

Year-End Financial Report

Bloomington Girls Fastpitch Softball Association
For the period ended October 31, 2018

Prepared on
November 5, 2018

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Treasurer Notes

The following notes should be read in conjunction with the review of the year-end financial reporting package for context behind the balances and annual results contained within. This documentation will be useful to the FY19 Board and succeeding Treasurer in assessing the success and financial stability of current and future years as well as making budgeting decisions for FY19 and beyond.

BALANCE SHEET ITEMS

Accounts Receivable. One member's fall registration is still outstanding and owed (\$125). The player had initially registered to play 8U and subsequently had requested and was placed on a 10U team.

Inventory. PY trophy inventory was leftover from the 2017 BASH tourney. Trophies were re-plated and used for 2018 BASH tourney. Inventory of balls at end of FY17 was deemed to have been used in FY18.

Accruals. Funds have been designated from prior year fundraising activities and remain available for use in FY19:

- o 2050 Accrual for Advertising - Funds available for BFA marketing efforts. \$775 was utilized in FY17, nothing was utilized in FY18 since there was an excess of revenues over expenses, in total. The year in which the remaining funds are used, an entry to debit 2050 and credit cash should be made.
- o 2060 Accrual for Coach Clinic - Funds for coach clinics. The year in which the remaining funds are used, an entry to debit 2060 and credit cash should be made.
- o 2070 Accrual for Equipment - could be considered for use in acquiring in-house program equipment or to replace existing equipment. The year in which the remaining funds are used, an entry to debit 2070 and credit cash should be made.
- o 2130 Pitching Clinics - Funds were designated by prior board to add either more pitching coaches or in season coaching opportunities. The year in which the remaining funds are used, an entry to debit 2130 and credit cash should be made.

PROFIT AND LOSS ITEMS:

MEMBERSHIP AND RELATED EXPENSES:

Summer: 196 (157 Traveling; 39 In-House) (Budgeted: 165 Traveling; 48 In-House) Fall 87 (Budgeted 143)
 Prior Summer: 180 (154 Budget) Fall 130 (110 Budget)

- o Total registration fees did not meet plan. While participant numbers were up, revenues were down. This is due to the budgeted mix of teams planned for one less 8U and one more 16U/18U team. Since the 8U level has lower fees than the other age groups, BFA realizes a greater loss when budgeted numbers exceed plan at this age. BFA formed one less 10U team than anticipated and one more 8U team - this shift resulted in \$2,090 less revenue than budgeted. Projected revenues of \$3,465 were not realized by not having a 16U or 18U team. This accounts for a total budget deficit of roughly \$5,500.
- o BFA covered the Sport Engine 3% credit card processing fee, resulting in \$1360 expense

- o In FY18, starting tracking all discounts separately so comparisons can more easily be made in the future.
 - Board discounts. Board members receive 1 free summer registration - per membership approval in FY16.
 - Coach Discounts. Head coaches (summer and fall) receive full refund of registration
 - Financial Aid. Is consistent with prior years and represents 50% assistance (summer and fall) provided to players who apply for the assistance in accordance with BFA policy and procedure.
 - o Multit-player Discount. Discount new in FY17 and also provided in FY18. Represents 15% off summer registration for siblings (discount is figured based on lesser of fees).
- o Due to one less team overall and one less 10U (one additional 8U) team in summer and 5 fewer teams in the fall (8 vs 13) than budgeted for - certain team costs were less than budgeted. Such costs include:
 - Summer & fall league fees
 - Summer & fall tourney fees
- o Uniforms
 - Uniform costs were controlled by making changes from FY17 to what was provided to players in FY18:
 - No belt provided
 - One pair of socks instead of 2
 - Jerseys were changed from PY - to a more affordable style

