

FISCAL YEAR 2016

Burlingame Soccer Club - Fiscal Year Ending 1/31/2017

Income

Club Fees Received:	\$	1,013,310
Net Programs Income ¹ :	\$	15,699
Net Fundraiser Income ² :	\$	18,702
Donation and Grants ³ :	\$	3,765
Total Income:	\$	1,051,476

Expense

Coaching:

Director of Coaching	\$	66,434
Director of Coaching - Girl Academy	\$	8,000
Executive Director	\$	55,002
Technical Director - Programs	\$	9,000
Director of Operation	\$	9,600
General Manager	\$	13,000
Coaching, Head	\$	598,905
Coaching, Assistant	\$	40,454
Coaching, Special Clinics	\$	43,450

Total Coaching:	\$	843,845
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Fields and Referee:

Fields	\$	157,302
Fields Assignor	\$	1,254
Equipment	\$	8,055
Referees	\$	31,765

Total Fields and Referee:	\$	198,376
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Operation:

Bonzi Merchant/Software Fee ⁴ :	\$	31,997
Operation Volunteers	\$	7,375
Financial Aid/Sponsorship ⁵ :	\$	62,110
Professional Fees ⁶ :	\$	17,753
Marketing:	\$	3,319
Operating Expense ⁷ :	\$	9,259
New Girl Acad Program Launch ⁸ :	\$	5,553

Total Operation:	\$	137,364
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Total Expense	\$	1,179,585
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Operating Income:	\$	(128,108)
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Beginning of Period:	\$	182,768
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Operating Income:	\$	(128,108)
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End of Period:	\$	54,659
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Footnotes:

¹ - Program - Fall/Spring/Summer Camps/Winter Programs, (Includes Clothing for Programs)

² - Christmas Fundraiser/Soccer by the Bay/5v5 Tournament

³ - BSC Families Donation

⁴ - Credit card processing and associated software

⁵ - \$28K Financial Aid/ \$5K Sponsor 501©3 Burlingame Dragons/ \$15K Sponsor 503© Other

⁶ - Accounting Services/ Bookkeeping Services/Registration Services

⁷ - Room Rental/ Supplies/ Insurance/ Bank Fees/ Postals

⁸ - US Soccer \$5K Deposit/ Travel/ Misc Expense related to launch new girls academy program

Average Number of Players	521
Average Number of Teams	44