



OKLAHOMA SOCCER ASSOCIATION
P.O. BOX 35174 • TULSA, OK 74153
1-800-347-3590 • www.oksoccer.com

April 12, 2011

Meeting called to order via telephone conference call at 6:34 pm.

Present: Scott Hughes, Sid Goodrich, Matt Fansher, Dale Watts, Larry Faulkner, and Tom Wedding.

Minutes of the March 8, 2011 meeting – motion to accept by Larry Faulkner was seconded by Tom Wedding. Motion passed.

Officer Reports

Chairman Scott Hughes – no report

Vice Chairman Gail Wettstein – no report

Secretary/Treasurer Larry Faulkner – financials were distributed electronically to board members. Larry informed the board that more income was due to come in by the end of the month and tournament entry fees will be coming as well.

Youth President Tom Wedding – announced that the Kohl's and Governor's Cups begin this weekend and the next few months will be busy with our other state tournaments.

Extended thanks to Sid Goodrich, Sandy Richardson, and Mike Naumann for their help of Risk Management after the resignation of Traci Frederick.

Adult President Reza Namavar – no report

SRA Ron Poulsen – no report

Advisor Gordon Wilson – no report

Risk Management – no report

Staff Reports

Executive Director Sid Goodrich – continuing to work with McAlester and the development of that club. Thanked Matt Fansher and Sandy Richardson for their work on the state tournaments. Met with Tom McIntosh and TU concerning the C-USA conference tournament at TU this fall – Fox Sports channel will cover the event.

Old Business

AGM is set for May 14 in Stroud.

New Business

Norman Youth Soccer Association wishes to include adults in their club. A copy of their proposal was presented with accompanying bylaws. Discussion was held as to the process to include adult teams in youth clubs. Scott Hughes requested a clarification of the OSA Bylaw 2.11 on membership with reference to the geographic boundaries. Scott will study the possibility of placing the issue on the May AGM agenda.

Tom Wedding asked all Executive Board members to attend the upcoming youth events to assist as well as be seen.

Adjourned – 7:11

Respectfully submitted,
Larry Faulkner

April 2011 – Director of Coaching Education & Player Development
Matt Fansher

ODP

- All invitations for the summer events have gone out.
- All events, costs, etc. are on the web site.

Coaching Education

- All Spring courses are complete.
- National “C” course scheduled for Saturday, July 30 – Sunday, August 7

State tournaments

- Have conducted site visits at all locations except Broken Arrow
- Kohl’s American Festival / Governors Cup is this weekend.
- Continue to work with Sid & Sandy on all of the state tournament details.

Other items:

- Have worked with Sandy on some items for our State-wide league. Jason and I met with the FCSA Competitive Chair to present / discuss. I am attending the FCSA general meeting tonight (4/11/2011) to present / discuss.

Oklahoma Soccer Association
Balance Sheet
As of March 31, 2011

| | Total |
|-------------------------------------|---------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 10200 BOK-Main | 129,673.88 |
| 10300 BOK Office | 973.65 |
| 10700 Cash-Mastercard/Visa | 6,597.14 |
| 10800 Prudential | 140,831.16 |
| 11200 Money Market (BOK) | 79,102.35 |
| 8000 Petty Cash | 26.36 |
| Total Bank Accounts | \$357,204.54 |
| Total Current Assets | \$357,204.54 |
| Other Assets | |
| 19600 Security Deposits | 3,729.39 |
| Total Other Assets | \$3,729.39 |
| TOTAL ASSETS | \$360,933.93 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Total Liabilities | |
| Equity | |
| 28100 Scholarship and Grant Fund | 141,857.50 |
| 29000 Adult | 26,907.36 |
| 29100 Youth | 105,123.91 |
| 3900 Retained Earnings | 928.61 |
| Net Income | 86,116.55 |
| Total Equity | \$360,933.93 |
| TOTAL LIABILITIES AND EQUITY | \$360,933.93 |

