USASA

Budget vs. Actuals

January - July, 2026

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue			
4200 Affiliation Fees			
4200-01 State Affiliation Fees	5,100.00	5,500.00	-400.00
4200-02 USASA Affiliates Fee	500.00	600.00	-100.00
4200-03 USASA League Affiliation Fee	600.00	600.00	0.00
4200-04 Tournament Sanctioning Fees		5,000.00	-5,000.00
Total 4200 Affiliation Fees	**6,200.00**	**11,700.00**	**-5,500.00**
4210 Player Registration			
4210-01 Player Registration - Premier	183,932.00	200,998.00	-17,066.00
4210-02 Player Registration - Standard	624,852.00	687,096.00	-62,244.00
4210-03 Player Registration - Liab Only	57,728.00	62,008.00	-4,280.00
4210-04 Player Registration - Indoor	56,670.00	10,580.00	46,090.00
4210-07 Player Registration -Tournament	25,792.00	33,112.00	-7,320.00
4210-12 Social Club		15,415.00	-15,415.00
4210-13 Liability Only Premier	480.00	4,410.00	-3,930.00
Total 4210 Player Registration	**949,454.00**	**1,013,619.00**	**-64,165.00**
4230 Event/Meeting Income			
4230-01 Vet's Cup	81,162.50	125,000.00	-43,837.50
4210-10 Vet's Cup Registrations	11,816.00		11,816.00
Total 4230-01 Vet's Cup	**92,978.50**	**125,000.00**	**-32,021.50**
4230-02 USASA AGM Registration		0.00	0.00
4230-03 National Cup Income	38,400.00	67,250.00	-28,850.00
4230-04 Over 30/Over 40		2,000.00	-2,000.00
4230-05 Small Sided Tournaments		7,000.00	-7,000.00
Total 4230-04 Over 30/Over 40		**9,000.00**	**-9,000.00**
Total 4230 Event/Meeting Income	**131,378.50**	**201,250.00**	**-69,871.50**
4240 Other Revenue Sources			
4240-01 Interest Income	9,018.28	7,000.00	2,018.28
4240-02 Sponsorship		35,000.00	-35,000.00
4240-03 Advertising Newsletter		20,416.69	-20,416.69
4240-04 Hall of Fame Ads		0.00	0.00
4240-05 Capelli Contribution	90,416.62	90,416.69	-0.07
4240-07 Miscellaneous Income	408.00	0.00	408.00
4240-09 Grant Income		0.00	0.00
Total 4240 Other Revenue Sources	**99,842.90**	**152,833.38**	**-52,990.48**
Total Revenue	**$1,186,875.40**	**$1,379,402.38**	**$ -192,526.98**
Cost of Goods Sold			
5000 Direct Expense			
5100 Player Registration Payments			
5100-01 Player Medical Insurance		0.00	0.00
5100-02 USSF Player Fees	82,126.00	88,087.00	-5,961.00
5100-03 National Affiliation Fee - USSF	5,833.35	5,833.31	0.04

