USASA
Budget vs. Actuals: FYE2017
January - October, 2017

	Total		
	Actual	Budget	over Budget
Income			
4200 Affiliation Fees			0.00
4011 State Affiliation Fees	5,800.00	5,500.00	300.00
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	**$ 20,300.00**	**$ 18,500.00**	**$ 1,800.00**
4210 Player Registration			0.00
4001 Player Registration - Premier	486,045.00	330,604.00	155,441.00
4002 Player Registration - Standard	1,299,746.00	1,633,577.00	-333,831.00
4003 Player Registration - Liab Only	224,754.00	159,080.00	65,674.00
4004 Player Registration - Indoor	48,900.00	32,412.00	16,488.00
4005 Player Registration - U20	0.00	59,214.00	-59,214.00
4006 Player Registration - U23	14,850.00	13,613.00	1,237.00
4008 Player Registration -Tournament	26,178.00	19,447.00	6,731.00
Total 4210 Player Registration	**$ 2,100,473.00**	**$ 2,247,947.00**	**-$ 147,474.00**
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	3,765.75	4,500.00	-734.25
4034 Miscellaneous Income	146.25	2,500.00	-2,353.75
4044 Interest Income	3,470.58	10,832.00	-7,361.42
4048 Sponsorship	49,500.00	51,000.00	-1,500.00
4089 Hall of Fame Ads	2,750.00	2,000.00	750.00
4090 Nike Contribution	125,000.00	125,000.00	0.00
4097 Insurance Dividend	0.00		0.00
Total 4300 Other Revenue Sources	**$ 184,632.58**	**$ 195,832.00**	**-$ 11,199.42**
Total Income	**$ 2,422,830.07**	**$ 2,571,529.00**	**-$ 148,698.93**
Cost of Goods Sold			
5000 Direct Expense			0.00
5006 Player Registration Payments			0.00
8040 Player Medical Insurance	1,070,197.86	1,181,812.00	-111,614.14
8050 USSF Player Fees	326,280.00	336,795.00	-10,515.00
8055 Excess Liability	24,187.36	30,235.00	-6,047.64
8060 National Affiliation Fee - USSF	8,333.30	8,334.00	-0.70
Total 5006 Player Registration Payments	**$ 1,428,998.52**	**$ 1,557,176.00**	**-$ 128,177.48**
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
9055-05 NC Ref. Lodging	-1,781.76		-1,781.76

USASA
Budget vs. Actuals: FYE2017
January - October, 2017

	Total		
	Actual	Budget	over Budget
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	**$ 1,495.33**	**$ 9,000.00**	**-$ 7,504.67**
Total 5510 National Cup Tournament	**$ 42,713.38**	**$ 49,000.00**	**-$ 6,286.62**
5570 Steinbrecher Cup		8,000.00	-8,000.00
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	**$ 136,956.85**	**$ 175,000.00**	**-$ 38,043.15**
Total 5000 Direct Expense	**$ 1,565,955.37**	**$ 1,732,176.00**	**-$ 166,220.63**
Total Cost of Goods Sold	**$ 1,565,955.37**	**$ 1,732,176.00**	**-$ 166,220.63**
Gross Profit	**$ 856,874.70**	**$ 839,353.00**	**$ 17,521.70**
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	7,949.85	34,585.00	-26,635.15
5010 New League Rebate	252.00		252.00
5011 Branding		16,670.00	-16,670.00
5012 Database Implementation		13,665.00	-13,665.00
5015 State Website Assistance		33,332.00	-33,332.00
Total 5600 Indirect Expense	**$ 176,201.85**	**$ 273,752.00**	**-$ 97,550.15**
5999 General and Admin Expense			0.00
6001 Board Expenses		90,000.00	-90,000.00

