

**IOWA SOCCER ASSOCIATION**  
**Budget vs. Actuals: FY2020\_2021**

August 2020 - July 2021

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>				
Administrative Fees	22,399.05	18,300.00	4,099.05	122.40%
Contract Income	163,641.70	50,000.00	113,641.70	327.28%
Entry Fees	0.00	0.00	0.00	
Cups	192,587.43	404,860.00	-212,272.57	47.57%
Leagues	143,976.74	187,705.00	-43,728.26	76.70%
<b>Total Entry Fees</b>	<b>\$ 336,564.17</b>	<b>\$ 592,565.00</b>	<b>-\$ 256,000.83</b>	<b>56.80%</b>
Interest	3,956.70	4,080.00	-123.30	96.98%
Other Income	1,196.90		1,196.90	
Registration			0.00	
Coaches/Admin	91,510.00	62,000.00	29,510.00	147.60%
D Camp	-60.00	138,600.00	-138,660.00	-0.04%
ODP	139,246.09	131,850.00	7,396.09	105.61%
Players-Adult	29,645.00	40,470.00	-10,825.00	73.25%
Players-Youth	427,917.49	381,664.00	46,253.49	112.12%
Symposium	3,791.95	13,325.00	-9,533.05	28.46%
<b>Total Registration</b>	<b>\$ 692,050.53</b>	<b>\$ 767,909.00</b>	<b>-\$ 75,858.47</b>	<b>90.12%</b>
Sponsorships/Donations	69,472.00	14,850.00	54,622.00	467.82%
User Fees	0.00		0.00	
Other Fees			0.00	
Team Fees	209,430.00	221,179.00	-11,749.00	94.69%
<b>Total User Fees</b>	<b>\$ 209,430.00</b>	<b>\$ 221,179.00</b>	<b>-\$ 11,749.00</b>	<b>94.69%</b>
<b>Total Revenue</b>	<b>\$ 1,498,711.05</b>	<b>\$ 1,668,883.00</b>	<b>-\$ 170,171.95</b>	<b>89.80%</b>
<b>Gross Profit</b>	<b>\$ 1,498,711.05</b>	<b>\$ 1,668,883.00</b>	<b>-\$ 170,171.95</b>	<b>89.80%</b>
<b>Expenditures</b>				
Affiliation Fees			0.00	
Volunteer Screen	22,896.00	21,700.00	1,196.00	105.51%
<b>Total Affiliation Fees</b>	<b>\$ 22,896.00</b>	<b>\$ 21,700.00</b>	<b>\$ 1,196.00</b>	<b>105.51%</b>
Awards/Gifts	9,607.84	12,500.00	-2,892.16	76.86%
Camp/Cup Fees	74,952.11	67,440.00	7,512.11	111.14%
Equipment/Supplies(Non IT)		0.00	0.00	
Office Equipment	5,075.77	4,910.00	165.77	103.38%
Office Supplies	2,759.61	68,550.00	-65,790.39	4.03%
Program Gear	6,839.48	24,400.00	-17,560.52	28.03%
Promotional Material	105.79	150.00	-44.21	70.53%
<b>Total Equipment/Supplies(Non IT)</b>	<b>\$ 14,780.65</b>	<b>\$ 98,010.00</b>	<b>-\$ 83,229.35</b>	<b>15.08%</b>
Insurance		0.00	0.00	
D & O	4,350.60	252.00	4,098.60	1726.43%
Other	543.00	3,792.00	-3,249.00	14.32%
Workers Comp	335.83	2,400.00	-2,064.17	13.99%

