

Massachusetts Youth Soccer
Annual General Meeting



Treasurer's Report

Saturday, March 14, 2020
10 am
DoubleTree by Hilton
Leominster, MA

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Treasurer's Report

(1) Actual Results for the Fiscal Year ended October 31, 2019

Executive Summary:

Revenues and expenses for the twelve months ended October 31, 2019 were approximately \$4.410 million and \$3.908 million respectively resulting in an increase in net assets of \$0.502 million before depreciation expense. After depreciation expense of \$0.611 million, there was a reduction in net assets of \$0.109 million. By comparison, revenues and expenses for the twelve months ended October 31, 2018 were approximately \$4.474 million and \$3.718 million resulting in an increase in net assets of \$0.756 million. After depreciation expense of \$0.617 million, there was an increase in net assets of \$0.139 million.

Cash and cash equivalents at October 31, 2019 were approximately \$1.9 million compared to \$1.5 million at October 31, 2018.

The summary financial information included with this report has been audited by Tonneson & Co. and a copy of their report is included. In their report they state that the financial statements present fairly, in all material respects, the financial position of Massachusetts Youth Soccer Association, Inc. ("The Association") as of October 31, 2019, and the changes in net assets and its cash flows for the year then ended in accordance with generally accepted accounting principles accepted in the United States of America.

Change in Accounting Policy:

As part of the audit process, our auditors requested that we change our accounting policy for recognition of fees received from member organizations for USSF and USYS fees. These fees are no longer recognized in the Statement of Activities. Accordingly, player registration fee revenue is now the portion of fees received from member organizations exclusive of field assessment fees. In addition, we no longer recognize affiliation fee expense.

Similarly, our auditors requested that we change our accounting policy for ODP ID Camp revenues and expenses, since USYS now administers this program. Accordingly, ODP revenues no longer include ID Camp fees and ODP expenses no longer include ID Camp costs.

The Budget for October 31, 2019 and the Actual Results for October 31, 2018 have been restated to incorporate these changes. Both of these changes have no impact on "the bottom line".

Statement of Activities

Revenues:

Revenues for the twelve months ended October 31, 2019 (“Current Year”) were \$4.410 million. By comparison, revenues for the twelve months ended October 31, 2018 (“Prior Year”) were \$4.474 million.

(A) Membership Fees

An analysis of Membership Fees by source follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Membership Fees			
Player Registration Fees	\$ 1,267,088	\$ 1,301,052	\$ 1,341,193
Field Assessment Fees	422,363	424,448	445,863
Adult Registration Fees	388,373	369,275	393,653
Summer League Fees	30,000	18,680	24,580
	<u>\$ 2,107,824</u>	<u>\$ 2,113,456</u>	<u>\$ 2,205,289</u>

An analysis of membership follows:

	<u>Soccer Year</u> <u>2018</u>	<u>Soccer Year</u> <u>2019</u>	<u>Soccer Year</u> <u>2020</u>
Membership Statistics:			
Players	149,000	141,500	139,000
Adults	24,600	23,000	23,000

An analysis of Youth and Adult membership fees follows:

	<u>Soccer Year</u> <u>2018</u>	<u>Soccer Year</u> <u>2019</u>	<u>Soccer Year</u> <u>2020</u>
Membership Fees			
Players			
Mass Youth Soccer - Regular	\$ 9.00	\$ 9.00	\$ 10.75
Mass Youth Soccer - Field Assessment	\$ 3.00	\$ 3.00	\$ 3.00
USYS	\$ 1.00	\$ 1.00	\$ 2.25
US Soccer Federation	\$ 1.00	\$ 1.00	\$ 1.00
Total Players	<u>\$ 14.00</u>	<u>\$ 14.00</u>	<u>\$ 17.00</u>
Adults	<u>\$ 16.00</u>	<u>\$ 16.00</u>	<u>\$ 17.00</u>

As noted earlier, Player Registration fees only include the \$9.00 per player fee in Soccer Years 2018 and 2019 and the \$10.75 per player fee in Soccer Year 2020.

Revenues (continued):

(B) Field Complex Rental Fees

An analysis of Field Complex Rental Fees by source follows

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Field Complex Fees			
Rental for Games	\$ 140,000	\$ 90,392	\$ 165,064
Rental for Practice	25,000	20,625	23,432
Rental for Tournaments	415,000	456,440	487,592
	<hr/>	<hr/>	<hr/>
Total	<u>\$ 580,000</u>	<u>\$ 567,457</u>	<u>\$ 676,088</u>

Prior Year included a Columbus Day tournament and the US Club Soccer ECNL East Region tournament.

(C) Team Tournament Fees

Team/Tournament fees were approximately \$0.781 million against \$0.599 million in the Prior Year. An analysis follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Team Tournament Fees			
District Select	\$ 174,000	\$ 185,915	\$ 174,755
MTOC	93,500	94,600	90,825
State Cup	96,000	124,650	92,275
Town Select League	392,000	376,325	241,081
	<hr/>	<hr/>	<hr/>
Total	<u>\$ 755,500</u>	<u>\$ 781,490</u>	<u>\$ 598,936</u>

2019 MTOC had 172 teams compared with 173 teams in 2018.

Current Year State Cup had 196 teams (112 boys and 84 girls) compared with Prior Year of 225 teams (113 boys and 112 girls).

Town Select League includes fifty percent (50%) of the 2018-2019 soccer year fees collected in 2018 and a portion of 2019-2020 soccer fees collected in July 2019. Town Select League also includes one hundred percent (100%) of the 2018-2019 winter indoor fees. The 2019-2020 program includes 555 players compared with 509 players in 2018-2019.

Revenues (concluded):

(D) ODP

ODP revenues for the Current Year and Prior Year were \$0.318 million and \$0.365 million respectively. The Current Year Winter Indoor and Spring Training fees were approximately \$16,500 and \$12,000 less than the Prior Year. The Current Year Budget anticipated a decline in revenues compared to the Prior Year.

(E) Coach Instruction/Player Development

Instruction fees for the Current Year and Prior Year were \$0.213 million and \$0.310 million respectively. An analysis follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Instructional			
Coach Education	\$ 77,800	\$ 84,441	\$ 86,010
Coach/Payer Development	218,750	127,799	223,715
Grants	-	1,114	199
Total	<u>\$ 296,550</u>	<u>\$ 213,355</u>	<u>\$ 309,924</u>

The reduction in Coach Education revenues in the Current Year is attributable to offering a C Course in the Prior Year in conjunction with Connecticut. Revenue from Training Development centers in the Current Year is \$7,000 less than the Prior Year.

