

AMERICAN YOUTH SOCCER ORGANIZATION



FINANCIAL STATEMENTS
FOR THE PERIOD ENDING
JANUARY 31, 2011

Shannon Bantugan
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American Youth Soccer Organization
January 2011 Financial Statements

TO: National Board of Directors

FROM: Shannon Bantugan, Controller

DATE: February 15, 2011

SUBJECT: Management Discussion & Analysis – January 2011 Financial Statements

	FY '10 Full Year		
	Original Budget	Current Forecast	Variance
Registration Revenue			
Registration Fees	\$8,157,948	\$8,212,345	\$54,397
Direct Player Costs	\$1,394,493	\$1,359,169	(\$35,324)
Contribution Margin	\$6,763,455	\$6,853,176	\$89,721
Operating Revenue			
Sponsorships	\$1,052,252	\$1,336,052	\$283,800
Contributions	\$10,000	\$10,000	\$0
Total Operating Revenue	\$1,062,252	\$1,346,052	\$283,800
Program Revenue (excess of costs)			
AYSO Soccer Camps	\$126,988	\$144,165	\$17,177
Supply Center	\$85,414	\$85,414	\$0
AYSO Adult League	\$20,000	\$9,998	(\$10,002)
Net Program Revenue	\$232,402	\$239,577	\$7,175
NET REVENUE	\$8,058,109	\$8,438,805	\$380,696
Program Costs (excess of funding)			
Programs and Volunteer Services	\$586,213	\$551,646	\$34,567
Player Programs	\$300,070	\$214,658	\$85,412
Management	\$268,340	\$268,340	\$0
Events	\$226,559	\$244,276	(\$17,717)
Safe Haven	\$277,795	\$305,015	(\$27,220)
Section Conference Meetings / NAGM	\$254,236	\$254,236	\$0
Roadshows	\$280,000	\$280,000	\$0
PLAYSOCCER	\$249,600	\$249,600	\$0
Net Program Costs	\$2,442,813	\$2,367,771	\$75,042
Membership Development			
Membership Development	\$73,108	\$73,108	\$0
Section & Area Operations	\$175,687	\$175,687	\$0
Total Membership Development	\$248,795	\$248,795	\$0
General & Administration Expenses			
Administration	\$876,191	\$967,570	(\$91,379)
Marketing	\$616,361	\$599,987	\$16,374
Operations	\$3,002,193	\$3,122,686	(\$120,493)
Depreciation and Amortization	\$447,623	\$430,973	\$16,650
Net Other (Income) Expense	\$154,626	\$154,626	\$0
Total General & Administration Expenses	\$5,096,994	\$5,275,842	(\$178,848)
TOTAL EXPENSES	\$7,788,602	\$7,892,408	(\$103,806)
INCREASE (DECREASE) IN NET ASSETS	\$269,507	\$546,397	\$276,890
Registered Players	552,835	547,835	(5,000)

HIGHLIGHTS

As each fiscal year progresses, we revise the original budget to reflect the addition of more accurate information than was available to us at the time the original budget was prepared. This new look at our budgeted results is called a forecast. Beginning in September 2010, we are presenting monthly results of operation against forecast version 10F1. With this month's management letter, we have again updated our forecast to 10F2.

The schedule to the left displays both the original full year budget as well as the revised full year forecast 10F2.

This new forecast shows an increase in net assets of \$276,890 when compared to the original budget. This increase is due to several factors including:

- Contribution Margin increased \$89,721 due to the net difference of a 5,000 player decrease along with an increase due to lower than expected Registration Fee Assistance Program fees.
- Increase in cash sponsor revenue resulting in an increase in operating revenue of \$283,800.
- Increase in Program Revenue of \$7,175.
- Decrease in program costs of <\$75,042> due to staffing changes.
- Increase in General & Administrative expenses of \$178,848 due to the NSTC relocation costs moved to an earlier period in the Forecast.

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The following are highlights to this month's financial statements:

Profit & Loss Statement

We are reporting an overall **YTD increase in Net Assets of \$3,988,741** favorable to forecast by \$861,745.

- Player Count
 - Unfavorable to forecast by <3,246> players YTD
- Contribution Margin
 - Unfavorable to forecast by <\$69,337> YTD
- Operating Revenue
 - Unfavorable to forecast by <\$23,258> YTD
- Net Program Revenue
 - Favorable to forecast by \$33,246 YTD
- Program Costs
 - Favorable to forecast by \$180,840 YTD
- Membership Development
 - Favorable to forecast by \$69,585 YTD
- General & Administrative Expenses
 - Favorable to forecast by \$670,669 YTD

Balance Sheet

- The combination of Cash and Cash Equivalents and Investment Securities have increased \$1,177,258 from last year due to the fee increase and payments from a new sponsor. Note that there was a reclassification of over \$970,000 made in June 2010 to more accurately reflect the reporting of the Cash Reserve Account between fixed income and cash and cash equivalents.
- Accounts Receivable has decreased <\$27,497> primarily due to the loss of a major sponsor as well the timing of signing annual sponsor contracts.
- Accounts Payable has decreased <\$14,090> from last year due the timing of posting invoices and payments.

Management comments are presented in financial statement sequence. For proper perspective please refer to the attached interim financial statements as you review this document.

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STATEMENT OF FINANCIAL POSITION:

Cash & Cash Equivalents and Investment Securities:

AYSO's investment accounting policy defines cash and cash equivalents as all highly liquid investments with a maturity of 90 days or less when purchased. Any investments with a maturity greater than 90 days when purchased are classified as investment securities. Accounting regulations require AYSO to report cash and cash equivalents and investment securities at current market value. Holding gains or losses must be recorded as incurred in the statement of net activities. In July, a large reclassification was made to more accurately reflect the reporting of the Reserve Account between fixed income and cash and cash equivalents. The fixed income account is reported in the Investment Securities line in the Balance Sheet as well as in the chart below. As of January 31, 2010 cash and cash equivalents and investment securities balances, interest income and net yields were:

	Balance	Investment Return	YTD Yield
Cash and cash equivalents	\$3,732,819	\$12,333	0.028%
Investment securities	\$1,012,772	\$207	0.002%
	<u>\$4,745,591</u>	<u>\$12,541</u>	
Interest on Deferred Compensation Plan asset		\$6,155	
Total Interest		<u>\$18,696</u>	

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Accounts Receivable:

Total accounts receivable at January 31, 2010 is **\$778,941**. All player registration fee invoices are due 30 days from the date of invoice. AYSO's deferred receivables are defined as transactions which have occurred, but are not yet due. The schedule below includes a balance of **\$409,439** in total player registration and Supply Center invoices due as of January 31, 2010, plus **\$367,944** in Sponsor & Other accounts receivable due as of January 31, 2010. **Eighty-Four percent** of all receivables are less than ninety days old.

