USASA
Budget vs. Actuals
January - September, 2017

	Total		
	Actual	Budget	over Budget
Income			
4200 Affiliation Fees			0.00
4011 State Affiliation Fees	5,600.00	5,500.00	100.00
4028 National Affiliate Fee	1,000.00		1,000.00
4029 Nationwide Affiliate Fee	3,000.00	4,000.00	-1,000.00
4060 National League Affiliation Fee	3,000.00	3,000.00	0.00
4062 Regional League Affiliation Fee	7,500.00	6,000.00	1,500.00
Total 4200 Affiliation Fees	**$ 20,100.00**	**$ 18,500.00**	**$ 1,600.00**
4210 Player Registration			0.00
4001 Player Registration - Premier	376,755.00	280,970.00	95,785.00
4002 Player Registration - Standard	1,068,046.00	1,388,327.00	-320,281.00
4003 Player Registration - Liab Only	196,194.00	135,197.00	60,997.00
4004 Player Registration - Indoor	48,900.00	27,546.00	21,354.00
4005 Player Registration - U20	0.00	50,324.00	-50,324.00
4006 Player Registration - U23	10,780.00	11,569.00	-789.00
4008 Player Registration -Tournament	13,446.00	16,527.00	-3,081.00
Total 4210 Player Registration	**$ 1,714,121.00**	**$ 1,910,460.00**	**-$ 196,339.00**
4215 Team Registration			0.00
4030 Regional Team Registration Fees	1,825.00	4,200.00	-2,375.00
4032 National Team Registration Fees	10,800.00	10,050.00	750.00
Total 4215 Team Registration	**$ 12,625.00**	**$ 14,250.00**	**-$ 1,625.00**
4220 Event Income			0.00
5531 Adult Soccer Fest	104,799.49	95,000.00	9,799.49
Total 4220 Event Income	**$ 104,799.49**	**$ 95,000.00**	**$ 9,799.49**
4300 Other Revenue Sources			0.00
4017 Mid-Year Meeting Registration		0.00	0.00
4034 Miscellaneous Income	146.25	2,250.00	-2,103.75
4044 Interest Income	3,204.91	9,748.00	-6,543.09
4048 Sponsorship	49,500.00	25,500.00	24,000.00
4089 Hall of Fame Ads		0.00	0.00
4090 Nike Contribution	112,500.00	112,500.00	0.00
4097 Insurance Dividend	0.00		0.00
Total 4300 Other Revenue Sources	**$ 165,351.16**	**$ 149,998.00**	**$ 15,353.16**
Total Income	**$ 2,016,996.65**	**$ 2,188,208.00**	**-$ 171,211.35**
Cost of Goods Sold			
5000 Direct Expense			0.00
5006 Player Registration Payments			0.00
8040 Player Medical Insurance	857,714.14	993,014.00	-135,299.86
8050 USSF Player Fees	266,410.00	286,232.00	-19,822.00
8055 Excess Liability	24,187.36	27,212.00	-3,024.64
8060 National Affiliation Fee - USSF	7,499.97	7,501.00	-1.03
Total 5006 Player Registration Payments	**$ 1,155,811.47**	**$ 1,313,959.00**	**-$ 158,147.53**
5500 Tournaments			0.00
5510 National Cup Tournament			0.00
9042-01 Nat Cup Finals Hosting	513.52		513.52
9042-02 NC Travel & Finalists		18,000.00	-18,000.00
9042-06 NC Finals Host Promotional Itms	267.11		267.11
9042-12 NC Finals Hosting - UPS		12,000.00	-12,000.00
9042-14 NC Regional Travel Subsidy	18,000.00		18,000.00
9042-15 NC - Meals	2,965.50		2,965.50
9042-16 NC - Lodging	7,127.04		7,127.04
9042-17 NC - Printing	245.09		245.09
9045-29 NC Awards Shipping	121.06		121.06
9045-30 NC Awards Trophies	11,978.73	10,000.00	1,978.73
9055 National Cup Referees		9,000.00	-9,000.00
9055-02 NC Ref. Airfare	1,703.16		1,703.16
9055-04 NC Ref. Gas,Parking,Tolls	220.00		220.00
9055-06 NC Ref. Meals	1,013.93		1,013.93
9055-07 NC Ref. Misc. Expenses	340.00		340.00
Total 9055 National Cup Referees	**$ 3,277.09**	**$ 9,000.00**	**-$ 5,722.91**
Total 5510 National Cup Tournament	**$ 44,495.14**	**$ 49,000.00**	**-$ 4,504.86**
5570 Steinbrecher Cup		8,000.00	-8,000.00