(F) Hotel Rebates

Hotel Rebates for the Current Year and Prior Year were \$0.156 million and \$0.118 million respectively.

(G) Sponsorships/Donations

Sponsorships/Donations for the Current Year and Prior Year were \$0.033 million and \$0.031 million respectively.

(H) Investment Income

Investment income represents actual dividends and capital gain distributions earned in the investment account.

(I) Grants

Grants in the Current Year represent monies received from USYS for the Innovate to Grow program.

(J) Fundraising

Fundraising income represents monies collected for raffle prizes at the Appreciation Dinner.

(K) MYSA Workshop/ Annual Appreciation Celebration

MYSA Workshop revenue and Annual Appreciation Celebration receipts for the Current Year and Prior Year were \$0.031 million and \$0.024 million. The Current Year included revenue from the initial Breaking Barriers program.

Expenses:

Expenses in the Current Year were \$4.519 million including depreciation and amortization of \$0.611 million. Expenses in the Prior Year were \$4.335 million including depreciation and amortization of \$0.617 million.

(A) Program Costs

Program costs (Instructional, Recreation, ODP, State Cup, MTOC, and Town Select League) were approximately \$0.691 million in the Current Year compared with approximately \$0.675 in the Prior Year. Program Costs do not include salaries, payroll taxes, fringe benefits and casual labor costs. These items are included in Salaries/Payroll Taxes/Payroll Service and Employee Benefits. An analysis of Program Costs by program follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Program Costs			
Instructional	\$ 128,630	\$ 87,198	\$ 82,048
ODP	187,700	173,608	201,889
Recreational	140,780	127,398	126,351
State Cup	122,310	96,817	90,143
MTOC	113,600	110,062	105,676
Town Select League	124,696	94,162	68,526
	<u>\$ 817,716</u>	<u>\$ 689,246</u>	<u>\$ 674,633</u>

Town Select League expenses represent the costs of administering the Spring 2019 component of the 2018-2019 year and reflect the significant increase in participants compared with the Prior Year.

(B) Field Complex Expenses

Field Complex costs were approximately \$0.407 million in the Current Year compared with \$0.404 million in the Prior Year. Items that have increased from the Prior Year include: Supplies - \$12,000, Seeding - \$11,700, Porto Johns - \$6,200, Septic system - \$5,800, Snow removal - \$4,900, Utilities - \$2,800, and Irrigation - \$1,800. Offsetting these increases are savings in Fertilizing and Aerating expenses - \$39,700, golf cart rentals - \$10,100, and Bathroom expenses - \$8,300.

Expenses (continued):

(C) Salaries, Payroll Taxes, and Payroll Processing Fees

Salaries, Payroll Taxes, and Payroll Processing fees were approximately \$1.789 million in the Current Year compared with approximately \$1.690 million in the Prior Year, or an increase of approximately \$98,000. A breakdown of these expenses, along with Casual Labor expenses follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Casual Labor:			
Coach Education/Player Development	\$ 125,000	\$ 42,643	\$ 109,645
Goals Program	-	-	46,860
Town Select League	161,180	150,040	89,315
All other	5,500	7,503	4,560
Total Casual Labor	<u>291,680</u>	<u>200,185</u>	<u>250,380</u>
Salaries			
Administration	473,000	467,914	436,353
Field Complex	380,700	378,545	354,591
Instructional	313,200	304,759	273,538
Recreation	-	16,450	15,638
ODP	113,500	186,171	190,350
Town Select League	50,500	29,640	21,423
State Cup	32,000	32,068	31,365
Goals Program	45,000	38,835	-
Total Salaries	<u>1,407,900</u>	<u>1,454,381</u>	<u>1,323,257</u>
Payroll Taxes	127,100	130,173	113,525
Payroll processing fees	3,200	3,844	2,977
	<u>\$ 1,829,880</u>	<u>\$ 1,788,583</u>	<u>\$ 1,690,139</u>

An audit by the Massachusetts Unemployment Insurance department in 2018 mandated that Goals Program staff be added back to payroll for the 2019 season. In the Prior Year, they were compensated as 1099 contractors. Town Select League casual labor expenses represent payments to coaches and other support staff. The increase from the Prior Year is attributable to the growth in the program.

Administration salaries increased in the Current Year with the addition to staff of Jacob Davis. Field Complex compensation was impacted by additional responsibilities given to Brian Falvey early in 2019 and the increase in the minimum wage of \$1.00 an hour effective January 1, 2019.

Current Year and Prior Year expenses include re-allocations of staff expense from home departments to other programs based on time spent for those programs. The Budget did not include re-allocations.

The increase in Payroll taxes from the Prior Year includes the additional taxes from higher salary expense and an increase in the Massachusetts Unemployment Insurance rate (3.6% in 2019 versus 2.28% in 2018).

Expenses (continued):

(D) Risk Management Fees

Risk Management Fees for the Current Year and Prior Year were \$0.076 million and \$0.016 million respectively. The increase in the Current Year is attributable to the introduction of enhanced adult verification procedures as mandated by Federal legislation enacted in 2018.

(E) General Office Expenses

General Office Expenses for the Current Year and Prior Year were \$0.165 million and \$0.158 million respectively. An analysis of General Office Expenses follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
General Office:			
Advertising/Marketing	\$ 9,000	\$ 20,634	\$ 9,133
Bank Charges & Credit Card Fees	12,700	16,069	15,498
Donations/Gifts/Bereavement	2,000	1,318	1,278
GOALS equipment	3,000	-	4,770
Non-capitalized equipment	2,500	2,090	3,402
Leased equipment	13,000	13,794	14,382
Office Supplies	8,000	9,491	8,779
Postage	4,500	4,049	4,150
President's Stipend	15,000	15,000	15,000
Professional Development	5,500	6,321	7,711
Dues and Memberships	3,000	2,921	2,793
Rent	2,500	3,983	2,054
Repairs and Maintenance	10,500	19,582	11,548
Snow Removal	12,500	5,780	10,760
Youth Scholarships	2,000	1,000	2,000
Revolution Tickets	17,500	16,656	15,866
GOALS uniforms	15,000	13,638	12,710
Administration uniforms	2,000	1,165	2,687
Website costs	6,500	8,841	6,677
President's Discretionary Fund	5,000	-	-
All Others	4,000	2,539	6,139
	<u>\$ 155,700</u>	<u>\$ 164,872</u>	<u>\$ 157,338</u>

Advertising/Marketing includes payments related to the marketing to member organizations and families of our Safe Sport initiatives. Repairs and Maintenance in the Current Year include replacement of eight metal halide fixtures for \$5,500.