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
5100-04 Accident Policy	263,491.64	277,291.00	-13,799.36
5100-05 General Liability	165,132.94	165,132.94	0.00
5100-06 Excess Liability Insurance	59,456.81	59,456.81	0.00
5100-07 Commercial Line Fees	102,083.31	102,083.31	0.00
5100-08 Online Registration (SportsLoMo)	11,250.00	13,125.00	-1,875.00
Total 5100 Player Registration Payments	**689,374.05**	**711,009.37**	**-21,635.32**
5200 Tournaments		0.00	0.00
5210 National Amateur Tournament		102,300.00	-102,300.00
5210-01 NC Airfare	2,503.79		2,503.79
5210-02 NC Lodging	2,410.72		2,410.72
5210-03 NC Transportation	1,222.16		1,222.16
5210-04 NC Meals	1,198.34		1,198.34
5210-10 NC Supplies	63.18		63.18
5210-11 NC Field/Facility Rental	3,863.00		3,863.00
5210-12 NC Shipping	1,291.13		1,291.13
5210-13 NC Advertising	750.00		750.00
5210-14 NC Promotional Itms	3,000.00		3,000.00
5210-15 NC Trophies & Awards	2,004.62		2,004.62
5210-16 NC Coach & Trainer	420.00		420.00
5210-19 NC Travel Subsidy	53,000.00		53,000.00
Total 5210 National Amateur Tournament	**71,726.94**	**102,300.00**	**-30,573.06**
5230 Vet’s Cup		128,000.00	-128,000.00
5230-01 Vet’s Cup Airfare	1,495.00		1,495.00
5230-02 Vet’s Cup Lodging	5,077.76		5,077.76
5230-03 Vet’s Cup Transportation	1,129.61		1,129.61
5230-04 Vet’s Cup Meals	5,275.15		5,275.15
5230-05 Vet’s Cup Misc. Expense	4,504.71		4,504.71
5230-07 Vet’s Cup Referee Lodging	4,633.00		4,633.00
5230-09 Vet’s Cup Referee Meals	327.05		327.05
5230-10 Vet’s Cup Supplies	13,643.47		13,643.47
5230-11 Vet’s Cup Field/Facility Rental	33,000.00		33,000.00
5230-12 Vet’s Cup Shipping	8,364.55		8,364.55
5230-13 Vet’s Cup Advertising	998.11		998.11
5230-15 Vet’s Cup Trophies & Awards	5,730.31		5,730.31
5230-16 Vet’s Cup Coach & Trainer	9,381.00		9,381.00
5230-17 Vet’s Cup CC Processing Fee	4,706.06		4,706.06
5230-20 Vet’s Cup Referee	11,869.53		11,869.53
Total 5230 Vet’s Cup	**110,135.31**	**128,000.00**	**-17,864.69**
5250-00 Small Sided Events		7,000.00	-7,000.00
Total 5200 Tournaments	**181,862.25**	**237,300.00**	**-55,437.75**
Total 5000 Direct Expense	**871,236.30**	**948,309.37**	**-77,073.07**
Total Cost of Goods Sold	**$871,236.30**	**$948,309.37**	**$ -77,073.07**
GROSS PROFIT	**$315,639.10**	**$431,093.01**	**$ -115,453.91**
Expenditures			
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**
6200 Grants		0.00	0.00
6300 Strategic Plan National PR/Marketing	21,000.00	5,833.31	15,166.69
6600 Membership Support Programs (AED)	1,000.00	14,583.31	-13,583.31
6700 Membership Growth		29,166.69	-29,166.69
6800 Marketing		17,500.00	-17,500.00
Total 6000 Indirect Expense	**142,000.00**	**187,083.31**	**-45,083.31**
7000 General and Admin Expense			
7100 Board Expenses		56,250.00	-56,250.00
7101 President			
7101-02 President Lodging	310.29		310.29
7101-03 President Transportation	21.26		21.26
7101-04 President Meals	71.08		71.08
Total 7101 President	**402.63**		**402.63**
7102 Vice President			
7102-01 VP Airfare	1,193.40		1,193.40
7102-02 VP Lodging	2,068.90		2,068.90
7102-03 VP Transportation	983.67		983.67
7102-04 VP Meals	980.59		980.59
Total 7102 Vice President	**5,226.56**		**5,226.56**
7103 Treasurer			
7103-01 Treasurer Airfare	1,605.11		1,605.11
7103-02 Treasurer Lodging	1,691.58		1,691.58
7103-03 Treasurer Transportation	154.05		154.05
7103-04 Treasurer Meals	423.34		423.34
Total 7103 Treasurer	**3,874.08**		**3,874.08**
7104 Secretary			
7104-01 Secretary Airfare	1,055.60		1,055.60
7104-02 Secretary Lodging	2,429.78		2,429.78
7104-03 Secretary Transportation	762.90		762.90
7104-04 Secretary Meals	267.00		267.00
Total 7104 Secretary	**4,515.28**		**4,515.28**
7105 Director Region I			
7105-01 Dir. Reg. I Airfare	783.61		783.61
7105-02 Dir. Reg. I Lodging	1,111.18		1,111.18
7105-03 Dir. Reg. I Transportation	969.18		969.18
7105-04 Dir. Reg. I Meals	807.02		807.02
Total 7105 Director Region I	**3,670.99**		**3,670.99**
7106 Director Region II			
7106-01 Dir. Reg. II Airfare	992.79		992.79
7106-02 Dir. Reg. II Lodging	1,854.02		1,854.02
7106-03 Dir. Reg. II Transportation	167.76		167.76
7106-04 Dir. Reg. II Meals	589.50		589.50
Total 7106 Director Region II	**3,604.07**		**3,604.07**
7107 Director Region III			
7107-01 Dir. Reg. III Airfare	976.80		976.80

