USASA
Budget vs. Actuals
January - May, 2018

	Total		
	Actual	Budget	Over/Under Budget
Income			
4200 Affiliation Fees			0.00
4011 State Affiliation Fees	5,300.00	5,400.00	-100.00
4200-02 USASA Affiliates Fee	3,000.00	4,000.00	-1,000.00
4200-03 Other Affiliation Fee	2,000.00	4,000.00	-2,000.00
Total 4200 Affiliation Fees	**$ 10,300.00**	**$ 13,400.00**	**-$ 3,100.00**
4210 Player Registration			0.00
4001 Player Registration - Premier	148,620.00	77,655.00	70,965.00
4002 Player Registration - Standard	372,414.00	364,166.00	8,248.00
4003 Player Registration - Liab Only	123,282.00	73,557.00	49,725.00
4004 Player Registration - Indoor	3,040.00	2,940.00	100.00
4005 Player Registration - U20	243.00		243.00
4006 Player Registration - U23	3,900.00	4,980.00	-1,080.00
4008 Player Registration -Tournament	4,704.00	4,494.00	210.00
4009 USASA Player Registration Fees	35,160.00	16,260.00	18,900.00
Total 4210 Player Registration	**$ 691,363.00**	**$ 544,052.00**	**$ 147,311.00**
4215 Team Registration			0.00
4201 USASA League Tier 1		0.00	0.00
4202 USASA League Tier 2		0.00	0.00
4203 USASA League Tier 3		0.00	0.00
4215-01 USASA League Team Fee	0.00	0.00	0.00
Total 4215 Team Registration	**$ 0.00**	**$ 0.00**	**$ 0.00**
4220 Event Income			0.00
5531 Adult Soccer Fest		0.00	0.00
Total 4220 Event Income	**$ 0.00**	**$ 0.00**	**$ 0.00**
4300 Other Revenue Sources			0.00
4017 Mid-Year Meeting Registration		0.00	0.00
4034 Miscellaneous Income	4,641.73	0.00	4,641.73
4044 Interest Income	2,135.85	1,040.00	1,095.85
4048 Sponsorship		0.00	0.00
4050 Hotel Rebates	3.21		3.21
4089 Hall of Fame Ads		0.00	0.00
4090 Nike Contribution	62,500.00	62,500.00	0.00
4097 Insurance Dividend	0.00		0.00
Total 4300 Other Revenue Sources	**$ 69,280.79**	**$ 63,540.00**	**$ 5,740.79**
Total Income	**$ 770,943.79**	**$ 620,992.00**	**$ 149,951.79**
Cost of Goods Sold			
5000 Direct Expense			0.00
5006 Player Registration Payments			0.00
8040 Player Medical Insurance	350,973.09	288,320.00	62,653.09
8050 USSF Player Fees	106,940.00	83,434.00	23,506.00
8060 National Affiliation Fee - USSF	4,166.65	4,165.00	1.65
Total 5006 Player Registration Payments	**$ 462,079.74**	**$ 375,919.00**	**$ 86,160.74**
5500 Tournaments			0.00
5510 National Cup Tournament		0.00	0.00
5570 Steinbrecher Cup		0.00	0.00
9097-04 Gas,Parking,Tolls	44.00		44.00
9097-06 Meals	23.29		23.29
9097-07 Misc.	19.26		19.26
Total 5570 Steinbrecher Cup	**$ 86.55**	**$ 0.00**	**$ 86.55**
5590 Adult Soccer Fest			0.00

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9018-07 ASF - Referee Misc. Expense		0.00	0.00
Total 5590 Adult Soccer Fest	**$ 0.00**	**$ 0.00**	**$ 0.00**
Total 5500 Tournaments	**$ 86.55**	**$ 0.00**	**$ 86.55**
Total 5000 Direct Expense	**$ 462,166.29**	**$ 375,919.00**	**$ 86,247.29**
Total Cost of Goods Sold	**$ 462,166.29**	**$ 375,919.00**	**$ 86,247.29**
Gross Profit	**$ 308,777.50**	**$ 245,073.00**	**$ 63,704.50**
Expenses			
5600 Indirect Expense			0.00
5007 Grants		2,500.00	-2,500.00
5008 Strategic Plan National PR/Marketing	5,552.23		5,552.23
5009 Strategic Plan State Support		8,335.00	-8,335.00
5011 Branding		0.00	0.00
