

NH Soccer Association

January – 2026 AGM

Treasurers Report



Financial Statement of Period Ending 31-Aug-2025

Current Financial Status

Proposed NHSA Budget F2026 – S2027

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2. INTRODUCTION

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-25, the NHSA is divided into Reporting Divisions and Programs.

The NHSA Reporting Divisions are:

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

The NHSA Programs are:

- Coaching & Education
- NH Soccer League
- ODP Program

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-25 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 \$9,300.00.

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 land was purchased on May 31, 2014 with a 25 year mortgage. The yearly mortgage amount is \$35,682.

2.6 Capital Equipment

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

3. SUMMARY OF NHSA PERFORMANCE TO BUDGET

3.1 Summary

We budgeted for the F2024 – S2025 year an estimated income projection of **\$8,039**.

Net Income Breakout:

NHSA	\$ 187,466.46 *
NHSL	\$ 74,678.12 **
ODP	\$ 39,009.46 ***
Net Income	\$ 301,154.04

Additional Notes

*\$29,000 was collected in fees due from prior years

*\$88,882 was received from NH gaming proceeds which was not budgeted

*\$29,003 was paid towards the mortgage principal which is reflected on the balance sheet

*\$32,238 in expenses were paid in the next fiscal year.

*Net Income was \$8,343 with these items which is right on target with our budget of \$8,039.

**Number of teams have increase by approximately 200 teams per season.

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

3.2 NHSA CURRENT FINANCIAL STATUS

3.2.1 NHSA Balance Sheet as of 31-Aug-2025

	<u>Aug 31, 25</u>
ASSETS	
Current Assets	
Checking/Savings	
101 · NHSA - checking x8915	838,505.15
102 · NHSA - Savings - Capital x3282	15,020.31
105-R · Checking x0536	7,623.96
106 · MK Checking x9118	1,000.39
107 · MK CD	9,125.63
108 · Enterprise Bank/Rockland Trust	254,238.35
Total Checking/Savings	<u>1,125,513.79</u>
Total Current Assets	<u>1,125,513.79</u>
Fixed Assets	
140 · Equipment	26,501.81
141 · Land / Fields	596,126.37
142 · Vehicles	21,000.00
150 · A/D Equipment	-47,501.81
Total Fixed Assets	<u>596,126.37</u>
TOTAL ASSETS	<u><u>1,721,640.16</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Unearned Revenue	426,915.00
210 · Payroll Liabilities	2,664.26
Total Other Current Liabilities	<u>429,579.26</u>
Total Current Liabilities	<u>429,579.26</u>
Long Term Liabilities	
220 · MORTGAGE PAYABLE LAND	258,912.71
Total Long Term Liabilities	<u>258,912.71</u>
Total Liabilities	<u>688,491.97</u>
Equity	
350 · Fund Balance	591,348.90
351 · Field Fund Balance	140,645.25
Net Income	301,154.04
Total Equity	<u>1,033,148.19</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,721,640.16</u></u>

