USASA

Budget vs. Actuals

January - March, 2025

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4200 Affiliation Fees			
4200-01 State Affiliation Fees	5,100.00	5,500.00	-400.00
4200-02 USASA Affiliates Fee	200.00	500.00	-300.00
4200-03 USASA League Affiliation Fee	900.00	400.00	500.00
Total 4200 Affiliation Fees	**6,200.00**	**6,400.00**	**-200.00**
4210 Player Registration			
4210-01 Player Registration - Premier	10,654.00	23,296.58	-12,642.58
4210-02 Player Registration - Standard	51,924.00	79,874.04	-27,950.04
4210-03 Player Registration - Liab Only	800.00	475.44	324.56
4210-04 Player Registration - Indoor	10.00	1,188.61	-1,178.61
4210-07 Player Registration -Tournament	3,840.00	3,803.54	36.46
4210-12 Social Club	170.00	1,782.91	-1,612.91
4210-13 Liability Only Premier	250.00	7,226.69	-6,976.69
4210-14 Player Registration - Buy Up	24.00		24.00
Total 4210 Player Registration	**67,672.00**	**117,647.81**	**-49,975.81**
4240 Other Revenue Sources			
4240-01 Interest Income	3,303.97	3,047.01	256.96
4240-02 Sponsorship		5,000.01	-5,000.01
4240-05 Capelli Contribution	38,749.98	38,750.01	-0.03
4240-07 Miscellaneous Income	900.00		900.00
Total 4240 Other Revenue Sources	**42,953.95**	**46,797.03**	**-3,843.08**
Total Income	**$116,825.95**	**$170,844.84**	**$ -54,018.89**
Cost of Goods Sold			
5000 Direct Expense			
5100 Player Registration Payments			
5100-02 USSF Player Fees	5,728.00	21,500.00	-15,772.00
5100-03 National Affiliation Fee - USSF	2,499.99	2,499.99	0.00
5100-04 Accident Policy	17,362.74	32,181.39	-14,818.65
5100-05 General Liability	85,041.00	131,133.75	-46,092.75
5100-06 Excess Liability Insurance	46,092.75		46,092.75
5100-07 Commercial Line Fees	37,500.00	37,500.00	0.00
5100-08 Sportlomo Discounts		7,500.00	-7,500.00
Total 5100 Player Registration Payments	**194,224.48**	**232,315.13**	**-38,090.65**
Total 5000 Direct Expense	**194,224.48**	**232,315.13**	**-38,090.65**
Total Cost of Goods Sold	**$194,224.48**	**$232,315.13**	**$ -38,090.65**
GROSS PROFIT	**$ -77,398.53**	**$ -61,470.29**	**$ -15,928.24**
Expenses			
6000 Indirect Expense			
6100 Regional Support			
6100-01 Regional Support Region I	30,000.00	30,000.00	0.00
6100-02 Regional Support Region II	30,000.00	30,000.00	0.00

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6100-03 Regional Support Region III	30,000.00	30,000.00	0.00
6100-04 Regional Support Region IV	30,000.00	30,000.00	0.00
Total 6100 Regional Support	**120,000.00**	**120,000.00**	**0.00**
6300 Strategic Plan National PR/Marketing	606.90	7,500.00	-6,893.10
6600 AED Reimbursements	250.00	6,249.99	-5,999.99
6700 Membership Growth	27,500.00	18,750.00	8,750.00
Total 6000 Indirect Expense	**148,356.90**	**152,499.99**	**-4,143.09**
7000 General and Admin Expense			
7100 Board Expenses		18,750.00	-18,750.00
7101 President			
7101-01 President Airfare	436.97		436.97
7101-02 President Lodging	1,044.04		1,044.04
7101-03 President Transportation	205.43		205.43
7101-04 President Meals	322.50		322.50
Total 7101 President	**2,008.94**		**2,008.94**
7102 Vice President			
7102-03 VP Transportation	198.28		198.28
7102-04 VP Meals	403.13		403.13
Total 7102 Vice President	**601.41**		**601.41**
7103 Treasurer			
7103-01 Treasurer Airfare	834.60		834.60
7103-02 Treasurer Lodging	1,044.04		1,044.04
7103-03 Treasurer Transportation	43.84		43.84
7103-04 Treasurer Meals	591.46		591.46
Total 7103 Treasurer	**2,513.94**		**2,513.94**
7104 Secretary			
7104-02 Secretary Lodging	909.03		909.03
Total 7104 Secretary	**909.03**		**909.03**
7105 Director Region I			
7105-01 Dir. Reg. I Airfare	35.00		35.00
7105-03 Dir. Reg. I Transportation	121.57		121.57
7105-04 Dir. Reg. I Meals	483.74		483.74
Total 7105 Director Region I	**640.31**		**640.31**
7106 Director Region II			
7106-01 Dir. Reg. II Airfare	543.96		543.96
7106-02 Dir. Reg. II Lodging	1,044.04		1,044.04
7106-03 Dir. Reg. II Transportation	126.71		126.71
7106-04 Dir. Reg. II Meals	403.13		403.13
Total 7106 Director Region II	**2,117.84**		**2,117.84**
7107 Director Region III			
7107-02 Dir. Reg. III Lodging	783.03		783.03
7107-03 Dir. Reg. III Transportation	348.21		348.21
7107-04 Dir. Reg. III Meals	376.24		376.24
Total 7107 Director Region III	**1,507.48**		**1,507.48**
7108 Director Region IV			
7108-01 Dir. Reg. IV Airfare	638.97		638.97
7108-02 Dir. Reg. IV Lodging	783.03		783.03
7108-03 Dir. Reg. IV Transportation	180.15		180.15