USASA
Budget vs. Actuals
January - September, 2017

	Total		
	Actual	Budget	over Budget
9097 Champ Event			0.00
9097-01 Referee Expense Steinbrecher Cup	116.50		116.50
Total 9097 Champ Event	$ 116.50	$ 0.00	$ 116.50
9097-03 Auto Rental	3,148.43		3,148.43
9097-04 Gas,Parking,Tolls	585.93		585.93
9097-05 Lodging	138.64		138.64
9097-06 Meals	252.90		252.90
9097-13 Printing	227.76		227.76
9097-23 Taxi, Limo, or Shuttle	46.27		46.27
9097-25 Trophies	760.63		760.63
9097-40 S. Cup - Referees	43.19		43.19
Total 5570 Steinbrecher Cup	$ 5,320.25	$ 8,000.00	-$ 2,679.75
5590 Adult Soccer Fest		118,000.00	-118,000.00
9017-02 ASF - Airfare	1,795.86		1,795.86
9017-03 ASF - Auto Rental	5,321.44		5,321.44
9017-04 ASF - Gas, Parking, Tolls	612.36		612.36
9017-05 ASF - Lodging	13,577.50		13,577.50
9017-06 ASF - Meals	7,219.29		7,219.29
9017-07 ASF - Mileage	100.58		100.58
9017-08 ASF - Taxi, Shuttle	111.35		111.35
9017-13 ASF CC Processing Fee	2,009.10		2,009.10
9017-14 ASF - Supplies	1,747.70		1,747.70
9017-30 ASF-Promotional Items	116.31		116.31
9017-36 ASF - Misc. Expense	21,949.70		21,949.70
9017-96 ASF - Trophies	6,261.58		6,261.58
9018-02 ASF - Referee Airfare	838.20		838.20
9018-03 ASF - Referee Lodging	23,631.05		23,631.05
9018-05 ASF - Referee Meals	2,783.32		2,783.32
9018-07 ASF - Referee Misc. Expense	847.88		847.88
Total 5590 Adult Soccer Fest	$ 88,923.22	$ 118,000.00	-$ 29,076.78
Total 5500 Tournaments	$ 138,738.61	$ 175,000.00	-$ 36,261.39
Total 5000 Direct Expense	$ 1,294,550.08	$ 1,488,959.00	-$ 194,408.92
Total Cost of Goods Sold	$ 1,294,550.08	$ 1,488,959.00	-$ 194,408.92
Gross Profit	$ 722,446.57	$ 699,249.00	$ 23,197.57
Expenses			
5600 Indirect Expense			0.00
5003 Regional Awards	8,000.00	8,000.00	0.00
5004 Regional Support			0.00
8030-01 Regional Support Region I	40,000.00	40,000.00	0.00
8030-02 Regional Support Region II	40,000.00	40,000.00	0.00
8030-03 Regional Support Region III	40,000.00	40,000.00	0.00
8030-04 Regional Support Region IV	40,000.00	40,000.00	0.00
Total 5004 Regional Support	$ 160,000.00	$ 160,000.00	$ 0.00
5005 NL/RL State Subsidy		0.00	0.00
5007 Grants		7,500.00	-7,500.00
5008 Strategic Plan National PR/Marketing	7,349.85	31,835.00	-24,485.15
5010 New League Rebate	252.00		252.00
5011 Branding		15,003.00	-15,003.00
5012 Database Implementation		13,015.00	-13,015.00
5015 State Website Assistance		29,998.00	-29,998.00
Total 5600 Indirect Expense	$ 175,601.85	$ 265,351.00	-$ 89,749.15
5999 General and Admin Expense			0.00
6001 Board Expenses		67,500.00	-67,500.00
6005 President			0.00
6000-06 President Meals	127.82		127.82
6000-10 President Taxi, Limo or Shuttle	31.75		31.75
Total 6005 President	$ 159.57	$ 0.00	$ 159.57
6010 Vice President			0.00
6010-02 VP Airfare	749.20		749.20
6010-05 VP Lodging	627.59		627.59
6010-06 VP Meals	128.00		128.00
Total 6010 Vice President	$ 1,504.79	$ 0.00	$ 1,504.79