Expenses (continued):

(F) Insurance

Insurance Expense in the Current Year and Prior Year is \$0.242 million and \$0.236 million respectively. Insurance expense includes premiums for general liability, property, directors & officers coverage; cyber liability, registrant medical liability, and workmen's compensation coverages. The small increase in the Current Year is attributable to higher fees for liability and workers compensation coverage offset by reductions in premiums for D&O and medical claims coverage.

(G) Employee Benefits

Employee Benefits in the Current Year and Prior Year were \$0.129 million and \$0.135 million respectively and include premiums paid for employee medical coverage, group life, accidental death & dismemberment, long term disability, and the employer share of 401(k) contributions. Beginning January 1, 2019, Massachusetts Youth Soccer provides a safe-harbor match of employee contributions - 100% of the first 3 percent and 50% of the next 2 percent. A breakdown of these expenses follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Employee Benefits:			
Medical/Life	\$ 106,800	\$ 91,589	\$ 112,101
Employer 401(k) Match	31,075	39,463	22,746
	<u>\$ 137,875</u>	<u>\$ 131,052</u>	<u>\$ 134,847</u>

The adjustment in the 401(k) safe harbor match was made after preparation of the 2018-2019 Budget. The reduction in Medical/Life expense in the Current Year is attributable to fewer participants in the Medical plan than anticipated in the Budget and the Prior Year.

(H) Taxes - Other

Current Year Taxes – Other included \$0.050 million for Lancaster personal property taxes and \$0.033 million for taxes paid to the Department of the Treasury and the Commonwealth of Massachusetts for unrelated business income tax. Prior Year Taxes – Other included \$0.052 million for Lancaster personal property taxes and \$0.029 million for taxes paid to the Department of the Treasury and the Commonwealth of Massachusetts for unrelated business income tax.

Expenses (concluded):

(I) Professional Fees

Professional Fees in the Current Year and Prior Year were \$0.087 million and \$0.075 million respectively. An analysis of Professional Fees follows:

	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2018</u>
Professional Fees:			
Legal Fees	\$ 20,000	\$ 24,177	\$ 10,750
Accounting Fees	45,000	40,835	55,910
Consulting IT	7,000	3,373	7,394
Consulting Admin	-	18,109	914
Consulting Affinity	-	-	-
Consulting TSL	-	-	-
	<u>\$ 72,000</u>	<u>\$ 86,494</u>	<u>\$ 74,967</u>

The increase in Legal Fees in the Current Year is attributable to member organization matters and assistance with employment matters.

The reduction in Accounting Fees in the Current Year is attributable to the elimination of an annual audit of the 401(k) Plan. By the end of 2018, the 401(k) Plan had fewer than 120 participants thereby negating an audit under ERISA rules.

Consulting Admin includes expenses incurred with the movement of the 401(k) plan to Voya and assumption by a 3rd Party Administrator of expenses previously borne by the Plan custodian. Some of these fees will be reimbursed by the new Plan custodian. They also include payments incurred with the migration to Stack Sports.

(B) Statement of Financial Position

Investments

Investments at October 31, 2019 and October 31, 2018 were approximately \$1.353 million and \$1.007 million respectively. During the Current Year, \$0.225 million was transferred from the Association's cash balances to Investments to repay an advance taken in 2017. These monies are intended to be used in future periods to preserve and enhance the fields.

Accounts Receivable

Accounts Receivable at October 31, 2019 and October 31, 2018 were approximately \$0.359 million and \$0.325 million.

Fixed Assets

Fixed Assets at cost at October 31, 2019 and October 31, 2018 were approximately \$13.311 million and \$13.296 million respectively, or an increase of approximately \$0.015 million, net of retirements. During the year ended October 31, 2018, the Association spent approximately \$0.026 million on new fixed assets.

Debt

The Field Complex debt at October 31, 2019 and October 31, 2018 was \$4.376 million and \$4.625 million respectively. The Association retired approximately \$0.258 million of debt in the Current Year. For the years ended October 31, 2019 and 2018, the Association satisfied the TD Bank debt covenants.

Deferred Revenue

Deferred Revenue at October 31, 2019 and October 31, 2018 was approximately \$1.592 million and \$1.277 million respectively, or an increase of \$0.315 million primarily attributable to the increased player and adult fees for Soccer Year 2020.

(2) **Budget for the Fiscal Year ended October 31, 2020**

Executive Summary:

Revenues and expenses for the twelve months ended October 31, 2020 are forecast at approximately \$4.593 million and \$4.183 million respectively resulting in an increase in net assets of \$0.410 million before depreciation and amortization and a reduction in net assets \$0.201 million after depreciation and amortization.

By comparison, revenues and expenses for the twelve months ended October 31, 2019 were forecast at approximately \$4.389 million and \$4.000 million resulting in an increase in net assets of \$0.388 million before depreciation and amortization and a reduction in net assets of \$0.222 million after depreciation and amortization.

Revenues:

Revenues for the twelve months ended October 31, 2020 (“Next Year”) are forecast at \$4.593 million compared with revenues forecast for the twelve months ended October 31, 2019 (“Current Year”) of \$4.389 million.

(A) Membership Fees

An analysis of Membership Fees by source follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
Membership Fees			
Player Registration Fees	\$ 1,501,875	\$ 1,267,088	\$ 1,301,052
Field Assessment Fees	417,500	422,363	424,448
Adult Registration Fees	393,833	388,373	369,275
Summer League Fees	20,000	30,000	18,680
	<u>\$ 2,333,208</u>	<u>\$ 2,107,824</u>	<u>\$ 2,113,456</u>

An analysis of membership follows:

	<u>Soccer Year</u> <u>2020</u>	<u>Soccer Year</u> <u>2021</u>	<u>Soccer Year</u> <u>2019</u>
Membership Statistics:			
Players	139,000	140,000	141,500
Adults	23,000	24,000	23,000

Revenues (Continued):

Next Year's player memberships are a decline of 1.8% from the soccer year ended August 31, 2019. Soccer Year 2021 forecasts a 0.8% and 4.3% increase in players and adults respectively.