TOURNAMENTS

1. BASH TOURNAMENT - Total net revenue of \$7,436 (\$1,264 less than budget)

- Gate fees exceeded budget. Budgeted for a total of 76 teams and had actual of 88.
- Increased # of teams resulted in increased costs for medals, trophies and umpires.
- 2/3 of Saturday was rained out - which impacted concession volume. But I believe the increased # of players at the tournament offset any decrease in concession revenue due to inclement weather. Result for concessions was revenue running just above budget. Budgeted concessions expense is an estimate, based on prior year's actual costs running roughly 50% of concession revenue. For FY18, concession costs were favorably controlled and resulted in a gross margin of 62.5% for the tourney. Actual concession costs were able to be specifically attributed to each of the 3 summer tournaments based on ending inventories performed at the conclusion of each tourney and provided to the Treasurer.
- To make up games, 8U games were played on other city fields made available to BFA - in addition to using Kelly field. Could consider running 8U exclusively at Kelly in the future, and 10U-14U playing at Dred, leaving more capacity at Dred to increase the # of 10U-14U teams.
- Net profit from t-shirt sales was also favorable as compared to budget. Budgeted for net profit of \$725 and realized actual net profit of \$1,664.
- Vendor commission exceeded budget by \$160 (\$560 actual vs \$400 budget)
- Volunteer deposit buy-outs decreased from PY. FY17 was over \$4,000. FY18 was a net \$1,438 (includes both traveling and in-house programs). \$1,200 in volunteer buy-outs were uncollected from

FY17 and were written off - which offset the \$2,638 in FY18 volunteer buy-outs collected (includes both traveling and in-house programs).

- Expenses to note:
 - o Medical represents an in-kind donation from TRIA. In future years, if TRIA or TC Ortho isn't donating a trainer's time, then BFA needs to budget for this to come out of their resources
 - o Trash/cleaning - services provided by and paid to the City of Bloomington. For future years, increase the budget to accommodate their price increases.
 - o Labor - even though the # of games increased, labor was slightly under budget due to BFA families fulfilling their volunteer commitments. The more work done to make sure families are fulfilling their volunteer commitments, the greater BFA's profit on tournaments.

2. 8U STATE TOURNAMENT - Total net revenue of \$2,651 and was not budgeted for as we did not anticipate hosting at the time the budget was approved in December 2017.

- This tournament was added to the calendar as a result of a board vote during the year.
- Last time BFA had hosted was in 2016
- Similar # of teams registered (30)
- Net revenue consistent with 2016 (\$2,936)
- Expenses include \$750 of in-kind costs for TRIA's trainer
- Profit margin on concessions was 61%

3. 10U MOA TOURNAMENT - Total net revenue was \$15,321 (\$4,621 greater than budget)

- Tournament has historically been the 10U NAFA tournament. Once the FY18 budget had been approved in December, MN Softball approached BFA to host a new 10U regional tournament. The BFA Board approved hosting MN Softball's 10U MOA Regional tournament instead of the 10U NAFA tournament.
- Going into the tournament, BFA did not know what the financial impact would be of hosting the new tournament. Here are the highlights:
 - o Gate fees were just under budget (\$1,200) o Concessions were very strong - 60% margin resulted in a net profit just over \$10,000 o T-shirts represents the income we receive from MN Softball to sell tourney t-shirts on their behalf
 - o Vendor commission was \$1,200 - highly exceeded expectations. Maui Wowi was the vendor and were great to work with. They seemed to appreciate the opportunity to sell smoothies at the BFA summer tournaments and sold high volumes, as evidenced by our commission.
 - o Labor costs were kept in check by utilizing BFA family volunteers o Again - medical costs represent \$1,625 of in-kind services donated by TRIA

OTHER FUNDRAISING - Activities exceeded budget by \$5,200:

1. Catch the Fire raffle - net revenue was less than plan (\$3,000) , with all prizes donated.
2. Cash donations - Was approximately \$300 less than budgeted. \$13,202 in revenue consisted of:

o \$1,250 member cash donation o \$552 in Papa John's commission and Chipotle fundraising night o \$9,900 in the following sponsorships:

- TC Ortho (\$1,500)
- Veil Orthodontics (\$250)
- Riverview Spine (\$750)
- Legion (\$2,750; of which \$2,000 specifically designated for the shed)
- Cowboy Jack's (\$750)
- Remax (\$750)
- Joe Senser's (\$250)
- Jersey Tags (\$1,000 - specifically designated for team banners)
- Willy McCoy's (\$400)
- In Sports Foundation (\$1,500 - specifically designated for in-house program) o \$1,500 was received as a grant from the Bloomington Convention & Visitors Bureau. This grant was contingent on the 10U MOA tournament results and was not paid until BFA had submitted financial results to the Bureau.

3. Though the raffle and cash donations lagged behind budget, the favorable variance was made up for with \$7,350 of in-kind/non-cash donations. The following in-kind donations were made to the general BFA program (not related to the raffle or player prizes):

- o Tria - \$4,000 in trainer services donated to tournaments (see above)
- o TC Ortho - \$500 in First Aid Kits o Sam's Club - \$100 in donated cakes for the Blast Off event o Dick's Sporting Goods - \$1,700 in a variety of donated equipment o Northern Tool & Equipment - \$455 in equipment o Park Chrysler Jeep - \$271 in printing expense for coach binders

IN-HOUSE PROGRAM

- FY18 was the inaugural year for BFA's in-house program.
- 39 girls participated on 4 teams.
- Financially, the program had net revenue of \$2,000 which was greater than the expected loss of \$1,150.
- As a new program, budgeting was a best guess - actual expenses came in nearly \$2,500 less than budget.

OTHER MISCELLANEOUS NOTES:

- \$4,800 in spirit wear sales represents Universal Athletic (UA) rebates applied to a variety of invoices for equipment and uniform amounts owed. Rebates accrue with UA over time as spirit wear purchases are made. UA could not tell us how long ago this balance began and they automatically applied the credits to BFA invoices without communicating to BFA. Something to

watch in the future - or change the process with UA to better inform BFA that this rebate balance exists!

- \$168 in Non-profit revenue is hot cocoa and coffee proceeds from Blast Off event • Appropriated funds not used since the fiscal year was healthy.
- Expense for paid coaches was well under budget (\$6,000). This can be hard to estimate year to year.
- Equipment expenses exceeded budget (\$14,484) primarily due to \$12,200 of the shed's cost expensed during FY18.
 - o \$12,800 of the total \$25,000 cost of the shed had been expensed in prior years and set aside. \$6,700 of prior year's equity had been set aside during FY18 - and was expensed in FY18, along with the remaining \$5,500 (of which \$2,000 was donated by the Legion in FY18). Due to successful tournaments and fundraising in FY18, the shed was able to be completed!
 - o \$389 in equipment expense was covered by the UA rebate discussed above o \$1,700 in donated equipment expensed - see Fundraising above o Considering these factors, annual routine equipment spending was \$7,718 - approximately \$195 over budget. \$1,800 of this represents last year's ball inventory expensed in the current year - resulting in equipment under budget.
- End of year reimbursements for pitching, catching and hitting were near budget, while subsidized pitching and catching expenses were well under budget - with not as much resources spent on those fronts as expected.