USASA
Budget vs. Actuals
January - September, 2017

	Total		
	Actual	Budget	over Budget
6020 Director Region I			0.00
6020-02 Dir. Reg. I Airfare	1,011.00		1,011.00
6020-04 Dir. Reg. I Gas, Parking, Tolls	196.77		196.77
6020-06 Dir. Reg. I Meals	210.69		210.69
6020-07 Dir. Reg. I Miscellaneous	100.60		100.60
6020-10 Dir. Reg. I Taxi Limo Shuttle	142.94		142.94
Total 6020 Director Region I	**$ 1,662.00**	**$ 0.00**	**$ 1,662.00**
6030 Director Region II			0.00
6030-02 Dir. Reg. II Airfare	987.30		987.30
6030-03 Dir. Reg. II Auto Rental	166.26		166.26
6030-04 Dir. Reg. II Gas,Parking,Tolls	24.00		24.00
6030-06 Dir. Reg. II Meals	58.00		58.00
6030-10 Dir. Reg. II Taxi, Limo,Shuttle	36.00		36.00
Total 6030 Director Region II	**$ 1,271.56**	**$ 0.00**	**$ 1,271.56**
6040 Director Region III			0.00
6040-02 Dir. Reg. III Airfare	1,863.61		1,863.61
6040-04 Dir. Reg. III Gas,Parking,Tolls	49.00		49.00
6040-05 Dir. Reg. III Lodging	1,527.15		1,527.15
6040-06 Dir. Reg. III Meals	290.73		290.73
6040-10 Dir. Reg. III Taxi,Limo,Shuttle	224.79		224.79
Total 6040 Director Region III	**$ 3,955.28**	**$ 0.00**	**$ 3,955.28**
6041 Director Region IV			0.00
6041-02 Dir. Reg. IV Airfare	2,314.48		2,314.48
6041-03 Dir. Reg. IV Auto Rental	251.62		251.62
6041-04 Dir. Reg. IV Gas, Parking,Tolls	172.50		172.50
6041-05 Dir. Reg. IV Lodging	2,340.37		2,340.37
6041-06 Dir. Reg. IV Meals	686.37		686.37
6041-10 Dir. Reg. IV Taxi, Limo,Shuttle	255.00		255.00
6041-13 Dir. Reg. IV Miscellaneous	65.62		65.62
Total 6041 Director Region IV	**$ 6,085.96**	**$ 0.00**	**$ 6,085.96**
6042 Dep Director Region I			0.00
6042-02 DD Reg. I Airfare	1,503.59		1,503.59
6042-03 DD Reg. I Auto Rental	50.00		50.00
6042-04 DD Reg. I Gas,Parking,Tolls	36.00		36.00
6042-05 DD Reg. I Lodging	1,075.27		1,075.27
6042-06 DD Reg. I Meals	130.95		130.95
6042-10 DD Reg. I Taxi,Limo,Shuttle	84.12		84.12
Total 6042 Dep Director Region I	**$ 2,879.93**	**$ 0.00**	**$ 2,879.93**
6043 Dep Director Region II			0.00
6043-02 DD Reg. II Airfare	1,276.81		1,276.81
6043-04 DD Reg. II Gas,Parking,Tolls	84.00		84.00
6043-05 DD Reg. II Lodging	1,454.99		1,454.99
6043-06 DD Reg. II Meals	404.95		404.95
6043-10 DD Reg. II Taxi,Limo,Shuttle	30.00		30.00
Total 6043 Dep Director Region II	**$ 3,250.75**	**$ 0.00**	**$ 3,250.75**
6044 Dep Director Region III			0.00
6044-02 DD Reg. III Airfare	449.60		449.60
6044-03 DD Reg. III Auto Renal	202.82		202.82
6044-04 DD Reg. III Gas,Parking,Tolls	17.89		17.89
6044-06 DD Reg. III Meals	65.61		65.61
6044-10 DD Reg. III Taxi,Limo,Shuttle	6.33		6.33
Total 6044 Dep Director Region III	**$ 742.25**	**$ 0.00**	**$ 742.25**
6045 Dep Director Region IV			0.00
6045-06 DD Reg. IV Meals	10.40		10.40
Total 6045 Dep Director Region IV	**$ 10.40**	**$ 0.00**	**$ 10.40**
6046 Treasurer			0.00
6046-02 Treasurer Airfare	3,296.80		3,296.80
6046-03 Treasurer Auto Rental	145.40		145.40
6046-04 Treasurer Gas,Parking,Tolls	12.37		12.37
6046-05 Treasurer Lodging	2,078.31		2,078.31
6046-06 Treasurer Meals	496.23		496.23
6046-10 Treasurer Taxi, Limo or Shuttle	284.95		284.95