3.2.2 NHSA P&L as of 31-Aug-2025

	NHSA	NHS League	ODP	TOTAL
Ordinary Income/Expense				
Income				
INCOME				
Coaching & DOC				
4953 · D - License	12,600.00	0.00	0.00	53,245.81
4954 · C - License	68,400.00	0.00	0.00	88,900.00
4955 · Grass Roots	1,849.95	0.00	0.00	72,445.76
Total Coaching & DOC	99,549.95	0.00	0.00	99,549.95
COMPETITIVE				
410 · State Team Fee	196,966.00	0.00	0.00	198,946.00
4101 · Player Out-of-State	516.00	0.00	0.00	1,316.00
414 · State Cup	1,175.00	0.00	0.00	233,525.00
Total COMPETITIVE	198,657.00	0.00	0.00	198,657.00
FIELD				
4001 · Field Rental	26,437.00	0.00	0.00	28,937.00
Total FIELD	26,437.00	0.00	0.00	28,362.00
Grants & Donations				
400-B · Donation	0.00	0.00	798.62	798.62
400-D · Donation R. Wightman	19,073.79	0.00	0.00	19,073.79
400-F · Fundraising income	0.00	7,523.80	0.00	7,523.80
400-G · NH Gaming Charity	88,882.50	0.00	0.00	88,882.50
Total Grants & Donations	107,956.29	7,523.80	798.62	116,278.71
ODP				
429 · ODP Tryout Fee \$30 / \$35	0.00	0.00	17,820.00	17,820.00
430 · ODP Winter Training Pool	0.00	0.00	144,550.00	144,641.00
4304 · ODP Trip Stipend	0.00	0.00	6,180.00	6,271.00
431 · ODP State Team Registration	0.00	0.00	111,900.00	111,900.00
Total ODP	0.00	0.00	280,450.00	280,450.00
401 · State Registration & fee revenue				
420 · Club \$100 State Yearly Affiliati	4,000.00	0.00	0.00	4,000.00
4201 · New Club \$50 Application Fee	150.00	0.00	0.00	150.00
4333 · Risk Management	60,525.00	0.00	0.00	60,525.00
460 · Permission to Host	550.00	0.00	0.00	550.00
491 · Ticket sales - NE REVOLUTION	17,206.00	0.00	0.00	17,206.00
Total 401 · State Registration & fee revenue	82,431.00	0.00	0.00	82,431.00
402 · ADULT				
421 · 'other Amateur Income'	3,392.10	0.00	0.00	3,392.10
Total 402 · ADULT	3,392.10	0.00	0.00	3,392.10
404 · RECREATION				
405 · Rec - Registration	71,963.00	0.00	0.00	71,963.00
Total 404 · RECREATION	71,963.00	0.00	0.00	78,851.00
4121 · NHS League				
4122 · NHS League FALL	0.00	296,485.00	0.00	297,083.00
4124 · NHS League SPRING	0.00	311,351.00	0.00	319,917.00
4126 · Game Change Fee	0.00	7,773.00	0.00	7,773.00
4129 · Forfeit	0.00	11,550.00	0.00	42,010.00
4130 · Division Change	0.00	500.00	0.00	30,960.00

4132 · ANY Change >14 Days \$20	0.00	11,418.00	0.00	11,418.00
4135 · Fines	0.00	2,800.00	0.00	2,800.00
Total 4121 · NHS League	0.00	641,877.00	0.00	641,877.00
434 · REFEREE	0.00	177.00	0.00	177.00
440 · Dividends & interest income	329.57	0.00	0.45	330.02
450 · Camp revenue	5,120.00	0.00	0.00	5,120.00
480 · Shirt, software & goods sales	0.00	3,509.00	0.00	3,509.00
4800 · Food, Concession Sales	0.00	475.00	0.00	475.00
485 · Sponsorship/donation/fundraiser	4,000.00	0.00	0.00	4,000.00
498 · Appeals	0.00	225.00	0.00	225.00
499 · Misc. - FINES	0.00	0.00	0.00	0.00
Total INCOME	599,835.91	653,786.80	281,249.07	1,534,871.78
477 · Steinbrecher Tournament	526.00	0.00	0.00	368,897.56
Total Income	600,361.91	653,786.80	281,249.07	1,535,397.78
Gross Profit	600,361.91	653,786.80	281,249.07	1,535,397.78
Expense				
EXPENSE				
Credit Card Fees				
7542 · ACH TRANSFIRST DISCOUNT	17,013.14	14,905.66	6,399.09	38,317.89
Total Credit Card Fees	0.00	14,905.66	6,399.09	21,304.75
Facilities & Field				
717A · Classroom Indoor Rental	1,650.00	0.00	0.00	1,650.00
718 · INDOOR Field Dome Rent	23,251.50	300.00	93,900.00	117,451.50
7180 · Facilities - Dumpster - Trash	900.00	0.00	0.00	900.00
7181 · Field - PAINT & Lining	19,888.57	0.00	0.00	21,308.07
7182 · Field - Fertilizer, Chemicals	12,464.50	0.00	0.00	31,839.50
7183 · Facilities - Porta Potties	7,291.00	0.00	0.00	7,291.00
7186 · FIELD - Mortgage Payment	0.00	0.00	0.00	48,124.00
7187 · Field Mowing - VENDOR	19,807.14	0.00	0.00	31,581.14
7188 · Field Maint & Equip	36,126.53	0.00	0.00	40,673.23
719 · OUTDOOR FIELD Rent	1,702.20	8,255.00	3,645.00	49,283.48
Total Facilities & Field	123,081.44	8,555.00	97,545.00	237,761.44
Insurance				
7224 · State D&O Amsis	3,860.59	0.00	0.00	3,982.09
7227 · Player General Liability Amsis	32,499.81	0.00	0.00	162,594.56
7729 · Ins. State Workmans Comp. Amsis	489.60	0.00	0.00	489.60
Total Insurance	36,850.00	0.00	0.00	36,850.00
LEAGUE				
8066 · Office Overhead	0.00	17,123.74	12,231.24	29,354.98
Total LEAGUE	0.00	17,123.74	12,231.24	38,744.23
ODP				
771 · Room&Board CAMP Coach&Chaperone	0.00	0.00	5,581.87	14,153.87
Total ODP	0.00	0.00	5,581.87	5,581.87
Outside Services -				
740 · Coach	350.00	0.00	0.00	350.00
743 · ODP Asst. Dir. Girls Joe	0.00	0.00	9,999.96	9,999.96
744AA · Other contract labor	0.00	2,606.25	0.00	2,606.25
745 · ODP Publicity Admin. Paos	0.00	0.00	6,000.00	6,000.00
746 · ODP Coach (Staff)	0.00	0.00	70,500.00	70,500.00
747-A · Grass Roots OR Course Instruct	3,775.00	0.00	0.00	3,775.00
747-B · GR TV7	1,250.00	0.00	0.00	1,250.00

