United States Adult Soccer Association, Inc.

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

January - December 2025

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4200 Affiliation Fees			
4200-01 State Affiliation Fees	5,400.00	5,500.00	-100.00
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	**6,700.00**	**6,400.00**	**300.00**
4210 Player Registration			
4210-01 Player Registration - Premier	391,818.00	490,000.00	-98,182.00
4210-02 Player Registration - Standard	1,651,224.00	1,680,000.00	-28,776.00
4210-03 Player Registration - Liab Only	221,344.00	10,000.00	211,344.00
4210-04 Player Registration - Indoor	94,330.00	25,000.00	69,330.00
4210-07 Player Registration -Tournament	73,667.00	80,000.00	-6,333.00
4210-12 Social Club	20,170.00	37,500.00	-17,330.00
4210-13 Liability Only Premier	9,240.00	152,000.00	-142,760.00
4210-14 Player Registration - Buy Up	28.00		28.00
Total 4210 Player Registration	**2,461,821.00**	**2,474,500.00**	**-12,679.00**
4230 Event/Meeting Income			
4230-01 Adult Soccer Fest	75,827.77	120,000.00	-44,172.23
4230-02 USASA AGM Registration	17,937.45		17,937.45
4230-03 National Cup Income	33,104.18	69,750.00	-36,645.82
4230-04 Over 30/Over 40/Amateur		7,000.00	-7,000.00
Total 4230 Event/Meeting Income	**126,869.40**	**196,750.00**	**-69,880.60**
4240 Other Revenue Sources			
4240-01 Interest Income	7,506.92	12,188.00	-4,681.08
4240-02 Sponsorship		20,000.00	-20,000.00
4240-05 Capelli Contribution	155,000.00	155,000.00	0.00
4240-07 Miscellaneous Income	2,480.00		2,480.00
Total 4240 Other Revenue Sources	**164,986.92**	**187,188.00**	**-22,201.08**
Total Income	**$2,760,377.32**	**$2,864,838.00**	**$ -104,460.68**
Cost of Goods Sold			
5000 Direct Expense			
5100 Player Registration Payments			
5100-02 USSF Player Fees	216,278.00	215,000.00	1,278.00
5100-03 National Affiliation Fee - USSF	10,000.00	10,000.00	0.00
5100-04 Accident Policy	645,325.72	676,875.00	-31,549.28
5100-05 General Liability	340,164.00	524,535.00	-184,371.00
5100-06 Excess Liability Insurance	184,371.00		184,371.00
5100-07 Commercial Line Fees	150,000.00	150,000.00	0.00
5100-08 Online Registration (SportsLoMo)	15,000.00	30,000.00	-15,000.00
Total 5100 Player Registration Payments	**1,561,138.72**	**1,606,410.00**	**-45,271.28**
5200 Tournaments			
5210 National Amateur Tournament		94,050.00	-94,050.00
5210-01 NC Airfare	684.50		684.50

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
5210-02 NC Lodging	2,027.08		2,027.08
5210-03 NC Transportation	730.24		730.24
5210-04 NC Meals	99.87		99.87
5210-10 NC Supplies	108.42		108.42
5210-11 NC Field/Facility Rental	5,130.00		5,130.00
5210-12 NC Shipping	1,890.00		1,890.00
5210-13 NC Advertising	1,000.00		1,000.00
5210-14 NC Promotional Itms	4,000.00		4,000.00
5210-15 NC Trophies & Awards	3,179.20		3,179.20
5210-16 NC Coach & Trainer	1,375.00		1,375.00
5210-19 NC Travel Subsidy	46,000.00		46,000.00
5210-20 NC Referee	8,550.00		8,550.00
Total 5210 National Amateur Tournament	**74,774.31**	**94,050.00**	**-19,275.69**
5230 Adult Soccer Fest		128,000.00	-128,000.00
5230-01 ASF Airfare	582.36		582.36
5230-02 ASF Lodging	7,642.16		7,642.16
5230-03 ASF Transportation	1,885.39		1,885.39
5230-04 ASF Meals	2,025.19		2,025.19
5230-05 ASF Misc. Expense	10,560.00		10,560.00
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	22,697.71		22,697.71
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	10,100.00		10,100.00
5230-21 ASF Banquet	2,500.00		2,500.00
Total 5230 Adult Soccer Fest	**105,791.79**	**128,000.00**	**-22,208.21**
5240-00 Over 30/ Over 40		7,000.00	-7,000.00
Total 5200 Tournaments	**180,566.10**	**229,050.00**	**-48,483.90**
Total 5000 Direct Expense	**1,741,704.82**	**1,835,460.00**	**-93,755.18**
Total Cost of Goods Sold	**$1,741,704.82**	**$1,835,460.00**	**$ -93,755.18**
GROSS PROFIT	**$1,018,672.50**	**$1,029,378.00**	**$ -10,705.50**
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	1,046.90	30,000.00	-28,953.10

