

# **NH Soccer Association**

## **February – 2024 AGM**

### **Treasurers Report**

Financial Statement of Period Ending 31-Aug-2023

Current Financial Status

Proposed NHSA Budget F2024 – S2025

Lisa Davidson      Treasurer

John Ferreira      Finance Manager

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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 generally accepted accounting principles (GAAP) 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, education, insurance, risk management, national affiliation and programs.

#### 2.2.1 Organization Reporting Structure

For fiscal year ending 31-August-23, the NHSA is divided into Reporting Divisions and Programs.

The NHSA Reporting Divisions are:

- Administration
  - AGM & Awards
- Adult
- Competitive
- Field
- Futsal
- Indoor (Youth)
- NH Soccer League
- Recreation
- Adaptive Soccer
  - TOPSoccer
  - Blind Soccer

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 donations and grants. Being that ODP's budget is "zero based", thus 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. NHSA overall operating budget includes ODP but will report as ODP as a separate report.

## **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-23 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 \$9,000.00

## **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 F2022 – S2023 year an estimated income projection of \$5,223.

Actual Fiscal year ending Net Profit of: **-\$19,638**

#### Income Breakout:

<b>NHSA</b>	<b>\$32,725</b>
<b>Grants/Donations</b>	<b>\$1,243</b>
<b>League</b>	<b>\$14,745</b>
<b>ODP</b>	<b>(\$40,873)</b>
<b>P&amp;L without Land Mortgage Payments</b>	<b>\$7,840</b>
<b>Balance Sheet Reduction for Liability Payments</b>	<b>(\$27,478)</b>
<b>Net P&amp;L</b>	<b>(\$19,638)</b>

\*\*\*As stated above, ODP is zero based and P&L may vary year to year.

ODP P&L for the past 3 years is currently + \$37,000

## 3.2 NHSA CURRENT Financial Status

### 3.2.1 NHSA Balance Sheet as of 31-Aug-23

Cash Basis

#### Balance Sheet As of August 31, 2023

	A	B	C	D	E	F
1						Aug 31, 23
2	<b>ASSETS</b>					
3		Current Assets				
4		Checking/Savings				
5			101 · NHSA - checking			515,819.99
6			105-R · League Checking			2,001.00
7			103-O · ODP - checking			2,001.00
8			102 · NHSA - Savings - Capital			11,568.75
9			104-O · ODP Savings			3,445.58
10			106 · MK Checking			1,000.00
11			Total Checking/Savings			535,836.32
12			Other Current Assets			
13			132 · Fees due			27,427.49
14			126 · Prepaid Interest On Loan			1,947.30
15			130 · Legal Retainer Deposit			3,000.00
16			Total Other Current Assets			32,374.79
17			Total Current Assets			568,211.11
18			Fixed Assets			
19			142 · Vehicles			21,000.00
20			140 · Equipment			26,501.81
21			141 · Land / Fields			596,126.37
22			150 · A/D Equipment			-45,605.81
23			Total Fixed Assets			598,022.37
24			TOTAL ASSETS			1,166,233.48
25			LIABILITIES & EQUITY			
26			Liabilities			
27			Current Liabilities			
28			Accounts Payable			
29			200 · Accounts payable			-376.43
30			Total Accounts Payable			-376.43
31			Other Current Liabilities			
32			Unearned Revenue			202,643.23
33			2110 · Direct Deposit Liabilities			-1,444.48
34			210 · Payroll Liabilities			1,805.88
35			Total Other Current Liabilities			203,004.63
36			Total Current Liabilities			202,628.20
37			Long Term Liabilities			
38			220 · MORTGAGE PAYABLE LAND			316,230.76
39			Total Long Term Liabilities			316,230.76
40			Total Liabilities			518,858.96
41			Equity			
42			351 · Field Fund Balance			140,645.25
43			350 · Fund Balance			498,889.42
44			Net Income			7,839.85
45			Total Equity			647,374.52
46			TOTAL LIABILITIES & EQUITY			1,166,233.48

