

United States Adult Soccer Association, Inc.

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

January - October, 2025

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4200 Affiliation Fees			
4200-01 State Affiliation Fees	5,300	5,500	-200
4200-02 USASA Affiliates Fee	200	500	-300
4200-03 USASA League Affiliation Fee	1,100	400	700
Total 4200 Affiliation Fees	6,600	6,400	200
4210 Player Registration			
4210-01 Player Registration - Premier	267,064	320,274	-53,210
4210-02 Player Registration - Standard	990,425	1,098,082	-107,657
4210-03 Player Registration - Liab Only	189,368	6,536	182,832
4210-04 Player Registration - Indoor	83,400	16,341	67,060
4210-07 Player Registration -Tournament	26,891	52,290	-25,399
4210-12 Social Club	20,170	24,511	-4,341
4210-13 Liability Only Premier	2,850	99,350	-96,500
4210-14 Player Registration - Buy Up	28		28
Total 4210 Player Registration	1,580,196	1,617,383	-37,187
4230 Event/Meeting Income			
4230-01 Adult Soccer Fest	75,828	120,000	-44,172
4230-02 USASA AGM Registration	17,937		17,937
4230-03 National Cup Income	33,104	69,750	-36,646
4230-04 Over 30/Over 40/Amateur		7,000	-7,000
Total 4230 Event/Meeting Income	126,869	196,750	-69,881
4240 Other Revenue Sources			
4240-01 Interest Income	7,507	10,157	-2,650
4240-02 Sponsorship		16,667	-16,667
4240-05 Capelli Contribution	129,167	129,167	-0
4240-07 Miscellaneous Income	2,280		2,280
Total 4240 Other Revenue Sources	138,954	155,990	-17,037
Total Income	\$1,852,619	\$1,976,523	\$ -123,904
Cost of Goods Sold			
5000 Direct Expense			
5100 Player Registration Payments			
5100-02 USSF Player Fees	140,311	133,300	7,011
5100-03 National Affiliation Fee - USSF	8,333	8,333	0
5100-04 Accident Policy	393,011	442,419	-49,408
5100-05 General Liability	283,470	437,113	-153,643
5100-06 Excess Liability Insurance	153,643		153,643
5100-07 Commercial Line Fees	125,000	125,000	0
5100-08 Online Registration (SportsLoMo)	15,000	25,000	-10,000
Total 5100 Player Registration Payments	1,118,768	1,171,165	-52,397
5200 Tournaments			
5210 National Amateur Tournament		94,050	-94,050
5210-01 NC Airfare	685		685

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
5210-02 NC Lodging	2,027		2,027
5210-03 NC Transportation	730		730
5210-04 NC Meals	100		100
5210-10 NC Supplies	108		108
5210-11 NC Field/Facility Rental	5,130		5,130
5210-12 NC Shipping	1,890		1,890
5210-13 NC Advertising	1,000		1,000
5210-14 NC Promotional Itms	4,000		4,000
5210-15 NC Trophies & Awards	3,179		3,179
5210-16 NC Coach & Trainer	1,375		1,375
5210-19 NC Travel Subsidy	46,000		46,000
Total 5210 National Amateur Tournament	66,224	94,050	-27,826
5230 Adult Soccer Fest		128,000	-128,000
5230-01 ASF Airfare	582		582
5230-02 ASF Lodging	7,642		7,642
5230-03 ASF Transportation	1,885		1,885
5230-04 ASF Meals	2,025		2,025
5230-05 ASF Misc. Expense	10,560		10,560
5230-07 ASF Referee Lodging	5,565		5,565
5230-09 ASF Referee Meals	3,172		3,172
5230-10 ASF Supplies	22,789		22,789
5230-11 ASF Field/Facility Rental	12,220		12,220
5230-12 ASF Shipping	5,402		5,402
5230-13 ASF Advertising	543		543
5230-14 ASF Promotional Items	158		158
5230-15 ASF Trophies & Awards	5,328		5,328
5230-16 ASF Coach & Trainer	13,912		13,912
5230-17 ASF CC Processing Fee	1,158		1,158
5230-18 ASF Printing	341		341
5230-20 ASF Referee	10,100		10,100
5230-21 ASF Banquet	2,500		2,500
Total 5230 Adult Soccer Fest	105,883	128,000	-22,117
5240-00 Over 30/ Over 40		7,000	-7,000
Total 5200 Tournaments	172,107	229,050	-56,943
Total 5000 Direct Expense	1,290,876	1,400,215	-109,339
Total Cost of Goods Sold	\$1,290,876	\$1,400,215	\$ -109,339
GROSS PROFIT	\$561,743	\$576,308	\$ -14,565
Expenses			
6000 Indirect Expense			
6100 Regional Support			
5003 Regional Support		10,000	-10,000
6100-01 Regional Support Region I	30,000	30,000	0
6100-02 Regional Support Region II	30,000	30,000	0
6100-03 Regional Support Region III	30,000	30,000	0
6100-04 Regional Support Region IV	30,000	30,000	0
Total 6100 Regional Support	120,000	130,000	-10,000
6300 Strategic Plan National PR/Marketing	1,047	25,000	-23,953
6600 AED Reimbursements	1,215	20,833	-19,618