Youth Player	39,732.11	33,936.00	5,796.11	117.08%
<b>Total Insurance</b>	<b>\$ 44,961.54</b>	<b>\$ 40,380.00</b>	<b>\$ 4,581.54</b>	<b>111.35%</b>
IT			0.00	
Cell Phones	9,450.00	9,720.00	-270.00	97.22%
Equipment	4,167.54	3,999.00	168.54	104.21%
Subscription Services	49,037.87	38,088.00	10,949.87	128.75%
<b>Total IT</b>	<b>\$ 62,655.41</b>	<b>\$ 51,807.00</b>	<b>\$ 10,848.41</b>	<b>120.94%</b>
Misc Expense	4,850.00	100.00	4,750.00	4850.00%
Non-Employee Compensation		0.00	0.00	
Coaches	47,678.62	85,350.00	-37,671.38	55.86%
Other Comp	22,472.53	21,240.00	1,232.53	105.80%
Referees	198,237.02	241,600.00	-43,362.98	82.05%
<b>Total Non-Employee Compensation</b>	<b>\$ 268,388.17</b>	<b>\$ 348,190.00</b>	<b>-\$ 79,801.83</b>	<b>77.08%</b>
Payroll Expenses	39,947.14	39,900.00	47.14	100.12%
FlexPlan Contribution	4,255.56	6,803.00	-2,547.44	62.55%
Health Insurance	21,231.01	20,400.00	831.01	104.07%
Life	372.24	384.00	-11.76	96.94%
Salary	550,626.26	549,600.00	1,026.26	100.19%
SIMPLE	9,085.16	1,375.00	7,710.16	660.74%
STD	1,278.00	1,380.00	-102.00	92.61%
Taxes	0.00		0.00	
Wages	0.00		0.00	
<b>Total Payroll Expenses</b>	<b>\$ 626,795.37</b>	<b>\$ 619,842.00</b>	<b>\$ 6,953.37</b>	<b>101.12%</b>
Player Fees			0.00	
Adult	17,278.00	26,762.00	-9,484.00	64.56%
Youth	88,341.00	58,088.00	30,253.00	152.08%
<b>Total Player Fees</b>	<b>\$ 105,619.00</b>	<b>\$ 84,850.00</b>	<b>\$ 20,769.00</b>	<b>124.48%</b>
Postage/Printing	441.41	1,090.00	-648.59	40.50%
Professional Development	2,025.00	0.00	2,025.00	
Meeting Expense	24,788.40	3,425.00	21,363.40	723.75%
Membership Dues	319.00	2,045.00	-1,726.00	15.60%
Registration Fees	1,155.00	2,600.00	-1,445.00	44.42%
<b>Total Professional Development</b>	<b>\$ 28,287.40</b>	<b>\$ 8,070.00</b>	<b>\$ 20,217.40</b>	<b>350.53%</b>
Professional Services	18,357.04	7,000.00	11,357.04	262.24%
Rental			0.00	
Equipment	1,646.32		1,646.32	
Fields	114,443.70	150,475.00	-36,031.30	76.05%
Office/Storage	19,892.89	36,300.00	-16,407.11	54.80%
Other Rental			0.00	
<b>Total Rental</b>	<b>\$ 135,982.91</b>	<b>\$ 186,775.00</b>	<b>-\$ 50,792.09</b>	<b>72.81%</b>
Service Fees			0.00	
Bad Debts	420.00		420.00	
Bank Charges	1,993.30	1,560.00	433.30	127.78%
Credit Card Processing	360.00	5,000.00	-4,640.00	7.20%
<b>Total Service Fees</b>	<b>\$ 2,773.30</b>	<b>\$ 6,560.00</b>	<b>-\$ 3,786.70</b>	<b>42.28%</b>
Travel			0.00	
Airfare	704.70	8,400.00	-7,695.30	8.39%

<b>Car Rental</b>	5,052.94	11,675.00	-6,622.06	43.28%
<b>Gas</b>	2,108.28	4,417.00	-2,308.72	47.73%
<b>Lodging</b>	8,256.57	26,200.00	-17,943.43	31.51%
<b>Meals</b>	12,338.86	16,366.00	-4,027.14	75.39%
<b>Mileage</b>	1,275.78	4,660.00	-3,384.22	27.38%
<b>Parking</b>	107.00	170.00	-63.00	62.94%
<b>Taxi/Rideshare</b>		470.00	-470.00	0.00%
<b>Total Travel</b>	<b>\$ 29,844.13</b>	<b>\$ 72,358.00</b>	<b>-\$ 42,513.87</b>	<b>41.25%</b>
<b>Total Expenditures</b>	<b>\$ 1,451,192.28</b>	<b>\$ 1,626,672.00</b>	<b>-\$ 175,479.72</b>	<b>89.21%</b>
<b>Net Operating Revenue</b>	<b>\$ 47,518.77</b>	<b>\$ 42,211.00</b>	<b>\$ 5,307.77</b>	<b>112.57%</b>
<b>Net Revenue</b>	<b>\$ 47,518.77</b>	<b>\$ 42,211.00</b>	<b>\$ 5,307.77</b>	<b>112.57%</b>
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