

# IOWA SOCCER ASSOCIATION

## Budget Overview: FY 2023-24 - FY24 P&L Classes

August 2023 - July 2024

	ADULTS	CLUB DEVELOPMENT	GENERAL FUND	LEAGUES	ODP	PLAYER DEVELOPMENT	RECREATIONAL EVENTS	SELECT EVENTS	TOTAL
<b>Revenue</b>									
Administrative Fees			26,000.00						\$26,000.00
Contract Income	1,000.00		56,000.00		4,500.00		11,000.00	4,500.00	\$77,000.00
Entry Fees									\$0.00
Events							58,000.00	60,525.00	\$118,525.00
Leagues				103,250.00					\$103,250.00
<b>Total Entry Fees</b>				<b>103,250.00</b>			<b>58,000.00</b>	<b>60,525.00</b>	<b>\$221,775.00</b>
Interest			7,800.00						\$7,800.00
Registration									\$0.00
Coaches/Admin		4,500.00	83,600.00						\$88,100.00
D Camp						147,450.00			\$147,450.00
ODP					369,125.00				\$369,125.00
Players-Adult	46,500.00								\$46,500.00
Players-Youth			431,000.00						\$431,000.00
Symposium		12,000.00							\$12,000.00
<b>Total Registration</b>	<b>46,500.00</b>	<b>16,500.00</b>	<b>514,600.00</b>		<b>369,125.00</b>	<b>147,450.00</b>			<b>\$1,094,175.00</b>
Sponsorships/Donations		5,000.00							\$5,000.00
User Fees									\$0.00
Field Rental				36,000.00					\$36,000.00
Referee Fees				122,500.00					\$122,500.00
Team Fees			7,500.00					12,500.00	\$20,000.00
<b>Total User Fees</b>			<b>7,500.00</b>	<b>158,500.00</b>				<b>12,500.00</b>	<b>\$178,500.00</b>
<b>Total Revenue</b>	<b>\$47,500.00</b>	<b>\$21,500.00</b>	<b>\$611,900.00</b>	<b>\$261,750.00</b>	<b>\$373,625.00</b>	<b>\$147,450.00</b>	<b>\$69,000.00</b>	<b>\$77,525.00</b>	<b>\$1,610,250.00</b>
<b>GROSS PROFIT</b>	<b>\$47,500.00</b>	<b>\$21,500.00</b>	<b>\$611,900.00</b>	<b>\$261,750.00</b>	<b>\$373,625.00</b>	<b>\$147,450.00</b>	<b>\$69,000.00</b>	<b>\$77,525.00</b>	<b>\$1,610,250.00</b>
<b>Expenditures</b>									
Affiliation Fees									\$0.00
Annual Membership	100.00								\$100.00
Volunteer Screen			34,750.00						\$34,750.00
<b>Total Affiliation Fees</b>	<b>100.00</b>		<b>34,750.00</b>						<b>\$34,850.00</b>
Awards/Gifts							2,500.00	6,000.00	\$8,500.00
Competition Entry Fees					63,000.00			17,000.00	\$80,000.00
Equipment/Supplies(Non IT)									\$0.00
Office Equipment			1,050.00			300.00		100.00	\$1,450.00
Office Supplies		800.00	1,200.00		750.00				\$2,750.00
Program Gear		100.00			3,500.00	12,000.00			\$15,600.00
Promotional Material			2,800.00						\$2,800.00
<b>Total Equipment/Supplies(Non IT)</b>		<b>900.00</b>	<b>5,050.00</b>		<b>4,250.00</b>	<b>12,300.00</b>		<b>100.00</b>	<b>\$22,600.00</b>
Insurance									\$0.00
D & O			3,300.00						\$3,300.00
Workers Comp			2,100.00						\$2,100.00
Youth Player			22,720.00						\$22,720.00
<b>Total Insurance</b>			<b>28,120.00</b>						<b>\$28,120.00</b>
IT									\$0.00
Cell Phones			8,640.00						\$8,640.00
Equipment			1,600.00						\$1,600.00
Subscription Services		100.00	21,540.00	7,150.00	3,000.00	500.00	750.00	550.00	\$33,590.00
<b>Total IT</b>		<b>100.00</b>	<b>31,780.00</b>	<b>7,150.00</b>	<b>3,000.00</b>	<b>500.00</b>	<b>750.00</b>	<b>550.00</b>	<b>\$43,830.00</b>
Non-Employee Compensation									\$0.00
Athletic Trainer					600.00	2,000.00	2,700.00	2,300.00	\$7,600.00
Coaches		3,420.00			66,000.00	16,500.00			\$85,920.00
Other Comp		5,000.00	15,000.00		29,000.00		1,000.00		\$50,000.00
Referees				110,500.00			13,000.00	32,800.00	\$156,300.00
<b>Total Non-Employee Compensation</b>		<b>8,420.00</b>	<b>15,000.00</b>	<b>110,500.00</b>	<b>95,600.00</b>	<b>18,500.00</b>	<b>16,700.00</b>	<b>35,100.00</b>	<b>\$299,820.00</b>
Payroll Expenses									\$0.00
FlexPlan Contribution	332.00	1,702.00	3,197.00	1,020.00	267.00	260.00	727.00	827.00	\$8,332.00
Health Insurance	488.80	2,598.00	5,296.00	6,133.00	170.00	170.00	2,278.00	2,447.00	\$19,580.80
Life	0.00	0.00	444.00	0.00	0.00	0.00	0.00	0.00	\$444.00
Salary	19,449.25	109,085.00	206,936.00	61,693.00	26,859.00	27,957.00	41,881.00	50,900.00	\$544,760.25
SIMPLE	583.48	3,043.00	4,832.00	1,851.00	691.00	724.00	1,027.00	1,298.00	\$14,049.48
STD	0.00	0.00	1,190.00	0.00	0.00	0.00	0.00	0.00	\$1,190.00
Taxes	1,415.37	8,101.00	15,240.00	4,386.00	2,031.00	2,105.00	3,045.00	3,677.00	\$40,000.37
<b>Total Payroll Expenses</b>	<b>22,268.90</b>	<b>124,529.00</b>	<b>237,135.00</b>	<b>75,083.00</b>	<b>30,018.00</b>	<b>31,216.00</b>	<b>48,958.00</b>	<b>59,149.00</b>	<b>\$628,356.90</b>
Player Fees									\$0.00
Adult	21,150.00								\$21,150.00
Youth			75,125.00						\$75,125.00
<b>Total Player Fees</b>	<b>21,150.00</b>		<b>75,125.00</b>						<b>\$96,275.00</b>