An analysis of Youth and Adult membership fees follows:

	Soccer Year <u>2020</u>	Soccer Year <u>2021</u>	Soccer Year <u>2019</u>
Membership Fees			
Players			
Mass Youth Soccer - Regular	\$ 10.75	\$ 10.75	\$ 9.00
Mass Youth Soccer - Field Assessment	\$ 3.00	\$ 3.00	\$ 3.00
USYS	\$ 2.25	\$ 2.25	\$ 1.00
US Soccer Federation	\$ 1.00	\$ 1.00	\$ 1.00
Total Players	<u>\$ 17.00</u>	<u>\$ 17.00</u>	<u>\$ 14.00</u>
Adults	<u>\$ 17.00</u>	<u>\$ 17.00</u>	<u>\$ 16.00</u>

The increase of \$1.75 per player for Mass Youth Soccer Regular fees and \$1.00 per adult was approved at the 2019 Annual General Meeting and is intended to cover the additional expenses of adult certification.

(B) Field Complex Rental Fees

Field Complex rental fees for the Next Year and Current Year are forecast at \$0.670 million and \$0.580 million respectively. Through September 30, 2019, Field Complex rental fees were \$0.526 million. An analysis of Field Complex Rental Fees by source follows:

	Budget <u>10/31/2020</u>	Budget <u>10/31/2019</u>	Actual <u>10/31/2019</u>
Field Complex Fees			
Rental for Games	\$ 200,000	\$ 140,000	\$ 90,392
Rental for Practice	20,000	25,000	20,625
Rental for Tournaments	450,000	415,000	456,440
Total	<u>\$ 670,000</u>	<u>\$ 580,000</u>	<u>\$ 567,457</u>

Next Year anticipates additional field rental fees from NEP.

Revenues (Continued):

(C) Team Tournament Fees

Team/Tournament Fees for the Next Year and Current Year are forecast at \$0.811 million and \$0.756 million respectively. Through September 30, 2019, Team/Tournament fees were \$0.773 million. An analysis of Team/Tournament fees by source follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
Team Tournament Fees			
District Select	\$ 175,500	\$ 174,000	\$ 185,915
MTOC	93,500	93,500	94,600
State Cup	120,000	96,000	124,650
Town Select League	421,500	392,000	376,325
Total	<u>\$ 810,500</u>	<u>\$ 755,500</u>	<u>\$ 781,490</u>

MTOC fees for Next Year are budgeted at \$550 per team, the same as the Current Year. Town Select League fees forecast 575 players for the Next Year Fall/Summer programs and 70 players for the Next Year Winter Indoor training program. The Fall 2019 TSL program includes approximately 525 players.

(D) ODP

ODP revenues for the Next Year and Current Year are forecast at \$0.284 million and \$0.421 million respectively. An analysis of ODP fees by source follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
ODP Fees			
Mini-Camp	\$ -	\$ 42,800	\$ 43,275
Jamboree	9,600	2,400	2,550
Tryout Fees	25,000	28,000	32,940
Winter Training Fee	117,250	113,920	115,285
Spring Training Fee	109,500	113,920	105,600
Rider Cup Fee	22,320	16,560	16,760
ID Camp Fees	-	2,100	1,960
Total	<u>\$ 283,670</u>	<u>\$ 319,700</u>	<u>\$ 318,370</u>

Revenues (Concluded):

(E) Coach Instruction/Player Development

Coach Instruction/Player Development revenues for the Next Year and Current Year are forecast at \$0.178 million and \$0.297 million respectively. Through September 30, 2019, Coach Instruction/Player Development revenues were \$0.152 million. An analysis of Coach Instruction/Player Development revenues by source follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
Coach Education/Player Development			
Coach Education	\$ 102,775	\$ 77,800	\$ 84,441
Coach/Payer Development	74,150	218,750	127,799
Grants	-	-	1,114
Total	<u>\$ 176,925</u>	<u>\$ 296,550</u>	<u>\$ 213,355</u>

Next Year includes \$0 for player development fees compared with \$0.144 million in the Current Year budget and \$0.053 million through September 2019. The Next Year budget anticipates Challenger and/or other entities providing player development training.

(F) Hotel Rebates

Hotel Rebates for the Next Year and Current Year are forecast at \$0.122 million and \$0.123 million respectively.

(G) Sponsorships/Donations

Sponsorships/Donations for the Next Year and Current Year are forecast at \$0.030 million and \$0.030 million respectively.

(H) Investment Income

Investment income represents actual forecasted dividends and capital gain distributions earned in the investment account.

(I) Fundraising

Next Year and Current Year represent monies collected for raffle prizes at the Appreciation Dinner.

Expenses:

Expenses for Next Year are forecast at \$4.1383 million compared with expenses forecast for the Current Year of \$4.000 million.

(A) Program Costs

Program Costs for the Next Year and Current Year are forecast at \$0.746 million and \$0.818 million respectively. Program Costs do not include salaries, payroll taxes, fringe benefits and casual labor costs. These items are included in Salaries/Payroll Taxes/Payroll Service and Employee Benefits. An analysis of Program Costs by program follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
Program Costs			
Instructional	\$ 124,638	\$ 128,630	\$ 87,198
ODP	122,050	187,700	173,608
Recreational	143,080	140,780	125,535
State Cup	108,865	122,310	96,817
MTOC	103,150	113,600	110,062
Town Select League	143,789	124,696	94,162
	<u>\$ 745,572</u>	<u>\$ 817,716</u>	<u>\$ 687,383</u>

Instructional Program Costs for Next Year include \$44,600 for course expenses compared with \$52,100 in the Current Year budget. Next Year only includes one “C” course offered solely by Mass Youth Soccer. Rent expense is anticipated to be \$6,500 higher than the Current Year based on anticipated usage of indoor fields. Instructional programs now require trainers and the Next Year budget includes \$2,500 against Nil in the Current Year. Fees associated with the January 2019 Workshop in Chicago for forecast up \$900 with the workshop in Chicago versus Philadelphia in 2018.

ODP program expenses are forecast approximately \$0.066 million less in the Next Year with the elimination of the Mini-Camp.

Recreational Program Costs for Next Year will increase \$2,300 against the Current Year Budget and \$17,500 against the Current Year Actual.

State Cup Program Costs for Next Year will decline \$13,400 against the Current Year budget. Next Year includes sharing of certain expenses with MSRC whereas in prior years these expenses were borne 100% by Massachusetts Youth Soccer. Next Year also includes a third tournament weekend Referee costs for Next Year reflect actual expenses in the Current Year and the year before.

The reduction in MTOC Program Costs in the Next Year forecast reflects reduced quantities of merchandise sold at the tournament and tight control of other tournament costs.