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
7107-02 Dir. Reg. III Lodging	1,110.87		1,110.87
7107-03 Dir. Reg. III Transportation	120.00		120.00
7107-04 Dir. Reg. III Meals	344.00		344.00
Total 7107 Director Region III	**2,551.67**		**2,551.67**
7108 Director Region IV			
7108-01 Dir. Reg. IV Airfare	1,200.78		1,200.78
7108-02 Dir. Reg. IV Lodging	1,421.16		1,421.16
7108-03 Dir. Reg. IV Transportation	170.15		170.15
7108-04 Dir. Reg. IV Meals	597.00		597.00
Total 7108 Director Region IV	**3,389.09**		**3,389.09**
7109 NBOD At Large 1			
7109-01 NBOD At Large 1 Airfare	1,574.14		1,574.14
7109-02 NBOD At Large 1 Lodging	3,401.92		3,401.92
7109-03 NBOD At Large 1 Transportation	807.84		807.84
7109-04 NBOD At Large 1 Meals	868.21		868.21
Total 7109 NBOD At Large 1	**6,652.11**		**6,652.11**
7110 NBOD At Large 2			
7110-01 NBOD At Large 2 Airfare	861.34		861.34
7110-02 NBOD At Large 2 Lodging	2,338.43		2,338.43
7110-03 NBOD At Large 2 Transportation	581.63		581.63
7110-04 NBOD At Large 2 Meals	901.02		901.02
Total 7110 NBOD At Large 2	**4,682.42**		**4,682.42**
7111 Independent Director 1			
7111-01 Independent Director 1 Airfare	1,846.16		1,846.16
7111-02 Independent Director 1 Lodging	2,662.28		2,662.28
7111-03 Independent Director 1 Transportation	673.99		673.99
7111-04 Independent Director 1 Meals	789.71		789.71
Total 7111 Independent Director 1	**5,972.14**		**5,972.14**
7117 Affiliate Director			
7117-01 Affiliate Dir. Airfare	678.96		678.96
7117-02 Affiliate Dir. Lodging	1,110.87		1,110.87
7117-03 Affiliate Dir. Transportation	49.16		49.16
7117-04 Affiliate Dir. Meals	344.00		344.00
Total 7117 Affiliate Director	**2,182.99**		**2,182.99**
7330 NBOD Meetings	6,780.01	3,000.00	3,780.01
Total 7100 Board Expenses	**53,504.04**	**59,250.00**	**-5,745.96**
7200 Employee Expenses			
7210 Employee Expenses			
7030-11 Professional Development	4,000.00	5,833.31	-1,833.31
7210-01 Employee Wages	174,453.08	225,814.75	-51,361.67
7210-02 Health Insurance	22,247.40	20,209.00	2,038.40
7210-04 Payroll Taxes	17,311.43	17,602.69	-291.26
Total 7210 Employee Expenses	**218,011.91**	**269,459.75**	**-51,447.84**
7220 Staff			
7220-02 Staff Travel Lodging	8,794.73	6,416.69	2,378.04
7220-03 Staff Travel Transportation	8,056.74	12,250.00	-4,193.26
7220-04 Staff Travel Meals	1,375.70	2,975.00	-1,599.30
7220-05 Staff Travel Misc. Expenses	96.63	583.31	-486.68