The chart below sets forth the details of accounts receivable by time period and type at January 31, 2010:

<i>Supply Center & Registration</i>		Aged Accounts Receivable					
		As of January 31, 2011					
Section	Deferred	Reg.Due	Credits/Debits Earned From Previous Seasons				Balance
		Current	31 - 60 Days	61 - 90 Days	91 - 120 Days	121 and over	
Section 1	\$29,225.89	\$1,068.78	(\$400.44)	\$19,787.25	\$13,450.37	\$1,296.20	\$64,428.05
Section 2	8,443.48	647.25	1,689.72	1,545.67	(2,905.73)	3,108.73	12,529.12
Section 3	1,234.62	147.75	3,526.03	1,415.64	5,516.14	24,786.11	36,626.29
Section 4	9,741.96	2,378.67	1,486.43	(428.81)	(2,362.77)	6,964.81	17,780.29
Section 5	15,833.57	(455.00)	1,275.07	1,868.94	3,838.63	11,816.23	34,177.44
Section 6	35,533.26	(1,312.47)	1,106.22	(73.44)	997.30	2,102.39	38,353.26
Section 7	4,434.24	1,730.58	6,476.40	129.75	(772.50)	(422.40)	11,576.07
Section 8	11,701.56	(315.46)	854.04	(223.08)	144.40	(329.94)	11,831.52
Section 9	4,917.93	(105.00)	255.93	(74.50)	(208.61)	(1,841.01)	2,944.74
Section 10	13,286.64	3,677.50	2,425.75	(2,395.94)	828.37	(347.03)	17,475.29
Section 11	16,538.14	691.44	244.29	4,536.41	1,296.32	1,964.36	25,270.96
Section 12	8,989.74	2,360.20	(524.18)	45.45	3,519.80	35,745.00	50,136.01
Section 13	64,341.04	2,215.50	279.50	(88.44)	286.73	4,395.59	71,429.92
Section 14	6,605.17	771.00	313.83	3,060.64	381.90	1,552.63	12,685.17
Section 99	280.00	(1.00)	89.25	828.75	25.50	972.60	2,195.10
Sub-Total	231,107.24	13,499.74	19,097.84	29,934.29	24,035.85	91,764.27	409,439.23
Sponsors & Advertisting	114,925.00	151,809.00	0.00	90,000.00	0.00	11,209.90	367,943.90
Grand Totals:	\$346,032.24	\$165,308.74	\$19,097.84	\$119,934.29	\$24,035.85	\$102,974.17	\$777,383.13

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Capital Expenditures:

As of January 31, 2010, the total fiscal year forecast is \$585,200 of which we have spent \$228,723 leaving a favorable variance of \$356,477. The primary reason for the capital expenditures variance is due to the timing of the relocation of the NSTC.

The schedule below sets forth the capital expenditures for this fiscal year:

Fiscal 2010 Capital Expenditures:	January	YTD FY 10 January	FY 10
Forecast	\$15,000	\$545,200	\$585,200
Actual as of January 31, 2010	203,126	228,723	228,723
Favorable (Unfavorable) Variance to Forecast	(\$188,126)	\$316,477	\$356,477

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REGISTRATION REVENUE

Registration Fees:

This category consists primarily of player registration fee revenue. Additionally, it is offset by direct player costs consisting of USSF membership fees and premium expenses for soccer accident, umbrella, and general liability insurance. Registration fees are reported as billed, as of January 31, 2011 registration fees total **\$7,514,851** which is unfavorable to YTD forecast by <\$72,969> due to lower than expected player count. YTD player count is unfavorable to YTD forecast by <3,246>. Direct player costs are favorable to forecast by \$3,632 due to lower USSF fees from lower player count.

Please see the schedule below for registered player details from eAYSO:

AYSO Player Registration											
FY '10		FY '09	FY '08	FY '07	FY '06	Variance to:					
Actual	Forecast	Actual	Actual	Actual	Actual	'10 Frctst	'09 Act	'08 Act	'07 Act	'06 Act	
Jul-10	350,762	350,762	368,778	385,701	404,042	404,538	-	(18,016)	(34,939)	(53,280)	(53,776)
Aug-10	73,962	73,962	72,146	58,120	61,548	66,989	-	1,816	15,842	12,414	6,973
Sep-10	47,492	47,492	37,210	45,766	49,180	48,415	-	10,282	1,726	(1,688)	(923)
Oct-10	10,405	10,405	11,826	19,018	13,934	9,997	-	(1,421)	(8,613)	(3,529)	408
Nov-10	2,200	2,200	1,912	3,867	10,747	13,328	-	288	(1,667)	(8,547)	(11,128)
Dec-10	3,345	5,944	4,893	2,930	5,067	6,293	(2,599)	(1,548)	415	(1,722)	(2,948)
Jan-11	14,788	15,435	15,435	16,965	15,439	16,896	(647)	(647)	(2,177)	(651)	(2,108)
Feb-11	-	17,117	18,587	20,032	21,264	21,582	-	-	-	-	-
Mar-11	-	13,154	14,755	15,121	15,476	15,615	-	-	-	-	-
Apr-11	-	5,519	7,455	7,090	9,714	9,286	-	-	-	-	-
May-11	-	3,863	3,268	4,726	5,788	3,615	-	-	-	-	-
Jun-11	-	1,982	2,000	1,268	1,759	2,014	-	-	-	-	-
502,954		547,835	558,265	580,604	613,958	618,568	(3,246)	(9,246)	(29,413)	(57,003)	(63,502)

OPERATING REVENUE

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This category consists of Sponsorship, AYSO Store Royalties, Contributions, and Miscellaneous revenue. Collectively this category is unfavorable to forecast YTD by <\$31,913>.

Sponsorships:

Sponsorship revenues are comprised of designated amounts from sponsor contracts. Cash is usually received from sponsors within 30 to 40 days of billing. Amounts reported as general sponsorships can be used by the organization for general operations and corporate purposes. Sponsor revenue is recognized on an amortized cash receipt method.

Total sponsorship revenues are unfavorable to forecast by <\$28,464> YTD. Of this amount, cash sponsorship revenue is favorable by \$23,967 due to the timing of sponsor revenue recognition as compared to the forecast. In-kind sponsorship revenue is unfavorable by <\$52,431> YTD due to timing differences to the forecast.

Royalties:

This section recognizes royalty revenue. AYSO has entered into a few contracts with vendors who pay a Royalty to AYSO based on the sales of specified products. Royalty revenue is favorable to forecast by \$6,078 mainly due to un-forecasted revenue from Molten of \$5,697.

Contributions:

This section recognizes cash donations received by outside individuals and corporations. These donations are recognized in one of three categories, Unrestricted Contributions, and two Temporarily Restricted Contributions, the Disaster Relief Fund and the Hugo Bustamante Playership Fund. YTD these funds have recorded \$1,156, \$0 and \$3,771 respectively. Contribution revenue is unfavorable to forecast by <\$904>.

PROGRAM REVENUE (EXCESS OF COSTS)

This category consists of AYSO Soccer Camps, Supply Center, and the AYSO Adult League. It reflects net revenue specifically generated as a result of program activity. YTD Program revenue is favorable to forecast by \$33,246.