Tuesday, Apr 12, 2011 12:11:46 PM GMT-5 - Cash Basis

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
YOUTH
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|-------------------------------|------------------------|-------------------|------------------------|
| REVENUES: | | | |
| AFFIL-MEMBER | \$ 600.00 | \$ 500.00 | \$ 100.00 |
| REGISTRATION | 346,125.50 | 465,750.00 | (119,624.50) |
| SPONSORSHIP (DONATIONS) | 0.00 | 5,000.00 | (5,000.00) |
| TOURNAMENTS - STATE CUP | | | |
| ENTRY FEE | 53,419.44 | 70,000.00 | (16,580.56) |
| VENDOR FEE | 150.00 | 1,500.00 | (1,350.00) |
| SPONSOR FEE | 0.00 | 5,000.00 | (5,000.00) |
| MERCHANDISE SALE | 0.00 | 12,500.00 | (12,500.00) |
| TOURNAMENTS - PRESIDENT'S CUP | | | |
| ENTRY FEE | 62,957.95 | 69,000.00 | (6,042.05) |
| VENDOR FEE | 0.00 | 1,000.00 | (1,000.00) |
| SPONSOR FEE | 2,500.00 | 3,500.00 | (1,000.00) |
| MERCHANDISE SALE | 0.00 | 9,300.00 | (9,300.00) |
| TOURNAMENTS - YOUTH REC | | | |
| ENTRY FEE | 8,160.00 | 29,000.00 | (20,840.00) |
| SPONSOR FEE | 2,500.00 | 6,250.00 | (3,750.00) |
| MERCHANDISE SALE | 0.00 | 6,000.00 | (6,000.00) |
| PLW FEES | 10,555.00 | 18,700.00 | (8,145.00) |
| PLW REFEREE FEES | 0.00 | 11,900.00 | (11,900.00) |
| PREMIER LEAGUE REF FEES | 27,446.85 | 75,000.00 | (47,553.15) |
| PREMIER LEAGUE FEES | <u>14,548.67</u> | <u>36,050.00</u> | <u>(21,501.33)</u> |
| | | | |
| TOTAL REVENUES | <u>528,963.41</u> | <u>825,950.00</u> | <u>(296,986.59)</u> |
| EXPENSES: | | | |
| AFFILIATION | 25.00 | 25.00 | 0.00 |
| APPAREL | 471.40 | 1,000.00 | (528.60) |
| AWARDS & RECOGNITION | 225.84 | 500.00 | (274.16) |
| COMMITTEES | | | |
| PREMIER LEAGUE REF FEES | 53,598.01 | 75,000.00 | (21,401.99) |
| PREMIER LEAGUE | 11,221.28 | 12,500.00 | (1,278.72) |
| PLW FEES | 19,228.65 | 19,000.00 | 228.65 |
| PLW REFEREE FEES | 9,998.60 | 11,900.00 | (1,901.40) |
| RISK MANAGEMENT | 1,800.64 | 9,000.00 | (7,199.36) |
| TOP SOCCER | 406.74 | 750.00 | (343.26) |
| SOCCERSTART | 305.93 | 750.00 | (444.07) |
| INSURANCE | | | |
| INSURANCE | 100,421.68 | 130,000.00 | (29,578.32) |
| MARKETING | 3,897.68 | 7,000.00 | (3,102.32) |
| MEETINGS - IN STATE | 2,776.72 | 5,500.00 | (2,723.28) |
| MEETING - OUT OF STATE | 9,626.01 | 10,000.00 | (373.99) |
| PHONE/INTERNET | 0.00 | 1,000.00 | (1,000.00) |
| REGISTRATION | | | |
| PLAYERS/REFEREE | 56,000.00 | 81,000.00 | (25,000.00) |
| STATE CUP EXPENSE | | | |
| EVENT DIRECTOR | 0.00 | 2,000.00 | (2,000.00) |
| FIELDS | 5,712.00 | 5,500.00 | 212.00 |
| TROPHIES | 2,692.70 | 5,500.00 | (2,807.30) |