Expenses (Continued):

The increase in MTOC Program Costs in the Next Year forecast reflects the price of cotton going up. This not only impacts tee shirts for resale, but also uniforms and tee shirts given to semi-finalist teams.

Town Select League Program Costs include field rentals, referee costs, equipment, uniforms and scholarships. The increase from Current Year reflects the 150% increase in players.

(B) Field Complex Expenses

Field Complex costs for Next Year and Current Year are forecast at \$0.405 million and \$0.396 million respectively. The Next Year and Current Year budgets include \$20,000 for snow removal compared with \$36,000 for the twelve months ended October 31, 2019. Field maintenance expenses are forecast at \$117,000 Next Year compared with \$119,000 in the Current Year.

(C) Salaries, Payroll Taxes, and Payroll Processing Fees

Salaries, Payroll Taxes, and Payroll Processing fees for Next Year and Current Year are forecast at \$1.842 million and \$1.830 million respectively. An analysis of Salaries, Payroll Taxes, and Payroll Processing fees follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
Casual Labor:			
Coach Education/Player Development	\$ 1,000	\$ 125,000	\$ 42,643
Goals Program	-	-	-
Town Select League	1,200	161,180	150,040
All other	10,200	5,500	7,503
Total Casual Labor	<u>12,400</u>	<u>291,680</u>	<u>200,185</u>
Salaries			
Administration	533,400	473,000	467,914
Field Complex	399,500	380,700	378,545
Instructional	318,800	313,200	304,759
Recreation	-	-	16,450
ODP	109,500	113,500	186,171
Town Select League	235,400	50,500	29,640
State Cup	32,900	32,000	32,068
Goals Program	40,000	45,000	38,835
Total Salaries	<u>1,669,500</u>	<u>1,407,900</u>	<u>1,454,381</u>
Payroll Taxes	157,700	127,100	130,173
Payroll processing fees	4,000	3,200	3,844
	<u>\$ 1,843,600</u>	<u>\$ 1,829,880</u>	<u>\$ 1,788,583</u>

Expenses (Continued):

In the Next Year and Current Year, Instructional casual labor represents fees paid to Challenger for coaches to assist with player development programs. As noted above, Mass Youth Soccer is no longer offering this program in the Next Year. In the Next Year, Town Select League coaches are remunerated as employees compared to the Current Year where they are remunerated as casual labor. This change in classification complies with the Commonwealth of Massachusetts' clarification as to who is an independent contractor and who is an employee.

On the whole, salary increases for Next Year are budgeted at approximately 3%, similar to the Current Year budget. As a result of the MA minimum wage increasing on January 1, 2020 to \$12.75 per hour from \$12.00 per hour, Field Complex salary expense is increasing approximately \$11,500. Two employees are receiving increases in excess of 3% to reflect the assumption of additional responsibilities. Salary expense includes both salaries paid to employees as well as bonuses earned at the end of each fiscal year. For the Current Year, bonuses were \$36,000 and Next Year they are forecast at \$41,000. The Executive Committee has reviewed and approved the proposed salary changes and bonus provisions recommended by the Executive Director.

Payroll taxes include the employer share of Social Security and Medicare taxes, and State unemployment insurance taxes. As a 501(c)(3) entity, Mass Youth Soccer Association is not subject to Federal Unemployment tax ("FUTA"). The reclassification of the Town Select League coaches Next Year adds approximately \$20,500 of employer payroll taxes. As Mass Youth Soccer is adopting a private plan starting in 2021, there is no requirement to include the additional taxes imposed by the Massachusetts Paid Family and Medical Leave Act.

(D) Interest Expense

Interest expense is calculated on \$4.632 million for the first five months, \$4.500 million for the next six months, and \$4.367 million for one month. Interest expense also includes fees paid to TD Bank for the Letter of Credit issued in connection with the debt financing.

(E) Adult Online Registration Fees

Next Year adult registration fees include \$0.167 million for the base adult background check (\$7.00 per adult) and \$12,000 for enhanced background checks.

Expenses (Continued):

(F) General Office Expenses

General Office Expenses for Next Year and Current Year are forecast at \$0.188 million and \$0.156 million respectively. An analysis of significant General Office Expenses follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
General Office:			
Advertising/Marketing	\$ 25,500	\$ 9,000	\$ 20,634
Bank Charges & Credit Card Fees	14,800	12,700	16,069
Donations/Gifts/Bereavement	2,000	2,000	1,318
GOALS equipment	3,000	3,000	0
Non-Capitalized Equipment	2,500	2,500	2,090
Leased equipment	13,000	13,000	13,794
Office Supplies	8,500	8,000	9,491
Postage	4,500	4,500	4,049
President's Stipend	15,000	15,000	15,000
Professional Development	7,500	5,500	6,321
Dues and Memberships	3,000	3,000	2,921
Rent	3,500	2,500	3,983
Repairs and Maintenance	20,000	10,500	19,582
Snow Removal	10,000	12,500	5,780
Youth Scholarships	2,000	2,000	1,000
Revolution/Breaker Tickets	17,500	17,500	16,656
GOALS uniforms	15,000	15,000	13,638
Administration uniforms	2,000	2,000	1,165
Website costs	9,000	6,500	8,841
President's Discretionary Fund	5,000	5,000	-
All Others	4,250	4,000	2,539
	<u>\$ 187,550</u>	<u>\$ 155,700</u>	<u>\$ 164,872</u>

Advertising/Marketing Next Year and Current Year Actual represent the additional marketing efforts expended to communicate the changes in player safety changes implemented earlier this year and how they impacted the financial performance of Mass Youth Soccer and USYS. The Next Year Budget anticipates expenditures to communicate the impact on member organizations of the recent consolidation of Stack Sports and Blue Sombrero. Professional Development Next Year and Current Year Actual acknowledge the challenges of administering an organization in the ever increasing regulatory environment. Repairs and Maintenance Next Year and Current Year Actual reflect the cost of maintaining the ever aging facility.

Expenses (Continued):

(G) Insurance

Insurance expense includes premiums for general liability, property, directors & officers coverage; cyber liability, registrant medical liability, and workmen’s compensation coverages. The small increase represents additional workers compensation premiums and taxes payable on certain lines of coverage.

