

# **NH Soccer Association**

## **AGM Treasurers Report**

### **March-2021**

Financial Statement of Period Ending 31-Aug-2020

Current Financial Status

Proposed NHSA Budget F2021 – S2022

John Ferreira  
Lisa Davidson

Bookkeeper  
Treasurer

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## 2. INTRODUCTION

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### 2.1 Financial Statement

This document is a summary of the financial position of the New Hampshire Soccer Association (NHSA) in accordance with accounting principles generally accepted in the United States of America and for designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial statements. The financial statements of the NHSA have been prepared on the cash basis of accounting.

### 2.2 Organization

The NHSA is a non-profit corporation that was created to further soccer participation in New Hampshire. It serves players, coaches and referees in New Hampshire by providing soccer events, administration, insurance, risk management national affiliation and programs.

#### 2.2.1 Organization Reporting Structure

For fiscal year ending 31-August-20, the NHSA is divided into Reporting Divisions and Programs.

The NHSA Reporting Divisions are:

- AGM & Awards
- TOPSoccer
- Adult
- Indoor / Futsal
- Administration
- Recreation
- Competitive
- NH Soccer League
- Field

The NHSA Programs are:

- ODP Program
- Coaching & Education
- 

#### 2.2.2 NHSA Divisions

Consisting of the above stated divisions are identified by the NHSA By-Laws and not subject to the National Organizations reporting requirements.

### **2.2.3 ODP Program**

The ODP Program (Olympic Development Program) is a zero based program that operates on income from the participants of the program and from USYSA Region 1 Grants. ODP's budget is based on a "zero based" budget. Being zero based sets a goal of being run on a cost basis. However, because the program is operated under the guidelines and events set forth by U.S. Youth Soccer, income and expenses will span across the standard soccer season AND across fiscal and tax reporting periods.

### **2.3 Income Taxes**

The NHSA is qualified as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue code and therefore is generally not subject to state or federal income taxes. However, income from any activities not directly related to the NHSA tax-exempt purpose are subject to taxation as unrelated business income. The NHSA for period ending 31-August-20 had no unrelated business income.

### **2.4 Operating Leases**

The organization rents office space as a tenant at will. Rent expenses under this arrangement amounted to \$8,100.00

### **2.5 Mortgage**

The organization has a quarterly payment to Keith Richards Revocable Trust for the purchase of the soccer fields in Pembroke, NH. The yearly amount is \$35,700.

### **2.6 Capital Equipment**

No new purchases for capital were made this past fiscal year.

### 3. SUMMARY OF NHSA PERFORMANCE TO BUDGET

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#### 3.1 Summary

We budgeted for the F2019 – S2020 year an *estimated* income projection of **\$26,448**.

“Unknown factors” were:

- Total Recreation player registration – No Spring Season due to Covid-19
- Total Competitive & League Registration – No Spring Season due to Covid-19
- Fields – No field rental Spring Season due to Covid-19
- ODP Fees – No Spring Season due to Covid-19
- COVID-19 Regulatory Restrictions

Fiscal year ending Net Profit of: **-\$53,495**

<b>NHSA</b>	<b>\$6,888.41</b>	
<b>Field</b>	<b>-\$27,389.69</b>	“decrease in long term liability”
<b>League</b>	<b>-\$14,338.56</b>	
<b>ODP</b>	<b><u>-\$18,654.19</u></b>	
	<b>-\$53,494.03</b>	