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
6600 AED Reimbursements	6,465.00	25,000.00	-18,535.00
6700 Membership Growth	42,500.00	75,000.00	-32,500.00
Total 6000 Indirect Expense	**170,011.90**	**260,000.00**	**-89,988.10**
7000 General and Admin Expense			
7100 Board Expenses		75,000.00	-75,000.00
7101 President			
7101-01 President Airfare	1,018.94		1,018.94
7101-02 President Lodging	2,307.16		2,307.16
7101-03 President Transportation	410.34		410.34
7101-04 President Meals	753.75		753.75
Total 7101 President	**4,490.19**		**4,490.19**
7102 Vice President			
7102-01 VP Airfare	2,089.91		2,089.91
7102-02 VP Lodging	3,218.31		3,218.31
7102-03 VP Transportation	1,536.22		1,536.22
7102-04 VP Meals	1,113.69		1,113.69
Total 7102 Vice President	**7,958.13**		**7,958.13**
7103 Treasurer			
7103-01 Treasurer Airfare	4,250.54		4,250.54
7103-02 Treasurer Lodging	4,280.29		4,280.29
7103-03 Treasurer Transportation	370.62		370.62
7103-04 Treasurer Meals	1,684.13		1,684.13
Total 7103 Treasurer	**10,585.58**		**10,585.58**
7104 Secretary			
7104-01 Secretary Airfare	1,858.87		1,858.87
7104-02 Secretary Lodging	2,723.35		2,723.35
7104-03 Secretary Transportation	279.60		279.60
Total 7104 Secretary	**4,861.82**		**4,861.82**
7105 Director Region I			
7105-01 Dir. Reg. I Airfare	1,803.42		1,803.42
7105-02 Dir. Reg. I Lodging	1,261.48		1,261.48
7105-03 Dir. Reg. I Transportation	1,300.44		1,300.44
7105-04 Dir. Reg. I Meals	1,253.66		1,253.66
Total 7105 Director Region I	**5,619.00**		**5,619.00**
7106 Director Region II			
7106-01 Dir. Reg. II Airfare	1,212.88		1,212.88
7106-02 Dir. Reg. II Lodging	3,174.14		3,174.14
7106-03 Dir. Reg. II Transportation	786.64		786.64
7106-04 Dir. Reg. II Meals	1,093.13		1,093.13
Total 7106 Director Region II	**6,266.79**		**6,266.79**
7107 Director Region III			
7107-01 Dir. Reg. III Airfare	394.96		394.96
7107-02 Dir. Reg. III Lodging	2,973.77		2,973.77
7107-03 Dir. Reg. III Transportation	395.46		395.46
7107-04 Dir. Reg. III Meals	778.74		778.74
Total 7107 Director Region III	**4,542.93**		**4,542.93**
7108 Director Region IV			
7108-01 Dir. Reg. IV Airfare	3,660.42		3,660.42