Statement of Financial Position

As of October 31, 2018

	As of Oct 31, 2018	As of Oct 31, 2017 (PY)	Total
ASSETS			
Current Assets			
Bank Accounts			
1005 Membership Share Savings	25.00		25.00
1010 Checking - RBCU	83,774.87		76,554.63
Total Bank Accounts	83,799.87		76,579.63
Accounts Receivable 1200			
Accounts Receivable	0.00		26.00
1220 Payment Plans	125.00		0.00
1245 A/R - Volunteer Buy-Outs	0.00		1,650.00
Total 1200 Accounts Receivable	125.00		1,676.00
Total Accounts Receivable	125.00		1,676.00
Other Current Assets			
1510 Inventory - Trophies	0.00		1,315.40
1520 Inventory - Balls	0.00		1,828.69
Total Other Current Assets	0.00		3,144.09
Total Current Assets	83,924.87		81,399.72
TOTAL ASSETS	\$83,924.87		\$81,399.72
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 Accounts Payable	0.00		150.00
2050 Accrual for Advertising Expenses	1,225.00		1,225.00
2060 Accrual for Coach Clinic Subsidized	278.00		278.00
2070 Accrual for Equipment	2,000.00		2,000.00
Total 2000 Accounts Payable	3,503.00		3,653.00
Total Accounts Payable	3,503.00		3,653.00
Other Current Liabilities			
2100 PY Funds Appropriate for CY Usage			
2110 General Expenses	0.00		4,500.00
2130 Pitching Clinics	1,700.00		1,700.00
Total 2100 PY Funds Appropriate for CY Usage	1,700.00		6,200.00

		Total
2300 Accrual for Shed	0.00	8,140.12
Total Other Current Liabilities	1,700.00	14,340.12
Total Current Liabilities	5,203.00	17,993.12
Total Liabilities	5,203.00	17,993.12
Equity		
3100 Retained Earnings	63,406.60	63,213.82
Net Revenue	15,315.27	192.78
	As of Oct 31, 2018	As of Oct 31, 2017
		(PY)
Total Equity	78,721.87	63,406.60
TOTAL LIABILITIES AND EQUITY	\$83,924.87	\$81,399.72

Statement of Activity - CY vs PY

November 2017 - October 2018

	Nov 2017 - Oct 2018	Nov 2016 - Oct 2017 (PY)	Total
REVENUE			
4000 Registration fees - Summer	42,052.67		37,093.21
4001 Board Discounts	-3,780.00		
4002 Coach Discounts	-2,831.00		
4003 Financial Aid	-1,352.50		
4004 Multi-Player Discount	-418.95		
4006 Sports Engine Reg Fees	-1,360.20		
Total 4000 Registration fees - Summer	32,310.02		37,093.21
4010 Registration fees - Fall	10,920.00		12,125.00
4011 Fall Discounts	-1,030.00		
4012 Fall Sports Engine Reg Fees	-363.75		
Total 4010 Registration fees - Fall	9,526.25		12,125.00
4025 Catcher's Clinic			1,020.00
4030 Catch the Fire	13,510.00		14,210.00
4040 Fundraising/ Cash Donations	13,201.81		13,417.59
4042 Non-Cash Donations/Products	25,588.29		31,070.00
4045 Non-Cash Donations/Raffle Prizes	8,227.00		8,528.00
4046 Non-Cash Donations/Player Prizes	1,578.00		895.00
4050 Concessions Revenue	32,759.56		18,042.79
4060 Tournament Gate Fees Revenue	36,000.00		30,187.50
4100 Spiritwear sales - spring	4,852.95		480.00
4105 Non-Profit Revenue	168.12		
4110 Spiritwear sales - fall			321.56
4115 T-Shirts sales	4,700.00		3,231.00
4120 Vendor commission	2,260.00		255.00
4130 Misc Income	645.00		1,077.55
4135 Volunteer Deposits	2,637.50		4,450.00
4136 Uncollected volunteer deposits-PY	-1,200.00		
Total 4135 Volunteer Deposits	1,437.50		4,450.00