5012 Database Implementation		10,000.00	-10,000.00
Total 5600 Indirect Expense	**$ 5,552.23**	**$ 20,835.00**	**-$ 15,282.77**
5999 General and Admin Expense			0.00
6001 Board Expenses		20,000.00	-20,000.00
6005 President			0.00
6000-05 President Lodging	1,085.60		1,085.60
Total 6005 President	**$ 1,085.60**	**$ 0.00**	**$ 1,085.60**
6010 Vice President			0.00
6010-05 VP Lodging	694.02		694.02
Total 6010 Vice President	**$ 694.02**	**$ 0.00**	**$ 694.02**
6020 Director Region I			0.00
6020-04 Dir. Reg. I Gas, Parking, Tolls	56.09		56.09
6020-05 Dir. Reg. I Lodging	462.68		462.68
6020-06 Dir. Reg. I Meals	94.13		94.13
6020-07 Dir. Reg. I Miscellaneous	27.01		27.01
Total 6020 Director Region I	**$ 639.91**	**$ 0.00**	**$ 639.91**
6030 Director Region II			0.00
6030-02 Dir. Reg. II Airfare	707.22		707.22
6030-05 Dir. Reg. II Lodging	231.34		231.34
Total 6030 Director Region II	**$ 938.56**	**$ 0.00**	**$ 938.56**
6040 Director Region III			0.00
6040-02 Dir. Reg. III Airfare	159.96		159.96
6040-05 Dir. Reg. III Lodging	694.02		694.02
6040-06 Dir. Reg. III Meals	64.81		64.81
6040-10 Dir. Reg. III Taxi,Limo,Shuttle	62.40		62.40
Total 6040 Director Region III	**$ 981.19**	**$ 0.00**	**$ 981.19**
6041 Director Region IV			0.00
6041-02 Dir. Reg. IV Airfare	1,195.20		1,195.20
6041-04 Dir. Reg. IV Gas, Parking,Tolls	69.00		69.00
6041-05 Dir. Reg. IV Lodging	1,486.17		1,486.17
6041-06 Dir. Reg. IV Meals	364.83		364.83
6041-10 Dir. Reg. IV Taxi, Limo,Shuttle	147.00		147.00
Total 6041 Director Region IV	**$ 3,262.20**	**$ 0.00**	**$ 3,262.20**
6046 Treasurer			0.00
6046-02 Treasurer Airfare	1,255.31		1,255.31
6046-05 Treasurer Lodging	1,323.96		1,323.96
6046-06 Treasurer Meals	175.19		175.19
6046-10 Treasurer Taxi, Limo or Shuttle	140.77		140.77
Total 6046 Treasurer	**$ 2,895.23**	**$ 0.00**	**$ 2,895.23**

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6050 NBOD At Large 1			0.00
6050-02 NBOD At Large Airfare 1	288.27		288.27
6050-05 NBOD At Large Lodging 1	726.48		726.48
6050-06 NBOD At Large Meals 1	155.47		155.47
6050-09 NBOD At Large Taxi,Limo,Shut 1	50.70		50.70
6050-10 NBOD At Large Misc Expenses 1	229.99		229.99
Total 6050 NBOD At Large 1	**$ 1,450.91**	**$ 0.00**	**$ 1,450.91**
6051 NBOD At Large 2			0.00
6051-02 NBOD At Large Airfare 2	172.27		172.27
6051-05 NBOD At Large Lodging 2	1,189.16		1,189.16
6051-06 NBOD At Large Meals 2	102.25		102.25
6051-09 NBOD At Large Taxi Limo Shut 2	55.00		55.00
Total 6051 NBOD At Large 2	**$ 1,518.68**	**$ 0.00**	**$ 1,518.68**
Total 6001 Board Expenses	**$ 13,466.30**	**$ 20,000.00**	**-$ 6,533.70**
7000 Employee Expenses			0.00
7030 Employee Expenses			0.00
7030-02 Employee Wages	114,569.72	134,290.00	-19,720.28
7030-04 Health Insurance	16,014.50	14,585.00	1,429.50
7030-06 Payroll Fees	1,208.06	1,040.00	168.06
7030-08 Payroll Taxes	9,189.80	11,965.00	-2,775.20
7030-11 Employer IRA Contribution		4,585.00	-4,585.00
Total 7030 Employee Expenses	**$ 140,982.08**	**$ 166,465.00**	**-$ 25,482.92**
7090 Staff			0.00
7090-02 Staff Travel Airfare	4,464.21	8,800.00	-4,335.79
7090-03 Staff Travel Auto Rental	1,076.51		1,076.51