USASA
Budget vs. Actuals: FYE2017
January - October, 2017

	Total		
	Actual	Budget	over Budget
6005 President			0.00
6000-05 President Lodging	763.62		763.62
6000-06 President Meals	127.82		127.82
6000-10 President Taxi, Limo or Shuttle	31.75		31.75
Total 6005 President	$ 923.19	$ 0.00	$ 923.19
6010 Vice President			0.00
6010-02 VP Airfare	749.20		749.20
6010-05 VP Lodging	1,151.65		1,151.65
6010-06 VP Meals	128.00		128.00
Total 6010 Vice President	$ 2,028.85	$ 0.00	$ 2,028.85
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
6020-05 Dir. Reg. I Lodging	726.33		726.33
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	$ 2,388.33	$ 0.00	$ 2,388.33
6030 Director Region II			0.00
6030-02 Dir. Reg. II Airfare	1,426.90		1,426.90
6030-03 Dir. Reg. II Auto Rental	477.11		477.11
6030-04 Dir. Reg. II Gas,Parking,Tolls	24.00		24.00
6030-05 Dir. Reg. II Lodging	924.08		924.08
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	$ 2,946.09	$ 0.00	$ 2,946.09
6040 Director Region III			0.00
6040-02 Dir. Reg. III Airfare	3,094.87		3,094.87
6040-03 Dir. Reg. III Auto Rental	122.04		122.04
6040-04 Dir. Reg. III Gas,Parking,Tolls	79.00		79.00
6040-05 Dir. Reg. III Lodging	2,088.50		2,088.50
6040-06 Dir. Reg. III Meals	395.29		395.29
6040-10 Dir. Reg. III Taxi,Limo,Shuttle	224.79		224.79
Total 6040 Director Region III	$ 6,004.49	$ 0.00	$ 6,004.49
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

USASA
Budget vs. Actuals: FYE2017
January - October, 2017

	Total		
	Actual	Budget	over Budget
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	3,892.91		3,892.91
6046-03 Treasurer Auto Rental	424.78		424.78
6046-04 Treasurer Gas,Parking,Tolls	12.37		12.37
6046-05 Treasurer Lodging	2,849.85		2,849.85
6046-06 Treasurer Meals	611.80		611.80
6046-10 Treasurer Taxi, Limo or Shuttle	324.95		324.95
Total 6046 Treasurer	**$ 8,116.66**	**$ 0.00**	**$ 8,116.66**
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	1,751.65		1,751.65
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	**$ 7,592.17**	**$ 0.00**	**$ 7,592.17**
6051 NBOD At Large 2			0.00
6051-02 NBOD At Large Airfare 2	2,412.74		2,412.74
6051-03 NBOD At Large Auto Rental 2	617.55		617.55
6051-04 NBOD At Large Gas Park Toll 2	175.00		175.00
6051-05 NBOD At Large Lodging 2	2,754.63		2,754.63
6051-06 NBOD At Large Meals 2	205.21		205.21
6051-09 NBOD At Large Taxi Limo Shut 2	256.80		256.80
Total 6051 NBOD At Large 2	**$ 6,421.93**	**$ 0.00**	**$ 6,421.93**
Total 6001 Board Expenses	**$ 50,307.40**	**$ 90,000.00**	**-$ 39,692.60**
7000 Employee Expenses			0.00
7030 Employee Expenses			0.00
7030-02 Employee Wages	230,477.00	263,110.00	-32,633.00
7030-04 Health Insurance	28,066.75	29,170.00	-1,103.25
7030-06 Payroll Fees	1,649.36	2,080.00	-430.64
7030-08 Payroll Taxes	15,456.14	23,480.00	-8,023.86
7030-11 Employer IRA Contribution		5,000.00	-5,000.00
Total 7030 Employee Expenses	**$ 275,649.25**	**$ 322,840.00**	**-$ 47,190.75**
7090 Staff			0.00
7090-02 Staff Travel Airfare	7,504.82	22,000.00	-14,495.18
7090-03 Staff Travel Auto Rental	2,984.17		2,984.17
7090-04 Staff Travel Gas, Parking,Tolls	1,308.76		1,308.76
7090-05 Staff Travel Lodging	17,376.05	22,000.00	-4,623.95
7090-06 Staff Travel Meals	5,519.86	10,000.00	-4,480.14
7090-07 Staff Travel Misc. Expenses	-29.70	1,000.00	-1,029.70
7090-10 Staff Travel Taxi, Limo,Shuttle	825.64		825.64
Total 7090 Staff	**$ 35,489.60**	**$ 55,000.00**	**-$ 19,510.40**
Total 7000 Employee Expenses	**$ 311,138.85**	**$ 377,840.00**	**-$ 66,701.15**