		Total
4140 Appropriated Funds		
4150 Coaches - paid/clinics		1,500.00
4160 Youth First		1,000.00
Total 4140 Appropriated Funds		2,500.00
Total Revenue	186,764.50	178,904.20
GROSS PROFIT	186,764.50	178,904.20
EXPENDITURES		
6000 Administrative		
6002 Advertising	1,518.91	1,499.84
6002.5 Marketing Consultant		3,500.00
Total 6002 Advertising	1,518.91	4,999.84
6005 Background Checks	635.00	345.00
	Nov 2017 - Oct 2018	Nov 2016 - Oct 2017 (PY)
6010 Bank Charges		224.00
6015 Coaches Party	500.00	650.00
6025 Donations to Kennedy & Jefferson	1,100.00	1,100.00
6028 Heritage Days	412.10	647.54
6029 Spring Blast Off	146.55	
6030 Insurance	4,901.00	4,657.00
6045 Meals and Entertainment	101.05	130.19
6052 Memberships	443.00	958.00
6066 Multi-player family discount		567.00
6070 Office Supplies	101.53	308.41
6073 PCA Partnership fees		1,250.00
6074 Youth 1st Membership	1,000.00	1,000.00
6075 Postage & PO Box	248.00	277.80
6080 Printing	620.84	820.08
6085 Quickbooks software fees	420.00	360.00
6092 Registration fees - Sport Engine	780.00	1,934.36
6096 Survey Monkey	288.00	228.00
6097 Taxes & State Filings	1,025.00	525.00
6098 Web site	56.53	1,030.00
6099 Misc Expense	449.54	940.05
Total 6000 Administrative	14,747.05	22,952.27
6100 Tournament Expenses		
6105 Bag Tags & Lanyards	1,800.00	1,934.88
6110 Batting Cage Punch	667.20	570.00

6115 Concessions Expense	12,509.33	9,111.65
6117 Promotional Meals	360.75	
Total 6115 Concessions Expense	12,870.08	9,111.65
6120 Sam's Club Membership	-70.00	
6125 Labor	6,053.00	6,395.00
6130 Medals & Trophies	3,842.80	1,424.54
6135 Medical	4,000.00	276.75
6140 Raffle Prizes		493.10
6145 Sanctioning	180.00	180.00
6150 Brackets	187.19	
6155 T-shirts	4,226.20	4,037.95
6157 Traffic control		923.60
6158 Transportation rental		1,524.16
6165 Permits	388.00	382.00
6170 Trash/Cleaning Service	4,955.94	3,321.04
6175 Golf Cart Rental	2,910.00	2,470.00
Total 6100 Tournament Expenses	42,010.41	33,044.67
6180 Other Space Rental	79.50	
6200 Team Expenses		

	Nov 2017 - Oct 2018	Nov 2016 - Oct 2017 (PY)	Total
6204 Tryouts Team Expenses	1,000.00		
6205 Outside Evaluators			900.00
6206 Umpires	10,811.00		8,654.00
6210 Coaches Expense			
6215 Coaches pay	3,750.00		6,750.00
6217 Coaching binders	246.48		33.00
6220 Shirts & Hats	1,643.40		2,229.50
6225 VP of Development	2,500.00		
Total 6210 Coaches Expense	8,139.88		9,012.50
6230 League Fees			
6235 Summer League Fees	5,900.00		6,050.00
6240 Fall League Fees	3,200.00		4,400.00
Total 6230 League Fees	9,100.00		10,450.00
6250 Tournament Gate Fees Expense			
6255 Summer Tournament Gate Fees	6,510.00		8,690.00
6265 Fall Tournament Gate Fees	700.00		1,200.00
Total 6250 Tournament Gate Fees Expense	7,210.00		9,890.00
6280 Player Uniforms			
6282 Jerseys	3,649.20		8,983.24
6284 Pants	5,151.02		5,250.00
6285 Belts			817.95
6286 Socks	855.00		1,915.58
6288 Practice shirts	3,558.91		2,044.25
6289 Fall shirts			2,044.25
Total 6280 Player Uniforms	13,214.13		21,055.27
6290 Nationals			
6294 Nationals 12U	1,250.00		2,025.00
6296 Nationals 14U	250.00		
Total 6290 Nationals	1,500.00		2,025.00
Total 6200 Team Expenses	50,975.01		61,986.77
6300 Equipment Expenses	223.17		209.28
6305 Shed	12,360.00		
6310 Equipment (bags/gear/bats/etc)	3,976.91		2,188.20
6315 Balls	3,634.39		176.91