(H) Employee Benefits

Employee Benefits Expenses for Next Year and Current Year are forecast at \$0.147 million and \$0.138 million respectively. An analysis of Employee Benefits Expenses follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
Employee Benefits:			
Medical/Life	\$ 104,100	\$ 106,800	\$ 91,589
Employer 401(k) Match	43,375	31,075	39,463
	<u>\$ 147,475</u>	<u>\$ 137,875</u>	<u>\$ 131,052</u>

Employee Benefits includes the employer share of premiums paid for employee medical coverage, group life, accidental death & dismemberment, long term disability, and the employer share of 401(k) contributions. Massachusetts Youth Soccer matches employee contributions 100% to the first 3 percent and 50% of the next 2 percent. Beginning in 2019, the match is considered “Safe Harbor” and therefore immediately vests.

(I) Travel and Entertainment

Travel and Entertainment expenses include all travel and entertainment costs for Administrative staff, the Executive Director, and board members.

(J) Taxes - Other

The Next Year Budget of \$0.080 million includes \$52,000 for property taxes paid to the Town of Lancaster and \$30,000 paid to the IRS and the Commonwealth of Massachusetts for 990-T taxes.

(K) Professional Fees

Professional Fees for Next Year and Current Year are forecast at \$0.090 million and \$0.072 million respectively. An analysis of Professional Fees follows:

	<u>Budget</u> <u>10/31/2020</u>	<u>Budget</u> <u>10/31/2019</u>	<u>Actual</u> <u>10/31/2019</u>
Professional Fees:			
Legal Fees	\$ 25,000	\$ 20,000	\$ 24,177
Accounting Fees	45,000	45,000	40,835
Consulting IT	5,000	7,000	3,373
Consulting Admin	15,000	-	18,109
	<u>\$ 90,000</u>	<u>\$ 72,000</u>	<u>\$ 86,494</u>

Consulting Admin Next Year and Current Year Actual represent fees paid to the 401(k) 3rd Party Administrator and for consulting support in connection with the implementation of the Stack soccer platform.

Expenses (Concluded):

(L) MYSA Workshop and Appreciation Dinner

The Next Year workshops and Appreciation Dinner are forecast to generate a deficit of approximately \$4,500. The Current Year Actual deficit is approximately \$1,000.

Program Contribution Income/(Loss)

As the attached analysis demonstrates on Page 29, the Massachusetts Youth Soccer Association programs will generate an aggregate loss of approximately \$0.312 million Next Year. Labor costs include all employees, part-time employees, field crew, and casual labor.

TD Bank Debt Covenant Compliance

For Next Year, the Massachusetts Youth Soccer Association financial results must satisfy our debt covenants with TD Bank. The Next Year budget as submitted, exceeds the required cash surplus by approximately \$62,000.

I want to express my appreciation to the Association staff for their continued diligence over the past twelve months. I am especially grateful to Tara Petricca who continues to provide timely and accurate financial information.

This is my final report as Treasurer of Massachusetts Youth Soccer Association, Inc. It has been a pleasure serving the organization and I feel confident that my successor will continue to provide the Board and member organizations with the financial information necessary to be the preeminent State Association.

Respectfully submitted,



Treasurer
March 6, 2020

INDEPENDENT AUDITOR'S REPORT

Board of Directors
Massachusetts Youth Soccer Association, Inc.
Lancaster, Massachusetts

We have audited the accompanying financial statements of Massachusetts Youth Soccer Association, Inc. (a nonprofit organization) which comprise the statements of financial position as of October 31, 2019 and 2018, and the related statements of activities, functional expenses and cash flows for the years then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Massachusetts Youth Soccer Association, Inc. as of October 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Tonneson & Company, PC

Wakefield, Massachusetts
February 20, 2020

tonneson + co

Certified Public Accountants & Consultants

401 Edgewater Place, Suite 300, Wakefield, MA 01880-6208 t. 781.245.9999 f. 781.245.8731 www.tonneson.com

MASSACHUSETTS YOUTH SOCCER ASSOCIATION, INC.

STATEMENTS OF FINANCIAL POSITION

OCTOBER 31, 2019 AND 2018

ASSETS

	<u>2019</u>	<u>2018</u>
CURRENT ASSETS:		
Cash and cash equivalents	\$ 1,853,144	\$ 1,463,691
Investments	1,352,669	1,007,329
Accounts receivable	359,211	324,960
Prepaid expenses and other current assets	96,877	156,330
	<u>3,661,901</u>	<u>2,952,310</u>
Total current assets		
	<u>3,661,901</u>	<u>2,952,310</u>
PROPERTY AND EQUIPMENT, AT COST:		
Field development costs	8,016,710	8,016,710
Field improvements	2,165,377	2,165,377
Land	1,317,015	1,317,015
Buildings and improvements	1,201,506	1,201,506
Furniture and equipment	602,143	592,783
Automobile	8,160	2,160
	<u>13,310,911</u>	<u>13,295,551</u>
Less accumulated depreciation	<u>(7,627,638)</u>	<u>(7,016,488)</u>
Property and equipment, net	<u>5,683,273</u>	<u>6,279,063</u>
OTHER ASSETS:		
Restricted cash	<u>64,138</u>	<u>67,814</u>
Total other assets	<u>64,138</u>	<u>67,814</u>
TOTAL ASSETS	<u>\$ 9,409,312</u>	<u>\$ 9,299,187</u>

MASSACHUSETTS YOUTH SOCCER ASSOCIATION, INC.

STATEMENTS OF FINANCIAL POSITION

OCTOBER 31, 2019 AND 2018

LIABILITIES AND NET ASSETS

	<u>2019</u>	<u>2018</u>
CURRENT LIABILITIES:		
Current portion of long-term debt, net of current unamortized debt issuance costs of \$4,868 at October 31, 2019 and 2018	\$ 262,132	\$ 253,132
Accounts payable and accrued expenses	698,548	602,758
Accrued 401(k) liability	5,849	1,893
Deferred revenue	<u>1,592,078</u>	<u>1,276,526</u>
Total current liabilities	<u>2,558,607</u>	<u>2,134,309</u>
Long-term debt, net of current portion and \$58,011 and \$62,879 of unamortized debt issuance costs at October 31, 2019 and 2018, respectively	4,176,989	4,439,121
Commitments	<u>-</u>	<u>-</u>
TOTAL LIABILITIES	<u>6,735,596</u>	<u>6,573,430</u>
NET ASSETS:		
Without donor restrictions	<u>2,673,716</u>	<u>2,725,757</u>
Total net assets	<u>2,673,716</u>	<u>2,725,757</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 9,409,312</u>	<u>\$ 9,299,187</u>

MASSACHUSETTS YOUTH SOCCER ASSOCIATION, INC.