| HOTELS | 0.00 | 1,000.00 | (1,000.00) |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
YOUTH
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE | ANNUAL | OVER/(UNDER) |
|----------------------------|---------------------|-------------------|---------------------|
| | ACTUAL | BUDGET | BUDGET |
| COMMITTEE EXP. | 13.25 | 3,600.00 | (3,586.75) |
| PROGRAMS | 0.00 | 200.00 | (200.00) |
| REGIONALS | 6,810.10 | 15,700.00 | (8,889.90) |
| REFEREE GAME FEES | 0.00 | 19,000.00 | (19,000.00) |
| MERCHANDISE | 0.00 | 4,000.00 | (4,000.00) |
| SCHEDULING/CONTRACT LABOR | 0.00 | 1,000.00 | (1,000.00) |
| SUPPLIES/EQUIP | 0.00 | 3,800.00 | (3,800.00) |
| TRANSPORTATION | 132.66 | 500.00 | (367.34) |
| NATIONALS - PER DIEM | 0.00 | 3,000.00 | (3,000.00) |
| PRESIDENT'S CUP EXPENSE | | | |
| EVENT DIRECTOR | 0.00 | 2,000.00 | (2,000.00) |
| FIELDS | 0.00 | 5,500.00 | (5,500.00) |
| TROPHIES | 2,338.52 | 5,500.00 | (3,161.48) |
| HOTELS | 0.00 | 1,000.00 | (1,000.00) |
| COMMITTEE EXP. | 103.97 | 4,200.00 | (4,096.03) |
| PROGRAMS | 0.00 | 200.00 | (200.00) |
| REGIONALS | 3,076.62 | 5,000.00 | (1,923.38) |
| REFEREE GAME FEES | 0.00 | 16,000.00 | (16,000.00) |
| MERCHANDISE | 224.55 | 4,000.00 | (3,775.45) |
| SUPPLIES/EQUIP | 0.00 | 3,700.00 | (3,700.00) |
| SCHEDULING/CONTRACT LABOR | 0.00 | 1,000.00 | (1,000.00) |
| YOUTH REC | | | |
| FIELDS | 0.00 | 3,500.00 | (3,500.00) |
| TROPHIES | 1,327.65 | 4,350.00 | (3,022.35) |
| HOTEL ROOMS | 0.00 | 500.00 | (500.00) |
| COMMITTEE EXP. | 0.00 | 1,500.00 | (1,500.00) |
| REFEREE FEES | 0.00 | 10,000.00 | (10,000.00) |
| PROGRAMS | 0.00 | 200.00 | (200.00) |
| MERCHANDISE | 0.00 | 3,500.00 | (3,500.00) |
| SUPPLIES/EQUIP | 287.57 | 3,000.00 | (2,712.43) |
| TRANSPORTATION | 40.50 | 600.00 | (559.50) |
| EVENT DIRECTOR | 0.00 | 1,000.00 | (1,000.00) |
| SCHEDULING/CONTRACT LABOR | 0.00 | 1,000.00 | (1,000.00) |
| MISCELLANEOUS | 0.00 | 75.00 | (75.00) |
| STATE WORKSHOP | | | |
| T-SHIRTS/PROMO ITEMS | 750.00 | 750.00 | 0.00 |
| LODGING | 966.96 | 1,000.00 | (33.04) |
| PRIZES/AWARDS | 499.81 | 500.00 | (0.19) |
| MISCELLANEOUS | 92.24 | 250.00 | (157.76) |
| YOUTH SUPPORT FUND | 6,753.99 | 7,000.00 | (246.01) |
| TRANSFERS | | | |
| OKLAHOMA PREMIER LEAGUE | 25,000.00 | 25,000.00 | 0.00 |
| REFEREE | 10,000.00 | 20,000.00 | (10,000.00) |
| ODP | | 20,000.00 | (20,000.00) |
| COACHING | 50,566.83 | 60,000.00 | (9,433.17) |
| EXE. BOARD/OFFICE OVERHEAD | 109,170.87 | 184,400.00 | (75,229.13) |
| TOTAL EXPENSES | <u>496,564.97</u> | <u>825,950.00</u> | <u>(329,385.03)</u> |