747-C · GR 9v9	1,500.00	0.00	0.00	1,500.00
747-D · GR 11v11	2,250.00	0.00	0.00	2,250.00
747 · DOC Director of Coaching Jeff	18,120.00	0.00	0.00	18,120.00
7471 · D License Instructor	8,437.50	0.00	0.00	8,437.50
7472 · C License Course Instructor	12,500.00	0.00	0.00	12,500.00
7473 · C License Course Administrator	3,000.00	0.00	0.00	3,000.00
7474-1 · C Lic Video	3,000.00	0.00	0.00	3,000.00
749A · Office Support	0.00	500.00	0.00	500.00
751 · Referees fees - reffed games	0.00	358,367.50	630.00	358,997.50
800 · Referee Instructor Grade 8	400.00	0.00	0.00	400.00
806 · US Officials REF ASSIGNOR	0.00	77,238.00	0.00	80,013.00
8064 · League Assignor onsite	0.00	1,840.00	0.00	2,090.00
8065 · US Officials Direct Deposit Fee	0.00	12,150.00	0.00	12,650.00
Total Outside Services -	54,582.50	452,701.75	87,129.96	594,914.21
Risk Management				
721 · Risk Management - JDP	12,898.30	0.00	0.00	21,223.30
Total Risk Management	12,898.30	0.00	0.00	21,398.30
Travel				
768 · Reg/nat'l meetings & seminars	1,160.20	65.00	0.00	4,225.20
769 · Room&board - Hotel	7,018.68	0.00	0.00	15,295.86
772 · Airline Tickets & Baggage	3,489.95	0.00	0.00	3,489.95
773 · Meals	797.88	0.00	6.91	804.79
774 · Gas	40.74	0.00	0.00	1,410.74
776 · Personal Mileage	1,141.76	0.00	0.00	1,321.76
777 · Transportation & travel	2,463.57	0.00	0.00	2,499.57
778 · PARKING	173.75	0.00	0.00	54,006.93
779 · RENTAL CAR	279.40	0.00	0.00	279.40
Total Travel	16,565.93	65.00	6.91	16,637.84
704 · Accounting/bonding	6,776.00	0.00	0.00	6,776.00
7041 · Attorney Fees	1,579.67	0.00	0.00	1,579.67
706 · Advertising & promo items	2,723.93	2,322.00	2,008.17	7,054.10
708 · Awards/trophies	770.00	29,255.96	297.00	32,442.29
710 · Bank Charges	16.00	0.00	0.00	519.70
712 · Donation	0.00	500.00	0.00	737.59
713 · COGEO - Fund Raising	2,000.00	0.00	0.00	2,000.00
713a · Charitable Gaming Expense	50.00	0.00	0.00	50.00
714 · Electricity	791.78	0.00	0.00	1,394.73
715 · State Car(s)	137.94	0.00	0.00	1,344.98
716 · Equipment	179.97	0.00	0.00	193.41
717 · STATE OFFICE - Rent	3,898.99	0.00	0.00	8,583.04
727 · US Adult State Affil fee \$100	100.00	0.00	0.00	100.00
727A · US Adult State Player Reg 15/14	7,972.00	0.00	0.00	7,972.00
728 · USY Affiliation Fee \$25	50.00	0.00	0.00	50.00
728A · Natl. Reg. US Youth \$2.25	16,953.75	0.00	0.00	16,953.75
728B · Natl. Reg. USF \$1.00	7,535.00	0.00	0.00	7,997.00
729 · Entry + Registration Fees	7,250.00	0.00	8,132.31	15,382.31
750 · WEB & InterneSvcs (not comcast)	320.95	0.00	0.00	320.95
752 · Payroll Expenses	52,912.29	51,290.08	14,933.49	119,135.86
760 · Phone	320.44	0.00	0.00	320.44
7610 · Internet & Phone (Comcast)	1,150.82	0.00	0.00	1,150.82
762 · Postage	336.40	0.00	0.00	336.40
7631 · Reg 1 Refere Cups Exp.	6,500.00	0.00	0.00	6,500.00
764 · Printing	44.84	0.00	21.00	1,556.82
766 · Public Relations	869.71	0.00	0.00	869.71
7722 · Golf Cart Rental	0.00	1,365.00	0.00	1,465.00
781 · State+Fed FEES	42.80	0.00	0.00	3,608.80
782 · Subscriptions	518.60	0.00	0.00	518.60