STATEMENTS OF ACTIVITIES

YEARS ENDED OCTOBER 31, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
SUPPORT AND REVENUE:		
Membership fees	\$ 2,114,007	\$ 2,205,288
Team fees	773,100	595,151
Field user fees	567,457	676,088
Player fees	316,530	362,875
Instruction fees	245,594	341,593
Hotel rebates	156,273	117,858
Miscellaneous	69,875	22,349
Investment income	65,234	57,918
Unrealized gain (loss) on investment	57,086	(60,307)
Food concession sales	33,720	26,500
Sponsorships	32,250	31,250
Sales of merchandise	18,960	20,930
Hosting and travel	6,650	7,700
Scholarships	5,000	5,000
Advertising fees	4,708	2,000
Interest income - other	1,664	1,109
	<hr/>	<hr/>
Total support and revenue	4,468,108	4,413,302
EXPENSES:		
Programs	1,946,288	1,909,509
Field complex, including interest expense of \$146,159 in 2019 and \$155,497 in 2018	1,573,194	1,564,627
General and administrative, including income taxes of \$33,000 in 2019 and \$25,500 in 2018	1,000,667	860,922
	<hr/>	<hr/>
Total expenses	4,520,149	4,335,058
	<hr/>	<hr/>
INCREASE (DECREASE) IN NET ASSETS	(52,041)	78,244
NET ASSETS WITHOUT DONOR RESTRICTIONS, BEGINNING OF YEAR	2,725,757	2,647,513
	<hr/>	<hr/>
NET ASSETS WITHOUT DONOR RESTRICTIONS, END OF YEAR	\$ 2,673,716	\$ 2,725,757
	<hr/>	<hr/>

MASSACHUSETTS YOUTH SOCCER ASSOCIATION, INC.

STATEMENTS OF FUNCTIONAL EXPENSES

YEARS ENDED OCTOBER 31, 2019 AND 2018

	2019			2018		
	Programs	Field Complex	General and Administrative	Programs	Field Complex	General and Administrative
Salaries, wages and other labor costs	\$ 607,923	\$ 378,545	\$ 467,914	\$ 532,314	\$ 354,591	\$ 436,353
Payroll taxes	53,121	37,705	39,346	45,633	33,098	34,795
Fringe benefits	33,126	12,546	45,918	37,553	23,268	51,279
Retirement	15,583	7,639	16,240	11,192	6,287	5,267
	<u>709,753</u>	<u>436,435</u>	<u>569,418</u>	<u>626,692</u>	<u>417,244</u>	<u>527,694</u>
			<u>1,715,606</u>			<u>1,571,630</u>
Depreciation	6,112	574,481	30,557	6,167	579,743	30,838
Insurance	202,716	36,450	-	195,713	33,678	-
Casual labor	203,955	-	275	253,316	-	870
Interest expense	-	146,159	-	-	155,497	-
Referee fees	144,542	-	-	131,829	-	-
Travel and lodging	128,874	-	11,684	129,609	-	11,373
Field maintenance	-	113,552	-	-	93,838	-
Rental costs	74,268	34,016	-	62,437	49,890	-
Uniforms	95,021	-	1,265	98,819	-	2,687
Taxes	-	-	83,746	-	-	80,576
Adult registration fees	-	-	72,485	-	-	12,888
Workshops	70,310	-	-	58,482	-	-
Camp fees	58,449	-	-	63,673	-	-
Security	-	50,589	-	-	43,044	-
Scholarships	41,990	-	-	43,148	-	-
Credit card fees	32,747	2,528	6,237	33,933	2,923	7,210
Audit and accounting	-	-	40,835	-	-	55,910
Medical reimbursements	38,961	-	-	40,504	-	-
Tournament fees	38,118	-	-	55,212	-	-
Trainers	22,583	15,203	-	22,394	15,032	-
Fertilizing and aerating	-	30,880	-	-	70,530	-
Subtotal	<u>\$ 1,868,399</u>	<u>\$ 1,440,293</u>	<u>\$ 816,502</u>	<u>\$ 1,821,928</u>	<u>\$ 1,461,419</u>	<u>\$ 730,046</u>
			<u>\$ 4,125,194</u>			<u>\$ 4,013,393</u>

MASSACHUSETTS YOUTH SOCCER ASSOCIATION, INC.

STATEMENTS OF FUNCTIONAL EXPENSES

YEARS ENDED OCTOBER 31, 2019 AND 2018

	2019			2018				
	Programs	Field Complex	General and Administrative	Total	Programs	Field Complex	General and Administrative	Total
Balance Forward	\$ 1,868,399	\$ 1,440,293	\$ 816,502	\$ 4,125,194	\$ 1,821,928	\$ 1,461,419	\$ 730,046	\$ 4,013,393
Supplies	-	29,240	-	29,240	-	17,298	-	17,298
Trophics	27,841	-	-	27,841	27,936	-	-	27,936
Mowing	-	27,250	-	27,250	-	24,755	-	24,755
Repairs and maintenance	-	-	26,272	26,272	-	-	17,514	17,514
Advertising and marketing	-	-	24,724	24,724	-	-	9,182	9,182
Legal	-	-	24,177	24,177	-	-	10,750	10,750
Utilities	-	16,659	6,938	23,597	-	13,672	7,669	21,341
Telephone and communications	5,390	5,489	11,759	22,638	3,896	4,169	11,677	19,742
Portable toilets	-	20,734	-	20,734	-	14,584	-	14,584
Miscellaneous	1,729	-	16,838	18,567	-	-	14,299	27,009
Merchandise	18,413	-	-	18,413	11,444	-	-	11,444
Consultants	-	-	18,109	18,109	-	914	-	914
Equipment rentals	3,734	-	13,794	17,528	8,823	-	-	23,205
Septic systems	-	17,340	-	17,340	-	11,540	-	11,540
Program manager and board member stipends	-	-	15,000	15,000	-	-	15,000	15,000
Office supplies	2,749	-	9,491	12,240	2,684	-	8,775	11,459
Website costs	-	-	12,214	12,214	-	-	14,071	14,071
Field lining	-	11,383	-	11,383	-	9,924	-	9,924
District administrative fees	10,700	-	-	10,700	10,050	-	-	10,050
Postage and mailings	1,215	-	4,049	5,264	1,629	-	4,150	5,779
Coaches stipends	4,970	-	-	4,970	6,000	-	-	6,000
Water sampling and testing	-	4,252	-	4,252	-	6,144	-	6,144
Contributions	-	-	800	800	-	-	1,090	1,090
Fees and permits	619	-	-	619	300	-	-	300
Signage	-	554	-	554	-	208	-	208
Meals	371	-	-	371	426	-	-	426
Bad debt	158	-	-	158	1,683	-	-	1,683
Printing	-	-	-	-	-	-	-	-
Total	\$ 1,946,288	\$ 1,573,194	\$ 1,000,667	\$ 4,520,149	\$ 1,909,509	\$ 1,564,627	\$ 860,922	\$ 4,335,058

See Notes to Financial Statements.