| REVENUE LESS EXPENSES | \$ <u>32,398.44</u> | \$ <u>0.00</u> | \$ <u>32,398.44</u> |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
ODP
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|---------------------------|-------------------------|-----------------------|-------------------------|
| REVENUES: | | | |
| STATE SELECT/ODP | | | \$ |
| SUB-REGIONAL OUT OF STATE | \$ 23,558.06 | \$ 50,000.00 | (26,441.94) |
| SUB-REGIONAL IN STATE | 22,711.07 | 70,000.00 | (47,288.93) |
| TRYOUT FEE | 28,667.15 | 28,000.00 | 667.15 |
| REGIONAL CAMP | 22,076.24 | 80,000.00 | (57,923.76) |
| YOUTH ALLOCATION | <u>0.00</u> | <u>20,000.00</u> | <u>(20,000.00)</u> |
| TOTAL REVENUES | <u>97,012.52</u> | <u>248,000.00</u> | <u>(150,987.48)</u> |
| EXPENSES: | | | |
| CAMPS/CLINICS/TRYOUTS | | | |
| MILEAGE | 6,810.87 | 8,000.00 | (1,189.13) |
| TRYOUT EXPENSES | 6,800.00 | 8,000.00 | (1,200.00) |
| SUB-REG OUT OF STATE | 9,388.49 | 35,000.00 | (25,611.51) |
| SUB-REG IN STATE | 23,212.13 | 60,000.00 | (36,787.87) |
| REGIONAL CAMPS | 1,990.00 | 90,000.00 | (88,010.00) |
| MISCELLANEOUS | 0.00 | 500.00 | (500.00) |
| MEETINGS - IN STATE | 1,042.54 | 2,000.00 | (957.46) |
| STAFF TRAINING | 0.00 | 500.00 | (500.00) |
| PLAYER & STAFF APPAREL | 6,157.37 | 16,000.00 | (9,842.63) |
| OFFICE-OKLAHOMA CITY | | | |
| WAGES & PAYROLL TAXES | 322.97 | 12,000.00 | (11,677.03) |
| DOC SALARY | <u>9,773.94</u> | <u>16,000.00</u> | <u>(6,226.06)</u> |
| TOTAL EXPENSES | <u>65,498.31</u> | <u>248,000.00</u> | <u>(182,501.69)</u> |
| REVENUE LESS EXPENSES | <u>\$ 31,514.21</u> | <u>\$ 0.00</u> | <u>\$ 31,514.21</u> |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
COACHING
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|----------------------------|------------------------|-----------------------|------------------------|
| REVENUES: | | | \$ |
| TRANSFER/YOUTH ALLOCATION | \$ 50,566.83 | \$ 60,000.00 | (9,433.17) |
| COACHING EDUCATION | 17,368.34 | 45,000.00 | (27,631.66) |
| SO REGISTRATION/TEAM | <u>8,450.00</u> | <u>12,000.00</u> | <u>(3,550.00)</u> |
| | | 0.00 | |
| | <u>76,385.17</u> | <u>117,000.00</u> | <u>(40,614.83)</u> |
| TOTAL REVENUES | | | |
| EXPENSES: | | | |
| CAMPS/CLINICS/TRYOUTS | | | |
| COACHING ED/SUPPLIES/MAT'L | 6,306.30 | 7,000.00 | (693.70) |
| INSTRUCTOR FEE/STIPEND | 8,163.81 | 12,000.00 | (3,836.19) |
| INSTRUCTOR LODGING | 2,768.80 | 5,000.00 | (2,231.20) |
| INSTRUCTOR MEALS/PER DIEM | 2,998.46 | 5,000.00 | (2,001.54) |