### 3.2.2 NHSA P&L as of 31-Aug-2023

Cash Basis

#### Profit & Loss September 2022 through August 2023

	A	B	C	D	E	F	G	H
1								Sep '22 - Aug 23
2							Ordinary Income/Expense	
3							Income	
4							INCOME	
5							442 · Donation	1,243.55
6							442-A · Amazon Donations	5.00
7							442-B · Donation R. Whitman	1,550.00
8							442-C · Givebutler Donations	6,793.02
9							445 · Fundraising income	7,721.41
10							401 · State Registration & fee revenue	
11							420 · Club \$100 State Yearly Afiliati	8,400.00
12							4201 · New Club \$50 Application Fee	250.00
13							4333 · Risk Management	21,616.00
14							460 · Permission to Host	2,000.00
15							491 · Ticket sales - NE REVOLUTION	23,991.00
16							4912 · NHSA Sponsored Camps	17,015.00
17							Total 401 · State Registration & fee revenue	73,272.00
18							402 · ADULT	
19							403 · LHIFA	6,405.00
20							421 · 'other Amateur Income'	10,300.00
21							4211 · ISC Futsal \$26.00	702.00
22							4212-1 · Men's Indoor Session 1	7,515.00
23							4212-2 · Men's Indoor Session 2	7,298.00
24							4212-3 · Men's Indoor Session 3	28,094.50
25							4212-4 · Men's Indoor Session 4	32,430.00
26							4213-1 · Womens Indoor Session 1	4,717.00
27							4213-2 · Womens Indoor Session 2	2,457.95
28							4214-1 · COED Session 1	3,747.50
29							4214-2 · COED Session 2	3,771.59
30							Total 402 · ADULT	107,438.54
31							Coaching & DOC	
32							495 · Training & clinic revenue	350.00
33							496 · Coaching	1,680.00
34							4950 · GR 7v7	4,045.00
35							4951 · GR 9v9	4,485.00
36							4952 · GR 11v11	7,890.00
37							4953 · D - License	8,997.18
38							4954 · C - License	58,890.11
39							Total Coaching & DOC	86,337.29
40							COMPETITIVE	
41							410 · State Team Fee	189,841.00
42							4101 · Player Out-of-State	890.00
43							413 · Presidents Cup	1,950.00
44							414 · State Cup	6,320.00
45							Total COMPETITIVE	199,001.00

## Profit &amp; Loss

September 2022 through August 2023

	A	B	C	D	E	F	G	H
1								Sep '22 - Aug 23
46						FIELD		
47						4001 · Field Rental		37,016.25
48						Total FIELD		37,016.25
49						INDOOR		
50						4170 · INDOOR - Player Fee		3,400.00
51						4173-1 · Youth Session 1		40,381.75
52						4173-2 · Youth Session 2		90,477.49
53						4173-3 · Youth Session 3		24,176.10
54						Total INDOOR		158,435.34
55						4121 · NHS League		
56						4122 · NHS League FALL		165,953.00
57						4124 · NHS League SPRING		204,906.49
58						4123 · League Fall Jamboree (Aug)		3,040.00
59						4125 · League Spring Jamboree		300.00
60						4126 · Game Change FEE<14 Days \$75		4,600.00
61						4128 · Late Fee Charge		700.00
62						4129 · Forfeit		11,100.00
63						4130 · Division Change		105.00
64						4132 · ANY Change >14 Days \$20		5,180.00
65						Total 4121 · NHS League		395,884.49
66						ODP		
67						429 · ODP Tryout Fee \$30 / \$35		15,960.00
68						430 · ODP Winter Training Pool		111,235.00
69						431 · ODP State Team Registration		88,497.50
70						4301 · ODP Resale Items		1,415.00
71						Total ODP		217,107.50
72						404 · RECREATION		
73						405 · Rec - Registration		43,200.00
74						Total 404 · RECREATION		43,200.00
75						440 · Dividends & interest income		2,070.92
76						475 · Reg & Fee Revenue (OTHER)		1,001.00
77						480 · Shirt, software & goods sales		4,647.00
78						499 · Misc. - FINES		1,250.00
79						Total INCOME		1,343,974.31
80						Total Income		1,343,974.31
81						Gross Profit		1,343,974.31
82						Expense		
83						EXPENSE		
84						7902 · Training - Course Fees		101.21
85						704 · Accounting/bonding		975.00
86						706 · Advertising & promo items		283.59
87						708 · Awards/trophies		23,289.02
88						710 · Bank Charges		191.62
89						713 · COGEO - Fund Raising		9,792.50