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7108-04 Dir. Reg. IV Meals	403.13		403.13
Total 7108 Director Region IV	**2,005.28**		**2,005.28**
7110 NBOD At Large 2			
7110-01 NBOD At Large 2 Airfare	390.06		390.06
7110-02 NBOD At Large 2 Lodging	1,044.04		1,044.04
7110-03 NBOD At Large 2 Transportation	56.20		56.20
7110-04 NBOD At Large 2 Meals	483.74		483.74
Total 7110 NBOD At Large 2	**1,974.04**		**1,974.04**
7111 Independent Director 1			
7111-01 Independent Director 1 Airfare	389.57		389.57
7111-02 Independent Director 1 Lodging	1,044.04		1,044.04
7111-03 Independent Director 1 Transportation	94.91		94.91
7111-04 Independent Director 1 Meals	483.76		483.76
Total 7111 Independent Director 1	**2,012.28**		**2,012.28**
7117 Affiliate Director			
7117-01 Affiliate Dir. Airfare	758.95		758.95
7117-02 Affiliate Dir. Lodging	783.03		783.03
7117-03 Affiliate Dir. Transportation	71.02		71.02
7117-04 Affiliate Dir. Meals	376.26		376.26
Total 7117 Affiliate Director	**1,989.26**		**1,989.26**
Total 7100 Board Expenses	**18,279.81**	**18,750.00**	**-470.19**
7200 Employee Expenses			
7210 Employee Expenses			
7030-11 Professional Development		2,499.99	-2,499.99
7210-01 Employee Wages	79,751.22	88,035.99	-8,284.77
7210-02 Health Insurance	6,699.63	8,661.00	-1,961.37
7210-04 Payroll Taxes	8,092.59	6,848.01	1,244.58
Total 7210 Employee Expenses	**94,543.44**	**106,044.99**	**-11,501.55**
7220 Staff			
7220-02 Staff Travel Lodging	2,975.86	2,750.01	225.85
7220-03 Staff Travel Transportation	2,206.91	5,250.00	-3,043.09
7220-04 Staff Travel Meals	710.87	1,275.00	-564.13
7220-05 Staff Travel Misc. Expenses	483.50	249.99	233.51
Total 7220 Staff	**6,377.14**	**9,525.00**	**-3,147.86**
Total 7200 Employee Expenses	**100,920.58**	**115,569.99**	**-14,649.41**
7300 Meeting Expense			
7310 USASA AGM		0.00	0.00
7310-12 USASA AGM Shipping	75.65		75.65
Total 7310 USASA AGM	**75.65**	**0.00**	**75.65**
7320 USSF AGM	837.26	4,000.00	-3,162.74
Total 7300 Meeting Expense	**912.91**	**4,000.00**	**-3,087.09**
7400 Office Operations			
7410 Office Operations			
7410-03 Audit	173.26	0.00	173.26
7410-04 AMEX Blue Fees	75.00		75.00
7410-05 Office Additional Storage	1,762.06	2,142.00	-379.94
7410-06 Bank Fees	35.00	66.00	-31.00
7410-07 Copier Maint/Supp	688.68		688.68

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7410-08 Corp. Filings		40.00	-40.00
7410-09 Dues	44.97	780.00	-735.03
7410-10 Professional Services	10,560.00	10,560.00	0.00
7410-12 Ecerts	150.00	45.00	105.00
7410-13 Misc. Expense	15.47	500.01	-484.54
7410-14 Cell Phone	31.48	27.51	3.97
7410-15 Office Rent	1,500.00	1,500.00	0.00
7410-16 Office Supplies	113.84	249.99	-136.15
7410-17 Postage		249.99	-249.99
7410-18 Printing		125.01	-125.01
7410-19 Technology	5,440.58	2,416.74	3,023.84
7410-20 Shipping	325.94	500.01	-174.07
7410-21 Interest Expense	3,231.61	102.00	3,129.61
7410-22 Office Insurance	5,683.89	1,578.75	4,105.14
7410-24 D & O	12,757.50	16,945.26	-4,187.76
7410-25 Legal Services		2,499.99	-2,499.99
7410-30 State D & O	8,743.08	10,500.00	-1,756.92
7410-31 Cyber Insurance	1,828.00		1,828.00
7410-33 Online Registration	5,833.32	2,083.26	3,750.06
7410-35 Contract Labor	10,725.45	8,040.99	2,684.46
Total 7410 Office Operations	**69,719.13**	**60,952.51**	**8,766.62**
7420 Depreciation	2,262.87	2,262.75	0.12
7430 Capelli Equipment	38,749.98	38,750.01	-0.03
Total 7400 Office Operations	**110,731.98**	**101,965.27**	**8,766.71**
Total 7000 General and Admin Expense	**230,845.28**	**240,285.26**	**-9,439.98**
Ask My Accountant	1,501.76		1,501.76
Total Expenses	**$380,703.94**	**$392,785.25**	**$ -12,081.31**
NET OPERATING INCOME	**$ -458,102.47**	**$ -454,255.54**	**$ -3,846.93**
Other Income			
8000 Investments			
8000-01 Interest & Dividend Income	10,307.33		10,307.33
8000-03 Unrealized Gain (Loss) Investment	23,838.98		23,838.98
8000-04 Brokerage Fees	-4,539.77		-4,539.77
Total 8000 Investments	**29,606.54**		**29,606.54**
Total Other Income	**$29,606.54**	**$0.00**	**$29,606.54**
NET OTHER INCOME	**$29,606.54**	**$0.00**	**$29,606.54**
NET INCOME	**$ -428,495.93**	**$ -454,255.54**	**$25,759.61**