| INSTRUCTOR MILEAGE | 4,123.62 | 3,000.00 | 1,123.62 |
| DUES & SUBSCRIPTIONS | 285.00 | 250.00 | 35.00 |
| MEETINGS - IN STATE | 534.07 | 5,500.00 | (4,965.93) |
| MEETING - OUT OF STATE | 2,267.84 | 2,950.00 | (682.16) |
| STAFF TRAINING | 0.00 | 500.00 | (500.00) |
| OFFICE | 0.00 | | |
| WAGES & PAYROLL TAXES | 35,895.06 | 46,000.00 | (10,104.94) |
| INSURANCE | 4,637.64 | 14,800.00 | (10,162.36) |
| STATE WORKSHOP | 416.44 | 1,500.00 | (1,083.56) |
| EXE. BOARD/OFFICE OVERHEAD | <u>7,988.13</u> | <u>13,500.00</u> | <u>(5,511.87)</u> |
| TOTAL EXPENSES | <u>76,385.17</u> | <u>117,000.00</u> | \$ <u>(40,614.83)</u> |
| REVENUE LESS EXPENSES | \$ <u><u>0.00</u></u> | \$ <u><u>0.00</u></u> | <u><u>0.00</u></u> |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
ADULT
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|----------------------------|------------------------|------------------|------------------------|
| | \$ | \$ | \$ |
| REVENUES: | | | |
| AFFIL-MEMBER | 150.00 | 300.00 | (150.00) |
| STATE CUP | 0.00 | 6,000.00 | (6,000.00) |
| NATIONAL CUP | 500.00 | 250.00 | 250.00 |
| REGISTRATION | | | |
| ADULT REGISTRATION | 41,988.50 | 56,800.00 | (14,811.50) |
| ADULT DUAL/TRFR | 1,040.00 | 1,000.00 | 40.00 |
| | <hr/> | <hr/> | <hr/> |
| TOTAL REVENUES | 43,678.50 | 64,350.00 | (20,671.50) |
| EXPENSES: | | | |
| AFFILIATION | 100.00 | 100.00 | 0.00 |
| AWARDS | 29.95 | 100.00 | (70.05) |
| FORMS/SUPPLIES | 0.00 | 150.00 | (150.00) |
| INSURANCE | | | |
| INDIVIDUAL | 15,105.00 | 22,800.00 | (7,695.00) |
| TEAM | | | 0.00 |
| MEETINGS - IN STATE | 251.50 | 2,000.00 | (1,748.50) |
| MEETINGS - OUT OF STATE | 1,293.85 | 5,000.00 | (3,706.15) |
| REGISTRATION | | | |
| PLAYERS | 8,745.00 | 13,200.00 | (4,455.00) |
| TOURNAMENT EXPENSE | | | |
| STATE CUP | 1,207.20 | 6,000.00 | (4,792.80) |
| NATIONAL CUP/REGIONAL | 0.00 | 1,000.00 | (1,000.00) |
| OSA WORKSHOP | 373.48 | 500.00 | (126.52) |
| TRANSFERS | | | |
| EXE. BOARD/OFFICE OVERHEAD | 7,988.12 | 13,500.00 | (5,511.88) |
| | <hr/> | <hr/> | <hr/> |
| TOTAL EXPENSES | 35,094.10 | 64,350.00 | (29,255.90) |
| REVENUE LESS EXPENSES | \$ 8,584.40 | \$ 0.00 | \$ 8,584.40 |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
REFEREE
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|---------------------------|------------------------|-------------------|------------------------|
| REVENUES: | | | |
| TRANSFER-YOUTH | \$ 10,000.00 | \$ 20,000.00 | \$ (10,000.00) |
| CLINICS | 41,672.04 | 61,000.00 | (19,327.96) |
| PATCHES, PINS, T-SHIRTS | 17.00 | 1,500.00 | (1,483.00) |
