

Welcome to our latest news update on various subjects of interest to all the members. Right up front, we'll tell you we're raising the registration fee for the 2010-2011 fall and spring season by \$10 and the explanation is fairly simple. We've got to cover the costs of keeping the soccer complex at Santa Ana in business now that high school has departed and taken their contribution over to their new mini-fields. More on the details below. Also, we've had a pretty good improvement in the player insurance coverage at no additional charge and have the opportunities for additional league play. So for everyone who only reads the first paragraph, you got the highlights and can read on for details.

Our soccer fields and expanding league competitions

If you're relatively new at this, you may not know the full details of how and why we play at the Farmer's Insurance soccer complex at Santa Ana pueblo. To a large degree the early effort to get the complex built was directed by a guy named Brad Hays. Brad's an attorney and former NM Youth Soccer Association president who noticed the same thing the rest of us did, which was that there was no city or county doing anything to build enough soccer fields. Brad's hard work rounding people up got money contributed by the state of New Mexico, the cities of Albuquerque, Rio Rancho and Bernalillo, and Sandoval and Bernalillo counties, and the US Soccer Foundation, of which Brad is the chairman emeritus. The complex is owned and run by a non-profit corporation called Southwest Youth Soccer Corporation. SYSC is comprised of NMSSA, NMYSA, Duke City Soccer League and Northwest Rio Grande Soccer League. In other words, we own the complex. That's good news, because we can decide what we do with it. It's kind of bad news in that we have to cover a \$450 thousand annual budget to keep the fields in shape and pay the rent to the Santa Ana tribe. Unlike a municipal operation, we can't shift money from another budget or raise taxes or lay people off to cover costs. It's a pretty slim operation. I've attached a copy of the current budget to the back of this so you know what the costs are. Right now ASL and AWSL contribute about \$57 thousand annually as our fixed cost. That covers our fall and spring Sunday league. We paid extra to do the weeknight Over-30 and coed leagues we tried back in the spring. Albuquerque Public Schools were never a partner with the leagues but were a user of the fields from day one because APS did not have its own fields. Before we built the soccer complex, high school games were played at Bullhead, Pius, McKinley, ADO and various other city and APS school fields that aren't really well set up for spectators or game control. In its last year, APS' revenue contribution was \$80 thousand. Over time, APS accumulated adequate capital money to develop and build an inadequate soccer facility of its own and, in combination with moving high school games back to school fields as well, was able to stop using the complex. New Mexico Activities Association followed with the state championships shortly thereafter. As NMAA made clear in their statements after the state high school tournament, that move was all about making more money. In the last APS bond issue, in addition to funding a new football stadium on the west side of the city, APS has include about \$700K to somehow fix the problem they created by creating a soccer complex with 53

yard wide fields for 17 year olds to play on. Regardless of whether you like what has happened, it's done. ASL, AWSL, and Duke City Soccer League are all increasing fees for the fall enough to cover the revenue shortfall.

There's an old witticism about lighting a candle or cursing the darkness, so we're looking at our candle opportunity instead of wasting time cursing APS. The people playing on narrow fields can handle that. The complex board has employed a lobbyist for several years to lobby legislators to each contribute a small amount of their "pork" budget to our operation so we can accumulate enough money to make improvements and complete our original plan. That money we accumulated is what paid for paving and the shade structures and, in our latest effort, added six lighted fields. That brings us to 8 fields with lights out of the total 22 fields. Depending on the finances and budget process, our ultimate goal will be to bring potable water and "real" bathrooms to the facility. Not that this is surprising, but the women tend to consider real bathrooms something at the top of their wish list. As for the men....well, we are men.

There are three ways to get additional funding. First, raise the player fees. That's what we're doing right now because we need to pay the bills right now. Second, increase the usage. More on that below. Third, find new sources of revenue in the form of marketing and advertising. Quickly on selling advertising, you've seen sign boards begin showing up. We also have a facility sponsor in the form of Farmer's Insurance. It would be nice to increase that revenue stream substantially. However, the people who serve on the complex board are the same people who run the leagues. Which is somewhat time consuming, not leaving a lot for the advertising function. If you'd like to help with that, we could certainly use the assistance, as a lot of people go through on a weekend or a tournament and there is certainly plenty of space to increase advertising without become obnoxious with it.