AYSO Soccer Camps:

The camps season does not coincide with AYSO's fiscal year, July 1 to June 30. During every fiscal year we experience financial activity for two camp seasons. The 2010 camp season will be completed in October 2010, with the final reconciliation process with the licensed provider, UK International, completed in mid-January 2011. The 2010 camp season began in February 2010, and continues through the remainder of this fiscal year. Regions participating in this program earn 5% back on registration fees. Also included in this section are revenues and expenses for a Residential Camp that was held in August 2010. Residential Camps are organized as breakeven events. The YTD Soccer Camps results are favorable to forecast by \$28,540 due to a combination of higher than forecasted registration numbers combined with an overall increase in registration fees.

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AYSO Supply Center:

Supply Center activities are favorable to forecast YTD by \$6,373. YTD sales fell short of forecast by <\$41,456>, but this was mitigated by favorable cost of goods sold performances in publication and recognition merchandise categories that resulted in an unfavorable contribution margin variance of <\$37,487>. Finally, YTD operating costs are \$27,332 favorable to forecast.

AYSO Adult League:

The National American Adult Soccer Association was incorporated as a separate entity and will now no longer be included or reported on as part of AYSO. Later in the year there will be management fee due to AYSO from NAASA.

PROGRAM COSTS (EXCESS OF FUNDING)

This category consists of Programs, Events, Volunteer Services, Section Conferences/NAGM, and PlaySoccer. It reflects net costs specifically generated as a result of program activity. YTD program costs are favorable to forecast by \$180,840.

Programs and Volunteer Services:

This group of financial statement items includes expenses for NSTC programs staff and management costs for referees and instruction. Compensation for Programs department staff is reported within the Programs department cost center. Non-compensation expenses are separately reported for the various departments, net of sponsor revenue allocations and participant fees.

Overall, the Programs and Volunteer Services department is favorable to forecast YTD by \$57,946 primarily due to changes in employee classification and lower than expected expenses from the Referee Commission and Officiating cost centers.

Player Programs:

This category consists of compensation and expenses for NSTC Player Programs staff, costs associated with Coaching and special programs including VIP Programs, National Games, and tournaments. The Player Program category is favorable to forecast by \$6,450 due to lower than expected expenses in the Tournament Commission, Tournaments, National Games and the Coaching Commission cost centers.

Management:

This category consists of compensation and expenses for NSTC Management staff, costs associated with RC and AD training, and the Management Commission. The overall Management category is favorable to forecast by \$53,658 due to lower than expected expenses in the Management Commission, SD, AD, and RC Training and Management cost centers.

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Events:

This category consists of expenses and payroll related to NSTC staff who plan and execute the NAGM and assist in executing Roadshows. The overall Events category is unfavorable to forecast YTD by <\$18,896> due to higher than expected overtime, postage and supplies expenses.

Safe Haven:

This financial statement line item includes program and administrative expenses for the NSTC Safe Haven department. The Safe Haven department is favorable to forecast by \$12,126 due to a combination of higher than expected program receipts which relate to fees received from volunteer form input and lower than expected employee benefit expenses and the timing of background screening expenses.

Section Leadership Conferences/NAGM:

This category includes all actual and accrued revenue and expense activity generated from Section Leadership Conferences and The National Annual General Meeting ("NAGM"). Revenues and expenses are recorded in the period generated and reported in the appropriate line item of the statement of activities. The single largest source of Section Leadership Conference/NAGM expenses are the actual invoices received from each hotel where the event occurs. Hotel invoices include food & beverage, lodging and all audio visual costs. The NAGM will be held over Memorial Day Weekend 2011 in Grand Traverse, Michigan. The total expenses for this category are favorable to forecast by \$25,360 due to the timing actual expenses to forecast for Section Leadership Conferences.

Roadshows:

This category includes all actual and accrued revenue and expenses incurred by the Roadshows in each section. Roadshows are favorable to forecast by \$6,300 due to a timing variance as compared to the forecast.

PlaySoccer:

PlaySoccer is a quarterly AYSO publication. Expenses for PlaySoccer consist primarily of production, postage and printing costs. PlaySoccer is favorable to forecast YTD by \$37,896 due to higher than expected advertising revenue. In this fiscal year, AYSO will print two issues of PlaySoccer (Fall and Spring) and publish a third winter digital issue in November.

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MEMBERSHIP DEVELOPMENT

This financial statement category includes expenses for the NSTC Development Department staff plus reimbursement of certain expenses for Section and Area Operations. Overall the Membership Development category is favorable to forecast YTD by \$69,585.

Development Department expenses are unfavorable to forecast YTD by <\$5,802> due to an approved conference expense.

Section and Area Operations are favorable to forecast YTD by \$75,387. Please refer to the schedule below for more detail on Section and Area Operation activity as of January 31, 2010:

		YTD Actual	YTD Forecast 10 v2	YTD VAR Fav (Unfav)	FULL YR Forecast 10 v2	% TOTAL Budget Spent to Date
SECTION 1	Frances Stronks	\$2,989	\$4,840	\$1,851	\$8,368	36%
SECTION 2	Ken Rhoads	3,498	10,906	7,408	14,960	23%
SECTION 3	Randy Pittman	236	7,203	6,967	9,882	2%
SECTION 4	Rob Winters	6,638	9,842	3,204	12,536	53%
SECTION 5	Lee Stewart	2,417	6,650	4,233	9,120	27%
SECTION 6	Wells Frice	955	6,985	6,030	9,136	10%
SECTION 7	Brendan Cravalho	3,429	4,438	1,009	6,083	56%
SECTION 8	Eric Yott	4,843	14,994	10,151	20,563	24%
SECTION 9	Eileen Tabert	9,279	14,037	4,758	19,869	47%
SECTION 10	Donna Nelson	404	8,596	8,192	11,789	3%
SECTION 11	Fred Freeman	1,640	5,264	3,624	7,216	23%
SECTION 12	Robert Daniel	2,446	9,900	7,454	13,500	18%
SECTION 13	Shari Shaffer	7,646	10,434	2,788	14,995	51%
SECTION 14	Wendy Smith	4,417	10,476	6,059	15,396	29%
SECTION 99		0	1,659	1,659	2,274	0%
Total	Section & Area Operations	\$50,837	\$126,224	\$75,387	\$175,687	

GENERAL AND ADMINISTRATION EXPENSES

This financial statement category includes costs for Administration, Marketing, Operations, Depreciation and Other (Income) Expense categories. Other (Income) Expense consists of interest income, sponsor in-kind donation offset, holding gains/losses, and interest expense. In-kind donation offsets are expenses related to recording the in-kind revenue associated with sponsor contracts. Overall General and Administration expenses are favorable to forecast by \$670,669 YTD.

Administration:

Administration comprises the office of the National Executive Director, the Chief Financial Officer, and all front-office staff, plus expenses for the National Board of Directors, including legal expenses and grants to regions. In total, the Administration category is favorable to forecast YTD by \$45,918 due to lower than expected travel and employee benefit expenses.

Marketing:

This financial statement category is comprised of expenses for the NSTC Marketing department, which includes Marketing, Production, Communications, and Public Relations. Overall marketing expenses are favorable to forecast by \$22,348 YTD due to unexpected staff changes as well as lower than expected consulting and travel expenses.

