

# **Appendix A**

## **Financial Statements**

**Dartmouth United Soccer Club  
Income Statement: End of Year Comparisons and Proposed Budget 2008-2009**

	ACTUAL (to 31/10/2008)	BUDGET 2007-2008	ACTUAL DEVIATION	BUDGET 2008-2009	NOTES
<b>REVENUE</b>					
Registration Fees	424,619	457,039	-32,420	450,000	Based on 5% decrease in registration numbers and increases in registration fees.
Club-Paid Registration Fees	14,415	2,500	11,915	0	Accounting procedure to be revised.
Clothing/Equipment	1,557	3,000	-1,443	1,500	
Sponsorships & Grants	11,893	4,000	7,893	15,000	Objective set for new sponsorship.
Facility Revenue	1,690	3,500	-1,810	7,500	New facility rental planned.
Fund Raising, Interest, and Other Revenue	1,038	1,000	38	800	Amalgamated Misc. Revenue.
<b>TOTAL REVENUE</b>	<b>455,213</b>	<b>471,039</b>	<b>-15,826</b>	<b>474,800</b>	
<b>EXPENSE</b>					
<b>Depreciation Expense</b>					
Computers/Furniture/Office Equip.		1,042	1,042	0	Cash Based Accounting
Uniforms/Equipment		11,290	11,290	0	Cash Based Accounting
<b>Total Depreciation Expense</b>	<b>0</b>	<b>12,332</b>	<b>12,332</b>	<b>0</b>	
<b>Wages</b>					
Wages/Salaries	91,732	120,370	28,638	91,700	Based on an analysis of 2007-08 levels, an analysis of projected administrative needs for 2008-09 and projected Technical Program improvements.
EI Expense	2,105	1,877	-228	2,300	
CPP Expense	3,288	4,122	834	3,600	
<b>Total Wages</b>	<b>97,126</b>	<b>126,369</b>	<b>29,243</b>	<b>97,600</b>	
<b>General Expenses</b>					
Support/Sponsorship	4,295	4,500	205	2,600	Reduction associated with reduction in Club Paid Registration revenue.
Bad Debt Expense	1,320	3,000	1,680	1,400	Reserved for Senior Mens.
Awards/Food/Prizes	10,161	8,000	-2,161	10,600	
Program Equipment	9,555	10,000	445	22,600	Replace large quantity of older equipment
Registration Expense	124,071	125,694	1,623	110,700	Based on a historic cost per player analysis, a review of 2007-08 levels, and an associated reduction in Club Paid Registration revenue.
Uniforms/Clothing Expense	3,611	1,000	-2,611	13,500	Replace large quantities of Uniforms
Travel Fund	4,811	7,000	2,189	4,800	
Facilities	130,594	114,000	-16,594	136,000	Additional facility time for technical programs.
Referees	35,559	36,000	441	37,300	
General Administration Expense	1,726			3,900	Combined number of smaller expense accounts.
Insurance	1,484	1,000	-484	1,500	
Office/Stationery Supplies	863	1,000	137	900	
Photocopying/Printing	2,070	2,000	-70	2,100	
Telephone/Internet	9,028	5,500	-3,528	9,300	
Computer Programs/Supplies	1,017	1,250	233	800	
Rentals	2,198	1,400	-798	2,700	
Professional Services	2,238	175	-2,063	2,300	
Trade Services	4,322	5,200	878	4,200	
<b>Total General Expenses</b>	<b>348,923</b>	<b>326,719</b>	<b>-22,204</b>	<b>367,200</b>	
<b>TOTAL EXPENSE</b>	<b>446,049</b>	<b>465,420</b>	<b>19,371</b>	<b>464,800</b>	
<b>NET INCOME</b>	<b>9,163</b>	<b>5,619</b>	<b>3,544</b>	<b>10,000</b>	

**Dartmouth United Soccer Club**  
**Balance Sheet : End of Year Comparisons and Proposed Budget 2008-2009**

	ACTUAL 2007-2008	BUDGET 2007-2008	DEVIATION	BUDGET 2008-2009	NOTES
<b>ASSET</b>					
<b>Current Assets</b>					
Petty Cash	338	197	-141	338	
Credit Unit Equity Account	5	5	0	5	
Credit Union Chequing Account	112,352	109,108	-3,244	123,805	
BMO (Referees)	50	50	0	50	
Soccermania Equity Account	5			5	
Soccermania Chequing Account	1,589	2,811	1,222	1,589	
<b>Total Cash</b>	<b>114,339</b>	<b>112,171</b>	<b>-2,168</b>	<b>125,792</b>	
<b>Accounts Receivable</b>					
Account Receivable	0	700		0	Converted to cash based accounting.
Registration Fees Receivable	0	5,000		0	Converted to cash based accounting.
Team Loans Receivable	1,453	1,000	-453	0	Intend not to have any team loans outstanding.
<b>Total Receivables</b>	<b>1,453</b>	<b>6,700</b>		<b>0</b>	
<b>Total Current Assets</b>	<b>115,792</b>	<b>118,871</b>	<b>3,079</b>	<b>125,792</b>	
<b>Inventory</b>					
Clothing		121		0	Converted to cash based accounting.
<b>Total Inventory</b>	<b>0</b>	<b>121</b>		<b>0</b>	
<b>Property &amp; Equipment</b>					
Computers, Furniture/Office Equipment		540		0	Converted to cash based accounting.
Uniforms/Equipment		36,028		0	Converted to cash based accounting.
<b>Total Property &amp; Equipment</b>	<b>0</b>	<b>36,568</b>		<b>0</b>	
<b>TOTAL ASSET</b>	<b>115,792</b>	<b>155,560</b>		<b>125,792</b>	
<b>LIABILITY</b>					
<b>Current Liabilities</b>					
Accounts Payable	0	480			Converted to cash based accounting.
Total Receiver General	2,845	2,680	-165	2,800	
Total Current Liabilities	2,845	3,160	315	2,800	
<b>TOTAL LIABILITY</b>	<b>2,845</b>	<b>3,160</b>	<b>315</b>	<b>2,800</b>	
<b>EQUITY</b>					
<b>Club Equity</b>					
Club Equity - Previous Years	103,784	143,351	0	112,992	
Current Equity	9,163	9,049		10,000	
<b>Total Club Equity</b>	<b>112,947</b>	<b>152,400</b>	<b>-39,453</b>	<b>122,992</b>	
<b>TOTAL EQUITY</b>	<b>112,947</b>	<b>152,400</b>		<b>122,992</b>	
<b>LIABILITIES AND EQUITY</b>	<b>115,792</b>	<b>155,560</b>		<b>125,792</b>	