MASSACHUSETTS YOUTH SOCCER ASSOCIATION, INC.

STATEMENTS OF CASH FLOWS

YEARS ENDED OCTOBER 31, 2019 AND 2018

INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND RESTRICTED CASH

	<u>2019</u>	<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Increase (decrease) in net assets	\$ (52,041)	\$ 78,244
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation	611,150	616,748
Unrealized (gain) loss on investment	(57,086)	60,307
Interest expense, debt issuance costs	4,868	4,868
Changes in certain assets and liabilities:		
Accounts receivable	(34,251)	28,093
Prepaid expenses and other current assets	59,453	(1,207)
Accounts payable and accrued expenses	95,790	39,914
Accrued 401(k) liability	3,956	(7,221)
Deferred revenue	315,552	(25,699)
Net cash provided by operating activities	<u>947,391</u>	<u>794,047</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of investments	(288,254)	(47,352)
Acquisition of property and equipment	(15,360)	(26,349)
Net cash used in investing activities	<u>(303,614)</u>	<u>(73,701)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Payments on long-term debt	(258,000)	(247,000)
Net cash used in financing activities	<u>(258,000)</u>	<u>(247,000)</u>
NET INCREASE IN CASH, CASH EQUIVALENTS AND RESTRICTED CASH	385,777	473,346
CASH, CASH EQUIVALENTS AND RESTRICTED CASH, BEGINNING OF YEAR	1,531,505	1,058,159
CASH, CASH EQUIVALENTS AND RESTRICTED CASH, END OF YEAR	<u>\$ 1,917,282</u>	<u>\$ 1,531,505</u>

Massachusetts Youth Soccer Association, Inc.
Budgeted Statement of Activities

	10/31/2020	10/31/2019	Variance to 2019 Budget	
	<u>Budget</u>	<u>Budget</u>	<u>\$</u>	<u>%</u>
Income:				
Player Registration Fees	\$ 1,521,875	\$ 1,297,088	\$ 224,787	17.33%
Player Field Assessment Fee	417,500	422,363	(4,863)	-1.15%
Adult Registration Fees	393,833	388,373	5,460	1.41%
Field Complex Rental	670,000	580,000	90,000	15.52%
Team/Tournament Fees	810,500	755,500	55,000	7.28%
ODP Fees	283,670	319,700	(36,030)	-11.27%
Coach Instruction/Player Development	176,925	296,550	(119,625)	-40.34%
Hotel Rebates	122,000	123,000	(1,000)	-0.81%
Concession Sales	25,000	25,000	0	0.00%
Sponsorships/Donations	30,000	30,000	0	0.00%
Sale of Product	15,000	25,800	(10,800)	-41.86%
Permission to Host Fees	7,500	8,000	(500)	-6.25%
Scholarships	5,000	5,000	0	0.00%
Investment Income	61,200	50,900	10,300	20.24%
Fundraising	3,000	4,000	(1,000)	-25.00%
MYSA Workshop - Appreciation	18,150	14,400	3,750	26.04%
Miscellaneous / Other	29,875	42,900	(13,025)	-30.36%
Grants	1,500	0	1,500	
Total Income	<u>4,592,528</u>	<u>4,388,574</u>	<u>203,954</u>	<u>4.65%</u>
Expenses:				
Program Costs:				
Instructional	124,638	128,630	(3,993)	-3.10%
ODP	122,050	187,700	(65,650)	-34.98%
Recreational	143,080	140,780	2,300	1.63%
State Cup	108,865	122,310	(13,445)	-10.99%
MTOC	103,150	113,600	(10,450)	-9.20%
Town Select League	143,789	124,696	19,093	15.31%
Field Complex Expenses	405,300	395,500	9,800	2.48%
Salaries/Payroll Taxes/Payroll Service	1,843,600	1,829,880	13,720	0.75%
Interest Expense	135,000	142,500	(7,500)	-5.26%
Risk Management Fees	186,667	15,000	171,667	1144.45%
General Office Expenses	187,550	155,700	31,850	20.46%
Insurance	254,200	251,800	2,400	0.95%
Employee Benefits	147,475	137,875	9,600	6.96%
Travel and Entertainment	23,500	25,500	(2,000)	-7.84%
Taxes - Other	82,500	80,000	2,500	3.13%
Professional Fees	90,000	72,000	18,000	25.00%
Workshops/Conventions/PD	27,500	20,000	7,500	37.50%
MYSA Workshop - Appreciation	34,400	38,700	(4,300)	-11.11%
Utilities	19,600	18,100	1,500	8.29%
Total Expenses	<u>4,182,864</u>	<u>4,000,271</u>	<u>182,593</u>	<u>4.56%</u>
Excess of Income over Expenses before Depreciation	409,665	388,303	21,362	5.50%
Depreciation and Amortization	610,900	609,900	1,000	0.16%
Net Operating Activity	<u>\$ (201,236)</u>	<u>\$ (221,597)</u>	<u>\$ 20,362</u>	-9.19%

**Massachusetts Youth Soccer Association, Inc.
2019 - 2020 Budgeted Contribution by Program**

	<u>Instructional</u>	<u>ODP</u>	<u>Recreational</u>	Town Select <u>League</u>	<u>MTOC</u>	State <u>Cup</u>	Field <u>Complex</u>	<u>Total</u>
Program Revenue	\$ 178,425	\$ 288,670	\$ 175,500	\$ 421,500	\$ 108,500	\$ 125,650	\$ 817,000	\$ 2,115,245
Direct Program Expenses (Ex Labor)	124,638	122,050	108,865	143,080	103,150	143,789	405,300	1,150,872
Contribution before Labor Costs	53,788	166,620	66,635	278,420	5,350	(18,139)	411,700	964,374
Labor Costs	379,200	131,075	-	270,900	-	43,800	451,000	1,275,975
Contribution Income/(Loss)	\$ (325,413)	\$ 35,545	\$ 66,635	\$ 7,520	\$ 5,350	\$ (61,939)	\$ (39,300)	\$ (311,602)