**Profit & Loss**  
September 2022 through August 2023

	A	B	C	D	E	F	G	H
1								Sep '22 - Aug 23
90							714 • Electricity	2,060.61
91							715 • State Car(s)	993.51
92							717 • STATE OFFICE - Rent	6,750.00
93							Facilities & Field	
94							717A • Classroom Indoor Rental	4,205.00
95							718 • INDOOR Field Dome Rent	280,527.01
96							719 • OUTDOOR FIELD Rent	20,207.49
97							7180 • Facilities - Dumpster - Trash	450.00
98							7181 • Field - PAINT & Lining	34,304.00
99							7182 • Field - Fertilizer, Chemicals	12,142.84
100							7183 • Facilities - Porta Potties	6,773.45
101							7185 • FIELD - Mowing - GAS	26.36
102							7186 • FIELD - Mortgage Payment	0.00
103							7187 • Field Mowing - VENDOR	23,320.00
104							7188 • Field Maint & Equip	2,123.00
105							Total Facilities & Field	384,079.15
106							Risk Management	
107							721 • Risk Management - JDP	6,528.00
108							722 • Risk Management - PH Investiga	1,950.00
109							Total Risk Management	8,478.00
110							Insurance	
111							Ins. State Property K&K	724.00
112							Ins. State Auto K&K	2,562.00
113							Ins. State D&O GraceChurch	949.66
114							Ins. State Workmans Comp. K&K	1,873.00
115							7224 • State D&O Amsis	1,419.00
116							7225 • CommercialAutoRent Liab. Amsis	500.00
117							7226 • Player Participant Accid. Amsis	8,025.00
118							7227 • Player General Liability Amsis	11,087.00
119							7228 • Player Excess Amsis	7,406.00
120							7729 • Ins. State Workmans Comp. Amsis	1,211.00
121							Total Insurance	35,756.66
122							727 • US Adult State Affil fee \$100	100.00
123							727A • US Adult State Player Reg 15/14	7,050.00
124							728 • USY Affiliation Fee \$25	25.00
125							728A • Natl. Reg. US Youth \$2.25	19,743.75
126							728B • Natl. Reg. USF \$1.00	8,775.00
127							729 • Entry + Registration Fees	27,570.73
128							7291 • GotSport web Player Reg.	10,539.00
129							Outside Services -	
130							742 • ODP Director Brad	12,000.00
131							744 • ODP Admin. Ed	6,200.04
132							746 • ODP Coach (Staff)	69,763.50
133							747 • DOC Director of Coaching Jeff	16,920.00

**Profit & Loss**  
September 2022 through August 2023

	A	B	C	D	E	F	G	H
1								Sep '22 - Aug 23
134							748 · Finance Mgr. John	15,000.00
135							743AA · Camp instruction	12,746.25
136							744AA · Other contract labor	5,755.00
137							747aa · Grass Roots OR Course Instruct	3,816.92
138							7 7V7 · GR 7V7	350.00
139							7 9v9 · GR 9v9	1,500.00
140							7 11v11 · GR 11v11	1,250.00
141							7471 · D License Instructor	5,859.21
142							7472 · C License Course Instructor	20,500.00
143							7473 · C License Course Administrator	2,500.00
144							7474 · C LIC Revenue State Split	22,962.81
145							7474-1 · C Lic Video	6,000.00
146							751 · Referees fees - reffed games	262,137.50
147							806 · US Officials REF ASSIGNOR	42,186.00
148							8065 · US Officials Direct Deposit Fee	8,109.00
149							Total Outside Services -	515,556.23
150							Credit Card Fees	
151							7541 · ACH MONTHLY TRANSFIRST	49.90
152							7542 · ACH TRANSFIRST DISCOUNT	27,923.62
153							7544 · VENMO CC Fee	835.62
154							Total Credit Card Fees	28,809.14
155							750 · WEB & InterneSvcs (not comcast)	850.44
156							752 · Payroll Expenses	91,582.41
157							756 · Payroll Taxes	7,006.05
158							760 · Phone	4,728.90
159							761 · Internet	3,910.95
160							7610 · Internet & Phone (Comcast)	1,638.41
161							762 · Postage	706.50
162							763 · Stipend - Per diem	750.00
163							764 · Printing	340.17
164							7641 · Printing - CHECKS	473.76
165							766 · Public Relations	1,129.36
166							ODP	
167							7711 · Financial Aid Generic	500.00
168							Total ODP	500.00
169							7631 · Reg 1 Refere Cups Exp.	5,400.00
170							7722 · Golf Cart Rental	1,317.50
171							780 · Taxes	32.00
172							781 · State+Fed FEES	-338.00
173							782 · Subscriptions	1,316.52
174							783 · Software	293.38
175							784 · Office/Supplies/Replacement	614.00
176							785 · Refreshments	366.04
177							787 · Ticket EXPENSE NE REVOLUTION	9,623.00