Operations:

This group of financial statement categories includes expenses for staff and management for Finance, Information Technology, Facilities and Mail & Printing. Overall, this category is favorable to forecast YTD by \$454,376.

Finance:

Finance is favorable to forecast by \$33,893 YTD due to lower than expected postage and freight costs for registration kits.

Information Technology:

Information technology is favorable to forecast by \$75,216 YTD due to lower than expected equipment repairs and the timing of consulting payments.

Facilities:

This line item includes general operations and occupancy expenses for the National Support and Training Center. Facilities expenses are favorable to forecast by \$308,054 YTD primarily due to the timing of the NSTC relocation expenses.

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Central Banking POC:

This department was originally established to hold and report on costs associated with our central banking proof of concept activity, a project that was approved by the National Board of Directors to test the feasibility of converting AYSO to a central banking business model. During the course of fiscal 2010, we learned additional information from outside counsel that told us our current method of accounting is now in compliance with the California Non-profit Integrity Act of 2004. As a result all activity on this project has ceased. Consequently Central Banking is favorable to forecast by \$13,430 YTD. However, we are going to continue some enhancements on the Point of Sale system and make this program available to all Regions. The Point of Sales system is designed to make registration events easy to reconcile and will upload and confirms the player information directly into eAYSO.

Mail & Printing:

Mail and printing expenses are favorable to forecast by \$8,036 YTD due to lower than expected postage costs.

Human Resources:

Human Resources expenses are favorable to forecast by \$15,747 YTD due to lower than expected workers compensation, legal and other benefit expenses.

Depreciation:

Depreciation expense relates is the amortization of fixed asset purchases over the useful lives of those assets. Fixed Asset category includes furniture and fixtures, equipment, software, and leasehold improvements. YTD Depreciation expense is favorable to forecast by \$26,449 due to the timing of fixed asset acquisitions.

Net Other (Income) Expense:

This Other (Income) Expense category reports the net total from Interest Income and Expense, e-Signature Revenue, Holding Gains and Losses, Other Marketing Expenses, In-kind Donation Expenses, and Other Income. Net Other (Income) Expenses are favorable to forecast by \$121,578. This is primarily due to the timing of sponsor expenses.

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-Profit Corporation)
STATEMENT OF FINANCIAL POSITION
January 31, 2011

	<u>FY2010</u>	<u>FY2009</u>	<u>VARIANCE</u>
	ASSETS		
Current Assets			
Cash and Cash Equivalents	3,732,819	3,497,966	234,853
Investment Securities	1,012,772	70,367	942,405
Intercompany Receivable	13,538	0	13,538
Accounts Receivable	777,383	804,880	(27,497)
Less Allowance for Doubtful Accounts	(68,144)	(66,618)	(1,526)
Inventory	131,221	145,387	(14,166)
Prepaid Insurance & Other Expenses	387,614	432,897	(45,283)
Total Current Assets	5,987,203	4,884,879	1,102,324
Property and Equipment			
Property and Equipment at cost	5,006,296	4,718,872	287,424
Less Accumulated Depreciation	(4,025,923)	(3,659,654)	(366,269)
Total Net Property and Equipment	980,373	1,059,218	(78,845)
Other Assets			
Deferred Compensation Plan	343,299	370,230	(26,931)
Cash Surrender Value of Life Insurance	17,612	29,371	(11,759)
Other Assets	199,379	(65)	199,444
Total Other Assets	560,290	399,536	160,754
TOTAL ASSETS	<u>7,527,866</u>	<u>6,343,633</u>	<u>1,184,233</u>
	LIABILITIES AND NET ASSETS		
Current Liabilities			
Accounts Payable	102,849	116,939	(14,090)
Deferred Registration Fee	18,255	7,523	10,732
Deferred Sponsorship Revenues	336,661	365,438	(28,777)
Deferred Camp Registration Fee	0	5,956	(5,956)
Accrued Compensation	89,985	122,044	(32,059)
Accrued Expenses Other	61,490	111,085	(49,595)
Accrued Interest on Loan	0	8,279	(8,279)
Short Term Portion of USSF Debt	164,999	153,569	11,430
Total Current Liabilities	774,239	890,833	(116,594)
Long-Term Debt			
Note Payable	42,989	80,291	(37,302)
USSF Note Payable	491,461	661,990	(170,529)
Deferred Employee Benefits Liability	275,777	321,497	(45,720)
Total Long-Term Debt	810,227	1,063,778	(253,551)
Net Assets			
Unrestricted	5,905,147	4,368,340	1,536,807
Temporarily Restricted	38,253	20,682	17,571
Total Net Assets	5,943,400	4,389,022	1,554,378
TOTAL LIABILITIES AND NET ASSETS	<u>7,527,866</u>	<u>6,343,633</u>	<u>1,184,233</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)
Statement of Cash Flows
for the month ended January 31, 2011

	<u>FY 2010</u> <u>YTD</u>	<u>FY 2009</u> <u>YTD</u>
Cash Flows from Operating Activities:		
Increase (Decrease) In Net Assets	\$3,988,735.37	\$2,895,681.47
Add back non-cash items		
Accumulated Depreciation	206,004.73	163,498.11
Allowance for Doubtful Accounts	(895.99)	1,124.75
Increase (Decrease) in Deferred Compensation Plan Investment	19,045.30	15,943.32
Fair value and Investment Premium amortization	<u>(35,656.31)</u>	<u>1,051.55</u>
Total for Non-cash items	<u>188,497.73</u>	<u>181,617.73</u>
Changes in operating assets and liabilities:		
Accounts Receivable	2,796,367.00	2,111,745.27
Other Receivable	24,944.36	35,396.43
Inventory	(4,928.67)	(40,000.13)
Prepaid Expenses	(257,044.99)	(358,922.59)
Accounts Payable	(322,728.20)	(263,932.09)
Accrued Compensation	(157,685.65)	(153,554.29)
Accrued Expenses	(71,911.50)	(179,682.60)
Deferred Sponsor Revenues	27,968.46	(84,751.38)
Deferred Camp Revenue	(166,640.58)	(42,224.54)
Deferred Registration Fees	(4,105,232.25)	(3,712,345.25)
Deferred Benefits Liability	(17,440.37)	(12,251.10)
Deferred Contributions Fund	<u>0.00</u>	<u>(13,493.51)</u>
Net (increase) decrease in assets and Liabilities	<u>(2,254,332.39)</u>	<u>(2,714,015.78)</u>
Net Cash Provided (Used) by Operating Activities	<u>1,922,900.71</u>	<u>363,283.42</u>
Cash Flows from Investing Activities:		
Cash surrender value of life insurance	0.00	(8,061.45)
Acquisition of Property and Equipment	(233,406.34)	(514,557.42)
Proceeds from the Sale of Real Property	<u>0.00</u>	<u>0.00</u>
Net Cash (Used) by Investing Activities:	<u>(233,406.34)</u>	<u>(522,618.87)</u>
Cash Flows from Financing Activities:		
Payment of long-term debt	<u>(109,298.78)</u>	<u>(7,494.12)</u>
Net Cash (Used) by Financing Activities:	<u>(109,298.78)</u>	<u>(7,494.12)</u>
Net (Decrease) Increase Cash	1,580,195.59	(166,829.57)
Cash - Beginning of Year	<u>2,152,623.25</u>	<u>3,664,795.95</u>
Cash Balance - To Date	<u><u>3,732,818.84</u></u>	<u><u>3,497,966.38</u></u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
Consolidated By Departments