## 4. NHSA CURRENT FINANCIAL STATUS

### 4.1 NHSA Balance Sheet as of 31-Aug-20

	A	B	C	D	E	F	
1						Aug 31, 20	
2	<b>ASSETS</b>						
3	Current Assets						
4	Checking/Savings						
5				101 · NHSA - checking	\$	44,782.64	
6				105-R · League Checking	\$	21,097.00	
7				103-O · ODP - checking	\$	41,358.06	
8				102 · NHSA - Savings - Captial	\$	11,560.46	
9				104-O · ODP Savings	\$	3,442.41	
10	Total Checking/Savings					\$	122,240.57
11	Other Current Assets						
12				130 · Legal Retainer Deposit	\$	3,000.00	
13				120 · Prepaid Insurance	\$	6,922.08	
14	Total Other Current Assets					\$	9,922.08
15	Total Current Assets					\$	132,162.65
16	Fixed Assets						
17				142 · Vehicles	\$	21,000.00	
18				140 · Equipment	\$	26,210.81	
19				141 · Land / Fields	\$	596,126.37	
20				150 · A/D Equipment	\$	(38,271.00)	
21	Total Fixed Assets					\$	605,066.18
22	<b>TOTAL ASSETS</b>					\$	<b>737,228.83</b>
23	<b>LIABILITIES &amp; EQUITY</b>						
24	Liabilities						
25	Current Liabilities						
26	Other Current Liabilities						
27				200.1 · a/p offset	\$	100.00	
28				126 · Prepaid Interest On Loan	\$	(2,586.29)	
29				210 · Payroll Liabilities	\$	1,258.20	
30	Total Other Current Liabilities					\$	(1,228.09)
31	Total Current Liabilities					\$	(1,228.09)
32	Long Term Liabilities						
33				220 · MORTGAGE PAYABLE LAND	\$	422,925.12	
34	Total Long Term Liabilities					\$	422,925.12
35	Total Liabilities					\$	421,697.03
36	Equity						
37				351 · Field Fund Balance	\$	140,645.25	
38				350 · Fund Balance	\$	228,380.58	
39				Net Income	\$	(53,494.03)	
40	Total Equity					\$	315,531.80
41	<b>TOTAL LIABILITIES &amp; EQUITY</b>					\$	<b>737,228.83</b>

## 4.2 NHSA P & L as of 31-Aug-2020

### NHSA Profit & Loss September 2019 through August 2020

	A	B	C	D	E	F	G
1							<b>Sep '19 - Aug 20</b>
2						<b>INCOME</b>	
3						4400 · TD Bank Affinity Program	\$ 742.83
4						401 · State Registration&fee revenue	
5						420 · Club \$100 State Yearly Afiliati	\$ 3,000.00
6						4201 · New Club \$50 Application Fee	\$ 250.00
7						4333 · Risk Management	\$ 6,574.00
8						460 · Permission to Host	\$ 800.00
9						4911 · eSports	\$ 600.00
10						<b>Total 401 · State Registration&amp;fee revenue</b>	<b>\$ 11,224.00</b>
11						<b>402 · ADULT</b>	
12						403 · LHIFA	\$ 5,205.00
13						421 · 'other Amateur Income'	\$ 228.00
14						<b>Total 402 · ADULT</b>	<b>\$ 5,433.00</b>
15						<b>Coaching &amp; DOC</b>	
16						495 · Training & clinic revenue	\$ 12,085.12
17						4951 · GR 9v9	\$ 1,215.00
18						4952 · GR 11v11	\$ 315.00
19						4953 · D - License	\$ -
20						4954 · C - License	\$ 37,868.19
21						<b>Total Coaching &amp; DOC</b>	<b>\$ 51,483.31</b>
22						<b>409 · COMPETITIVE</b>	
23						410 · State Team Fee	\$ 69,735.00
24						412 · Other Competitive Teams	\$ 386.91
25						<b>Total 409 · COMPETITIVE</b>	<b>\$ 70,121.91</b>
26						<b>4000 · FIELD</b>	
27						4001 · Field Rental	\$ 38,600.00
28						<b>Total 4000 · FIELD</b>	<b>\$ 38,600.00</b>
29						<b>4100 · Indoor</b>	
30						4170 · INDOOR - Player Fee	\$ 7,000.00
31						<b>Total 4100 · Indoor</b>	<b>\$ 7,000.00</b>
32						<b>4121 · NHS League</b>	
33						4122 · NHS League FALL	\$ 147,835.00
34						4123 · League Fall Jamboree (Aug)	\$ 790.00
35						4126 · Game Change FEE<14 Days \$75	\$ 1,350.00
36						4129 · Forfeit	\$ 3,225.00
37						4132 · ANY Change >14 Days \$20	\$ 530.00
38						<b>Total 4121 · NHS League</b>	<b>\$ 153,730.00</b>
39						<b>424 · ODP</b>	
40						429 · ODP Registration Fee \$30 / \$35	\$ 8,525.00
41						430 · ODP Winter Training \$260 / \$285	\$ 50,445.00
42						431 · ODP Spring Training \$450	\$ 4,350.00
43						432 · Region 1 Camp \$250	\$ 450.00
44						<b>Total 424 · ODP</b>	<b>\$ 63,770.00</b>