		Total
6320 Chalk		240.00
6325 Medical Supplies	588.95	140.67
6335 Other	1,383.68	1,104.11
Total 6300 Equipment Expenses	22,167.10	4,059.17
6400 Training Expenses		
6405 Indoor Space Rental		
6410 Tryouts Indoor Space Rental	590.00	600.50
6415 Winter clinics	3,286.26	2,646.00
6420 Meetings/Registration	159.00	170.25
	Nov 2017 - Oct 2018	Nov 2016 - Oct 2017 (PY)
6425 Spring practices	797.00	215.25
6426 Spring Practices - Team Cost	90.00	
6430 Other space needs	249.75	1,048.00
Total 6405 Indoor Space Rental	5,172.01	4,680.00
6435 Pitcher Reimbursement	1,572.50	2,050.00
6440 Catcher Reimbursement	327.50	832.50
6445 Hitting Reimbursement	637.00	405.00
6450 BFA Subsidized Pitching Clinics	3,675.00	5,840.00
6455 BFA Subsidized Catching Clinics	200.00	620.00
6460 Coaching Clinics	1,620.00	1,500.00
6465 Other Clinics	-122.10	
Total 6400 Training Expenses	13,081.91	15,927.50
6600 Other Expenses 6605		
Catch the Fire prizes		
6606 Donated Raffle Prizes	364.56	290.62
6607 Donated Player Prizes	8,227.00	8,528.00
6607 Donated Player Prizes	1,578.00	895.00
Total 6605 Catch the Fire prizes	10,169.56	9,713.62
6620 Product Donations	18,250.00	31,070.00
Total 6600 Other Expenses	28,419.56	40,783.62
Total Expenditures	171,480.54	178,754.00
NET OPERATING REVENUE	15,283.96	150.20
OTHER REVENUE		
4139 Interest Earned	31.31	42.58
Total Other Revenue	31.31	42.58
NET OTHER REVENUE	31.31	42.58
NET REVENUE	\$15,315.27	\$192.78

Statement of Activity by Class

November 2017 - October 2018

	1 - BFA	3 - Bash Tourney	5 - 10U MOA	6 - 8U State - Summer	8 - Fundraising	9 - In House Program	TOTAL
REVENUE							
4000 Registration fees - Summer	39,361.67					2,691.00	42,052.67
4001 Board Discounts	-3,780.00						-3,780.00
4002 Coach Discounts	-2,555.00					-276.00	-2,831.00
4003 Financial Aid	-1,352.50						-1,352.50
4004 Multi-Player Discount	-418.95						-418.95
4006 Sports Engine Reg Fees	-1,235.00					-125.20	-1,360.20
Total 4000 Registration fees - Summer	30,020.22					2,289.80	32,310.02
4010 Registration fees - Fall	10,920.00						10,920.00
4011 Fall Discounts	-1,030.00						-1,030.00
4012 Fall Sports Engine Reg Fees	-363.75						-363.75
Total 4010 Registration fees - Fall	9,526.25						9,526.25
4030 Catch the Fire					13,510.00		13,510.00
4040 Fundraising/ Cash Donations					11,701.81	1,500.00	13,201.81
4042 Non-Cash Donations/Products					25,276.61	311.68	25,588.29
4045 Non-Cash Donations/Raffle Prizes					8,227.00		8,227.00
4046 Non-Cash Donations/Player Prizes					1,578.00		1,578.00
4050 Concessions Revenue		10,377.55	17,091.95	4,730.50		559.56	32,759.56
4060 Tournament Gate Fees Revenue		19,200.00	14,200.00	2,600.00			36,000.00