7090-04 Staff Travel Gas, Parking,Tolls	706.72		706.72
7090-05 Staff Travel Lodging	9,525.32	8,800.00	725.32
7090-06 Staff Travel Meals	3,571.28	4,000.00	-428.72
7090-07 Staff Travel Misc. Expenses	158.49	400.00	-241.51
7090-08 Staff Registrations	635.00		635.00
7090-10 Staff Travel Taxi, Limo,Shuttle	571.79		571.79
Total 7090 Staff	**$ 20,709.32**	**$ 22,000.00**	**-$ 1,290.68**
Total 7000 Employee Expenses	**$ 161,691.40**	**$ 188,465.00**	**-$ 26,773.60**
8100 Meeting Expense			0.00
7070 USASA Mid Year Meeting		0.00	0.00
8072 Hall of Fame			0.00
8072-05 HOF Misc. Expense	87.00		87.00
Total 8072 Hall of Fame	**$ 87.00**	**$ 0.00**	**$ 87.00**
Total 7070 USASA Mid Year Meeting	**$ 87.00**	**$ 0.00**	**$ 87.00**
7076 USSF AGM	4,749.48	8,000.00	-3,250.52
7077 NBOD Meetings	689.17	8,000.00	-7,310.83
Total 8100 Meeting Expense	**$ 5,525.65**	**$ 16,000.00**	**-$ 10,474.35**
8500 Office Operations			0.00
7045 Office Operations			0.00
6049 Legal Services		20,835.00	-20,835.00
7045-02 Property Taxes	41.13	70.00	-28.87
7045-03 Advertising	676.28		676.28
7045-04 Audit	1,500.00	0.00	1,500.00
7045-06 AMEX Blue Fees	55.00		55.00
7045-07 Office Additional Storage	604.63	1,250.00	-645.37
7045-08 Bank Fees	708.40	1,280.00	-571.60

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7045-10 Tents and Banners	370.90		370.90
7045-11 Copier Maint/Supp	603.29	375.00	228.29
7045-12 Corp. Filings	40.00	345.00	-305.00
7045-17 Dues	536.10	275.00	261.10
7045-20 Professional Services	13,750.00	13,750.00	0.00
7045-21 Other	1.00		1.00
7045-22 Ecerts	2,017.00		2,017.00
7045-23 Misc. Expense	534.95	1,250.00	-715.05
7045-24 Cell Phone	1,285.62	1,460.00	-174.38
7045-25 Office Rent	5,281.25	5,280.00	1.25
7045-26 Office Supplies	957.45	2,085.00	-1,127.55
7045-27 Postage	95.35	210.00	-114.65
7045-29 Printing		835.00	-835.00
7045-32 Technology	3,007.27	4,165.00	-1,157.73
7045-33 Online Registration		2,085.00	-2,085.00
7045-34 Shipping	1,402.91	1,250.00	152.91
7045-39 Interest Expense	130.69	210.00	-79.31
7045-42 Office Insurance	1,147.09	1,750.00	-602.91
8010 D & O	27,186.25	35,415.00	-8,228.75
Total 7045 Office Operations	$ 61,932.56	$ 94,175.00	-$ 32,242.44
7050 Depreciation	7,085.00	6,250.00	835.00
7071 Nike Equipment	62,500.00	62,500.00	0.00
Total 8500 Office Operations	$ 131,517.56	$ 162,925.00	-$ 31,407.44
9200 Committee Expense			0.00
6052 Standing Committee		500.00	-500.00
6052-01 Standing Comm - Airfare	245.98		245.98
6052-05 Standing Comm. - Lodging	462.68		462.68
Total 6052 Standing Committee	$ 708.66	$ 500.00	$ 208.66
6055 Referee Committee			0.00
6055-02 Ref. Comm. Airfare	368.61		368.61
6055-23 Ref. Comm. Misc. Expense	0.00		0.00
Total 6055 Referee Committee	$ 368.61	$ 0.00	$ 368.61
8071 Hall of Fame Committee		0.00	0.00
Total 9200 Committee Expense	$ 1,077.27	$ 500.00	$ 577.27
Total 5999 General and Admin Expense	$ 313,278.18	$ 387,890.00	-$ 74,611.82
Payroll Expenses			0.00
Taxes	0.00		0.00
Wages	0.00		0.00
Total Payroll Expenses	$ 0.00	$ 0.00	$ 0.00
Total Expenses	$ 318,830.41	$ 408,725.00	-$ 89,894.59
Net Operating Income	-$ 10,052.91	-$ 163,652.00	$ 153,599.09
Net Income	-$ 10,052.91	-$ 163,652.00	$ 153,599.09