784 · Office/Supplies/Replacement	1,351.59	0.00	0.00	1,351.59
785 · Refreshments	391.80	1,024.49	128.59	30,122.13
7851 · Meals (Mtgs. & Non Travel)	8,395.07	0.00	142.25	21,238.32
786 · Tent/Chairs/Event Rentals	424.50	0.00	0.00	3,224.50
787 · Ticket EXPENSE NE REVOLUTION	5,630.00	0.00	0.00	5,630.00
788 · REVs EXPENSE - OTHER	3,852.32	0.00	0.00	3,852.32
7901 · US Soccer LEARNING CENTER	2,675.00	0.00	0.00	2,675.00
793 · Uniform - Players	0.00	0.00	639.27	639.27
795 · Uniforms - Staff/ODP/Ref	189.75	0.00	6,439.50	6,629.25
797 · Supplies	44.61	0.00	603.96	648.57
7971 · Supplies/Marketing Expense	23.09	0.00	0.00	23.09
7981 · EXPENSE Interest CPA	8,790.81	0.00	0.00	12,790.81
Total EXPENSE	414,561.73	579,108.68	242,239.61	1,235,884.82
850 · Steinbrecher Tournament Expense	2,963.09	0.00	0.00	2,963.09
Total Expense	417,524.82	579,108.68	242,239.61	1,238,873.11
Net Ordinary Income	182,837.09	74,678.12	39,009.46	296,524.67
Other Income/Expense				
Other Income				
Interest income	4,629.37	0.00		4,629.37
Total Other Income	4,629.37	0.00	0.00	4,629.37
Net Other Income	4,629.37	0.00	0.00	4,629.37
Net Income	187,466.46	74,678.12	39,009.46	301,154.04

3.3 Proposed Fees for NHSA – Fall 2026/Spring 2027

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 2025/2026	\$ 840.00	\$ 825.00	\$ 705.00	\$ 655.00	\$ 295.00
Proposed League Registration Fee 2026/2027	\$ 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 2024/2025	\$405.00	\$405.00	\$365.00	\$365.00	\$220.00
Proposed State Registration Fee 2025/2026	\$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 2024/Spring 2025	\$100.00	\$13.00	\$12.00	\$25.00	\$100.00
Proposed Fee Schedule - Fall 2025/Spring 2026	\$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

3.4 Proposed F26 – S27 Budget

NHSA Proposed Budget for SEPTEMBER 2026 through AUGUST 2027

	<u>INCOME</u>	<u>EXPENSE</u>	<u>NET</u>
Adaptive	\$10,000	\$9,809	\$192
Administration	\$114,000	\$160,467	-\$46,467
Adult	\$13,865	\$16,822	-\$2,957
Coaching	\$84,894	\$94,798	-\$9,904
Competitive	\$200,600	\$64,832	\$135,768
FIELD	\$26,437	\$134,272	-\$107,835
Futsal	\$0	\$0	\$0
Indoor	\$0	\$0	\$0
Recreation	\$71,915	\$33,676	\$38,239
ODP	\$260,000	\$260,000	\$0
NHS League	\$615,836	\$609,424	\$6,412
Total	\$1,387,547	\$1,374,291	\$13,256