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
I. Registration Revenue							
Registration Fees	221,908	231,525	(9,617)	7,514,851	7,587,820	(72,969)	8,212,345
Direct Player Costs	82,378	83,047	669	975,852	979,484	3,632	1,359,169
Contribution Margin	139,530	148,478	(8,948)	6,538,999	6,608,336	(69,337)	6,853,176
II. Operating Revenue							
Sponsorships	107,102	99,161	7,941	881,615	910,079	(28,464)	1,496,701
Royalties	0	0	0	6,078	0	6,078	0
Contributions	1,535	833	702	4,927	5,831	(904)	10,000
Miscellaneous Income	12	0	12	32	0	32	0
Total Operating Revenue	108,649	99,994	8,655	892,652	915,910	(23,258)	1,506,701
III. Program Revenue (excess of costs)							
AYSO Soccer Camps	(614)	(5,300)	4,686	147,940	119,400	28,540	144,165
Supply Center	1,738	(11,812)	13,550	127,619	121,246	6,373	85,414
AYSO Adult League	0	1,667	(1,667)	0	1,667	(1,667)	9,998
Net Program Revenue	1,124	(15,445)	16,569	275,559	242,313	33,246	239,577
NET REVENUE	249,303	233,027	16,276	7,707,210	7,766,559	(59,349)	8,599,454
IV. Program Costs (excess of funding)							
Programs and Volunteer Services	40,036	43,460	3,424	262,840	320,786	57,946	546,907
Player Programs	6,756	7,037	281	116,064	122,514	6,450	219,398
Management	18,804	25,143	6,339	116,641	170,299	53,658	268,340
Events	26,838	19,185	(7,653)	159,558	140,662	(18,896)	244,276
Safe Haven	30,313	22,290	(8,023)	177,184	189,310	12,126	305,015
Section Leadership Conferences / NAGM	(966)	42,540	43,506	17,180	42,540	25,360	394,236
Roadshows	5,693	20,000	14,307	13,700	20,000	6,300	140,000
PLAYSOCCER	0	0	0	86,904	124,800	37,896	249,600
Net Program Costs	127,474	179,655	52,181	950,071	1,130,911	180,840	2,367,772
V. Membership Development							
Membership Development	5,558	5,941	383	48,077	42,275	(5,802)	73,109
Section & Area Operations	6,851	18,794	11,943	50,837	126,224	75,387	175,687
Total Membership Development	12,409	24,735	12,326	98,914	168,499	69,585	248,796
VI. General & Administration Expenses							
Administration	106,957	124,931	17,974	546,450	592,368	45,918	967,570
Marketing	53,517	50,368	(3,149)	326,590	348,938	22,348	599,987
Operations	230,548	522,404	291,856	1,504,966	1,959,342	454,376	3,122,686
Depreciation and Amortization	34,196	40,080	5,884	206,005	232,454	26,449	430,973
Net Other (Income) Expense	6,405	(710)	(7,115)	85,473	207,051	121,578	315,275
Total General & Administration Expenses	431,623	737,073	305,450	2,669,484	3,340,153	670,669	5,436,491
TOTAL EXPENSES	571,506	941,463	369,957	3,718,469	4,639,563	921,094	8,053,059
INCREASE (DECREASE) IN NET ASSETS	<u>(\$322,203)</u>	<u>(\$708,436)</u>	<u>\$386,233</u>	<u>\$3,988,741</u>	<u>\$3,126,996</u>	<u>\$861,745</u>	<u>\$546,395</u>
Player Count	14,788	15,435	(647)	502,954	506,200	(3,246)	547,835

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Year-to-Date NSTC Registration Fees

For the Period Ended January 31, 2011

Registration Fees by Section

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
SECTION 1	26,940	32,475	(5,535)	1,362,350	1,389,060	(26,710)	1,416,600
SECTION 2	5,040	4,035	1,005	730,472	722,085	8,387	747,780
SECTION 3	(570)	1,215	(1,785)	443,405	463,800	(20,395)	530,355
SECTION 4	12,000	22,770	(10,770)	122,928	156,315	(33,387)	213,435
SECTION 5	13,545	11,250	2,295	274,752	271,680	3,072	334,980
SECTION 6	38,158	48,390	(10,232)	585,349	586,350	(1,001)	687,810
SECTION 7	4,217	6,645	(2,428)	272,998	275,775	(2,777)	288,540
SECTION 8	11,447	6,000	5,447	564,497	559,860	4,637	625,725
SECTION 9	4,395	10,965	(6,570)	284,281	291,315	(7,034)	350,625
SECTION 10	9,075	14,205	(5,130)	927,800	938,355	(10,555)	941,130
SECTION 11	15,677	14,805	872	1,078,647	1,079,910	(1,263)	1,104,390
SECTION 12	7,065	5,280	1,785	399,313	398,145	1,168	421,050
SECTION 13	63,453	41,730	21,723	317,956	299,025	18,931	385,530
SECTION 14	11,158	11,655	(497)	149,944	155,730	(5,786)	163,920
SECTION 99	308	105	203	5,341	5,595	(254)	5,655
TOTALS	221,908	231,525	(9,617)	7,520,033	7,593,000	(72,967)	8,217,525

PROGRAM REVENUE
(EXCESS OF COSTS)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: AYSO SOCCER CAMPS

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Operating Revenues							
Events Receipts	0	0	0	351,217	281,250	69,967	375,000
Gross Operating Revenue	0	0	0	351,217	281,250	69,967	375,000
Net Operating Revenues	0	0	0	351,217	281,250	69,967	375,000
Contribution Margin:	0	0	0	351,217	281,250	69,967	375,000
Program Costs:							
Tournament Expenses	0	0	0	93,239	93,750	511	125,000
NSTC Programs & Events Costs:	0	0	0	2,692	1,900	(792)	1,900
Total Program Costs	0	0	0	95,931	95,650	(281)	126,900
Operating Expenses:							
Payroll	0	0	0	8,728	15,548	6,820	15,548
Benefits	0	0	0	887	1,437	550	1,437
Total Compensation	0	0	0	9,615	16,985	7,370	16,985
Professional Fees	0	0	0	545	0	(545)	0
Insurance	0	0	0	1,526	0	(1,526)	0
Travel & Entertainment	0	5,000	5,000	29,067	7,000	(22,067)	7,700
Communication	2	100	98	10	800	790	2,300
Supplies	0	0	0	977	0	(977)	0
Dues & Subscriptions	0	0	0	3,025	0	(3,025)	0
Repairs & Maintenance	0	0	0	0	750	750	750
Banking & Merchant Fees	0	0	0	61,626	40,465	(21,161)	75,000
Marketing	0	200	200	0	200	200	1,200
Misc. Gen & Admin.	612	0	(612)	957	0	(957)	0
Total Operating Expenses	614	5,300	4,686	107,347	66,200	(41,147)	103,935
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	(\$614)	(\$5,300)	\$4,686	\$147,939	\$119,400	\$28,540	\$144,165