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August 2023 - July 2024

	ADULTS	CLUB DEVELOPMENT	GENERAL FUND	LEAGUES	ODP	PLAYER DEVELOPMENT	RECREATIONAL EVENTS	SELECT EVENTS	TOTAL
Postage/Printing			480.00						\$480.00
Professional Development									\$0.00
Meals	250.00	2,025.00	2,400.00	1,675.00					\$6,350.00
Meeting Expense		400.00							\$400.00
Meeting Space		350.00	400.00	650.00					\$1,400.00
Membership Dues	100.00	550.00	505.00						\$1,155.00
Registration Fees			1,975.00						\$1,975.00
<b>Total Professional Development</b>	<b>350.00</b>	<b>3,325.00</b>	<b>5,280.00</b>	<b>2,325.00</b>					<b>\$11,280.00</b>
Professional Services			17,600.00	28,950.00					\$46,550.00
Rental									\$0.00
Equipment							4,200.00	1,000.00	\$5,200.00
Fields		14,300.00		32,500.00	51,000.00	72,000.00	8,000.00	22,000.00	\$199,800.00
Office/Storage			4,350.00						\$4,350.00
<b>Total Rental</b>		<b>14,300.00</b>	<b>4,350.00</b>	<b>32,500.00</b>	<b>51,000.00</b>	<b>72,000.00</b>	<b>12,200.00</b>	<b>23,000.00</b>	<b>\$209,350.00</b>
Scholarship						2,000.00			\$2,000.00
Service Fees									\$0.00
Bank Charges			1,320.00						\$1,320.00
Credit Card Processing		500.00	120.00			5,200.00			\$5,820.00
<b>Total Service Fees</b>		<b>500.00</b>	<b>1,440.00</b>			<b>5,200.00</b>			<b>\$7,140.00</b>
Travel									\$0.00
Airfare	1,600.00	4,000.00	2,600.00					600.00	\$8,800.00
Car Rental	200.00	400.00	800.00	100.00	11,500.00	900.00	400.00	800.00	\$15,100.00
Gas	0.00	600.00	125.00	100.00	7,500.00	50.00	100.00	250.00	\$8,725.00
Lodging	1,750.00	5,300.00	5,000.00		17,500.00	500.00	1,300.00	4,800.00	\$36,150.00
Meals	600.00	2,050.00	1,000.00	410.00	7,315.00	1,600.00	1,600.00	2,100.00	\$16,675.00
Mileage	500.00	0.00	900.00	1,100.00	0.00		250.00	850.00	\$3,600.00
Parking	0.00	300.00	490.00					60.00	\$850.00
Taxi/Rideshare		500.00	400.00						\$900.00
<b>Total Travel</b>	<b>4,650.00</b>	<b>13,150.00</b>	<b>11,315.00</b>	<b>1,710.00</b>	<b>43,815.00</b>	<b>3,050.00</b>	<b>3,650.00</b>	<b>9,460.00</b>	<b>\$90,800.00</b>
<b>Total Expenditures</b>	<b>\$48,518.90</b>	<b>\$165,224.00</b>	<b>\$467,425.00</b>	<b>\$258,218.00</b>	<b>\$290,683.00</b>	<b>\$144,766.00</b>	<b>\$84,758.00</b>	<b>\$150,359.00</b>	<b>\$1,609,951.90</b>
NET OPERATING REVENUE	\$ - 1,018.90	\$ -143,724.00	\$144,475.00	\$3,532.00	\$82,942.00	\$2,684.00	\$ -15,758.00	\$ -72,834.00	\$298.10
NET REVENUE	\$ - 1,018.90	\$ -143,724.00	\$144,475.00	\$3,532.00	\$82,942.00	\$2,684.00	\$ -15,758.00	\$ -72,834.00	\$298.10