United States Adult Soccer Association, Inc.

Budget vs. Actuals: USASA 2025 BUDGET - FY25 P&L

January - August, 2025

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4200 Affiliation Fees			
4200-01 State Affiliation Fees	5,300.00	5,500.00	-200.00
4200-02 USASA Affiliates Fee	200.00	500.00	-300.00
4200-03 USASA League Affiliation Fee	1,100.00	400.00	700.00
Total 4200 Affiliation Fees	**6,600.00**	**6,400.00**	**200.00**
4210 Player Registration			
4210-01 Player Registration - Premier	228,326.00	235,294.23	-6,968.23
4210-02 Player Registration - Standard	735,888.00	806,723.10	-70,835.10
4210-03 Player Registration - Liab Only	150,360.00	4,801.92	145,558.08
4210-04 Player Registration - Indoor	64,480.00	12,004.81	52,475.19
4210-07 Player Registration -Tournament	25,403.00	38,415.40	-13,012.40
4210-12 Social Club	20,170.00	18,007.21	2,162.79
4210-13 Liability Only Premier	1,250.00	72,989.23	-71,739.23
4210-14 Player Registration - Buy Up	24.00		24.00
Total 4210 Player Registration	**1,225,901.00**	**1,188,235.90**	**37,665.10**
4230 Event/Meeting Income			
4230-01 Adult Soccer Fest	71,562.00	120,000.00	-48,438.00
4230-03 National Cup Income	8,104.18	69,750.00	-61,645.82
4230-04 Over 30/Over 40/Amateur		7,000.00	-7,000.00
Total 4230 Event/Meeting Income	**79,666.18**	**196,750.00**	**-117,083.82**
4240 Other Revenue Sources			
4240-01 Interest Income	5,339.04	8,125.36	-2,786.32
4240-02 Sponsorship		13,333.36	-13,333.36
4240-05 Capelli Contribution	103,333.28	103,333.36	-0.08
4240-07 Miscellaneous Income	1,000.00		1,000.00
Total 4240 Other Revenue Sources	**109,672.32**	**124,792.08**	**-15,119.76**
Total Income	**$1,421,839.50**	**$1,516,177.98**	**$ -94,338.48**
Cost of Goods Sold			
5000 Direct Expense			
5100 Player Registration Payments			
5100-02 USSF Player Fees	109,632.00	98,900.00	10,732.00
5100-03 National Affiliation Fee - USSF	6,666.68	6,666.64	0.04
5100-04 Accident Policy	303,419.13	325,030.18	-21,611.05
5100-05 General Liability	226,776.00	349,690.00	-122,914.00
5100-06 Excess Liability Insurance	122,914.00		122,914.00
5100-07 Commercial Line Fees	100,000.00	100,000.00	0.00
5100-08 Online Registration (SportsLoMo)	7,500.00	20,000.00	-12,500.00
Total 5100 Player Registration Payments	**876,907.81**	**900,286.82**	**-23,379.01**
5200 Tournaments			
5210 National Amateur Tournament		94,050.00	-94,050.00
5210-01 NC Airfare	684.50		684.50
5210-02 NC Lodging	2,027.08		2,027.08

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
5210-03 NC Transportation	580.24		580.24
5210-04 NC Meals	99.87		99.87
5210-10 NC Supplies	108.42		108.42
5210-11 NC Field/Facility Rental	500.00		500.00
5210-12 NC Shipping	1,365.00		1,365.00
5210-13 NC Advertising	1,000.00		1,000.00
5210-14 NC Promotional Itms	3,000.00		3,000.00
5210-15 NC Trophies & Awards	3,179.20		3,179.20
5210-16 NC Coach & Trainer	800.00		800.00
5210-19 NC Travel Subsidy	46,000.00		46,000.00
Total 5210 National Amateur Tournament	**59,344.31**	**94,050.00**	**-34,705.69**
5230 Adult Soccer Fest		128,000.00	-128,000.00
5230-02 ASF Lodging	6,593.21		6,593.21
5230-03 ASF Transportation	1,354.44		1,354.44
5230-04 ASF Meals	2,025.19		2,025.19
5230-05 ASF Misc. Expense	3,535.00		3,535.00
5230-07 ASF Referee Lodging	5,565.00		5,565.00
5230-09 ASF Referee Meals	3,171.75		3,171.75
5230-10 ASF Supplies	22,789.06		22,789.06
5230-11 ASF Field/Facility Rental	12,220.00		12,220.00
5230-12 ASF Shipping	5,401.79		5,401.79
5230-13 ASF Advertising	542.88		542.88
5230-14 ASF Promotional Items	158.00		158.00
5230-15 ASF Trophies & Awards	5,328.29		5,328.29
5230-16 ASF Coach & Trainer	13,911.65		13,911.65
5230-17 ASF CC Processing Fee	1,158.31		1,158.31
5230-18 ASF Printing	341.31		341.31
5230-20 ASF Referee	6,400.00		6,400.00
5230-21 ASF Banquet	900.00		900.00
Total 5230 Adult Soccer Fest	**91,395.88**	**128,000.00**	**-36,604.12**
5240-00 Over 30/ Over 40		7,000.00	-7,000.00
Total 5200 Tournaments	**150,740.19**	**229,050.00**	**-78,309.81**
Total 5000 Direct Expense	**1,027,648.00**	**1,129,336.82**	**-101,688.82**
Total Cost of Goods Sold	**$1,027,648.00**	**$1,129,336.82**	**$ -101,688.82**
GROSS PROFIT	**$394,191.50**	**$386,841.16**	**$7,350.34**
Expenses			
6000 Indirect Expense			
6100 Regional Support			
5003 Regional Support		10,000.00	-10,000.00
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
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**	**130,000.00**	**-10,000.00**
6300 Strategic Plan National PR/Marketing	606.90	20,000.00	-19,393.10
6600 AED Reimbursements	1,215.00	16,666.64	-15,451.64
6700 Membership Growth	37,500.00	50,000.00	-12,500.00
Total 6000 Indirect Expense	**159,321.90**	**216,666.64**	**-57,344.74**