USASA
Budget vs. Actuals
January - September, 2017

	Total		
	Actual	Budget	over Budget
Total 6046 Treasurer	$ 6,314.06	$ 0.00	$ 6,314.06
6047 Secretary			0.00
6047-02 Secretary Airfare	209.20		209.20
6047-05 Secretary Lodging	673.59		673.59
6047-10 Secretary Taxi, Limo, Shuttle	33.61		33.61
Total 6047 Secretary	$ 916.40	$ 0.00	$ 916.40
6050 NBOD At Large 1			0.00
6050-02 NBOD At Large Airfare 1	3,005.26		3,005.26
6050-03 NBOD At Large Auto Rental 1	881.30		881.30
6050-04 NBOD At Large Gas Park Toll 1	283.75		283.75
6050-05 NBOD At Large Lodging 1	1,404.99		1,404.99
6050-06 NBOD At Large Meals 1	1,348.46		1,348.46
6050-09 NBOD At Large Taxi,Limo,Shut 1	321.75		321.75
Total 6050 NBOD At Large 1	$ 7,245.51	$ 0.00	$ 7,245.51
6051 NBOD At Large 2			0.00
6051-02 NBOD At Large Airfare 2	1,827.78		1,827.78
6051-03 NBOD At Large Auto Rental 2	617.55		617.55
6051-04 NBOD At Large Gas Park Toll 2	120.00		120.00
6051-05 NBOD At Large Lodging 2	2,028.30		2,028.30
6051-06 NBOD At Large Meals 2	149.04		149.04
6051-09 NBOD At Large Taxi Limo Shut 2	88.00		88.00
Total 6051 NBOD At Large 2	$ 4,830.67	$ 0.00	$ 4,830.67
Total 6001 Board Expenses	$ 40,829.13	$ 67,500.00	-$ 26,670.87
7000 Employee Expenses			0.00
7030 Employee Expenses			0.00
7030-02 Employee Wages	202,471.80	236,799.00	-34,327.20
7030-04 Health Insurance	24,916.05	26,253.00	-1,336.95
7030-06 Payroll Fees	1,485.82	1,872.00	-386.18
7030-08 Payroll Taxes	13,350.57	21,132.00	-7,781.43
7030-11 Employer IRA Contribution		5,000.00	-5,000.00
Total 7030 Employee Expenses	$ 242,224.24	$ 291,056.00	-$ 48,831.76
7090 Staff			0.00
7090-02 Staff Travel Airfare	5,748.16	17,600.00	-11,851.84
7090-03 Staff Travel Auto Rental	2,388.66		2,388.66
7090-04 Staff Travel Gas, Parking,Tolls	1,258.76		1,258.76
7090-05 Staff Travel Lodging	13,707.50	17,600.00	-3,892.50
7090-06 Staff Travel Meals	4,486.88	8,000.00	-3,513.12
7090-07 Staff Travel Misc. Expenses	-29.70	800.00	-829.70
7090-10 Staff Travel Taxi, Limo,Shuttle	540.72		540.72
Total 7090 Staff	$ 28,100.98	$ 44,000.00	-$ 15,899.02
Total 7000 Employee Expenses	$ 270,325.22	$ 335,056.00	-$ 64,730.78
8100 Meeting Expense			0.00
7070 USASA Mid Year Meeting			0.00
6085 Mid Year Meeting			0.00
6085-31 MYM Awards	-92.61		-92.61
Total 6085 Mid Year Meeting	-$ 92.61	$ 0.00	-$ 92.61
8072 Hall of Fame		0.00	0.00
Total 7070 USASA Mid Year Meeting	-$ 92.61	$ 0.00	-$ 92.61
7076 USSF AGM	7,185.80	39,500.00	-32,314.20
7077 NBOD Meetings	8,268.25	8,000.00	268.25
Total 8100 Meeting Expense	$ 15,361.44	$ 47,500.00	-$ 32,138.56
8500 Office Operations			0.00
7045 Office Operations			0.00
6049 Legal Services	12,059.70	28,935.00	-16,875.30
7045-02 Property Taxes	123.39	126.00	-2.61
7045-04 Audit		18,000.00	-18,000.00
7045-06 AMEX Blue Fees	708.53		708.53
7045-08 Bank Fees	1,032.94	2,307.00	-1,274.06
7045-10 Tents and Banners	871.78		871.78
7045-11 Copier Maint/Supp	658.04	675.00	-16.96
7045-12 Corp. Filings	10.00	630.00	-620.00
7045-13 CC Processing Fee	160.00		160.00

