.39
Rental	28,482.31
Supplies	9.34
Transportation	
Car Rental	44.40
Gas	23.76
Mileage	6,214.36
Total Transportation	6,282.52
Total Expense	323,206.33
Net Income	25,517.17

ISL L3 Central
Profit & Loss
August 2017 through July 2018

	Aug '17 - Jul 18
Income	
Entry Fees	22,350.00
Total Income	22,350.00
Expense	
Allocated General Expenses	1,564.00
Internet Services	1,741.70
Meals/Food	84.61
Non-Employee Compensation	11,401.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	-512.70
FlexPlan Contribution	144.77
SIMPLE	304.48
Total Personnel Expenses	-63.45
Payroll Expenses - Other	12,856.58
Total Payroll Expenses	12,793.13
Rental	500.00
Supplies	86.88
Total Expense	28,171.32
Net Income	-5,821.32

ISL L3 NE
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
Entry Fees	14,375.00
User Fees	18,756.50
Total Income	<u>33,131.50</u>
Expense	
Allocated General Expenses	2,319.00
Internet Services	370.00
Meals/Food	100.28
Non-Employee Compensation	18,061.25
Payroll Expenses	
Personnel Expenses	
Health Insurance	-230.92
FlexPlan Contribution	64.54
SIMPLE	138.02
Total Personnel Expenses	-28.36
Payroll Expenses - Other	5,748.81
Total Payroll Expenses	<u>5,720.45</u>
Postage	71.64
Transportation	
Car Rental	62.52
Gas	43.43
Total Transportation	<u>105.95</u>
Total Expense	<u>26,748.57</u>
Net Income	<u><u>6,382.93</u></u>

ODP Tournament KC
Profit & Loss
August 2017 through July 2018

	Aug '17 - Jul 18
Income	
User Fees	33,230.00
Total Income	33,230.00
Expense	
Allocated General Expenses	2,326.00
Camp/Cup Fees	13,520.00
Lodging	2,705.33
Meals/Food	
Per Diem	1,400.00
Meals/Food - Other	33.53
Total Meals/Food	1,433.53
Non-Employee Compensation	7,275.00
Payroll Expenses	
Personnel Expenses	
SIMPLE	3.91
Total Personnel Expenses	3.91
Payroll Expenses - Other	1,924.11
Total Payroll Expenses	1,928.02
Player Fees	5.00
Scholarship	255.00
Service Charge	1,029.07
Telephone	9.99
Tournament Rentals	375.00
Transportation	
Car Rental	3,007.94
Gas	475.64
Total Transportation	3,483.58
Total Expense	34,345.52
Net Income	-1,115.52

ODP Tournament LV
Profit & Loss
August 2017 through July 2018

	Aug '17 - Jul 18
Income	
User Fees	15,960.00
Total Income	15,960.00
Expense	
Allocated General Expenses	951.00
Camp/Cup Fees	6,534.40
Lodging	2,783.27
Meals/Food	
Per Diem	681.00
Total Meals/Food	681.00
Non-Employee Compensation	3,300.00
Payroll Expenses	
Personnel Expenses	
SIMPLE	35.63
Total Personnel Expenses	35.63
Payroll Expenses - Other	1,673.93
Total Payroll Expenses	1,709.56
Service Charge	406.16
Telephone	5.94
Transportation	
Airfare	3,186.85
Car Rental	512.00
Gas	78.93
Parking	25.00
Total Transportation	3,802.78
Total Expense	20,174.11
Net Income	-4,214.11

8:47 AM

09/05/18

Accrual Basis

ODP Tournament MI
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	0.00
Expense	
Meals/Food	47.22
Payroll Expenses	
Personnel Expenses	
SIMPLE	<u>1.82</u>
Total Personnel Expenses	1.82
Payroll Expenses - Other	<u>65.41</u>
Total Payroll Expenses	67.23
Transportation	
Airfare	<u>498.78</u>
Total Transportation	<u>498.78</u>
Total Expense	<u>613.23</u>
Net Income	<u><u>-613.23</u></u>

ODP Tournament MN Showcase
Profit & Loss
August 2017 through July 2018

	Aug '17 - Jul 18
Income	
User Fees	21,924.17
Total Income	21,924.17
Expense	
Allocated General Expenses	1,534.00
Camp/Cup Fees	16,215.00
Lodging	2,816.46
Meals/Food	
Per Diem	1,243.50
Meals/Food - Other	180.99
Total Meals/Food	1,424.49
Non-Employee Compensation	5,500.00
Payroll Expenses	
Personnel Expenses	
FlexPlan Contribution	11.04
SIMPLE	74.77
Total Personnel Expenses	85.81
Payroll Expenses - Other	4,757.05
Total Payroll Expenses	4,842.86
Postage	17.63
Rental	24.05
Service Charge	695.52
Transportation	
Car Rental	1,993.88
Gas	499.23
Parking	15.00
Total Transportation	2,508.11
Total Expense	35,578.12
Net Income	-13,653.95

ODP Tournament MN USA Cup
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
User Fees	10,400.00
Total Income	10,400.00
Expense	
Allocated General Expenses	728.00
Camp/Cup Fees	564.00
Lodging	881.40
Meals/Food	
Per Diem	243.50
Total Meals/Food	243.50
Non-Employee Compensation	850.00
Payroll Expenses	
Personnel Expenses	
SIMPLE	143.23
Total Personnel Expenses	143.23
Payroll Expenses - Other	945.51
Total Payroll Expenses	1,088.74
Service Charge	310.45
Transportation	
Car Rental	220.34
Gas	146.78
Total Transportation	367.12
Total Expense	5,033.21
Net Income	5,366.79