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7000 General and Admin Expense			
7100 Board Expenses		37,500.00	-37,500.00
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			
7102-01 VP Airfare	1,087.10		1,087.10
7102-02 VP Lodging	1,955.19		1,955.19
7102-03 VP Transportation	1,383.67		1,383.67
7102-04 VP Meals	596.19		596.19
Total 7102 Vice President	**5,022.15**		**5,022.15**
7103 Treasurer			
7103-01 Treasurer Airfare	3,509.98		3,509.98
7103-02 Treasurer Lodging	3,017.17		3,017.17
7103-03 Treasurer Transportation	255.66		255.66
7103-04 Treasurer Meals	1,097.40		1,097.40
Total 7103 Treasurer	**7,880.21**		**7,880.21**
7104 Secretary			
7104-01 Secretary Airfare	261.96		261.96
7104-02 Secretary Lodging	1,776.01		1,776.01
7104-03 Secretary Transportation	185.97		185.97
Total 7104 Secretary	**2,223.94**		**2,223.94**
7105 Director Region I			
7105-01 Dir. Reg. I Airfare	1,426.46		1,426.46
7105-02 Dir. Reg. I Lodging	314.14		314.14
7105-03 Dir. Reg. I Transportation	1,168.46		1,168.46
7105-04 Dir. Reg. I Meals	851.16		851.16
Total 7105 Director Region I	**3,760.22**		**3,760.22**
7106 Director Region II			
7106-01 Dir. Reg. II Airfare	941.92		941.92
7106-02 Dir. Reg. II Lodging	1,911.02		1,911.02
7106-03 Dir. Reg. II Transportation	683.78		683.78
7106-04 Dir. Reg. II Meals	575.63		575.63
Total 7106 Director Region II	**4,112.35**		**4,112.35**
7107 Director Region III			
7107-02 Dir. Reg. III Lodging	2,026.43		2,026.43
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	**2,750.88**		**2,750.88**
7108 Director Region IV			
7108-01 Dir. Reg. IV Airfare	3,088.42		3,088.42
7108-02 Dir. Reg. IV Lodging	2,369.66		2,369.66
7108-03 Dir. Reg. IV Transportation	408.38		408.38
7108-04 Dir. Reg. IV Meals	571.37		571.37
Total 7108 Director Region IV	**6,437.83**		**6,437.83**