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7108-02 Dir. Reg. IV Lodging	3,317.00		3,317.00
7108-03 Dir. Reg. IV Transportation	695.36		695.36
7108-04 Dir. Reg. IV Meals	1,002.62		1,002.62
Total 7108 Director Region IV	**8,675.40**		**8,675.40**
7109 NBOD At Large 1			
7109-01 NBOD At Large 1 Airfare	347.60		347.60
7109-02 NBOD At Large 1 Lodging	2,490.20		2,490.20
7109-03 NBOD At Large 1 Transportation	631.76		631.76
7109-04 NBOD At Large 1 Meals	1,065.44		1,065.44
Total 7109 NBOD At Large 1	**4,535.00**		**4,535.00**
7110 NBOD At Large 2			
7110-01 NBOD At Large 2 Airfare	651.33		651.33
7110-02 NBOD At Large 2 Lodging	2,621.30		2,621.30
7110-03 NBOD At Large 2 Transportation	1,385.87		1,385.87
7110-04 NBOD At Large 2 Meals	1,183.99		1,183.99
Total 7110 NBOD At Large 2	**5,842.49**		**5,842.49**
7111 Independent Director 1			
7111-01 Independent Director 1 Airfare	1,177.08		1,177.08
7111-02 Independent Director 1 Lodging	3,460.46		3,460.46
7111-03 Independent Director 1 Transportation	436.75		436.75
7111-04 Independent Director 1 Meals	1,245.95		1,245.95
Total 7111 Independent Director 1	**6,320.24**		**6,320.24**
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	1,798.90		1,798.90
7117-02 Affiliate Dir. Lodging	2,044.51		2,044.51
7117-03 Affiliate Dir. Transportation	142.20		142.20
7117-04 Affiliate Dir. Meals	794.31		794.31
Total 7117 Affiliate Director	**4,779.92**		**4,779.92**
7330 NBOD Meetings	8,549.41	3,000.00	5,549.41
Total 7100 Board Expenses	**83,185.34**	**78,000.00**	**5,185.34**
7200 Employee Expenses			
7210 Employee Expenses			
7030-11 Professional Development		10,000.00	-10,000.00
7210-01 Employee Wages	291,726.31	352,144.00	-60,417.69
7210-02 Health Insurance	31,442.49	34,644.00	-3,201.51
7210-04 Payroll Taxes	23,061.45	27,392.00	-4,330.55
Total 7210 Employee Expenses	**346,230.25**	**424,180.00**	**-77,949.75**
7220 Staff			
7220-02 Staff Travel Lodging	15,177.86	11,000.00	4,177.86
7220-03 Staff Travel Transportation	11,566.85	21,000.00	-9,433.15
7220-04 Staff Travel Meals	3,993.32	5,100.00	-1,106.68
7220-05 Staff Travel Misc. Expenses	996.50	1,000.00	-3.50
Total 7220 Staff	**31,734.53**	**38,100.00**	**-6,365.47**
Total 7200 Employee Expenses	**377,964.78**	**462,280.00**	**-84,315.22**
7300 Meeting Expense			