So there is no confusion, the other men's league run by guys with a cell phone could use the complex fields as well. They simply need to pay the same rent we do and they could enjoy the best fields available. However, when you pay rent, that's less money for you, so they don't. Same as we'll discuss later about player insurance coverage.

As a result of APS departing, we have some opportunities we've started on to increase the play outside of Sunday. In April, we offered a Wednesday night coed league and a Thursday night over-30 league. The Over-30 league was fairly successful, as we had ten teams sign up and we had fairly positive response from everyone who played. The coed league was less successful and was pretty much organized single-handed by Erin Powers. In the summer, we have been able to find enough crappy fields in the city to meet everyone's desire to not drive to the complex, so we're able to continue without needing to play anything other than the Sunday men's league at the complex during the summer. Nonetheless, the opportunity remains.

The fall and spring offer different opportunities.

In the fall, we compete for referees with high school soccer. High school pays the highest referee fee in New Mexico other than college games. We don't want to impugn the integrity of our crew of officials, but frankly when someone offers you twice the fee for a game, it's hard to complain if they go do those games first. That's an important fact because at the end of the day, you need three things to play a soccer game: a field, a referee, and a ball. Probably you need air for the ball, but for this discussion we'll assume that's a single unit. So we have plenty of fields and a bunch of soccer balls and air, but not enough referees to do everything we'd like. As a result of APS departing, about 5 fields are now open on Saturday at the Farmer's complex during the fall season. The youth league won't be immediately expanding to cover the openings, so we could offer a Saturday fall soccer season at the complex. Setting aside for the moment what kind of soccer we'd offer (coed, over-40, men's open), we have two items. First, how to cover the games with referees and not cut into the youth games, since we're likely not to cut into the high school games. Second, on Saturday's you pay a \$5 fee per car in order to get in to the complex, which helps us cover costs.

So, we've discussed the matter with Duke City SL and with the complex board and propose the theory that making some money beats leaving the fields empty. So here is what we're looking at. We'd set up a competition (coed, over-40, etc) and charge enough to cover the cost of the referee and not much more. Then you pay the \$5 fee to get in. If you sign up, you waive your right to complain about the \$5 fee. That avoids the necessity of the parking staff figuring it out by us paying a field rental fee instead. Step two is fairly radical and requires acceptance of a strange concept: what if we offered a Saturday league where people played to have fun? OK, that makes no sense, but if we did, what if we simply paid a higher fee to a single referee and skipped the idea of a three man crew? Technically, if you read Law 6 of the Laws of the Game, use of Assistant Referees is optional. Probably World Cup might be an exception. In any case, that's what we're looking at for a Saturday league. With 5 fields and 4 time slots, we could offer coed, over-40, and probably still have a field left over. Bearing in mind that we started summer coed with 7 teams, it could grow and it will help raise some additional money to help support the complex, which is a preferred approach to raising player registration fees.

The other case is to continue the weeknight soccer in the fall and spring. Organizing the over-30 Thursday league was kind of easy (at least for the guy who wrote this) because we already had teams used to playing over-30 on weeknights during the summer and they were able to organize fairly quickly. So we had a pretty good foundation. We can also, during fall and spring, tap the teams in Santa Fe who might have interested in driving down the road for 7 p.m. games if their fields are not available and they tend to not organize fall and spring leagues. Coed was a different animal and we didn't have as good a turnout of teams. We did have lots of individuals who were interested in playing so we're taking that approach forward by adding Erin Powers as our newly anointed Director of Development in order to have someone who will actually take all of the individual people looking to play soccer and organize them into teams. For all practical

purposes, she organized three of the four teams that played on Wednesday nights in the spring. Here's one thing we've learned over time: playing an 8 game season with four teams doesn't make for a long-term plan. Teams want to play different people, not the same ones every third week. So we'll try to involve more players with Erin's direction and she'll also be working on increasing our recruitment in areas where we haven't gone before. For the most part, our recruiting is Google. Someone looking for an adult soccer league finds us at the top of Google. That helps, but someone actually has to Google to get going. We don't have anything posted in likely locations (soccer stores, health clubs, Duke City fix) to get the attention of someone who might say "Oh!!" especially in a year in which so much focus is on soccer for the months before during and after the world cup.

