

# Management Report

NWT Soccer Association

For the period ended March 31, 2025



Prepared on

**May 19, 2025**

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# Statement of Operations

April 2024 - March 2025

|                                    | Total                |
|------------------------------------|----------------------|
| <b>INCOME</b>                      |                      |
| 4020 Membership                    | 45,319.00            |
| 4030 Grants - WCLP                 | 100,000.00           |
| 4035 Grants - Other                | 86,451.16            |
| 4040 Registration                  | 34,527.69            |
| 4050 Fundraising & Donations       | 66,884.34            |
| 4060 Corporate Sponsorship         | 19,881.93            |
| 4085 Event Sanctioning             | 240.00               |
| 4440 Interest Revenue              | 2,182.89             |
| <b>Total Income</b>                | <b>355,487.01</b>    |
| <b>GROSS PROFIT</b>                | <b>355,487.01</b>    |
| <b>EXPENSES</b>                    |                      |
| 5400 Payroll Expenses              |                      |
| 5410 Wages & Salaries              | 124,727.94           |
| 5420 CPP and EI Expense            | 8,399.36             |
| 5440 WCB Expense                   | 711.00               |
| 5464 Group Insurance Expense       | 10,340.16            |
| 5470 Employee Benefits             | 2,941.32             |
| <b>Total 5400 Payroll Expenses</b> | <b>147,119.78</b>    |
| 5609 Accomodations                 | 22,843.28            |
| 5615 Advertising & Promotions      | 6,287.63             |
| 5616 Affiliation Fees              | 100.00               |
| 5625 Business Fees & Licenses      | 7,645.65             |
| 5635 Clinic Fees                   | 250.00               |
| 5640 Courier & Postage             | 1,645.43             |
| 5660 Facility Rentals              | 15,999.37            |
| 5665 Fundraising Expense           | 12,554.77            |
| 5670 Player Levy                   | 8,586.00             |
| 5685 Insurance                     | 7,231.00             |
| 5690 Interest & Bank Charges       | 5,117.33             |
| 5695 Instructor Fees               | 10,473.11            |
| 5700 Office Supplies               | 3,113.83             |
| 5710 Food                          | 18,369.20            |
| 5740 Miscellaneous Expenses        | 3,186.55             |
| 5761 Referee Fees                  | 2,587.50             |
| 5763 Registration Expense          | 50,513.79            |
| 5770 Supplies & Equipment          | 19,054.02            |
| 5780 Telephone & Internet          | 2,360.76             |
| 5784 Travel                        | 44,299.78            |
| 5790 Website                       | 3,255.05             |
| <b>Total Expenses</b>              | <b>392,593.83</b>    |
| <b>PROFIT</b>                      | <b>\$ -37,106.82</b> |