USASA
Budget vs. Actuals: FYE2017
January - October, 2017

	Total		
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8100 Meeting Expense			0.00
7070 USASA Mid Year Meeting			0.00
6085 Mid Year Meeting	49.50		49.50
6085-02 MYM Airfare	4,290.89		4,290.89
6085-03 MYM Auto Rental	112.21		112.21
6085-04 MYM Meeting Gas,Parking,Tolls	373.22		373.22
6085-05 MYM Lodging	4,331.81		4,331.81
6085-06 MYM Meals	933.39		933.39
6085-08 MYM Taxi, Limo or Shuttle	122.01		122.01
6085-14 MYM Office Supplies	78.00		78.00
6085-15 MYM Field Rental	60.00		60.00
6085-31 MYM Awards	-17.61		-17.61
6085-32 MYM Banquet Charges	58,976.46		58,976.46
6085-34 MYM Equipment Rental	6,235.97		6,235.97
6085-37 MYM Printing	1,135.90		1,135.90
6085-42 MYM Presenter	532.32		532.32
6085-50 MYM Transcripts	2,252.65		2,252.65
Total 6085 Mid Year Meeting	**$ 79,466.72**	**$ 0.00**	**$ 79,466.72**
8072 Hall of Fame		10,000.00	-10,000.00
8072-01 HOF Awards	3,458.85		3,458.85
8072-05 HOF Misc. Expense	346.65		346.65
8072-06 HOF Honoree Travel	345.96		345.96
Total 8072 Hall of Fame	**$ 4,151.46**	**$ 10,000.00**	**-$ 5,848.54**
Total 7070 USASA Mid Year Meeting	**$ 83,618.18**	**$ 10,000.00**	**$ 73,618.18**
7076 USSF AGM	7,185.80	82,000.00	-74,814.20
7077 NBOD Meetings	8,268.25	8,000.00	268.25
Total 8100 Meeting Expense	**$ 99,072.23**	**$ 100,000.00**	**-$ 927.77**
8500 Office Operations			0.00
7045 Office Operations			0.00
6049 Legal Services	859.70	30,960.00	-30,100.30
7045-02 Property Taxes	137.10	140.00	-2.90
7045-04 Audit	11,200.00	18,000.00	-6,800.00
7045-06 AMEX Blue Fees	708.53		708.53
7045-08 Bank Fees	1,152.44	2,563.00	-1,410.56
7045-10 Tents and Banners	871.78		871.78
7045-11 Copier Maint/Supp	744.21	750.00	-5.79
7045-12 Corp. Filings	10.00	700.00	-690.00
7045-13 CC Processing Fee	160.00		160.00
7045-15 Marketing	300.00		300.00
7045-17 Dues	354.16	550.00	-195.84
7045-20 Professional Services	27,500.00	27,500.00	0.00
7045-21 Other	208.75		208.75
7045-22 Ecerts	4,285.25		4,285.25
7045-23 Misc. Expense	802.69	5,000.00	-4,197.31
7045-24 Cell Phone	2,692.90	2,920.00	-227.10
7045-25 Office Rent	10,562.50	10,560.00	2.50
7045-26 Office Supplies	1,386.72	4,170.00	-2,783.28
7045-27 Postage	159.90	420.00	-260.10
7045-29 Printing		1,670.00	-1,670.00
7045-32 Technology	8,983.91	10,250.00	-1,266.09
7045-33 Online Registration	50.17	4,170.00	-4,119.83
7045-34 Shipping	2,131.06	2,500.00	-368.94
7045-39 Interest Expense	408.99	420.00	-11.01
7045-42 Office Insurance	2,690.58	3,500.00	-809.42
8010 D & O	67,469.14	70,740.00	-3,270.86
Total 7045 Office Operations	**$ 145,830.48**	**$ 197,483.00**	**-$ 51,652.52**
7050 Depreciation	14,170.00	14,170.00	0.00
7071 Nike Equipment	125,000.00	125,000.00	0.00

USASA
Budget vs. Actuals: FYE2017
January - October, 2017

	Total		
	Actual	Budget	over Budget
Total 8500 Office Operations	**$ 285,000.48**	**$ 336,653.00**	**-$ 51,652.52**
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**
Total 9200 Committee Expense	**$ 1,012.75**	**$ 500.00**	**$ 512.75**
Total 5999 General and Admin Expense	**$ 746,531.71**	**$ 904,993.00**	**-$ 158,461.29**
Total Expenses	**$ 922,733.56**	**$ 1,178,745.00**	**-$ 256,011.44**
Net Operating Income	**-$ 65,858.86**	**-$ 339,392.00**	**$ 273,533.14**
Net Income	**-$ 65,858.86**	**-$ 339,392.00**	**$ 273,533.14**