USASA
Budget vs. Actuals
January - September, 2017

	Total		
	Actual	Budget	over Budget
7045-15 Marketing	300.00		300.00
7045-17 Dues	318.74	495.00	-176.26
7045-20 Professional Services	24,750.00	24,750.00	0.00
7045-22 Ecerts	3,470.25		3,470.25
7045-23 Misc. Expense	778.69	5,000.00	-4,221.31
7045-24 Cell Phone	2,478.73	2,628.00	-149.27
7045-25 Office Rent	9,506.25	9,504.00	2.25
7045-26 Office Supplies	1,176.88	3,753.00	-2,576.12
7045-27 Postage	143.91	378.00	-234.09
7045-29 Printing		1,503.00	-1,503.00
7045-32 Technology	5,480.03	9,450.00	-3,969.97
7045-33 Online Registration	50.17	3,753.00	-3,702.83
7045-34 Shipping	1,528.90	2,250.00	-721.10
7045-39 Interest Expense	386.22	378.00	8.22
7045-42 Office Insurance	2,420.25	3,150.00	-729.75
8010 D & O	62,031.89	63,666.00	-1,634.11
Total 7045 Office Operations	**$ 130,445.29**	**$ 181,331.00**	**-$ 50,885.71**
7050 Depreciation	12,753.00	12,753.00	0.00
7071 Nike Equipment	112,500.00	112,500.00	0.00
Total 8500 Office Operations	**$ 255,698.29**	**$ 306,584.00**	**-$ 50,885.71**
9200 Committee Expense			0.00
6052 Standing Committee		500.00	-500.00
6052-01 Standing Comm - Airfare	437.25		437.25
6052-03 Standing Comm. - Gas, Park, Tol	49.50		49.50
6052-05 Standing Comm. - Lodging	514.21		514.21
6052-10 Standing Comm.-Taxi,Limo,Shuttl	11.79		11.79
Total 6052 Standing Committee	**$ 1,012.75**	**$ 500.00**	**$ 512.75**
6055 Referee Committee			0.00
6055-02 Ref. Comm. Airfare	362.40		362.40
6055-05 Ref. Comm. Lodging	288.82		288.82
6055-16 Ref. Comm. Gas,Parking,Tolls	80.00		80.00
6055-17 Ref. Comm. Meals	212.92		212.92
6055-21 Ref. Comm. Taxi,Limo,Shuttle	27.00		27.00
Total 6055 Referee Committee	**$ 971.14**	**$ 0.00**	**$ 971.14**
8071 Hall of Fame Committee			0.00
8071-08 HOF Comm. Misc. Expense	78.00		78.00
Total 8071 Hall of Fame Committee	**$ 78.00**	**$ 0.00**	**$ 78.00**
Total 9200 Committee Expense	**$ 2,061.89**	**$ 500.00**	**$ 1,561.89**
Total 5999 General and Admin Expense	**$ 584,275.97**	**$ 757,140.00**	**-$ 172,864.03**
Total Expenses	**$ 759,877.82**	**$ 1,022,491.00**	**-$ 262,613.18**
Net Operating Income	**-$ 37,431.25**	**-$ 323,242.00**	**$ 285,810.75**
Net Income	**-$ 37,431.25**	**-$ 323,242.00**	**$ 285,810.75**