



MSA PROPOSED BUDGET 2021-22

Approved by MSA Council November 1, 2021

CONFIDENTIAL:

This material shall not be shared or discussed with anyone outside of the MSA Council/Staff for any reason until approved by the MSA Council. Once approved by the MSA Council, the approved budget will be submitted to the MSA 2022 AGM delegates based on the dates in the MSA Bylaws for final approval during the 2022 AGM Business Meeting.

Profit and Loss

	Total 2019-2020	Total 2020-2021 Thru June 2021	BUDGET 2021-2022
INCOME			
1 Coach Clinic	13,162.00	2,150.00	8,500.00
2 National C Income	64,148.83	57,883.82	57,600.00
3 Total Coach Clinic	77,310.83	60,033.82	66,100.00
4 Car Tag	4,776.00	3,888.00	4,000.00
5 Covid 19 (PPP Loans)	47,078.10	94,031.00	
6 D&O Insurance	2,400.00		1,500.00
7 Grant Income (Amount is a TOPS grant from 2019)	1,500.00	1,500.00	1,500.00
8 Guest Pass/Permit Income	660.00	75.00	100.00
9 Credit Card Fees	3,161.14	8,717.77	10,000.00
10 MCSL Income	20,996.26	16,070.70	16,000.00
11 Meetings	600.00		500.00
12 Member Fees - Organization	2,800.00	1,200.00	3,100.00
13 MSA Store	75.00		
14 MSRA Income	11,052.45	2,614.62	15,000.00
15 Restitution	800.00	200.00	
16 TOTAL Miscellaneous Income	95,898.95	128,297.09	51,700.00
17 ODP Apparel	1,647.71	12,329.00	10,000.00
18 ODP Events	18,468.10	53,468.40	60,000.00
20 ODP Registrations	5,670.00	5,460.00	8,050.00
21 ODP Training Sessions	120.00		
22 Total ODP Income	25,990.81	71,257.40	78,050.00
23 Pass Income	1,680.00	5,490.00	
24 Player Registrations	349,377.60	206,678.00	303,000.00
25 Competitive 1 Fees (deleted)	4,355.00		
26 Competitive 2 Fees (deleted)	1,374.86		
27 D3 Fees (deleted)	4,637.00		
28 Total Player Registrations	359,744.46	212,168.00	303,000.00
29 Tournament Apparel Income		5,447.56	5,500.00
30 Tournament Fees			
31 MSA Fall Tournament(s) (2 events)			10,000.00
32 Central District		10,849.00	
33 South District		8,592.00	
34 North District	3,357.80	4,797.00	
35 West District		8,734.00	
36 Rec State Cup (2022 Rec Open Cup)		18,955.00	15,000.00
37 Elite Cup		21,400.00	23,000.00
38 Premier Cup		31,094.00	36,400.00
39 STATE TOURNAMENT TOTAL	3,357.80	109,868.56	89,900.00
40 South Region Presidents Cup		6,600.00	8,400.00
41 Southern Regionals		12,750.00	10,500.00
42 Total Tournament Income	3,357.80	129,218.56	108,800.00
43 Travel Permits	842.00	500.00	500.00
44 Total Income	563,798.71	584,347.10	608,150.00
45 GROSS PROFIT	563,798.71	584,347.10	608,150.00

Profit and Loss

	Total 2019-2020	Total 2020-2021	BUDGET 2021-2022
46	EXPENSES		
64	Advertising/Promotional	1,711.97	1,615.53
65	Affiliation Fees	125.00	125.00
66	Apparel (Council/Staff)	7,043.92	6,206.37
67	Awards	2,606.31	
68	Bank Charges	2,336.29	1,516.85
69	Bereavement/Condolences	1,449.76	166.90
70	Total Miscellaneous	15,273.25	9,630.65
71	Coach Clinic Expenses		
72	Coach Clinic Refunds	1,415.00	1,400.00
73	Instructor Fees	2,577.48	1,200.00
74	Travel - Coach Clinics	607.84	1,054.28
75	Travel Meals	457.93	120.00
76	National C Course - (36 candidates/virtual)	35,102.43	25,059.47
77	Total Coach Clinic Expenses	40,160.68	28,833.75
78	Communications		
79	Executive Director Communications	2,983.17	2,511.06
80	Club & Player Development Coordinators		0.00
81	Officer Communications	793.88	975.00
82	Total Communications	3,777.05	3,486.06
83	Copier	3,170.87	3,800.00
84	Covid 19 Expense	183.70	
85	Credit Card Fees	3,161.14	8,717.77
86	Donations	1,193.57	3,000.00
87	Dues & Subscriptions	1,058.00	195.00
88	Equipment	374.49	534.99
89	Equipment/Supplies	20.50	
91	Grants	678.77	0.00
92	IT/Software Maintenance	13,756.16	11,324.87
93	Legal & Professional Fees	11,482.28	8,378.14
94	Pass Expense	4,611.74	2,244.83
95	Postage & Shipping	1,727.86	1,323.74
96	Printing	1,298.17	286.96
97	Recognition	2,855.83	1,649.72
98	Referees	-330.00	1,869.06
100	Rent	25,200.00	21,000.00
101	Repair & Maintenance	2,851.04	2,193.75
102	Scholarship Expense	1,000.00	500.00
103	Storage	2,241.00	1,980.00
104	Supplies	4,275.85	2,759.62
105	Taxes & Licenses	83.14	30.00
106	Utilities	12,951.83	9,024.24
107	Website Development/Maintenance	2,052.96	1,090.89
108	TOTAL Office, Supplies, Maintenance	129,041.90	81,903.58
109	Player Insurance - Youth	59,680.00	50,985.85
110	Commercial Property Liability	500.00	500.00
111	Cyber Liability	1,327.00	1,676.00