Final item we'll be trying is a better contact basis with over-40 players. We've got a full data base now with over 5,000 player records (that we keep to ourselves). Santa Fe has been more successful at this than we have because they've had teams ongoing for a long time so their players know what to expect and when. We haven't been as well organized and did our first try with our old data base we accumulated over several years. With the electronic registration, we have a better sense of who is really available and will be contacting our full population to assemble a better collection of people interested in men's, women's and coed over-40 play. A side note on Over-40 is that a lot of people who play Over-30 are actually over 40. No, not you, but the other people might be. Which means we may cannibalize the over-30. Or maybe not. But we will be offering a set time frame for over-40 competition and try to establish a year-round competition that tries to keep Over-40, Over-30 and Sunday play spread out enough that a person could elect to play at least two competitions each season without requiring annual knee surgery from playing three games in three days.

One bit of information you may not know. We do not pay to use ADO or Pius. Because we are a non-profit corporation, we do not pay field rent to the city. We do have to pay for the material to make goals, rent portable toilets and buy field paint and pay someone to go paint lines on the fields and pick up the trash. Over the course of the league's existence, the city has suggested player fee for "maintenance." Unfortunately, that proposal has never arrived with a commitment to actually dedicate such funding to the field maintenance. We would have no say over such money being spent on field maintenance. The city parks maintenance staff does a pretty good job of trying to keep up and keep the fields in shape. However, the reason Pius is in such bad shape is because the Liga Libertadores played on it all last winter when they did not have permission from the city to do so. Grass is dormant during the winter and playing on it during the winter tends to destroy it. That's another reason why Bullhead has resembled a parking lot. The city is sinking \$80,000 into rehabilitating Bullhead and has it off line for 6 months. It should take about one year of constant play by people who aren't scheduled by the city to use it before it's back in the same shape. We helped the city out 5 years ago by contributing \$10,000

to put sod down and never played a game on it. Until the city puts a fence up and lets people in when they're properly scheduled to use it, it will be pretty much the same going forward.

Improved Insurance Coverage

First, some more background. When you join ASL or AWSL, you pay a fee that includes \$8 that provides you an accident insurance policy if you are injured in an ASL or AWSL sanctioned game. It is not intended to cover all of your expenses for a surgery if you break or leg or tear a ligament. It is intended to be secondary coverage unless you're uninsured. If you're uninsured, it becomes primary. It has a \$400 deductible and makes payments based on maximum limits in certain categories. The maximum amount of money that COULD be paid out for an injury under the basic coverage from US Adult Soccer (of which you're all members) is \$5,000. You can go to the web page and look at all of the coverage. None of the other adult leagues offer any such coverage.

As we told you last summer, we dipped into our reserves (which are about \$25,000) and paid to increase coverage for all ASL players for the current year that started on September 1, 2009. By paying an extra \$3.79 per player, we were able to increase the maximum payout to \$25,000 instead of \$5,000. That doesn't mean someone will cut you a check for \$25,000 when you get hurt. It means that the three categories that pay based on % of reasonable and customary instead of flat dollars increases to enable payment to be raised.

So what? Here's what. If you tear your anterior cruciate ligament (in your knee), you're looking at somewhere between \$40 and \$50 thousand worth of surgery to repair it. We know this because we have people bring their medical bills to the office. You can trust us on this. For some reason, a broken bone these days tends to require surgical repair. Count on medical bills approaching the same level.

Frankly, if you don't have insurance you should seriously consider whether you can afford the risk of playing soccer. But lots of people don't. So we'll move along.

A couple of changes. First, the base coverage plan offered by USASA has increased from \$5,000 to \$10,000 starting with September 1, 2010, coverage. That's good. Further, the base coverage in several categories has been increased. The best one is for X-rays or imaging, as in an MRI. Under the old coverage, if you were uninsured and got injured such that you needed X-rays or an MRI, which is not unusual, your payment from the insurance was capped at \$100. Under the new plan, it's capped at \$500. That by itself is very good news. We've attached the 2010-2011 coverage where USASA has highlighted the category increases that you can compare back to the current plan posted on the web site.

So, first we have increased the base coverage. Second, we can continue to increase the coverage for ASL players (and AWSL will sign up this year too) to the \$25,000 level without any further

increase in fees. Because USASA increased the base coverage to \$10,000, the additional premium to increase it to \$25,000 is only \$2.71 per player, which is a dollar less than we paid for that last year.

Be clear that this policy is not going to cover your full costs of a serious injury. However, for the \$8 you pay for it, even if you have primary coverage, you're going to get a pretty good contribution towards your medical bills and your out-of-pocket expenses even if it's secondary coverage. That's why we encourage players to file claims even if they think they're fully covered. And yes, the best package is that you never get injured, never have to file a claim, and can complain that you never needed this. Kind of like not wrecking your car after you've bought your insurance coverage.