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7310 USASA AGM		125,000.00	-125,000.00
7310-01 USASA AGM Airfare	4,041.46		4,041.46
7310-02 USASA AGM Lodging	17,742.86		17,742.86
7310-03 USASA AGM Transportation	11,079.49		11,079.49
7310-04 USASA AGM Meals	7,875.20		7,875.20
7310-05 USASA AGM Misc. Expense	14,483.90		14,483.90
7310-06 USASA AGM Entertainment	53,581.43		53,581.43
7310-07 USASA AGM Equipment Rental	2,135.00		2,135.00
7310-08 USASA AGM Presenter	5,000.00		5,000.00
7310-10 USASA AGM Supplies	9,119.07		9,119.07
7310-11 USASA AGM Banquet Charges	53,265.08		53,265.08
7310-12 USASA AGM Shipping	1,896.28		1,896.28
7310-15 USASA AGM Awards	4,535.05		4,535.05
7310-19 HOF Honoree Travel	495.56		495.56
7310-20 USASA AGM CC Fees	692.97		692.97
Total 7310 USASA AGM	**185,943.35**	**125,000.00**	**60,943.35**
7320 USSF AGM	19,814.16	4,000.00	15,814.16
Total 7300 Meeting Expense	**205,757.51**	**129,000.00**	**76,757.51**
7400 Office Operations			
7410 Office Operations			
7045-05 Bad Debt	36,044.45		36,044.45
7410-03 Audit	28,479.26	26,500.00	1,979.26
7410-04 AMEX Blue Fees	2,565.29		2,565.29
7410-05 Office Additional Storage	7,331.02	8,568.00	-1,236.98
7410-06 Bank Fees	373.77	264.00	109.77
7410-07 Copier Maint/Supp	1,407.82		1,407.82
7410-08 Corp. Filings	145.77	40.00	105.77
7410-09 Dues	179.88	3,120.00	-2,940.12
7410-10 Professional Services	42,240.00	42,240.00	0.00
7410-12 Ecerts	600.00	180.00	420.00
7410-13 Misc. Expense	1,886.25	2,000.00	-113.75
7410-14 Cell Phone	664.37	110.00	554.37
7410-15 Office Rent	5,415.52	6,000.00	-584.48
7410-16 Office Supplies	821.47	1,000.00	-178.53
7410-17 Postage	268.92	1,000.00	-731.08
7410-18 Printing		500.00	-500.00
7410-19 Technology	25,399.06	9,667.06	15,732.00
7410-20 Shipping	1,538.72	2,000.00	-461.28
7410-21 Interest Expense	13,055.91	408.00	12,647.91
7410-22 Office Insurance	7,027.29	6,315.00	712.29
7410-24 D & O	51,030.00	67,781.00	-16,751.00
7410-25 Legal Services	3,435.00	10,000.00	-6,565.00
7410-30 State D & O	10,376.21	42,000.00	-31,623.79
7410-31 Cyber Insurance	1,828.00		1,828.00
7410-33 Online Registration	8,333.28	8,333.00	0.28
7410-35 Contract Labor	50,797.07	32,164.00	18,633.07
7410-41 State Taxes	2,708.00		2,708.00
Total 7410 Office Operations	**303,952.33**	**270,190.06**	**33,762.27**
7420 Depreciation	9,051.48	9,051.00	0.48

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7430 Capelli Equipment	155,000.00	155,000.00	0.00
Total 7400 Office Operations	**468,003.81**	**434,241.06**	**33,762.75**
7500 Committee Expense		1,000.00	-1,000.00
7500-01 Committee Airfare	211.96		211.96
7500-03 Committee Transportation	125.95		125.95
7500-04 Committee Meals	61.59		61.59
Total 7500 Committee Expense	**399.50**	**1,000.00**	**-600.50**
Total 7000 General and Admin Expense	**1,135,310.94**	**1,104,521.06**	**30,789.88**
Total Expenses	**$1,305,322.84**	**$1,364,521.06**	**$ -59,198.22**
NET OPERATING INCOME	**$ -286,650.34**	**$ -335,143.06**	**$48,492.72**
Other Income			
8000 Investments			
8000-01 Interest & Dividend Income	73,896.37		73,896.37
8000-03 Unrealized Gain (Loss) Investment	188,621.39		188,621.39
8000-04 Brokerage Fees	-18,583.78		-18,583.78
Total 8000 Investments	**243,933.98**		**243,933.98**
Ask My Accountant Income	4,960.65		4,960.65
Total Other Income	**$248,894.63**	**$0.00**	**$248,894.63**
Other Expenses			
Ask My Accountant Expenses	2,520.70		2,520.70
Total Other Expenses	**$2,520.70**	**$0.00**	**$2,520.70**
NET OTHER INCOME	**$246,373.93**	**$0.00**	**$246,373.93**
NET INCOME	**$ -40,276.41**	**$ -335,143.06**	**$294,866.65**