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6700 Membership Growth	42,500	62,500	-20,000
Total 6000 Indirect Expense	164,762	238,333	-73,571
7000 General and Admin Expense			
7100 Board Expenses		75,000	-75,000
7101 President			
7101-01 President Airfare	437		437
7101-02 President Lodging	2,307		2,307
7101-03 President Transportation	205		205
7101-04 President Meals	323		323
Total 7101 President	3,272		3,272
7102 Vice President			
7102-01 VP Airfare	2,090		2,090
7102-02 VP Lodging	3,218		3,218
7102-03 VP Transportation	1,536		1,536
7102-04 VP Meals	1,114		1,114
Total 7102 Vice President	7,958		7,958
7103 Treasurer			
7103-01 Treasurer Airfare	4,251		4,251
7103-02 Treasurer Lodging	4,280		4,280
7103-03 Treasurer Transportation	371		371
7103-04 Treasurer Meals	1,684		1,684
Total 7103 Treasurer	10,586		10,586
7104 Secretary			
7104-01 Secretary Airfare	1,859		1,859
7104-02 Secretary Lodging	2,723		2,723
7104-03 Secretary Transportation	280		280
Total 7104 Secretary	4,862		4,862
7105 Director Region I			
7105-01 Dir. Reg. I Airfare	1,803		1,803
7105-02 Dir. Reg. I Lodging	1,261		1,261
7105-03 Dir. Reg. I Transportation	1,300		1,300
7105-04 Dir. Reg. I Meals	1,254		1,254
Total 7105 Director Region I	5,619		5,619
7106 Director Region II			
7106-01 Dir. Reg. II Airfare	1,213		1,213
7106-02 Dir. Reg. II Lodging	3,174		3,174
7106-03 Dir. Reg. II Transportation	787		787
7106-04 Dir. Reg. II Meals	1,093		1,093
Total 7106 Director Region II	6,267		6,267
7107 Director Region III			
7107-01 Dir. Reg. III Airfare	395		395
7107-02 Dir. Reg. III Lodging	2,974		2,974
7107-03 Dir. Reg. III Transportation	395		395
7107-04 Dir. Reg. III Meals	779		779
Total 7107 Director Region III	4,543		4,543
7108 Director Region IV			
7108-01 Dir. Reg. IV Airfare	3,660		3,660
7108-02 Dir. Reg. IV Lodging	3,317		3,317

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
7108-03 Dir. Reg. IV Transportation	695		695
7108-04 Dir. Reg. IV Meals	1,003		1,003
Total 7108 Director Region IV	8,675		8,675
7109 NBOD At Large 1			
7109-01 NBOD At Large 1 Airfare	348		348
7109-02 NBOD At Large 1 Lodging	2,490		2,490
7109-03 NBOD At Large 1 Transportation	632		632
7109-04 NBOD At Large 1 Meals	1,065		1,065
Total 7109 NBOD At Large 1	4,535		4,535
7110 NBOD At Large 2			
7110-01 NBOD At Large 2 Airfare	651		651
7110-02 NBOD At Large 2 Lodging	2,621		2,621
7110-03 NBOD At Large 2 Transportation	1,386		1,386
7110-04 NBOD At Large 2 Meals	1,184		1,184
Total 7110 NBOD At Large 2	5,842		5,842
7111 Independent Director 1			
7111-01 Independent Director 1 Airfare	1,177		1,177
7111-02 Independent Director 1 Lodging	3,460		3,460
7111-03 Independent Director 1 Transportation	437		437
7111-04 Independent Director 1 Meals	1,246		1,246
Total 7111 Independent Director 1	6,320		6,320
7116 Dep Director Region IV			
7116-04 DD Reg. IV Meals	158		158
Total 7116 Dep Director Region IV	158		158
7117 Affiliate Director			
7117-01 Affiliate Dir. Airfare	1,799		1,799
7117-02 Affiliate Dir. Lodging	2,045		2,045
7117-03 Affiliate Dir. Transportation	142		142
7117-04 Affiliate Dir. Meals	794		794
Total 7117 Affiliate Director	4,780		4,780
7330 NBOD Meetings	8,549	3,000	5,549
Total 7100 Board Expenses	81,967	78,000	3,967
7200 Employee Expenses			
7210 Employee Expenses			
7030-11 Professional Development		8,333	-8,333
7210-01 Employee Wages	242,939	293,453	-50,514
7210-02 Health Insurance	22,469	28,870	-6,401
7210-04 Payroll Taxes	20,634	22,827	-2,192
Total 7210 Employee Expenses	286,043	353,483	-67,441
7220 Staff			
7220-02 Staff Travel Lodging	15,178	9,167	6,011
7220-03 Staff Travel Transportation	10,570	17,500	-6,930
7220-04 Staff Travel Meals	3,691	4,250	-559
7220-05 Staff Travel Misc. Expenses	534	833	-300
Total 7220 Staff	29,972	31,750	-1,778
Total 7200 Employee Expenses	316,015	385,233	-69,218
7300 Meeting Expense			
7310 USASA AGM		125,000	-125,000