| REGISTRATION | | | |
| REGISTRATION | <u>6,200.00</u> | <u>19,000.00</u> | <u>(12,800.00)</u> |
| | | | |
| TOTAL REVENUES | <u>57,889.04</u> | <u>101,500.00</u> | <u>(43,610.96)</u> |
| | | | |
| EXPENSES: | | | |
| ASSESSMENTS | 65.00 | 1,500.00 | (1,435.00) |
| AWARDS & RECOGNITION | 127.05 | 250.00 | (122.95) |
| CAMPS/CLINICS/TRYOUTS | | | |
| RENTALS/ARBITER | 6,374.00 | 6,000.00 | 374.00 |
| SUPPLIES/MATERIALS | 1,108.75 | 1,500.00 | (391.25) |
| FEES AND STIPEND | 9,179.00 | 10,000.00 | (821.00) |
| MILEAGE(LODGING/MEALS) | 9,194.87 | 8,000.00 | 1,194.87 |
| SUB-REG IN STATE | 0.00 | 1,000.00 | (1,000.00) |
| REGIONAL CAMPS | 0.00 | 2,000.00 | (2,000.00) |
| TRAINING | 5,126.35 | 5,500.00 | (373.65) |
| REFEREE DEVELOPMENT | 2,089.09 | 3,000.00 | (910.91) |
| MEETINGS - IN STATE | 893.81 | 1,200.00 | (306.19) |
| MEETING - OUT OF STATE | 850.89 | 3,000.00 | (2,149.11) |
| REGISTRATION | 0.00 | 19,000.00 | (19,000.00) |
| STATE CUP | 169.71 | 11,050.00 | (10,880.29) |
| REGIONALS | 0.00 | 14,000.00 | (14,000.00) |
| NATIONALS | 0.00 | 1,000.00 | (1,000.00) |
| | | | |
| EXE.BOARD/OFFICE OVERHEAD | <u>7,988.13</u> | <u>13,500.00</u> | <u>(5,511.87)</u> |
| TOTAL EXPENSES | | | |
| | <u>43,166.65</u> | <u>101,500.00</u> | <u>(58,333.35)</u> |
| | | | |
| REVENUE LESS EXPENSES | | \$ | |
| | <u>\$ 14,722.39</u> | <u>0.00</u> | <u>\$ 14,722.39</u> |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
OFFICE
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|---------------------------|------------------------|-----------------------|-------------------------|
| REVENUES: | | | |
| ADVERTISING | \$ 125.00 | \$ 6,850.00 | \$ (6,725.00) |
| APPEALS | | | |
| APPEALS-ADMIN | 0.00 | 200.00 | (200.00) |
| APPEALS-FEES | 0.00 | 200.00 | (200.00) |
| OFFICE SALES | 1,854.00 | 5,000.00 | (3,146.00) |
| CREDIT CARDS ROYALTY | 56.78 | 500.00 | (443.22) |
| INSURANCE | 210.00 | 2,500.00 | (2,290.00) |
| INTEREST EARNED | 103.00 | 1,500.00 | (1,397.00) |
| MAILING LABELS | 1,418.70 | 10,500.00 | (9,081.30) |
| REGISTRATION | | | |
| TEAM | 21,530.00 | 31,000.00 | (9,470.00) |
| RETURN CHECK FEES | 0.00 | 200.00 | (200.00) |
| SPONSORSHIP (DONATIONS) | 9,000.00 | 15,000.00 | (6,000.00) |
| TOURNAMENTS - HOST FEE | 2,450.00 | 4,000.00 | (1,550.00) |
| WORKSHOP | | | |
| VENDOR FEE | 3,445.25 | 3,000.00 | 445.25 |
| REGISTRATION FEE | 11,264.14 | 14,000.00 | (2,735.86) |
| PREMIER LEAGUE | 25,000.00 | 25,000.00 | 0.00 |
| TRANSFERS | <u>130,665.65</u> | <u>219,400.00</u> | <u>(88,734.35)</u> |