Statement of Operations by Class

April 2024 - March 2025

|                                  | 1 -<br>Administration | Annual<br>General<br>Meeting | Canada Soccer<br>Association Meetings | Operating     | Total 1 -<br>Administration | 2 - Leadership<br>Development | Coach<br>Development | Official<br>Development | Total 2 - Leadership<br>Development | 3 - Participant<br>Development | NWT Futsal<br>League | Player<br>Development | Regional<br>Futsal Camp | Sanctioned<br>Tournaments | Summer<br>Camps | Total 3 - Participant<br>Development | 4 - High<br>Performance | Arctic Winter<br>Games | CSG Female<br>Team | CSG Male<br>Team | NAIG<br>Female<br>Team | Total 4 - High<br>Performance | TOTAL         |
|----------------------------------|-----------------------|------------------------------|---------------------------------------|---------------|-----------------------------|-------------------------------|----------------------|-------------------------|-------------------------------------|--------------------------------|----------------------|-----------------------|-------------------------|---------------------------|-----------------|--------------------------------------|-------------------------|------------------------|--------------------|------------------|------------------------|-------------------------------|---------------|
| INCOME                           |                       |                              |                                       |               |                             |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               |               |
| 4020 Membership                  |                       |                              |                                       | 45,319.00     | 45,319.00                   |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 45,319.00     |
| 4030 Grants -<br>WCLP            |                       | 6,250.40                     | 3,937.31                              | 56,861.98     | 67,049.69                   |                               |                      |                         |                                     |                                | 568.66               |                       | 2,410.94                | 29,970.71                 |                 | 32,950.31                            |                         |                        |                    |                  |                        |                               | 100,000.00    |
| 4035 Grants - Other              |                       |                              |                                       |               |                             |                               | 55,210.63            | 12,938.45               | 68,149.08                           |                                |                      | 9,288.08              | 739.06                  |                           | 8,274.94        | 18,302.08                            |                         |                        |                    |                  |                        |                               | 86,451.16     |
| 4040 Registration                |                       |                              |                                       | 0.00          | 0.00                        |                               | 2,810.00             |                         | 2,810.00                            |                                | 1,265.00             |                       |                         | 3,050.00                  | 27,402.69       | 31,717.69                            |                         |                        | 0.00               | 0.00             |                        | 0.00                          | 34,527.69     |
| 4050 Fundraising &<br>Donations  |                       |                              |                                       | 1,950.00      | 1,950.00                    |                               |                      |                         |                                     |                                |                      | 2,016.58              |                         |                           | 60,184.17       | 62,200.75                            |                         | 1,130.24               | 0.00               | 0.00             | 1,603.35               | 2,733.59                      | 66,884.34     |
| 4060 Corporate<br>Sponsorship    |                       |                              |                                       |               |                             |                               |                      |                         |                                     |                                |                      |                       |                         |                           | 13,500.00       | 13,500.00                            |                         |                        | 2,685.87           | 3,696.06         |                        | 6,381.93                      | 19,881.93     |
| 4085 Event<br>Sanctioning        |                       |                              |                                       |               |                             |                               |                      |                         |                                     |                                |                      |                       |                         | 240.00                    |                 | 240.00                               |                         |                        |                    |                  |                        |                               | 240.00        |
| 4440 Interest<br>Revenue         |                       |                              |                                       | 2,182.89      | 2,182.89                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 2,182.89      |
| Total Income                     | 0.00                  | 6,250.40                     | 3,937.31                              | 106,313.87    | 116,501.58                  | 0.00                          | 58,020.63            | 12,938.45               | 70,959.08                           | 0.00                           | 1,833.66             | 11,304.66             | 3,150.00                | 33,260.71                 | 109,361.80      | 158,910.83                           | 0.00                    | 1,130.24               | 2,685.87           | 3,696.06         | 1,603.35               | 9,115.52                      | 355,487.01    |
| GROSS PROFIT                     | 0.00                  | 6,250.40                     | 3,937.31                              | 106,313.87    | 116,501.58                  | 0.00                          | 58,020.63            | 12,938.45               | 70,959.08                           | 0.00                           | 1,833.66             | 11,304.66             | 3,150.00                | 33,260.71                 | 109,361.80      | 158,910.83                           | 0.00                    | 1,130.24               | 2,685.87           | 3,696.06         | 1,603.35               | 9,115.52                      | 355,487.01    |
| EXPENSES                         |                       |                              |                                       |               |                             |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               |               |
| 5400 Payroll Expenses            |                       |                              |                                       |               |                             |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 0.00          |
| 5410 Wages &<br>Salaries         |                       |                              |                                       | 79,553.54     | 79,553.54                   |                               |                      |                         |                                     |                                |                      |                       |                         |                           | 45,174.40       | 45,174.40                            |                         |                        |                    |                  |                        |                               | 124,727.94    |
| 5420 CPP and EI<br>Expense       |                       |                              |                                       | 5,745.63      | 5,745.63                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           | 2,653.73        | 2,653.73                             |                         |                        |                    |                  |                        |                               | 8,399.36      |
| 5440 WCB Expense                 |                       |                              |                                       | 711.00        | 711.00                      |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 711.00        |
| 5464 Group<br>Insurance Expense  |                       |                              |                                       | 10,340.16     | 10,340.16                   |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 10,340.16     |
| 5470 Employee<br>Benefits        |                       |                              |                                       | 2,941.32      | 2,941.32                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 2,941.32      |
| Total 5400 Payroll<br>Expenses   |                       |                              |                                       | 99,291.65     | 99,291.65                   |                               |                      |                         |                                     |                                |                      |                       |                         |                           | 47,828.13       | 47,828.13                            |                         |                        |                    |                  |                        |                               | 147,119.78    |
| 5609 Accommodations              | 1,097.25              |                              | 2,303.28                              |               | 3,400.53                    |                               | 7,557.36             | 1,844.85                | 9,402.21                            |                                |                      |                       |                         | 7,478.54                  | 2,562.00        | 10,040.54                            |                         |                        |                    |                  |                        |                               | 22,843.28     |