We hesitate to predict the future of medical insurance in the United States. That's something of a larger issue than we normally try to resolve. The reason why you get accident coverage with your registration in ASL or AWSL (both members of NM State Soccer and United State Soccer Association) is that we get our general liability insurance coverage through our USASA membership and it comes as a package deal. USASA is shopping for insurance coverage with a large number of players and leagues. From the perspective of the insurance carrier who provides our liability coverage, requiring the accident coverage reduces lawsuits under the liability coverage.

None of the other leagues in town offer you accident insurance coverage. The reason for that is that the people running the other leagues are doing it to make money. ASL and AWSL are non-profit corporation. The officers are unpaid volunteers. Each of the other leagues could join NMSSA and get the same coverage you do. However, they'd also need to collect the same fees we do (\$20 per player) and pay it to NMSSA and follow an assortment of referee rules as well. In the alternative, each of those leagues could simply purchase the individual player insurance coverage. It would cost more than ASL pays, but it is available. However, when you run a league to make money, your priorities are different and money you spend on player insurance cuts into your profit. When you pay the same fees as you pay in ASL and don't get an office, web site or insurance coverage while using the same city fields we use for coed, you might wonder where your money went. Next time you get a call from the cell phone league, you can ask them that question.

And some other updates

We've had a couple of requests for skills clinics and are working to start out offering goalkeeper clinics so you'll learn more than by watching on television. After NM Youth Soccer Association finishes their hosting of the regional tournament, we'll discuss with their coaching staff some opportunities to retain the services of licensed coaches to help do this.

A reminder that some have forgotten. Men's teams can elect to participate at whatever level they think they can survive in. There is no relegation or promotion with the exception of premier division, where movement between first division and premier will be based on performance. In the case of coed, we'll distribute our suggested division changes based on results in the next week.

UNITED STATES ADULT SOCCER ASSOCIATION, ITS AFFILIATES, LEAGUES AND MEMBER TEAMS
PLAN LIMITATIONS & EXCLUSIONS – 2010– 2011 Proposed Changes

This statement is intended as a general description of excess, or secondary plan benefits available under the Participant Accident Policy. Please contact your state verification officer for further details.

All eligible expenses are subject to a \$400 deductible.

SCHEDULED BENEFITS

Hospital Room & Board Expense (In-Patient)	\$300, maximum per day
Hospital Miscellaneous (In-Patient)	\$2,000, maximum per admission
Hospital Miscellaneous Expense (Out-Patient)	\$500 maximum per admission
Hospital Emergency Care	\$500, maximum per injury
Physician Expense (Non-Surgical)	\$50, maximum per visit, limit 10 visits per injury
Surgeon Expense (In-or-Out-Patient)	Allowed at 50% of the Primary Insurer's negotiated rate for Surgeon's Expense
Assistant Surgeon Expense	Allowed at 25% of the Primary Insurer's negotiated rate for Assistant Surgeon's Expense
Anesthesiologist's Expense	Allowed at 25% of the Primary Insurer's negotiated rate for Anesthesiologist's Expense
Physical therapy or Chiropractic expense	\$25 maximum per visit, limit 15 visits per injury
X-rays (In-or-Out-Patient) including diagnostic imaging, MRI, CAT scans, or similar procedures	\$500 maximum per injury
Dental Expense (sound/natural teeth only)	\$1,000, maximum per injury
Ambulance Expense	\$150, maximum per injury
Orthopedic appliances or braces as a result of covered injury NOT for the prevention of injury.	\$400, maximum per injury
Accidental Death and Dismemberment	\$10,000