Profit and Loss

	Total 2019-2020	Total 2020-2021	BUDGET 2021-2022
112 D&O	2,614.76	3,352.64	3,400.00
113 Employee/Volunteer Dishonesty Bond	754.42	800.00	1,000.00
114 TOTAL Insurance	64,121.76	57,314.49	66,900.00
115 Meeting Expenses			
116 AGM Meeting	16,399.33	122.28	18,000.00
117 Club Visits	588.16	462.00	1,500.00
118 Committee Meetings	2,961.86		500.00
119 Conference Calls	419.46	259.07	400.00
120 Council Meetings	3,089.98	627.63	3,000.00
121 District Meeting	698.41		500.00
122 Planning Meeting	324.82		
123 Reg/Nat meetings	7,300.25		3,500.00
124 Registrar Summit	16.00	0.00	2,000.00
125 Staff Meetings	483.58	401.24	500.00
126 TOTAL Meetings Expense	32,281.85	1,872.22	29,900.00
127 MSRA Expense	114.58	9,593.11	15,000.00
128 TOTAL MSRA Expense	114.58	9,593.11	15,000.00
129 ODP Expense			
130 ODP Events		32,023.40	24,000.00
131 ODP Coach Fee	5,800.00	6,400.00	7,500.00
132 ODP Coach Travel	5,180.61	1,955.33	6,000.00
133 ODP Coach Travel Meals	563.20	525.39	1,000.00
134 Sub Regional Events	7,438.92	9,005.00	10,000.00
135 TOTAL ODP Expense	18,982.73	49,909.12	48,500.00
137 Payroll Expenses			
138 Exec Dir Wages	67,000.00	61,416.74	67,000.00
139 Club Education Manager (part-time)			0.00
140 Player Development Manager-ODP (part-time)			0.00
141 Medical Insurance - Employees	10,656.38	9,933.94	9,600.00
142 Payroll Taxes	11,411.30	18,745.82	19,000.00
143 Program Admin Wages	45,750.00	41,250.00	48,000.00
144 Program Assistant - Wages	23,000.00	23,500.00	25,000.00
145 Retirement	3,350.00	3,350.00	3,450.00
146 TOTAL Payroll Expenses	174,127.46	158,196.50	172,050.00
147 Player Fees - Adults	1,470.00	200.00	3,000.00
148 Player Fees - USYS/Kidsafe	43,173.25	37,572.45	49,500.00
149 MCSL Expense	19,035.97	200.00	500.00
150 TopSoccer	383.52		1,500.00
151 TOTAL Player Fees/Program Expenses	64,062.74	37,972.45	54,500.00

Profit and Loss

	Total 2019-2020	Total 2020-2021	BUDGET 2021-2022
152 Tournament Expenses		5,447.56	5,500.00
153 Awards		12,477.00	9,000.00
154 Referees	1,603.00	43,405.00	30,000.00
155 Staff/Officer Expenses	1,349.83	9,153.00	8,500.00
156 Supplies	157.10	4,296.90	2,500.00
157 TOTAL Tournament Expenses	3,109.93	74,779.46	55,500.00
158 Travel			
159 Officer	122.00		2,500.00
160 President	133.29		2,500.00
161 TOTAL Miscellaneous Travel	491.49	0.00	5,000.00
162 Total Expenses	\$549,674.29	\$520,896.48	\$593,435.00
163 NET OPERATING INCOME	\$14,124.42	\$63,450.62	\$14,715.00
164 NET INCOME	\$14,124.42	\$63,450.62	\$14,715.00