4100 Spiritwear sales - spring	4,852.95						4,852.95
4105 Non-Profit Revenue	168.12						168.12
4115 T-Shirts sales		4,500.00	200.00				4,700.00
4120 Vendor commission		560.00	1,200.00	500.00			2,260.00
4130 Misc Income				350.00	295.00		645.00
4135 Volunteer Deposits	2,087.50					550.00	2,637.50
4136 Uncollected volunteer deposits- PY	-1,200.00						-1,200.00
Total 4135 Volunteer Deposits	887.50					550.00	1,437.50
Total Revenue	45,455.04	34,637.55	32,691.95	8,180.50	60,588.42	5,211.04	186,764.50
		3 - Bash Tourney	5 - 10U MOA	6 - 8U State - Summer	8 - Fundraising	9 - In House Program	TOTAL
	1 - BFA						
GROSS PROFIT	45,455.04	34,637.55	32,691.95	8,180.50	60,588.42	5,211.04	186,764.50
EXPENDITURES							
6000 Administrative							0.00
6002 Advertising	1,518.91						1,518.91
6005 Background Checks	595.00					40.00	635.00
6015 Coaches Party	500.00						500.00
6025 Donations to Kennedy & Jefferson	1,100.00						1,100.00
6028 Heritage Days	412.10						412.10
6029 Spring Blast Off	146.55						146.55
6030 Insurance	3,094.00	569.00	617.00	231.00		390.00	4,901.00
6045 Meals and Entertainment	92.15				8.90		101.05

6052 Memberships					443.00		443.00
6070 Office Supplies	73.97				27.56		101.53
6074 Youth 1st Membership	1,000.00						1,000.00
6075 Postage & PO Box	248.00						248.00
6080 Printing					583.60	37.24	620.84
6085 Quickbooks software fees	420.00						420.00
6092 Registration fees - Sport Engine	780.00						780.00
6096 Survey Monkey	288.00						288.00
6097 Taxes & State Filings	1,025.00						1,025.00
6098 Web site	56.53						56.53
6099 Misc Expense	206.66	50.71	14.97		122.00	55.20	449.54
Total 6000 Administrative	11,556.87	619.71	631.97	231.00	1,185.06	522.44	14,747.05
6100 Tournament Expenses							0.00
6105 Bag Tags & Lanyards		1,800.00					1,800.00
6110 Batting Cage Punch		667.20					667.20
6115 Concessions Expense		3,789.39	6,677.68	1,816.01		226.25	12,509.33
6117 Promotional Meals		101.00	228.25	31.50			360.75
Total 6115 Concessions Expense		3,890.39	6,905.93	1,847.51		226.25	12,870.08
6120 Sam's Club Membership		-70.00					-70.00
6125 Labor		1,319.00	4,041.00	693.00			6,053.00
		3 - Bash Tourney	5 - 10U MOA	6 - 8U State - Summer	8 - Fundraising	9 - In House Program	TOTAL
6130 Medals & Trophies	1 - BFA	3,675.10				167.70	3,842.80

6135 Medical		1,625.00	1,625.00	750.00			4,000.00
6145 Sanctioning		180.00					180.00
6150 Brackets		144.19				43.00	187.19
6155 T-shirts		2,836.00			1,390.20		4,226.20
6165 Permits		96.00	128.00	64.00	100.00		388.00
6170 Trash/Cleaning Service		1,378.98	2,197.98	1,378.98			4,955.94
6175 Golf Cart Rental		1,050.00	1,350.00	510.00			2,910.00
Total 6100 Tournament Expenses		18,591.86	16,247.91	5,243.49	1,490.20	436.95	42,010.41
6180 Other Space Rental	6180		79.50				79.50
6200 Team Expenses							0.00
6204 Tryouts Team Expenses	1,000.00						1,000.00
6206 Umpires	3,734.00	7,067.00		10.00			10,811.00
6210 Coaches Expense							0.00
6215 Coaches pay	3,750.00						3,750.00
6217 Coaching binders	246.48						246.48
6220 Shirts & Hats	1,643.40						1,643.40
6225 VP of Development	2,500.00						2,500.00
Total 6210 Coaches Expense	8,139.88						8,139.88
6230 League Fees							0.00
6235 Summer League Fees	5,900.00						5,900.00
6240 Fall League Fees	3,200.00						3,200.00
Total 6230 League Fees	9,100.00						9,100.00

