

ASSUMPTIONS

- 1: Club Fees include:
 - Coaching Salaries
 - Field Fees / coordination
 - Ref Fees
 - Admin
 - Registration fees
 - Misc equipment
 - Coaches training, licensing & evaluation
 - Central Bank account
 - Player Kits
 - Individual team expenses - base level as per fee breakdown tab
 - Tournament entry fees - base level as per fee breakdown tab
- 2: Fees do not include the following, which are estimated at approximately \$350-\$2,000 for premier and :
 - Individual team expenses - above base level as per fee breakdown tab
 - Tournament entry fees - above base level as per fee breakdown tab
 - Travel expenses
 - Additional field space
- 3: 1st Year Budget 2010 - Seattle United is SYSA sanctioned sole supplier of Premier / Select soccer program in Seattle for U11-U14
 - a. Forecast 56 Teams total U11 - U14 40 select / 16 Premier
 - b. ECFC will operate U15-U19 under Grandfather
- 4: 2nd Year Budget 2011 U11-U15
 - a. Forecast 66 Teams total U11 - U15 46 select / 20 Premier
 - b. ECFC will operate U16-U19 under Grandfather
- 5: 2014 Budget Full Club U11-U19 - Full Operation = "High" Scenario
 - a. Forecast 96 Teams total U11 - U19
- 6: Program Management and administration responsibilities (2 positions) are budgeted to include field coordination, Registrar duties and bookkeeping
- 7: Full benefit package (medical, 401k) for Coaching Directors (2), Managing Director (1) and Admin (1). (Conservative estimate). Asst coaching directors are salaried, but without benefits.
- 8: Coaches will be contracted, no benefits
- 9: CD positions assumed >32 hours per week, may or may not be exclusive and includes significant coaching evaluation and system design responsibilities
- 10: ACD positions assumed to be <20 hours per week, not exclusive, and include coaching one team and evaluation of other coaches
- 11: One of the ACD's will be a designated Goal Keeping Director for Select & Premier and have one team
- 12: Tax and audit expenses will be outsourced under legal, accounting @ \$8k annual (audit every 2 years)
- 13: Academy will run 3 six week sessions
- 14: SU will have a bank account and all Teams will be provided a sub-account for Team expenses. SU management will have access to Team accounts
 - a. Pilot underway with Fortune Bank
- 15: Team budgets will be approved and reconciled
- 16: Liability insurance covered under Washington Youth Soccer registration fees
- 17: One time start up costs include some furniture and equipment, web site design, training, gear and equipment for coaches - requires additional work
- 18: Debt service based on 50,000 no-interest line of credit payable 24 months

	<u>Coaching, Staffing & Overhead</u>	<u>Tournament fees - Base Level</u>	<u>Tournament Fees - Optional above base</u>	<u>Player Kit - Cost</u>	<u>Seattle United Club Fee (New, more inclusive)</u>
Premier	1,825	200	0-1650	275	2,300
Select (Shoreline model)	530	120	Optional	275	925
Select (Westside model)	1,100	120	Optional	275	1,495
Recreational	\$50-\$150				50-150

Notes:

Same fee, same services for Premier A & B teams

All premier tournament fees above \$350 are considered variable (team fees) and not shown in budget. Variable tournament fees also include costs such as coach travel, coach compensation for tournaments

Seattle United DRAFT Revenue Worksheet 2011 - Grandfather Scenario - 70 Teams									
Public Support and Revenue		Academy	Select: Community Model	Select: Classic Model	Premier	Fundraising	Administration	Total	
	Club Fees	\$91,350.00	\$323,750.00	\$557,635.00	\$731,400.00				\$1,704,135.00
	Team Fees								
	Corporate Sponsorships								
	Corporate Contributions								
	Tournaments/fundraisers								
	Other								
Total Public Support and Revenue									
Number of Players		210	350	373	318				
Number of Academy Sessions		3							
Number of Players per team			15	16	16				
Number of Teams			23	23	20				
Price/Player		\$145.00	925	1,495	2,300				
Percentage of Expenses		5.0%	17.7%	30.5%	40.0%	6.8%			100.0%
Percentage of Revenues									
Functional expense allocation (adjusts for admin)		7.0%	19.0%	19.0%	43.0%	5.0%	7.0%		100.0%
Notes:									
Select budget assumes half of teams use Shoreline Model and half use Westside model									

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Premier	1,825	200	0-1650	275	2,300
Select (Shoreline model)	530	120	Optional	275	925
Select (Westside model)	1,205	120	Optional	275	1,600
Recreational	\$50-\$150				50-150