| TOTAL REVENUES | <u>207,122.52</u> | <u>338,850.00</u> | <u>(131,727.48)</u> |
| EXPENSES: | | | |
| ADVERTISING | 0.00 | 100.00 | (100.00) |
| APPEALS | 8.15 | 100.00 | (91.85) |
| AWARDS & RECOGNITION | 112.00 | 200.00 | (88.00) |
| ACCOUNTING | 4,388.00 | 5,500.00 | (1,112.00) |
| BANK CHARGES | 301.19 | 250.00 | 51.19 |
| BOOK PURCHASES | 337.19 | 500.00 | (162.81) |
| COMPUTER SUPPL/DATA ENTRY | 448.55 | 500.00 | (51.45) |
| DUES & SUBSCRIPTIONS | 473.99 | 350.00 | 123.99 |
| EQUIP PURCH/LEASE | 1,165.34 | 2,000.00 | (834.66) |
| EQUIPMENT REPAIR & MAINT | 1,469.20 | 2,500.00 | (1,030.80) |
| FORMS/SUPPLIES | 1,965.86 | 3,000.00 | (1,034.14) |
| INSURANCE | | | |
| INSURANCE | 1,002.00 | 4,000.00 | (2,998.00) |
| INTEREST | | | |
| OUTSIDE SERVICES | 3,513.42 | 4,500.00 | (986.58) |
| MEETINGS - IN STATE | 1,888.27 | 2,000.00 | (111.73) |
| MEETING - OUT OF STATE | 2,457.79 | 3,000.00 | (542.21) |
| MISCELLANEOUS | 0.00 | 100.00 | (100.00) |
| PRINTING | 460.51 | 500.00 | (39.49) |
| PATCHES/PINS/ETC | 153.64 | 250.00 | (96.36) |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
OFFICE
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE | ANNUAL | OVER/(UNDER) |
|---------------------------|-----------------------|-----------------------|-------------------------|
| | ACTUAL | BUDGET | BUDGET |
| OFFICE - TULSA | 0.00 | | |
| RENT & UTILITIES | 13,300.46 | 27,500.00 | (14,199.54) |
| WAGES & PAYROLL TAXES | 113,405.16 | 182,000.00 | (68,594.84) |
| INSURANCE | 12,661.11 | 23,000.00 | (10,338.89) |
| PHONE | 3,510.20 | 6,500.00 | (2,989.80) |
| MAILING EXPENSE | 1,894.24 | 4,000.00 | (2,105.76) |
| OFFICE-OKLAHOMA CITY | | | |
| RENT & UTILITIES | 1,225.00 | 5,700.00 | (4,475.00) |
| NEWSPAPER | | | |
| LAYOUT & PROOF | 1,500.00 | 3,000.00 | (1,500.00) |
| POSTAGE EXPENSE | 12,650.82 | 16,000.00 | (3,349.18) |
| PRINTING EXPENSES | 8,775.98 | 16,000.00 | (7,224.02) |
| WEB PAGE/INTERNET | 2,150.00 | 4,000.00 | (1,850.00) |
| TAXES - OTHER | 313.00 | 500.00 | (187.00) |
| STATE WORKSHOP | | | |
| MEALS | 10,170.20 | 12,500.00 | (2,329.80) |
| MILEAGE/AIRFARE | 739.96 | 500.00 | 239.96 |
| STIPEND | 200.00 | 300.00 | (100.00) |
| SUPPLIES | 832.60 | 2,500.00 | (1,667.40) |
| T-SHIRTS/PROMO ITEMS | 78.13 | 1,500.00 | (1,421.87) |
| LODGING | 933.92 | 1,000.00 | (66.08) |
| RENTALS | 2,636.64 | 3,000.00 | (363.36) |
| TOTAL EXPENSES | <u>207,122.52</u> | <u>338,850.00</u> | <u>(131,727.48)</u> |
| REVENUE LESS EXPENSES | \$ <u>0.00</u> | \$ <u>0.00</u> | \$ <u>0.00</u> |