6250 Tournament Gate Fees Expense								0.00
6255 Summer Tournament Gate Fees	6,510.00							6,510.00
6265 Fall Tournament Gate Fees	700.00							700.00
Total 6250 Tournament Gate Fees Expense	7,210.00							7,210.00
6280 Player Uniforms								0.00
6282 Jerseys	3,649.20							3,649.20
6284 Pants	5,151.02							5,151.02
		3 - Bash Tourney	5 - 10U MOA	6 - 8U State - Summer	8 - Fundraising	9 - In House Program		
		1 - BFA					TOTAL	
6286 Socks	855.00						855.00	855.00
6288 Practice shirts	2,809.42					749.49	3,558.91	3,558.91
Total 6280 Player Uniforms	12,464.64					749.49	13,214.13	13,214.13
6290 Nationals								0.00
6294 Nationals 12U	1,250.00						1,250.00	1,250.00
6296 Nationals 14U	250.00						250.00	250.00
Total 6290 Nationals	1,500.00						1,500.00	1,500.00
Total 6200 Team Expenses	43,148.52	7,067.00		10.00		749.49	50,975.01	50,975.01
6300 Equipment Expenses	223.17						223.17	223.17
6305 Shed	12,360.00						12,360.00	12,360.00
6310 Equipment (bags/gear/bats/etc)	3,156.11					820.80	3,976.91	3,976.91
6315 Balls	2,619.43	775.00				239.96	3,634.39	3,634.39
6325 Medical Supplies	570.96					17.99	588.95	588.95

6335 Other	466.14	148.20	412.06	45.60		311.68	1,383.68
Total 6300 Equipment Expenses	19,395.81	923.20	412.06	45.60		1,390.43	22,167.10
6400 Training Expenses							0.00
6405 Indoor Space Rental							0.00
6410 Tryouts Indoor Space Rental	590.00						590.00
6415 Winter clinics	3,286.26						3,286.26
6420 Meetings/Registration	145.50					13.50	159.00
6425 Spring practices	709.00					88.00	797.00
6426 Spring Practices - Team Cost	90.00						90.00
6430 Other space needs	249.75						249.75
Total 6405 Indoor Space Rental	5,070.51					101.50	5,172.01
6435 Pitcher Reimbursement	1,572.50						1,572.50
6440 Catcher Reimbursement	327.50						327.50
6445 Hitting Reimbursement	637.00						637.00
6450 BFA Subsidized Pitching Clinics	3,675.00						3,675.00
6455 BFA Subsidized Catching Clinics	200.00						200.00
6460 Coaching Clinics	1,620.00						1,620.00
6465 Other Clinics	-122.10						-122.10
		3 - Bash Tourney	5 - 10U MOA	6 - 8U State - Summer	8 - Fundraising	9 - In House Program	TOTAL
Total 6400 Training Expenses	12,980.41	1 - BFA				101.50	13,081.91
6600 Other Expenses							0.00

6605 Catch the Fire prizes					364.56		364.56
6606 Donated Raffle Prizes					8,227.00		8,227.00
6607 Donated Player Prizes					1,578.00		1,578.00
Total 6605 Catch the Fire prizes					10,169.56		10,169.56
6620 Product Donations					18,250.00		18,250.00
Total 6600 Other Expenses					28,419.56		28,419.56
Total Expenditures	87,081.61	27,201.77	17,371.44	5,530.09	31,094.82	3,200.81	171,480.54
NET OPERATING REVENUE	41,626.57	7,435.78	15,320.51	2,650.41	29,493.60	2,010.23	15,283.96
OTHER REVENUE							
4139 Interest Earned	31.31						31.31
Total Other Revenue	31.31	0.00	0.00	0.00	0.00	0.00	31.31
NET OTHER REVENUE	31.31	0.00	0.00	0.00	0.00	0.00	31.31
	\$ -						
NET REVENUE	41,595.26	\$7,435.78	\$15,320.51	\$2,650.41	\$29,493.60	\$2,010.23	\$15,315.27