	A	B	C	D	E	F	G
45						<b>404 · RECREATION</b>	
46						405 · Rec - Registration	\$ 36,289.00
47						<b>Total 404 · RECREATION</b>	\$ 36,289.00
48						<b>400 · Grant</b>	\$ 38,898.37
49						<b>440 · Dividends &amp; interest income</b>	\$ 44.75
50						<b>499 · Misc. - FINES</b>	\$ 250.00
51						<b>Total INCOME</b>	\$ 477,587.17
52							
53						<b>EXPENSE</b>	
54						<b>708 · Awards/trophies</b>	\$ 10,772.90
55						<b>712 · Donation</b>	\$ 300.00
56						<b>714 · Electricity</b>	\$ 2,457.27
57						<b>715 · State Car(s)</b>	\$ 1,421.57
58						<b>716 · Equipment</b>	\$ 134.75
59						<b>Facalities &amp; Field</b>	
60						718 · Facilities - INDOOR rentals	\$ 45,765.00
61						719 · Facilities - OUTDOOR FIELD Rent	\$ 8,200.00
62						7160 · Equipment - Rentals	\$ 255.00
63						7180 · Facilities - Dumpster - Trash	\$ 1,275.00
64						7182 · Field - Fertilizer, Chemicals	\$ 2,983.00
65						7183 · Facilities - Porta Potties	\$ 8,839.74
66						7186 · FIELD - Mortgage Payment	\$ 35,681.28
67						7189 · Field MAINT CONTRACT 7182 &7187	\$ 18,701.46
68						<b>Total Facalities &amp; Field</b>	\$ 121,700.48
69						<b>Insurance</b>	
70						721 · Risk Management - Expense	\$ 5,071.40
71						722 · Insurance Office Gen Liability	\$ 5,660.42
72						723 · Insurance - Player	\$ 19,796.92
73						7720 · Insurance Workmans Comp.	\$ 991.00
74						7221 · Insurance - Auto	\$ 334.00
75						<b>Total Insurance</b>	\$ 31,853.74
76						<b>727 · US Adult State Affil fee \$100</b>	\$ 100.00
77						<b>727A · US Adult State Player Reg 15/14</b>	\$ 2,400.00
78						<b>728 · Natl. Reg. US Youth \$2.25</b>	\$ 19,167.75
79						<b>728A · Natl. Reg. USF \$1.00</b>	\$ 8,519.00
80						<b>729 · Entry + Registration Fees</b>	\$ 75.47
81						<b>7290 · State Fees, Document Fees, Reg</b>	\$ 57.00
82						<b>Outside Services -</b>	
83						717 · STATE OFFICE - Rent	\$ 8,100.00
84						742 · Directors fee (ODP)	\$ 12,528.00
85						744 · Other contract labor	\$ 6,482.50
86						745 · ODP Coach (Staff)	\$ 16,730.00
87						746 · Asst. Director ODP	\$ 5,199.96
88						747 · Grass Roots OR Course Instruct	\$ 12,925.00



