

FISCAL YEAR 2013

Burlingame Soccer Club - Fiscal Year Ending 1/31/2014

Income

| | | |
|--------------------------------------|-----------|------------------|
| Club Fees Received: | \$ | 1,041,168 |
| Net Programs Income ¹ : | \$ | 43,115 |
| Net Fundraiser Income ² : | \$ | 14,284 |
| Donation and Grants ³ : | \$ | 1,500 |
| Total Income: | \$ | 1,100,067 |

Expense

Coaching:

| | | |
|-------------------------------|-----------|----------------|
| Director of Coaching | \$ | 59,400 |
| Technical Director - Programs | \$ | 21,000 |
| Technical Director - Youngers | \$ | 24,000 |
| Coaching, Head | \$ | 610,500 |
| Coaching, Assistant | \$ | 59,819 |
| Coaching, Special Clinics | \$ | 70,085 |
| Total Coaching: | \$ | 844,804 |

Fields and Referees:

| | | |
|-----------------------------------|-----------|----------------|
| Fields | \$ | 116,567 |
| Equipment | \$ | 5,795 |
| Referees | \$ | 49,825 |
| Total Fields and Referees: | \$ | 172,187 |

Operation:

| | | |
|--|-----------|------------------|
| Bonzi Merchant/Software Fee ⁴ | \$ | 8,340 |
| Donation/Financial Aid | \$ | 36,757 |
| Professional Fees ⁵ | \$ | 3,644 |
| Marketing | \$ | 3,544 |
| Operating Expense ⁶ | \$ | 13,534 |
| Total Operation: | \$ | 65,819 |
| Total Expense: | \$ | 1,082,810 |
| Operating Income: | \$ | 17,257 |

| | | |
|----------------------|----|---------|
| Beginning of Period: | \$ | 121,284 |
| Operating Income | \$ | 17,257 |
| End of Period: | \$ | 138,541 |

Footnotes:

- ¹ - Program - Fall/Spring/Summer Camps
² - Soccer by the Bay/4v4 Tournament
³ - Intel Volunteer Grant
⁴ - Credit card processing and associated software
⁵ - Accounting Services/ Bookkeeping Services/Attorney Fee
⁶ - Room Rental/Supplies/ Insurance/ Bank Fees/ Postals

Selected Club Data:

| | |
|---------------------------|-----|
| Average Number of Players | 583 |
| Average Number of Teams | 47 |