OKLAHOMA SOCCER ASSOCIATION, INC.
CASH BASIS
EXECUTIVE
FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|------------------------|------------------------|-----------------------|------------------------|
| REVENUES: | | | |
| TRANSFERS | \$ <u>2,469.60</u> | \$ <u>6,500.00</u> | \$ <u>(4,030.40)</u> |
| TOTAL REVENUES | <u>2,469.60</u> | <u>6,500.00</u> | <u>(4,030.40)</u> |
| EXPENSES: | | | |
| AWARDS & RECOGNITION | 268.49 | 500.00 | (231.51) |
| MEETINGS - IN STATE | 912.20 | 2,000.00 | (1,087.80) |
| MEETING - OUT OF STATE | 0.00 | 3,000.00 | (3,000.00) |
| HALL OF FAME COMMITTEE | <u>1,288.91</u> | <u>1,000.00</u> | <u>288.91</u> |
| TOTAL EXPENSES | <u>2,469.60</u> | <u>6,500.00</u> | <u>(4,030.40)</u> |
| REVENUE LESS EXPENSES | \$ <u><u>0.00</u></u> | \$ <u><u>0.00</u></u> | \$ <u><u>0.00</u></u> |

OKLAHOMA SOCCER ASSOCIATION, INC.
 CASH BASIS
 PRUDENTIAL
 FOR THE SEVEN MONTHS ENDED MARCH 31, 2011

| | YEAR TO DATE ACTUAL | ANNUAL BUDGET | OVER/(UNDER) BUDGET |
|-----------------|------------------------|------------------|------------------------|
| REVENUES: | | | |
| CHANGE IN VALUE | \$ _____ | \$ 0.00 | \$ 0.00 |
| TOTAL REVENUES | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> |
| EXPENSES: | | | |
| CHANGE IN VALUE | <u>1,102.89</u> | <u>0.00</u> | <u>0.00</u> |
| TOTAL EXPENSES | <u>1,102.89</u> | <u>0.00</u> | <u>0.00</u> |
| REVENUE LESS E | <u>\$ (1,102.89)</u> | <u>\$ 0.00</u> | <u>\$ 0.00</u> |



OKLAHOMA SOCCER ASSOCIATION
P.O. BOX 35174 • TULSA, OK 74153
1-800-347-3590 • www.oksoccer.com

Director of Publications Report – April 2011

Smoke Signals

- April electronic issue will be emailed the week of April 18-22.
- May Smoke Signals will be electronic and published the week of May 16. This will allow coverage of both the Adult State Cup from March, the Kohl's American Cup Festival and Mazzio's Italian Eatery Governor's Cup, as well as the Presidents Cup. However, the coverage will be scores, standings, and action photos. The winning teams of all the tournaments will be printed in the July issue.
- Kids' Page contest has drawn 23 entrants so far. Response is always good on the printed issues.

Web site

- Ads and sponsors are now linked to their home pages so that a viewer can click on the ad and be taken to the sponsors web site.
- FC Dallas, Soccer City, Mazzio's, Score, and WassCorp all have banner ads rotating at the bottom of the page. Tulsa Lobos FC has a corner ad that will run until the end of their season.

Facebook

- Entering material daily to the Facebook page with either information on upcoming events or human interest material. Still need to consider creating a business page for this so as to allow for more interaction by viewers.

Miscellaneous

- Created DVD's of the Hall of Fame ceremony that included all the speeches and the PowerPoint presentations of each inductee. Mailed two copies to each member of the class of 2011.