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Accrual Basis

ODP NE Freeze
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
User Fees	9,135.00
Total Income	9,135.00
Expense	
Allocated General Expenses	635.00
Meals/Food	
Per Diem	256.50
Total Meals/Food	256.50
Non-Employee Compensation	1,425.00
Payroll Expenses	160.56
Scholarship	80.00
Service Charge	196.13
Transportation	
Car Rental	78.44
Gas	137.03
Total Transportation	215.47
Total Expense	2,968.66
Net Income	<u><u>6,166.34</u></u>

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Accrual Basis

ODP Omaha
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
User Fees	4,700.00
Total Income	4,700.00
Expense	
Allocated General Expenses	655.00
Camp/Cup Fees	4,800.00
Lodging	738.58
Meals/Food	
Per Diem	303.50
Meals/Food - Other	86.20
Total Meals/Food	389.70
Non-Employee Compensation	1,425.00
Payroll Expenses	
Personnel Expenses	
FlexPlan Contribution	13.18
SIMPLE	16.41
Total Personnel Expenses	29.59
Payroll Expenses - Other	917.74
Total Payroll Expenses	947.33
Service Charge	114.35
Transportation	
Car Rental	1,158.33
Gas	231.32
Total Transportation	1,389.65
Total Expense	10,459.61
Net Income	<u><u>-5,759.61</u></u>

ODP Pool
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
Merchandise	1,836.00
User Fees	111,470.00
Total Income	<u>113,306.00</u>
Expense	
Allocated General Expenses	7,932.00
Equipment	2,457.56
Meals/Food	
Per Diem	90.00
Meals/Food - Other	24.79
Total Meals/Food	<u>114.79</u>
Merchandise Expense	34,789.08
Non-Employee Compensation	12,635.59
Payroll Expenses	
Personnel Expenses	
Health Insurance	0.00
FlexPlan Contribution	77.32
SIMPLE	192.26
Total Personnel Expenses	<u>269.58</u>
Payroll Expenses - Other	10,773.65
Total Payroll Expenses	<u>11,043.23</u>
Player Fees	372.48
Postage	
Federal Express	37.47
Postage - Other	53.41
Total Postage	<u>90.88</u>
Rental	29,005.00
Scholarship	353.19
Service Charge	3,313.85
Transportation	
Car Rental	353.16
Gas	469.14
Mileage	51.36
Total Transportation	<u>873.66</u>
Total Expense	<u>102,981.31</u>
Net Income	<u><u>10,324.69</u></u>

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Accrual Basis

**Symposium
Profit & Loss
August 2017 through July 2018**

	<u>Aug '17 - Jul 18</u>
Income	
Entry Fees	8,775.00
Sponsorships	2,100.00
Total Income	<u>10,875.00</u>
Expense	
Allocated General Expenses	217.00
Non-Employee Compensation	2,350.00
Rental	3,876.00
Transportation	
Airfare	1,643.40
Total Transportation	<u>1,643.40</u>
Total Expense	<u>8,086.40</u>
Net Income	<u><u>2,788.60</u></u>

Target United Cup
Profit & Loss
 August 2017 through July 2018

	Aug '17 - Jul 18
Income	
Entry Fees	20,610.06
Merchandise	1,026.80
Sponsorships	3,000.00
Total Income	24,636.86
Expense	
Allocated General Expenses	1,515.00
Awards/Gifts	1,438.21
Camp/Cup Fees	5,000.00
Internet Services	154.00
Meals/Food	
Per Diem	60.00
Meals/Food - Other	544.92
Total Meals/Food	604.92
Non-Employee Compensation	8,272.50
Payroll Expenses	
Personnel Expenses	
Health Insurance	-131.12
FlexPlan Contribution	40.79
SIMPLE	68.41
Total Personnel Expenses	-21.92
Payroll Expenses - Other	3,346.82
Total Payroll Expenses	3,324.90
Postage	1.84
Rental	876.96
Supplies	113.72
Transportation	
Car Rental	266.93
Gas	15.01
Mileage	361.08
Total Transportation	643.02
Total Expense	21,945.07
Net Income	2,691.79

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Accrual Basis

ODP Tournament TN
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
User Fees	-280.00
Total Income	-280.00
Expense	
Allocated General Expenses	221.00
Lodging	722.08
Payroll Expenses	
Personnel Expenses	
SIMPLE	2.92
Total Personnel Expenses	2.92
Payroll Expenses - Other	1,309.24
Total Payroll Expenses	1,312.16
Scholarship	150.00
Service Charge	1,207.35
Total Expense	3,612.59
Net Income	-3,892.59

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Accrual Basis

ODP Tryouts
Profit & Loss
August 2017 through July 2018

	<u>Aug '17 - Jul 18</u>
Income	
Scholarships	50.00
User Fees	11,755.00
Total Income	<u>11,805.00</u>
Expense	
Allocated General Expenses	826.00
Equipment	256.26
Meals/Food	
Per Diem	45.00
Meals/Food - Other	57.20
Total Meals/Food	<u>102.20</u>
Merchandise Expense	5,699.84
Non-Employee Compensation	4,105.00
Payroll Expenses	
Personnel Expenses	
Health Insurance	0.00
FlexPlan Contribution	1.05
SIMPLE	108.78
Total Personnel Expenses	<u>109.83</u>
Payroll Expenses - Other	3,217.96
Total Payroll Expenses	<u>3,327.79</u>
Postage	11.05
Rental	1,123.50
Service Charge	608.83
Transportation	
Car Rental	662.98
Gas	39.44
Total Transportation	<u>702.42</u>
Total Expense	<u>16,762.89</u>
Net Income	<u><u>-4,957.89</u></u>