	A	B	C	D	E	F	G
89						748 · DOC Director of Education	\$ 15,300.00
90						749 · Office - Accounting&Bookeeping	\$ 9,999.96
91						751 · Referees fees - reffed games	\$ 99,706.00
92						806 · US Officials REF ASSIGNOR	\$ 8,470.00
93						8065 · US Officials Direct Deposit Fee	\$ 2,487.00
94						<b>Total Outside Services -</b>	\$ 197,928.42
95						<b>Credit Card Fees</b>	
96						7541 · ACH MONTHLY TRANSFIRST	\$ 848.56
97						7542 · ACH TRANSFIRST DISCOUNT	\$ 8,118.04
98						<b>Total Credit Card Fees</b>	\$ 8,966.60
99						750 · WEB & InterneSvcS (not comcast)	\$ 685.85
100						752 · Payroll Expenses	\$ 68,200.00
101						760 · Phone	\$ 3,050.00
102						761 · Internet	\$ 3,050.00
103						7610 · Internet & Phone (Comcast)	\$ 2,319.82
104						762 · Postage	\$ 364.50
105						7641 · Printing - CHECKS	\$ 42.75
106						765 · Books/Literature	\$ 200.00
107						766 · Public Relations	\$ 1,455.14
108						7722 · Golf Cart Rental	\$ 350.00
109						780 · Taxes	\$ 166.25
110						781 · State+Fed FEES	\$ 75.00
111						782 · Subscriptions	\$ 851.00
112						783 · Software	\$ 149.26
113						785 · Refreshments	\$ 262.56
114						787 · Ticket EXPENSE NE REVOLUTION	\$ 2,982.10
115						795 · Uniforms - Staff/ODP/Ref	\$ 5,699.92
116						797 · Supplies	\$ 3,474.94
117						7851 · Meals (Mtgs. & Non Travel)	\$ 4,624.10
118						<b>Travel</b>	
119						730 · Reg/nat'l meetings & seminars	\$ 2,366.90
120						769 · Room&board - Hotel	\$ 11,207.65
121						772 · Airline Tickets & Baggage	\$ 7,931.06
122						773 · Meals	\$ 4,010.01
123						774 · Gas	\$ 23.75
124						775 · Tolls - Tokens	\$ 15.50
125						776 · Personal Mileage	\$ 199.80
126						777 · Transportation & travel	\$ 1,222.64
127						778 · PARKING	\$ 245.75
128						<b>Total Travel</b>	\$ 27,223.06
129						<b>Total EXPENSE</b>	\$ 531,081.20
130						<b>Total Expense</b>	\$ 531,081.20
131						<b>Net Ordinary Income</b>	\$ (53,494.03)

## 5. PROPOSED BUDGET FOR F2021 – S2022

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### 5.1 Proposed Fees for NHSA – Fall 2021/Spring 2022

1. State Affiliation Fee for Youth, Competitive and Indoor, no increase, stays at \$100.00 yearly fee
2. Recreation, no increase, stays at \$11.00 per player
3. Competitive, see below:

Age	Format	Current	Increase	New Total
U13-U19	11v11	\$ 340	\$ 20	\$ 360
U12	9v9	\$ 300	\$ 20	\$ 320
U11	9v9	\$ 250	\$ 70	\$ 320
U10	7v7	\$ 155	\$ 20	\$ 175
U9	7v7	\$ 120	\$ 55	\$ 175
U8	4v4	\$ 115	\$ 20	\$ 135

### 5.2 Proposed Team Fee for League - Fall 2021/Spring 2022

1. No increase to team league fees

Age	Format	Current	Proposed Registration Increase	New Fee
U15+	11v11	\$ 800	\$ -	\$ 800
U13/U14	11v11	\$ 680	\$ -	\$ 680
U11/U12	9v9	\$ 625	\$ -	\$ 625
U9/U10	7v7	\$ 245	\$ -	\$ 245
U8	4v4	\$ 225	\$ -	\$ 225

### 5.3 Proposed F21 – S22 Budget

#### NHSA Proposed Budget for SEPTEMBER 2021 through AUGUST 2022

	<u>INCOME</u>	<u>EXPENSE</u>	<u>NET</u>
Field	40,000.00	65,000.00	(25,000.00)
NHS League	288,000.00	270,740.00	17,260.00
AGM/Awards	0.00	4,000.00	(4,000.00)
TOPS	0.00	1,000.00	(1,000.00)
Coaching	66,000.00	68,000.00	(2,000.00)
Adult	5,000.00	3,000.00	2,000.00
Indoor	7,000.00	0.00	7,000.00
Administration	42,000.00	117,000.00	(75,000.00)
ODP	189,000.00	180,000.00	9,000.00
Recreation	50,000.00	23,000.00	27,000.00
Competitive	95,000.00	32,000.00	63,000.00
Futsal	5,210.00	3,000.00	2,210.00
			20,470.00
<b>TOTAL</b>	<b>787,210.00</b>	<b>766,740.00</b>	<b>20,470.00</b>

**\*\*If fee increases are approved, this line item will change by:**

**Competitive: + \$9,870**