**Profit & Loss**

September 2022 through August 2023

	A	B	C	D	E	F	G	H
1								Sep '22 - Aug 23
178							791 · Shirts & resale items expense	6,804.63
179							793 · Uniform - Players	36,090.00
180							795 · Uniforms - Staff/ODP/Ref	7,946.95
181							7951 · Event Playoff Shirts	760.00
182							797 · Supplies	1,716.64
183							7971 · Supplies/Marketing Expense	195.00
184							7981 · EXPENSE Interest CPA	8,204.32
185							7851 · Meals (Mtgs. & Non Travel)	1,089.75
186							LEAGUE	
187							8066 · Office Overhead	6,507.00
188							Total LEAGUE	6,507.00
189							Travel	
190							768 · Reg/nat'l meetings & seminars	1,475.00
191							769 · Room&board - Hotel	20,945.71
192							772 · Airline Tickets & Baggage	4,693.56
193							773 · Meals	11,265.04
194							774 · Gas	1,477.59
195							775 · Tolls - Tokens	143.46
196							776 · Personal Mileage	945.13
197							777 · Transportation & travel	1,192.79
198							778 · PARKING	310.64
199							779 · RENTAL CAR	1,210.14
200							Total Travel	43,659.06
201							Total EXPENSE	1,336,134.46
202							Total Expense	1,336,134.46
203							Net Ordinary Income	7,839.85
204							Net Income	7,839.85

## 4. PROPOSED BUDGET FOR F2024 – S2025

### 4.1 Proposed Fees for NHSA – Fall 2024/Spring 2025

#### 1. League Fees \*\*\*NO CHANGES

League Fees	11v11 U17+	11v11 U15/16	11v11 U13/U14	9v9 U11/U12	7v7 U8/U9/U10
Current League Registration Fee 2023/2024	\$ 840.00	\$ 825.00	\$ 705.00	\$ 655.00	\$ 295.00
Proposed League Registration Fee 2024/2025	\$ 840.00	\$ 825.00	\$ 705.00	\$ 655.00	\$ 295.00

#### 2. State Fees \*\*\*NO CHANGES

State Fees	11v11 - U15+	11v11 - U13/U14	9v9 - U12	9v9 - U11	7v7 - U10/U9/U8
Current State Fee 2023/2024	\$405.00	\$405.00	\$365.00	\$365.00	\$220.00
Proposed State Registration Fee 2024/2025	\$405.00	\$405.00	\$365.00	\$365.00	\$220.00

#### 3. NHSA Fee Schedule \*\*\*NO CHANGES

NHSA FEE SCHEDULE	State Affiliation fee	Risk Management	Recreation Player	Adult Player	Adult team
Current Fee Schedule - Fall 2023/Spring 2024	\$100.00	\$13.00	\$12.00	\$25.00	\$100.00
Proposed Fee Schedule - Fall 2024/Spring 2025	\$100.00	\$13.00	\$12.00	\$25.00	\$100.00

Permission to Host	Facility Affiliation Fee
0-50 teams \$150, 51-100 teams \$250, 101-200 teams \$350, 201 teams and over \$550	\$3400 plus \$100 state Affiliation fee
No Change	No Change

## 4.2 Proposed F24 – S25 Budget

### NHSA Proposed Budget for SEPTEMBER 2024 through AUGUST 2025

	A	B	C	D	E	F
1						
2	<i>Proposed</i>					
3	<b>BUDGET for Fiscal Year F2024 to Spring 2025</b>					
4						
5		<b>INCOME</b>	<b>EXPENSE</b>		<b>NET</b>	
6	<b>Adaptive Soccer</b>	\$ 5,400	\$ 4,490		\$ 910	
7	<b>Admin</b>	\$ 100,022	\$ 186,063		\$ (86,041)	
8	<b>Adult</b>	\$ 17,407	\$ 10,332		\$ 7,075	
9	<b>Coaching</b>	\$ 86,337	\$ 114,448		\$ (28,110)	
10	<b>Competitive</b>	\$ 199,001	\$ 42,427		\$ 156,574	
11	<b>FIELD</b>	\$ 37,016	\$ 111,943		\$ (74,927)	
12	<b>Indoor</b>	\$ 3,400	\$ 15		\$ 3,385	
13	<b>NHS League</b>	\$ 400,341	\$ 393,877		\$ 6,464	
14	<b>ODP</b>	\$ 219,556	\$ 219,070		\$ 487	
15	<b>Recreation</b>	\$ 49,918	\$ 27,696		\$ 22,223	
16		\$ 1,112,999	\$ 1,110,360		\$ 8,039	<b>TOTAL</b>