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
7310-01 USASA AGM Airfare	3,592		3,592
7310-02 USASA AGM Lodging	17,743		17,743
7310-03 USASA AGM Transportation	7,657		7,657
7310-04 USASA AGM Meals	7,859		7,859
7310-05 USASA AGM Misc. Expense	14,084		14,084
7310-06 USASA AGM Entertainment	47,081		47,081
7310-07 USASA AGM Equipment Rental	2,135		2,135
7310-08 USASA AGM Presenter	5,000		5,000
7310-10 USASA AGM Supplies	9,119		9,119
7310-11 USASA AGM Banquet Charges	53,265		53,265
7310-12 USASA AGM Shipping	1,896		1,896
7310-15 USASA AGM Awards	4,535		4,535
7310-19 HOF Honoree Travel	496		496
7310-20 USASA AGM CC Fees	693		693
Total 7310 USASA AGM	175,155	125,000	50,155
7320 USSF AGM	19,814	4,000	15,814
Total 7300 Meeting Expense	194,969	129,000	65,969
7400 Office Operations			
7410 Office Operations			
7410-03 Audit	24,613	26,500	-1,887
7410-04 AMEX Blue Fees	1,578		1,578
7410-05 Office Additional Storage	6,184	7,140	-956
7410-06 Bank Fees	246	220	26
7410-07 Copier Maint/Supp	1,408		1,408
7410-08 Corp. Filings	146	40	106
7410-09 Dues	150	2,600	-2,450
7410-10 Professional Services	35,200	35,200	0
7410-12 Ecerts	500	150	350
7410-13 Misc. Expense	1,197	1,667	-470
7410-14 Cell Phone	478	92	387
7410-15 Office Rent	4,916	5,000	-84
7410-16 Office Supplies	818	833	-15
7410-17 Postage	269	833	-564
7410-18 Printing		417	-417
7410-19 Technology	18,492	9,667	8,825
7410-20 Shipping	390	1,667	-1,277
7410-21 Interest Expense	10,639	340	10,299
7410-22 Office Insurance	6,166	5,263	903
7410-24 D & O	42,525	56,484	-13,959
7410-25 Legal Services	2,555	8,333	-5,778
7410-30 State D & O	9,689	35,000	-25,311
7410-31 Cyber Insurance	1,828		1,828
7410-33 Online Registration	6,944	6,944	0
7410-35 Contract Labor	37,131	26,803	10,328
Total 7410 Office Operations	214,061	231,193	-17,132
7420 Depreciation	7,543	7,543	0
7430 Capelli Equipment	129,167	129,167	-0
Total 7400 Office Operations	350,770	367,902	-17,132
7500 Committee Expense		1,000	-1,000

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
7500-01 Committee Airfare	212		212
7500-03 Committee Transportation	126		126
7500-04 Committee Meals	62		62
Total 7500 Committee Expense	400	1,000	-601
Total 7000 General and Admin Expense	944,122	961,135	-17,014
Ask My Accountant	4,830		4,830
Total Expenses	\$1,113,714	\$1,199,469	\$ -85,755
NET OPERATING INCOME	\$ -551,971	\$ -623,161	\$71,190
Other Income			
8000 Investments			
8000-01 Interest & Dividend Income	54,445		54,445
8000-03 Unrealized Gain (Loss) Investment	187,703		187,703
8000-04 Brokerage Fees	-18,584		-18,584
Total 8000 Investments	223,564		223,564
Total Other Income	\$223,564	\$0	\$223,564
NET OTHER INCOME	\$223,564	\$0	\$223,564
NET INCOME	\$ -328,407	\$ -623,161	\$294,754