| 5615 Advertising &<br>Promotions |                       |                              |                                       | 3,506.05      | 3,506.05                    |                               | 630.00               | 349.75                  | 979.75                              |                                |                      |                       |                         |                           |                 |                                      |                         |                        | 845.00             | 956.83           |                        | 1,801.83                      | 6,287.63      |
| 5616 Affiliation Fees            |                       |                              |                                       | 100.00        | 100.00                      |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 100.00        |
| 5625 Business Fees &<br>Licenses |                       |                              |                                       | 7,645.65      | 7,645.65                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 7,645.65      |
| 5635 Clinic Fees                 |                       |                              |                                       |               |                             |                               | 250.00               |                         | 250.00                              |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 250.00        |
| 5640 Courier & Postage           |                       |                              |                                       | 199.83        | 199.83                      |                               | 691.08               | 640.17                  | 1,331.25                            |                                |                      | 114.35                |                         |                           |                 | 114.35                               |                         |                        |                    |                  |                        |                               | 1,645.43      |
| 5660 Facility Rentals            |                       |                              |                                       |               |                             |                               | 2,182.67             | 1,395.00                | 3,577.67                            |                                | 135.00               |                       |                         |                           | 9,410.21        | 9,545.21                             |                         | 570.00                 | 1,087.24           | 1,219.25         |                        | 2,876.49                      | 15,999.37     |
| 5665 Fundraising<br>Expense      |                       |                              |                                       | 2,000.00      | 2,000.00                    |                               |                      |                         |                                     |                                |                      | 9,715.22              |                         |                           |                 | 9,715.22                             |                         |                        | 469.77             | 369.78           |                        | 839.55                        | 12,554.77     |
| 5670 Player Levy                 |                       |                              |                                       | 8,586.00      | 8,586.00                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 8,586.00      |
| 5685 Insurance                   |                       |                              |                                       | 7,231.00      | 7,231.00                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 7,231.00      |
| 5690 Interest & Bank<br>Charges  |                       |                              |                                       | 1,672.85      | 1,672.85                    |                               | 120.25               |                         | 120.25                              |                                | 58.66                |                       |                         | 137.39                    | 2,901.94        | 3,097.99                             |                         |                        | 129.44             | 96.80            |                        | 226.24                        | 5,117.33      |
| 5695 Instructor Fees             |                       |                              |                                       |               |                             |                               | 4,580.61             | 2,000.00                | 6,580.61                            |                                | 900.00               |                       |                         |                           | 2,992.50        | 3,892.50                             |                         |                        |                    |                  |                        |                               | 10,473.11     |
| 5700 Office Supplies             |                       |                              |                                       | 3,113.83      | 3,113.83                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 3,113.83      |
| 5710 Food                        | 1,221.43              |                              | 1,480.10                              |               | 2,701.53                    |                               | 8,650.35             | 1,075.13                | 9,725.48                            |                                |                      |                       |                         | 3,853.60                  | 1,745.70        | 5,599.30                             |                         | 342.89                 |                    |                  |                        | 342.89                        | 18,369.20     |
| 5740 Miscellaneous<br>Expenses   |                       |                              |                                       | 3,186.55      | 3,186.55                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 3,186.55      |
| 5761 Referee Fees                |                       |                              |                                       |               |                             |                               |                      | 125.00                  | 125.00                              |                                |                      |                       |                         | 2,462.50                  |                 | 2,462.50                             |                         |                        |                    |                  |                        |                               | 2,587.50      |
| 5763 Registration<br>Expense     |                       |                              |                                       | 670.00        | 670.00                      |                               | 12,910.00            |                         | 12,910.00                           |                                | 740.00               |                       | 3,150.00                | 2,901.40                  | 30,142.39       | 36,933.79                            |                         |                        |                    |                  |                        |                               | 50,513.79     |
| 5770 Supplies &<br>Equipment     | 144.77                |                              |                                       | 63.95         | 208.72                      |                               | 1,005.78             | 1,782.55                | 2,788.33                            |                                |                      | 431.96                |                         | 4,968.60                  | 8,651.64        | 14,052.20                            |                         | 217.35                 | 154.42             | 29.65            | 1,603.35               | 2,004.77                      | 19,054.02     |
| 5780 Telephone &<br>Internet     |                       |                              |                                       | 2,360.76      | 2,360.76                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 2,360.76      |
| 5784 Travel                      | 3,786.95              |                              | 153.93                                | 537.52        | 4,478.40                    |                               | 19,442.53            | 3,726.00                | 23,168.53                           |                                |                      | 1,043.13              |                         | 11,458.68                 | 3,127.29        | 15,629.10                            |                         |                        |                    | 1,023.75         |                        | 1,023.75                      | 44,299.78     |
| 5790 Website                     |                       |                              |                                       | 3,255.05      | 3,255.05                    |                               |                      |                         |                                     |                                |                      |                       |                         |                           |                 |                                      |                         |                        |                    |                  |                        |                               | 3,255.05      |
| Total Expenses                   | 0.00                  | 6,250.40                     | 3,937.31                              | 143,420.69    | 153,608.40                  | 0.00                          | 58,020.63            | 12,938.45               | 70,959.08                           | 0.00                           | 1,833.66             | 11,304.66             | 3,150.00                | 33,260.71                 | 109,361.80      | 158,910.83                           | 0.00                    | 1,130.24               | 2,685.87           | 3,696.06         | 1,603.35               | 9,115.52                      | 392,593.83    |
| PROFIT                           | \$0.00                | \$0.00                       | \$0.00                                | \$(37,106.82) | \$(37,106.82)               | \$0.00                        | \$0.00               | \$0.00                  | \$0.00                              | \$0.00                         | \$0.00               | \$0.00                | \$0.00                  | \$0.00                    | \$0.00          | \$0.00                               | \$0.00                  | \$0.00                 | \$0.00             | \$0.00           | \$0.00                 | \$0.00                        | \$(37,106.82) |