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Total 7220 Staff	**18,323.80**	**22,225.00**	**-3,901.20**
Total 7200 Employee Expenses	**236,335.71**	**291,684.75**	**-55,349.04**
7300 Meeting Expense			
7310 USASA AGM		0.00	0.00
7320 USSF AGM	5,107.77	15,000.00	-9,892.23
Total 7300 Meeting Expense	**5,107.77**	**15,000.00**	**-9,892.23**
7400 Office Operations			
7410 Office Operations			
7410-02 Advertising	199.88		199.88
7410-03 Audit	39.40	0.00	39.40
7410-04 AMEX Blue Fees	150.00		150.00
7410-05 Office Additional Storage	4,305.00	4,998.00	-693.00
7410-06 Bank Fees	301.67	154.00	147.67
7410-08 Corp. Filings		40.00	-40.00
7410-09 Dues & Subscriptions	104.93	1,820.00	-1,715.07
7410-10 Professional Services	24,676.40	24,640.00	36.40
7410-12 Ecerts	350.00	105.00	245.00
7410-13 Misc. Expense	1,005.15	1,166.69	-161.54
7410-14 Cell Phone		108.50	-108.50
7410-16 Office Supplies	91.67	583.31	-491.64
7410-17 Postage		116.69	-116.69
7410-18 Printing		291.69	-291.69
7410-19 Technology	12,010.89	10,500.00	1,510.89
7410-20 Shipping	3,225.61	1,166.69	2,058.92
7410-21 Interest Expense	5,518.12	2,917.81	2,600.31
7410-22 Office Insurance	4,425.61	3,683.75	741.86
7410-24 D & O	26,620.44	26,620.44	0.00
7410-25 Legal Services		5,833.31	-5,833.31
7410-30 State D & O	9,739.94	14,583.31	-4,843.37
7410-31 Cyber Insurance	1,828.00		1,828.00
7410-33 Online Registration	4,861.08	4,895.94	-34.86
7410-35 Contract Labor	17,110.19	18,666.69	-1,556.50
Total 7410 Office Operations	**116,563.98**	**122,891.82**	**-6,327.84**
7420 Depreciation	2,240.00	5,542.25	-3,302.25
7430 Capelli Equipment	90,416.62	90,416.69	-0.07
Total 7400 Office Operations	**209,220.60**	**218,850.76**	**-9,630.16**
7500 Committee Expense			
7500-05 Committee Misc. Expense		0.00	0.00
Total 7500 Committee Expense		**0.00**	**0.00**
Total 7000 General and Admin Expense	**504,168.12**	**584,785.51**	**-80,617.39**
Total Expenditures	**$646,168.12**	**$771,868.82**	**$ -125,700.70**
NET OPERATING REVENUE	**$ -330,529.02**	**$ -340,775.81**	**$10,246.79**
Other Revenue			
8000 Investments			
8000-01 Interest & Dividend Income	30,866.95		30,866.95
8000-02 Realized Gain (Loss) Investment	717.26		717.26
8000-03 Unrealized Gain (Loss) Investment	116,893.12		116,893.12
8000-04 Brokerage Fees	-17,759.77		-17,759.77

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Total 8000 Investments	**130,717.56**		**130,717.56**
Total Other Revenue	**$130,717.56**	**$0.00**	**$130,717.56**
Other Expenditures			
Ask My Accountant Expenses	4,272.15		4,272.15
Total Other Expenditures	**$4,272.15**	**$0.00**	**$4,272.15**
NET OTHER REVENUE	**$126,445.41**	**$0.00**	**$126,445.41**
NET REVENUE	**$ -204,083.61**	**$ -340,775.81**	**$136,692.20**