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: SUPPLY CENTER

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Operating Revenues							
Supply Center Revenues (intercompany)	22,364	17,311	5,053	346,370	387,826	(41,456)	681,599
Gross Operating Revenue	22,364	17,311	5,053	346,370	387,826	(41,456)	681,599
Net Operating Revenues	22,364	17,311	5,053	346,370	387,826	(41,456)	681,599
Cost-of-Goods-Sold							
Cost-of-Goods-Sold	21,227	13,196	(8,031)	150,196	154,163	3,967	401,264
Contribution Margin:	1,136	4,115	(2,979)	196,174	233,663	(37,489)	280,335
Operating Expenses:							
Payroll	2,548	2,400	(148)	17,760	18,000	240	31,200
Benefits	1,854	2,627	773	12,212	18,717	6,505	32,621
Total Compensation	4,402	5,027	625	29,973	36,717	6,744	63,821
Professional Fees	0	0	0	2,093	0	(2,093)	0
Communication	1,046	500	(546)	4,921	3,500	(1,421)	6,000
Supplies	0	100	100	727	700	(27)	2,100
Banking & Merchant Fees	67	300	233	789	1,500	711	3,000
Misc. Gen & Admin.	(6,117)	10,000	16,117	30,053	70,000	39,947	120,000
Total Operating Expenses	(602)	15,927	16,529	68,555	112,417	43,862	194,921
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>\$1,738</u>	<u>(\$11,812)</u>	<u>\$13,550</u>	<u>\$127,619</u>	<u>\$121,246</u>	<u>\$6,373</u>	<u>\$85,414</u>

PROGRAM COSTS
(EXCESS OF FUNDING)

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: VOLUNTEER SERVICES

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Program Costs:							
NSTC Programs & Events Costs:	0	0	0	158	0	(158)	0
Total Program Costs	0	0	0	158	0	(158)	0
Operating Expenses:							
Payroll	24,475	23,702	(773)	157,572	177,765	20,193	308,126
Benefits	7,665	9,563	1,898	49,486	62,012	12,525	107,543
Total Compensation	32,140	33,265	1,125	207,059	239,777	32,718	415,669
Professional Fees	0	0	0	3,000	0	(3,000)	0
Travel & Entertainment	0	0	0	108	10,259	10,151	12,002
Communication	1,896	2,069	173	9,368	17,628	8,260	27,913
Supplies	0	2,126	2,126	1,133	11,122	9,989	19,322
Dues & Subscriptions	0	0	0	15	0	(15)	0
Misc. Gen & Admin.	6,000	6,000	0	42,000	42,000	0	72,000
Total Operating Expenses	40,037	43,460	3,423	262,682	320,785	58,104	546,907
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>(\$40,037)</u>	<u>(\$43,460)</u>	<u>\$3,423</u>	<u>(\$262,840)</u>	<u>(\$320,785)</u>	<u>\$57,946</u>	<u>(\$546,907)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: PLAYER PROGRAMS

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Operating Revenues							
Events Receipts	4,125	3,200	925	8,445	11,000	(2,555)	34,797
Gross Operating Revenue	4,125	3,200	925	8,445	11,000	(2,555)	34,797
Net Operating Revenues	4,125	3,200	925	8,445	11,000	(2,555)	34,797
Contribution Margin:	4,125	3,200	925	8,445	11,000	(2,555)	34,797
Program Costs:							
Tournament Expenses	0	0	0	44	0	(44)	0
NSTC Programs & Events Costs:	1,039	150	(889)	1,902	150	(1,752)	5,150
Total Program Costs	1,039	150	(889)	1,946	150	(1,796)	5,150
Membership and Program Development Costs:							
Program Development							
Total Membership & Program Development	0	0	0	0	1,000	1,000	1,000
Operating Expenses:							
Payroll	2,754	5,150	2,396	77,330	60,115	(17,215)	118,058
Benefits	1,969	2,932	963	24,560	28,803	4,243	50,993
Total Compensation	4,723	8,082	3,359	101,890	88,918	(12,972)	169,051
Professional Fees	0	0	0	2,336	0	(2,336)	0
Insurance	0	0	0	1,611	0	(1,611)	0
Travel & Entertainment	3,169	0	(3,169)	12,917	28,192	15,275	50,776
Communication	947	675	(272)	3,128	4,945	1,817	9,080
Supplies	3	280	277	1,896	2,610	714	6,037
Dues & Subscriptions	0	50	50	30	700	670	1,100
Misc. Gen & Admin.	1,000	1,000	0	(1,244)	7,000	8,244	12,000
Total Operating Expenses	9,842	10,087	244	122,564	132,364	9,801	248,044
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>(\$6,756)</u>	<u>(\$7,037)</u>	<u>\$281</u>	<u>(\$116,065)</u>	<u>(\$122,514)</u>	<u>\$6,450</u>	<u>(\$219,397)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: MANAGEMENT

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Program Costs:							
NSTC Programs & Events Costs:	0	0	0	475	0	(475)	0
Total Program Costs	0	0	0	475	0	(475)	0
Operating Expenses:							
Payroll	8,904	8,787	(117)	62,430	65,786	3,356	113,998
Benefits	6,797	5,690	(1,106)	27,987	39,068	11,081	67,637
Total Compensation	15,700	14,477	(1,223)	90,417	104,854	14,437	181,635
Travel & Entertainment	1,777	9,000	7,223	10,132	50,823	40,691	62,823
Communication	329	516	187	1,392	3,812	2,420	6,492
Supplies	0	150	150	6,891	1,760	(5,131)	3,090
Dues & Subscriptions	0	0	0	0	550	550	800
Repairs & Maintenance	0	0	0	0	1,500	1,500	1,500
Taxes, Permits & Licenses	(2)	0	2	(2)	0	2	0
Banking & Merchant Fees	0	0	0	218	0	(218)	0
Misc. Gen & Admin.	1,000	1,000	0	7,118	7,000	(118)	12,000
Total Operating Expenses	18,805	25,143	6,339	116,166	170,299	54,133	268,340
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>(\$18,805)</u>	<u>(\$25,143)</u>	<u>\$6,339</u>	<u>(\$116,641)</u>	<u>(\$170,299)</u>	<u>\$53,658</u>	<u>(\$268,340)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: EVENTS

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Operating Expenses:							
Payroll	18,910	13,628	(5,282)	110,613	102,210	(8,403)	177,164
Benefits	5,752	4,277	(1,474)	33,097	29,492	(3,606)	51,752
Total Compensation	24,661	17,905	(6,756)	143,710	131,702	(12,009)	228,916
Professional Fees	0	0	0	750	0	(750)	0
Travel & Entertainment	323	0	(323)	1,017	0	(1,017)	0
Communication	597	110	(487)	4,910	770	(4,140)	1,320
Supplies	256	120	(136)	2,080	840	(1,240)	1,440
Dues & Subscriptions	0	50	50	65	350	285	600
Misc. Gen & Admin.	1,000	1,000	0	7,025	7,000	(25)	12,000
Total Operating Expenses	26,838	19,185	(7,653)	159,558	140,662	(18,897)	244,276
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>(\$26,838)</u>	<u>(\$19,185)</u>	<u>(\$7,653)</u>	<u>(\$159,558)</u>	<u>(\$140,662)</u>	<u>(\$18,897)</u>	<u>(\$244,276)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: SAFE HAVEN