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7109 NBOD At Large 1			
7109-02 NBOD At Large 1 Lodging	879.48		879.48
7109-03 NBOD At Large 1 Transportation	500.36		500.36
7109-04 NBOD At Large 1 Meals	30.44		30.44
Total 7109 NBOD At Large 1	**1,410.28**		**1,410.28**
7110 NBOD At Large 2			
7110-01 NBOD At Large 2 Airfare	390.06		390.06
7110-02 NBOD At Large 2 Lodging	1,358.18		1,358.18
7110-03 NBOD At Large 2 Transportation	1,227.58		1,227.58
7110-04 NBOD At Large 2 Meals	666.49		666.49
Total 7110 NBOD At Large 2	**3,642.31**		**3,642.31**
7111 Independent Director 1			
7111-01 Independent Director 1 Airfare	1,042.94		1,042.94
7111-02 Independent Director 1 Lodging	1,358.18		1,358.18
7111-03 Independent Director 1 Transportation	304.62		304.62
7111-04 Independent Director 1 Meals	728.45		728.45
Total 7111 Independent Director 1	**3,434.19**		**3,434.19**
7116 Dep Director Region IV			
7116-04 DD Reg. IV Meals	158.44		158.44
Total 7116 Dep Director Region IV	**158.44**		**158.44**
7117 Affiliate Director			
7117-01 Affiliate Dir. Airfare	1,247.92		1,247.92
7117-02 Affiliate Dir. Lodging	1,097.17		1,097.17
7117-03 Affiliate Dir. Transportation	97.35		97.35
7117-04 Affiliate Dir. Meals	391.81		391.81
Total 7117 Affiliate Director	**2,834.25**		**2,834.25**
7330 NBOD Meetings	8,549.41	3,000.00	5,549.41
Total 7100 Board Expenses	**54,225.40**	**40,500.00**	**13,725.40**
7200 Employee Expenses			
7210 Employee Expenses			
7030-11 Professional Development		6,666.64	-6,666.64
7210-01 Employee Wages	199,149.94	234,762.64	-35,612.70
7210-02 Health Insurance	17,865.68	23,096.00	-5,230.32
7210-04 Payroll Taxes	17,284.53	18,261.36	-976.83
Total 7210 Employee Expenses	**234,300.15**	**282,786.64**	**-48,486.49**
7220 Staff			
7220-02 Staff Travel Lodging	6,442.30	7,333.36	-891.06
7220-03 Staff Travel Transportation	8,296.14	14,000.00	-5,703.86
7220-04 Staff Travel Meals	2,550.51	3,400.00	-849.49
7220-05 Staff Travel Misc. Expenses	533.50	666.64	-133.14
Total 7220 Staff	**17,822.45**	**25,400.00**	**-7,577.55**
Total 7200 Employee Expenses	**252,122.60**	**308,186.64**	**-56,064.04**
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	13,702.23	4,000.00	9,702.23
Total 7300 Meeting Expense	**13,777.88**	**4,000.00**	**9,777.88**

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7400 Office Operations			
7410 Office Operations			
7410-03 Audit	173.26	0.00	173.26
7410-04 AMEX Blue Fees	345.00		345.00
7410-05 Office Additional Storage	5,033.88	5,712.00	-678.12
7410-06 Bank Fees	150.00	176.00	-26.00
7410-07 Copier Maint/Supp	1,407.82		1,407.82
7410-08 Corp. Filings	145.77	40.00	105.77
7410-09 Dues	119.92	2,080.00	-1,960.08
7410-10 Professional Services	28,160.00	28,160.00	0.00
7410-12 Ecerts	400.00	120.00	280.00
7410-13 Misc. Expense	370.72	1,333.36	-962.64
7410-14 Cell Phone	124.72	73.36	51.36
7410-15 Office Rent	3,915.52	4,000.00	-84.48
7410-16 Office Supplies	696.73	666.64	30.09
7410-17 Postage		666.64	-666.64
7410-18 Printing		333.36	-333.36
7410-19 Technology	13,504.62	9,667.06	3,837.56
7410-20 Shipping	389.52	1,333.36	-943.84
7410-21 Interest Expense	8,169.37	272.00	7,897.37
7410-22 Office Insurance	6,039.91	4,210.00	1,829.91
7410-24 D & O	34,020.00	45,187.36	-11,167.36
7410-25 Legal Services	2,421.00	6,666.64	-4,245.64
7410-30 State D & O	9,689.08	28,000.00	-18,310.92
7410-31 Cyber Insurance	1,828.00		1,828.00
7410-33 Online Registration	5,555.52	5,555.36	0.16
7410-35 Contract Labor	22,690.04	21,442.64	1,247.40
Total 7410 Office Operations	**145,350.40**	**165,695.78**	**-20,345.38**
7420 Depreciation	6,034.32	6,034.00	0.32
7430 Capelli Equipment	103,333.28	103,333.36	-0.08
Total 7400 Office Operations	**254,718.00**	**275,063.14**	**-20,345.14**
7500 Committee Expense		0.00	0.00
Total 7000 General and Admin Expense	**574,843.88**	**627,749.78**	**-52,905.90**
Ask My Accountant	15,218.72		15,218.72
Total Expenses	**$749,384.50**	**$844,416.42**	**$ -95,031.92**
NET OPERATING INCOME	**$ -355,193.00**	**$ -457,575.26**	**$102,382.26**
Other Income			
8000 Investments			
8000-01 Interest & Dividend Income	44,856.41		44,856.41
8000-03 Unrealized Gain (Loss) Investment	130,377.52		130,377.52
8000-04 Brokerage Fees	-13,639.22		-13,639.22
Total 8000 Investments	**161,594.71**		**161,594.71**
Total Other Income	**$161,594.71**	**$0.00**	**$161,594.71**
NET OTHER INCOME	**$161,594.71**	**$0.00**	**$161,594.71**
NET INCOME	**$ -193,598.29**	**$ -457,575.26**	**$263,976.97**