EXCLUSIONS

1. suicide or any attempt at suicide or intentionally self-inflicted Injury or any attempt at intentionally self-inflicted Injury or autoeroticism.
2. sickness, or disease, mental incapacity or bodily infirmity whether the loss results directly or indirectly from any either of these.
3. the Insured's commission of or attempt to commit a felony crime.
4. infections of any kind regardless of how contracted, except bacterial infections that are directly caused by botulism, ptomaine poisoning or an accidental cut or wound independent and in the absence of any underlying sickness, disease or condition including but not limited to diabetes.
5. declared or undeclared war, or any act of declared or undeclared war, except if specifically provided by this Policy.
6. participation in any team sport or any other athletic activity, except participation in a Covered Activity.
7. full-time active duty in the armed forces, National Guard or organized reserve corps of any country or international authority. (Unearned premium for any period for which the Insured is not covered due to his or her active duty status will be refunded) (Loss caused while on short-tem National Guard or reserve duty for regularly scheduled training purposes is not excluded).
8. travel or flight in or on (including getting in or out of, or on or off of) any vehicle used for aerial navigation, if the Insured is:
 - a. riding as a passenger in any aircraft not intended or licensed for the transportation of passenger; or
 - b. performing, learning to perform or instructing others to perform as a pilot or crew member of any aircraft; or
 - c. riding as a passenger in an aircraft owned, leased or operated by the Policyholder or the Insured's employer.
9. the Insured being under the influence of intoxicants while operating any vehicle or means of transportation or conveyance.
10. the Insured being under the influence of drugs unless taken under the advice of and as specified by a Physician.
11. the medical or surgical treatment of sickness, disease, mental incapacity or bodily infirmity whether the loss results directly or indirectly from the treatment.
12. stroke or cerebrovascular accident or event; cardiovascular accident or event; myocardial infarction or heart attack; coronary thrombosis; aneurysm.
13. any condition for which the Insured is entitled to benefits under any Workers' Compensation Act or similar law.
14. the Insured riding in or driving any type of motor vehicle as part of a speed contest or scheduled race, including testing such vehicle on a track, speedway or proving ground.
15. any loss incurred while outside the United States, its Territories or Canada.

PLAN MAXIMUM

\$25,000 Accident Medical Expense Benefit payable per injury subject to plan limits. Coverage ends 104 weeks from the date of the accident.

This document provides only a brief description of the coverage(s) available under policy series C11695DBG. The Policy may contain reductions, limitations, exclusions and termination provisions. Full details of the coverage are contained in the Policy. If there are any conflicts between the contents of this document and the Policy, the Policy will govern in all cases. Insurance is underwritten by National Union Fire Insurance Company of Pittsburgh, PA, with its principal place of business in New York, NY. Not all coverages are available in every state. National Union Fire Insurance Company of Pittsburgh PA, is a Chartis company.

SOUTHWEST YOUTH SOCCER CORPORATION

<u>Revenue:</u>	2009-2010 <u>Budget</u>	as of 12/31/2009		
		<u>Budget</u>	<u>Actual</u>	<u>Variance</u>
<u>Member Fees:</u>				
DCSL (prepaid in June \$20,000)	\$20,000	\$20,000	Paid in last Year	-\$20,000
NWRG	\$20,000	\$20,000	\$20,000	\$0
NMYSA	\$20,000	\$20,000	\$20,000	\$0
NMSSA -Men & Women	\$20,000	\$20,000	\$20,000	\$0
Sub total Member Fees:	\$80,000	\$80,000	\$60,000	-\$20,000
<u>Long Term Contracts:</u>				
ODP Sunday Use	\$3,600	\$1,800	\$2,600	\$800
NMSSA - M&W League	\$35,000	\$17,500	\$21,670	\$4,170
DCSL - Metro	\$50,000	\$25,000	\$25,000	\$0
APS - Varsity (was\$67,500)	\$0	\$0	\$0	\$0
APS - Junior Varsity	\$0	\$0	\$0	\$0
Sub total LT Contracts:	\$88,600	\$44,300	\$49,270	\$4,970
<u>Tournaments: (All net 7%)</u>				
4th of July (Classic)	\$3,000	\$3,000	\$0	-\$3,000
3V3	\$4,000	\$4,000	\$4,966	\$966
Rio Open	\$0	\$0	\$4,258	\$4,258
FC West 3rd day (NWRG)	\$2,500	\$2,500	\$2,850	\$350
NOVAR	\$1,500	\$1,500	\$0	-\$1,500
C Team	\$1,500	\$1,500	\$0	-\$1,500
NMAA State Cup	\$0	\$0	\$0	\$0
Gaylord Shepperd	\$20,000	\$20,000	\$26,459	\$6,459
Rush Winter Tourney	\$8,000	\$0	\$0	\$0
AYSO February	\$0	\$0	\$0	\$0
Classic Cup	\$18,000	\$0	\$0	\$0
NMYSA State Cup	\$10,000	\$0	\$0	\$0
SC/AYSO package	\$10,000	\$0	\$0	\$0
United Cup	\$5,000	\$0	\$0	\$0
Sandia Cup 3rd day	\$2,500	\$0	\$2,500	\$2,500
2010 Far West Regionals (1X)	\$35,000	\$21,000	\$21,000	\$0
Sub total Tournaments:	\$121,000	\$53,500	\$62,033	\$8,533
Weekend Parking fee	\$124,000	\$44,000	\$47,203	\$3,203
<u>Sponsorships:</u>				
State Farm	\$18,000	\$18,000	\$18,000	\$0
Field Sponsorships	\$4,000	\$2,000	\$3,700	\$1,700
Other Fundraising	\$0	\$0	\$0	\$0
Sub total Sponsorships:	\$22,000	\$20,000	\$21,700	\$1,700
Net Revenue:	\$435,600	\$241,800	\$240,206	-\$1,594