# Statement of Financial Position

As of March 31, 2025

|                                          | Total               |
|------------------------------------------|---------------------|
| <b>ASSETS</b>                            |                     |
| <b>Current Assets</b>                    |                     |
| <b>Cash and Cash Equivalent</b>          |                     |
| 1015 GIC                                 | 48,500.00           |
| 1030 Grassroots Account                  | 24,191.71           |
| 1035 Main Account                        | 281,220.89          |
| <b>Total Cash and Cash Equivalent</b>    | <b>353,912.60</b>   |
| <b>Accounts Receivable (A/R)</b>         |                     |
| 1200 Accounts Receivable                 | 13,330.86           |
| <b>Total Accounts Receivable (A/R)</b>   | <b>13,330.86</b>    |
| <b>Total Current Assets</b>              | <b>367,243.46</b>   |
| <b>Total Assets</b>                      | <b>\$367,243.46</b> |
| <b>LIABILITIES AND EQUITY</b>            |                     |
| <b>Liabilities</b>                       |                     |
| <b>Current Liabilities</b>               |                     |
| <b>Accounts Payable (A/P)</b>            |                     |
| 2100 Accounts Payable                    | 50.00               |
| <b>Total Accounts Payable (A/P)</b>      | <b>50.00</b>        |
| <b>Credit Card</b>                       |                     |
| 2145 RBC Credit Card                     | 5,074.92            |
| <b>Total Credit Card</b>                 | <b>5,074.92</b>     |
| 2150 Deposits                            | 600.00              |
| 2300 Payroll Liabilities                 |                     |
| 2315 Vacation Payable                    | 3,135.33            |
| 2350 Federal Taxes                       | 1,909.88            |
| 2370 Northwest Territories Payroll Taxes | 50.02               |
| RRSP Contribution Benefit                | 2,916.96            |
| <b>Total 2300 Payroll Liabilities</b>    | <b>8,012.19</b>     |
| 2360 WCB Payable                         | 1,871.57            |
| 2400 Deferred Revenue                    | 228,305.52          |
| <b>Total Current Liabilities</b>         | <b>243,914.20</b>   |
| <b>Total Liabilities</b>                 | <b>243,914.20</b>   |
| <b>Equity</b>                            |                     |
| 3010 Restricted Fund - Field Fundraising | 27,207.98           |
| 3015 Contingency/Emergency Fund          | 22,166.38           |
| 3555 Opening Balance Equity              | 111,061.72          |
| Retained Earnings                        | 0.00                |
| Profit for the year                      | -37,106.82          |
| <b>Total Equity</b>                      | <b>123,329.26</b>   |
| <b>Total Liabilities and Equity</b>      | <b>\$367,243.46</b> |

# A/R Aging Summary

As of March 31, 2025

|                                | Current            | 1 - 30        | 31 - 60       | 61 - 90       | 91 and over     | Total              |
|--------------------------------|--------------------|---------------|---------------|---------------|-----------------|--------------------|
| Canada Soccer C                | 6,883.61           |               |               |               |                 | 6,883.61           |
| Town of Hay River - Recreation | 1,110.00           |               |               |               |                 | 1,110.00           |
| Viktor Gutierrez               |                    |               |               |               | 120.91          | 120.91             |
| YK Galaxy                      | 5,216.34           |               |               |               |                 | 5,216.34           |
| <b>TOTAL</b>                   | <b>\$13,209.95</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$120.91</b> | <b>\$13,330.86</b> |

# A/P Aging Summary

As of March 31, 2025

|                         | Current | 1 - 30 | 31 - 60 | 61 - 90 | 91 and over | Total   |
|-------------------------|---------|--------|---------|---------|-------------|---------|
| Trey Granter (supplier) |         |        |         |         | 50.00       | 50.00   |
| TOTAL                   | \$0.00  | \$0.00 | \$0.00  | \$0.00  | \$50.00     | \$50.00 |