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Operating Revenues							
Events Receipts	306	0	306	2,924	0	2,924	0
Gross Operating Revenue	306	0	306	2,924	0	2,924	0
Net Operating Revenues	306	0	306	2,924	0	2,924	0
Contribution Margin:	306	0	306	2,924	0	2,924	0
Operating Expenses:							
Payroll	15,070	12,808	(2,262)	114,428	101,359	(13,069)	171,804
Benefits	6,607	7,159	552	31,284	42,211	10,927	77,659
Total Compensation	21,677	19,967	(1,710)	145,711	143,570	(2,141)	249,463
Travel & Entertainment	0	420	420	196	7,649	7,454	7,944
Communication	144	0	(144)	1,740	0	(1,740)	0
Supplies	(23)	0	23	1,184	0	(1,184)	0
Dues & Subscriptions	150	0	(150)	225	0	(225)	0
Misc. Gen & Admin.	8,672	1,903	(6,768)	31,052	38,091	7,038	47,607
Total Operating Expenses	30,619	22,290	(8,329)	180,108	189,310	9,202	305,015
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>(\$30,313)</u>	<u>(\$22,290)</u>	<u>(\$8,023)</u>	<u>(\$177,184)</u>	<u>(\$189,310)</u>	<u>\$12,126</u>	<u>(\$305,015)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: MEETINGS

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Operating Revenues							
General Sponsorships	0	0	0	0	0	0	300
Miscellaneous Income	0	0	0	0	0	0	300
Events Receipts	63,381	43,560	19,821	109,522	43,560	65,962	555,900
Gross Operating Revenue	63,381	43,560	19,821	109,522	43,560	65,962	556,500
Events Discounts	(5,780)	0	(5,780)	(15,149)	0	(15,149)	0
Total Discounts	(5,780)	0	(5,780)	(15,149)	0	(15,149)	0
Net Operating Revenues	57,601	43,560	14,041	94,373	43,560	50,813	556,500
Contribution Margin:	57,601	43,560	14,041	94,373	43,560	50,813	556,500
Program Costs:							
Meeting Expenses	0	1,000	1,000	0	1,000	1,000	11,750
NSTC Programs & Events Costs:	1,817	27,238	25,421	5,064	27,238	22,174	367,645
Total Program Costs	1,817	28,238	26,421	5,064	28,238	23,174	379,395
Membership and Program Development Costs:							
Program Development							
Total Membership & Program Development	0	0	0	0	0	0	3,200
Operating Expenses:							
Professional Fees	8,000	0	(8,000)	8,000	0	(8,000)	0
Travel & Entertainment	6,240	32,662	26,422	36,364	32,662	(3,702)	364,941
Communication	1,912	8,700	6,788	1,996	8,700	6,704	62,800
Supplies	4,054	12,000	7,946	12,923	12,000	(923)	98,500
Banking & Merchant Fees	540	0	(540)	1,007	0	(1,007)	0
Misc. Gen & Admin.	33,940	4,500	(29,440)	46,198	4,500	(41,698)	41,900
Total Operating Expenses	54,686	57,862	3,176	106,488	57,862	(48,626)	568,141
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	\$1,097	(\$42,540)	\$43,637	(\$17,180)	(\$42,540)	\$25,360	(\$394,236)

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: ROADSHOWS

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Operating Expenses:							
Travel & Entertainment	1,623	20,000	18,377	7,197	20,000	12,803	140,000
Communication	0	0	0	68	0	(68)	0
Supplies	0	0	0	1,694	0	(1,694)	0
Misc. Gen & Admin.	4,071	0	(4,071)	4,743	0	(4,743)	0
Total Operating Expenses	5,693	20,000	14,307	13,701	20,000	6,299	140,000
Increase (Decrease) In Operating Net Assets							
 Increase (Decrease) in Net Assets	<u>(\$5,693)</u>	<u>(\$20,000)</u>	<u>\$14,307</u>	<u>(\$13,701)</u>	<u>(\$20,000)</u>	<u>\$6,299</u>	<u>(\$140,000)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: PLAY SOCCER

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Operating Revenues							
Advertising/Subscriptions	0	0	0	45,050	0	45,050	0
Gross Operating Revenue	0	0	0	45,050	0	45,050	0
Net Operating Revenues	0	0	0	45,050	0	45,050	0
Contribution Margin:	0	0	0	45,050	0	45,050	0
Program Costs:							
Publication Expenses	0	0	0	54,044	56,800	2,756	113,600
Total Program Costs	0	0	0	54,044	56,800	2,756	113,600
Operating Expenses:							
Communication	0	0	0	77,911	68,000	(9,911)	136,000
Total Operating Expenses	0	0	0	77,911	68,000	(9,911)	136,000
Increase (Decrease) In Operating Net Assets							
 Increase (Decrease) in Net Assets	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>(\$86,904)</u>	<u>(\$124,800)</u>	<u>\$37,896</u>	<u>(\$249,600)</u>

MEMBERSHIP DEVELOPMENT

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: MEMBERSHIP DEVELOPMENT

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Operating Expenses:							
Payroll	4,475	4,231	(244)	31,448	31,732	284	55,002
Benefits	411	610	199	2,673	2,843	170	4,907
Total Compensation	4,886	4,841	(45)	34,121	34,575	454	59,909
Travel & Entertainment	396	1,000	604	11,992	7,000	(4,992)	12,000
Communication	170	100	(70)	1,333	700	(633)	1,200
Supplies	81	0	(81)	397	0	(397)	0
Dues & Subscriptions	0	0	0	209	0	(209)	0
Taxes, Permits & Licenses	(2)	0	2	(2)	0	2	0
Misc. Gen & Admin.	27	0	(27)	27	0	(27)	0
Total Operating Expenses	5,558	5,941	383	48,077	42,275	(5,803)	73,109
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>(\$5,558)</u>	<u>(\$5,941)</u>	<u>\$383</u>	<u>(\$48,077)</u>	<u>(\$42,275)</u>	<u>(\$5,803)</u>	<u>(\$73,109)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
Consolidated By Departments

		CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
		Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Section & Area Operations:								
1901 - SECTION 1 -	Section & Area Operat	1,287	930	(357)	2,989	4,840	1,851	8,368
1902 - SECTION 2 -	Section & Area Operat	0	1,558	1,558	3,498	10,906	7,408	14,960
1903 - SECTION 3 -	Section & Area Operat	76	1,029	953	236	7,203	6,967	9,882
1904 - SECTION 4 -	Section & Area Operat	1,566	1,406	(160)	6,638	9,842	3,204	12,536
1905 - SECTION 5 -	Section & Area Operat	0	950	950	2,417	6,650	4,233	9,120
1906 - SECTION 6 -	Section & Area Operat	214	760	546	955	6,985	6,030	9,136
1907 - SECTION 7 -	Section & Area Operat	30	634	604	3,429	4,438	1,009	6,083
1908 - SECTION 8 -	Section & Area Operat	297	2,142	1,845	4,843	14,994	10,151	20,563
1909 - SECTION 9 -	Section & Area Operat	1,552	1,943	391	9,279	14,037	4,758	19,869
1910 - SECTION 10 -	Section & Area Opera	0	1,228	1,228	404	8,596	8,192	11,789
1911 - SECTION 11 -	Section & Area Opera	0	752	752	1,640	5,264	3,624	7,216
1912 - SECTION 12 -	Section & Area Opera	818	1,475	657	2,446	9,900	7,454	13,500
1913 - SECTION 13 -	Section & Area Opera	486	2,562	2,076	7,646	10,434	2,788	14,995
1914 - SECTION 14 -	Section & Area Opera	525	1,188	663	4,417	10,476	6,059	15,396
1999 - SECTION 99 -	Section & Area Opera	0	237	237	0	1,659	1,659	2,274
Total	Section & Area Operations	6,851	18,794	11,943	50,837	126,224	75,387	175,687

GENERAL AND ADMINISTRATION EXPENSES

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: ADMINISTRATION

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Program Costs:							
NSTC Programs & Events Costs:	0	0	0	2,413	0	(2,413)	0
Total Program Costs	0	0	0	2,413	0	(2,413)	0
Operating Expenses:							
Payroll	42,754	38,900	(3,854)	289,392	291,356	1,964	507,003
Benefits	12,199	12,479	280	72,058	94,013	21,955	160,568
Total Compensation	54,953	51,379	(3,574)	361,449	385,369	23,919	667,571
Professional Fees	26,584	12,000	(14,584)	100,745	84,000	(16,745)	144,000
Travel & Entertainment	14,610	35,230	20,620	49,408	82,610	33,202	108,950
Communication	2,038	610	(1,428)	9,563	4,270	(5,293)	7,320
Supplies	386	100	(286)	4,257	700	(3,557)	1,200
Dues & Subscriptions	179	82	(97)	3,336	709	(2,627)	1,169
Taxes, Permits & Licenses	6,423	0	(6,423)	9,100	0	(9,100)	0
Marketing	0	0	0	(40)	0	40	0
Misc. Gen & Admin.	1,784	25,530	23,746	3,841	32,710	28,869	35,360
Total Operating Expenses	106,957	124,931	17,973	541,659	590,368	48,708	965,570
Increase (Decrease) In Operating Net Assets							
Other Revenue:							
Other Income	0	0	0	2,379	2,000	(379)	2,000
Total Other Revenue	0	0	0	2,379	2,000	(379)	2,000
Increase (Decrease) in Net Assets	<u>(\$106,957)</u>	<u>(\$124,931)</u>	<u>\$17,973</u>	<u>(\$546,451)</u>	<u>(\$592,368)</u>	<u>\$45,917</u>	<u>(\$967,570)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: MARKETING

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Program Costs:							
Publication Expenses	80	1,000	920	480	7,000	6,520	9,630
Total Program Costs	80	1,000	920	480	7,000	6,520	9,630
Operating Expenses:							
Payroll	37,004	30,166	(6,838)	225,734	226,244	510	392,156
Benefits	8,525	10,250	1,724	51,952	66,880	14,928	118,077
Total Compensation	45,529	40,416	(5,114)	277,687	293,124	15,437	510,233
Professional Fees	709	1,667	958	13,146	11,669	(1,477)	20,004
Travel & Entertainment	4,542	6,450	1,908	22,688	29,300	6,612	47,100
Communication	225	300	75	2,106	2,100	(6)	3,600
Supplies	993	300	(693)	4,882	2,100	(2,782)	3,600
Dues & Subscriptions	0	0	0	764	0	(764)	0
Repairs & Maintenance	0	235	235	0	1,645	1,645	2,820
Marketing	747	0	(747)	4,146	2,000	(2,146)	3,000
Misc. Gen & Admin.	692	0	(692)	692	0	(692)	0
Total Operating Expenses	53,437	49,368	(4,069)	326,110	341,938	15,828	590,357
Increase (Decrease) In Operating Net Assets							
Increase (Decrease) in Net Assets	<u>(\$53,517)</u>	<u>(\$50,368)</u>	<u>(\$3,149)</u>	<u>(\$326,590)</u>	<u>(\$348,938)</u>	<u>\$22,348</u>	<u>(\$599,987)</u>

AMERICAN YOUTH SOCCER ORGANIZATION
(A California Non-profit Corporation)

Statement of Activities and Changes in Net Assets
for the period ended January 31, 2011
For Department: OPERATIONS

	CURRENT PERIOD			YEAR TO DATE			FY 10 TOTAL
	Actual	Forecast 10F2	Variance	Actual	Forecast 10F2	Variance	Forecast 10F2
Net Operating Revenues	0	0	0	0	0	0	0
Operating Expenses:							
Payroll	58,514	62,482	3,968	448,161	464,907	16,746	809,601
Benefits	26,953	27,002	49	158,775	206,584	47,808	336,916
Total Compensation	85,467	89,484	4,017	606,937	671,491	64,554	1,146,517
Professional Fees	43,070	24,870	(18,200)	208,384	250,112	41,728	380,016
Insurance	9,808	9,702	(106)	68,659	67,914	(745)	116,424
Travel & Entertainment	1,756	2,695	939	16,388	34,039	17,651	47,394
Communication	13,663	14,322	659	66,214	93,704	27,490	157,264
Supplies	7,335	8,300	965	46,944	48,200	1,256	70,550
Occupancy	10,679	12,536	1,857	79,834	87,752	7,918	240,432
Dues & Subscriptions	665	12	(653)	904	1,724	820	1,784
Repairs & Maintenance	51,898	55,375	3,477	371,379	367,675	(3,704)	596,700
Taxes, Permits & Licenses	0	833	833	1,016	5,831	4,815	9,996
Banking & Merchant Fees	532	275	(257)	3,756	10,627	6,871	12,002
Marketing	0	250	250	5,207	1,750	(3,457)	3,000
Misc. Gen & Admin.	5,674	303,750	298,076	10,276	308,450	298,174	312,200
Bad Debt	0	0	0	19,069	10,074	(8,995)	28,408
Total Operating Expenses	230,547	522,404	291,857	1,504,966	1,959,343	454,376	3,122,687
Increase (Decrease) In Operating Net Assets							
Other Expenses:							
Total Depreciation & Amortization	34,196	40,080	5,884	206,005	232,454	26,450	430,973
Increase (Decrease) in Net Assets	<u>(\$264,743)</u>	<u>(\$562,484)</u>	<u>\$297,741</u>	<u>(\$1,710,971)</u>	<u>(\$2,191,797)</u>	<u>\$480,826</u>	<u>(\$3,553,660)</u>