Comments:

Income show a varraince of neg \$1,594 due to not receiveing funds from DCSL this year. They needed to be prepaid so we could make it through last year. Really a positive \$18,400

	2009-2010 <u>Budget</u>	as of 12/31/2009		
		<u>Budget</u>	<u>Actual</u>	<u>Variance</u>
Expenses:				
Payroll				
Full Time - Labor	\$104,148	\$52,074	\$52,074	\$0
Payroll Taxes	\$8,037	\$4,019	\$4,014	-\$5
Payroll Processing	\$1,257	\$629	\$607	-\$21
Part Time Labor	\$40,000	\$20,000	\$12,925	-\$7,075
Total Personel Expense	\$153,442	\$76,721	\$69,620	-\$7,101
Direct Expenses:				
Lobbyist	\$0	\$0	\$0	\$0
Workers Comp/Liability Ins	\$12,996	\$6,498	\$5,802	\$696
Paint-fields,etc.	\$9,000	\$4,500	\$2,236	\$2,264
Goals,Nets,Flags	\$1,500	\$750	\$0	\$750
E. Main Repairs	\$4,500	\$1,750	\$11,333	-\$9,583
Irr. Main Repairs	\$5,500	\$400	\$6,487	-\$6,087
Facilities Repairs	\$10,000	\$4,998	\$6,487	-\$1,489
Fuel	\$11,000	\$5,000	\$4,165	\$835
Dumpster	\$4,200	\$2,100	\$1,829	\$271
Port-a-Potties	\$39,500	\$17,500	\$14,694	\$2,806
Fertilizer	\$27,500	\$11,000	\$0	\$11,000
Seed	\$7,350	\$0	\$394	-\$394
Herbicide/Pesticide	\$5,000	\$2,500	\$0	\$2,500
Top Dress/sod	\$2,500	\$0	\$0	\$0
Equip. Rental	\$2,000	\$1,000	\$0	\$1,000
Printing	\$5,000	\$2,500	\$1,717	\$783
Electricity	\$45,000	\$24,000	\$24,984	-\$984
Sub total Direct Exp:	\$192,546	\$84,496	\$80,127	\$4,369
Debt Service:				
Wellls Fargo Bank (P+I)	\$0	\$0	\$49	-\$49
Mowers	\$22,154	\$11,078	\$11,078	\$0
Sub total Debt service:	\$22,154	\$11,078	\$11,127	-\$49
Other Oper. Expense:				
Supplies/Tools/Office	\$3,696	\$1,848	\$2,277	-\$429
Postage	\$120	\$60	\$110	-\$50
Telecommunications	\$6,000	\$3,000	\$2,056	\$944
Accounting/Legal	\$3,192	\$1,596	\$679	\$917
Misc./Dwayne Dues	\$2,400	\$1,200	\$0	\$1,200
Sub total Other Exp.	\$15,408	\$7,704	\$5,123	\$2,581
Land Lease & Sec.:				
Santa Ana Lease	\$40,000	\$0	\$0	\$0
Santa Ana Security	\$40,000	\$0	\$0	\$0
Water Cost	\$3,000	\$0	\$0	\$0
Sub total Lease & Sec.	\$83,000	\$0	\$0	\$0
Other	\$0	\$0	\$3,425	-\$3,425
Total Expenses:	\$466,550	\$179,999	\$169,423	\$10,576
Net Income vs Exp.	-\$30,950			

Comments:

With the loss of the State funds - Fertilizer and Seed are in budget. Temp staff are released till February. Add (20K) DC SL