**Dartmouth United Soccer Club  
Soccermania 2008**

	ITEM	AMOUNT	CUMULATIVE	NOTES
<b>REVENUE</b>				
External Registration Fees	Non-DU teams	2,625	2,625	31 teams from 7 different clubs.
Internal Registration Fees	DU Teams - Club paid	4,546	7,171	53 teams.
Sponsorship	Credit Union Atlantic	250	7,421	
Grant	Capital Health (portable toilets)	444	7,865	
<b>TOTAL REVENUE</b>				
			7,865	
<b>EXPENSE</b>				
Awards	Team medals	2,780		Custom designed by Ed MacDormand.
	Plastic bags for medals	3		
		2,783	2,783	
Fundraising	Canteen supplies - burgers, pop, wieners, etc.	745		
	Packaging, canteen tickets, etc.	46		
		790	3,573	
On-site Services	Portable toilets	452		
	St. John Ambulance	150		
		602	4,175	
Transportation	Gas - set-up, carriage of canteen supplies, etc.	65	4,240	
Bad Debts	Fenix Soccer Club (3 teams)	265	4,505	Unlikely to be recovered due to financial collapse of Fenix (New Scotland Soccer Academy).
Field Rentals	Non-HRM Fields - Shannon Park	0	4,505	
Salaries	Referee Fees	890	5,395	Primarily young, newly qualified DU players.
Office	Printing	16	5,412	
Telephone/Internet	Domain Name (1 year)	14		Website design, implementation, and maintenance freely supplied by Deep Vision Inc.
	Web Hosting (1 year)	47		Option to renew - June 09.
		60	5,472	
<b>TOTAL EXPENSE</b>				
			5,472	
<b>REVENUE minus EXPENSE</b>				
			2,393	

**Dartmouth United Soccer Club  
Geoff Howell Memorial Tournament 2008**

	ITEM	AMOUNT	CUMULATIVE	NOTES
<b>REVENUE</b>				
External Registration Fees	Non-DU teams	12000	<b>12,000</b>	67 teams from 17 different clubs - approx. 1,100 players.
Internal Registration Fees	DU Teams - Club paid	7,575	<b>19,575</b>	Included in player registration fees.
Sponsorship	Immediac	1,000		
	Medicine In Motion	1,000		
	Deep Vision Inc.	500		
		<b>2,500</b>	<b>22,075</b>	
Fundraising	50-50 Draws	115		
	Merchandise - Pop and Suckers	84		
	Merchandise - Sale to Mini Fun Day	302		
		<b>199</b>	<b>22,576</b>	
<b>TOTAL REVENUE</b>			<b>22,576</b>	
<b>EXPENSE</b>				
Awards	Divisional Medals	2,685		
	Player of the Match Medals (inserts)	386		
	Divisional Trophies (x4)	958		
	Plastic bags for medals	3		
		<b>4,033</b>	<b>4,033</b>	
Fundraising	Merchandise - pop and Suckers	<b>386</b>	<b>4,419</b>	
Sponsorship	Deep Vision Inc.	<b>500</b>	<b>4,919</b>	Returned at sponsor's request - dispute with respect to use of monies.
Meals	Volunteers Feast - Chinese	74		
	Pizza, coffee, donuts, etc. - Volunteers	86		
		160	<b>5,079</b>	
Field Rentals	HRM Fields	998		
	Non-HRM Fields	0		Shannon Park - U10s
		<b>998</b>	<b>6,077</b>	
Salaries	Referee Fees	6,320		
	Tournament Administrator	887		Part Time - Peter Walker.
		<b>7,207</b>	<b>13,283</b>	
Office	Printing - game sheets, coach binders, etc.	<b>102</b>	<b>13,385</b>	
Telephone/Internet	Domain Name (1 year)	14		Website design, implementation, and maintenance freely supplied by Deep Vision Inc.
	Web Hosting (1 year)	47		Option to renew - June 09.
	Telephone - Long Distance	3		
		<b>63</b>	<b>13,449</b>	
<b>TOTAL EXPENSE</b>			<b>13,449</b>	
<b>REVENUE minus EXPENSE</b>			<b>9,127</b>	