Notes:

Same fee, same services for Premier A & B teams

All premier tournament fees above \$200 are considered variable (team fees) and not shown in budget. Variable tournament fees also include costs such as coach travel, coach compensation for tournaments

Seattle United DRAFT Revenue Worksheet 2011 - Full Load -94 Teams

	Academy	Select Shoreline	Select Westside	Premier	Fundraising	Administration	Total
Public Support and Revenue							
Club Fees	\$91,350.00	\$434,750.00	\$752,000.00	\$1,177,600.00			\$2,455,700.00
Team Fees							
Corporate Sponsorships							
Corporate Contributions							
Tournaments/fundraisers							
Other							
Total Public Support and Revenue							
Number of Players	210	470	470	512			
Number of Academy Sessions	3						
Number of Players per team		15	16	16			
Number of Teams		31	29	32			
Price/Player	\$145.00	925	1,600	2,300			
Percentage of Expenses	3.5%	16.7%	28.9%	45.2%	5.8%		100.0%
Percentage of Revenues							
Functional expense allocation (adjusts for admin)	7.0%	19.0%	19.0%	43.0%	5.0%	7.0%	100.0%
Notes:							
Select budget assumes half of teams use Shoreline Model and half use Westside model							

Seattle United DRAFT Budget Full Load - U11-U19 (94 Teams)												
Public Support and Revenue						Academy	Select: Community Model	Select: Classic Model	Premier	Fundraising	Administration	Total
	Team Fees					91,350	434,750	752,000	1,177,600			2,455,700
	Corporate Sponsorships									60,000		60,000
	Corporate Contributions									50,000		50,000
	Tournaments/fundraisers									35,000		35,000
	Other									5,000		5,000
Total Public Support and Revenue						91,350	434,750	752,000	1,177,600	150,000	-	2,605,700
EXPENSES												
Salaries and Wages												
	Coaching Directors					12,000	27,000	27,000	54,000			120,000
	Assistant Coaching Directors					21,250	21,250	85,000	116,875			244,375
	Program Management					6,000	6,000	6,000	18,000	12,000	12,000	60,000
	Program					8,000	4,000	4,000	8,000	-	16,000	40,000
Subtotal												
	Employee Benefits					2,600	3,700	3,700	8,000	1,200	2,800	22,000
	Payroll Taxes, etc					5,906	3,906	11,875	17,859	1,500	3,500	43,047
Total Personnel												
Professional Fees												
	Coaches					24,000		247,025	319,500			590,525
	Coaching evaluation						9,156	8,813	9,600			27,568
	Legal, Accounting					160	3,200	3,200	4,000	240	400	11,200
	Other					30	1,000	1,000	1,500	45	75	3,650
Adjustments												
	Scholarships					4,568	21,738	37,600	58,880			122,785
	Debt Service											
	Allowance for uncollectable					2,170	10,325	17,860	27,968			58,323
	Bank & Credit Card Fees					2,115	10,067	6,965	27,269			46,417
	Entertainment (Club events, parties)					710	1,927	1,927	4,360	507	710	10,140
	Supplies					137	371	371	839	98	137	1,950
	Telephone					218	593	593	1,342	156	218	3,120
	Website					364	988	988	2,236	260	364	5,200
	Postage & Shipping					137	371	371	839	98	137	1,950
	Occupancy (Building & Grounds)					1,400	3,800	3,800	8,600	1,000	1,400	20,000
	Printing, Artwork, Publications, Etc					501	1,359	1,359	3,075	358	501	7,150
	Travel (incl conferences & conventions)					910	2,470	2,470	5,590	650	910	13,000
	Training, licensing						3,000	3,000	5,000		250	11,250
	Cost of Player Kit						129,250	129,250	140,800			399,300
	Tournament Fees						56,400	56,400	102,400			215,200
	Equipment, balls, shirts, maintenance					2,000	16,450	16,450	17,920			52,820
	Ref Fees						18,312	17,625	25,600			61,537
	Field Fees					800	28,519	28,519	29,439			87,277
	Player Registration Fees						8,813	8,813	9,600			27,225
	Miscellaneous					200	1,500	1,500	4,000	300	500	8,000
	Regional Assistance								5,000			5,000
	College Program						2,200	2,200	4,000			8,400
	Tryout Expense						3,000	3,000	4,000		500	10,500
Total Expenses						96,174	400,662	738,672	1,046,089	18,411	40,401	2,338,909
Surplus/Deficit						(4,824)	34,088	13,328	131,511	131,590	(40,401)	266,791