



## 2019-2020 Consolidated USYS Budget Summary

	PROPOSED 2019-2020 BUDGET	2018-2019 BUDGET	% VARIANCE TO PRIOR YEAR BUDGET	2017-2018 ACTUAL	% VARIANCE TO 2017-2018 FISCAL YEAR
<b>ADMINISTRATIVE REVENUE</b>					
Player Registration Fees	6,637,500	2,950,000	125%	2,809,927	136%
Sponsorship Revenue	1,606,667	2,615,000	-39%	2,746,196	-41%
Investment/Interest Income	93,300	104,125	-10%	13,688	582%
National Workshop	70,000	70,625	-1%	18,190	285%
Other Administrative Income	12,500	22,175	-44%	256,289	-95%
In-Kind Revenue (Nike)	1,000,000	925,000	8%	786,666	27%
<b>TOTAL ADMINISTRATIVE REVENUE</b>	<b>9,419,967</b>	<b>6,686,925</b>	<b>41%</b>	<b>6,630,956</b>	<b>42%</b>
<b>ADMINISTRATIVE EXPENSES</b>					
Administrative Overhead Expenses	3,996,001	3,676,096	9%	3,625,887	10%
Sponsorship Activation Costs	260,000	708,000	-63%	692,000	-62%
Website/Database Maintenance	175,000	192,000	-9%	158,842	10%
Marketing & Communications	1,148,000	210,000	447%	510,817	125%
Depreciation/Amortization Expense	462,167	176,000	163%	213,094	117%
Committee Expenses	166,350	72,850	128%	59,288	181%
Board of Directors (Member Travel)	130,000	120,000	8%	137,599	-6%
National Meeting (AGM)	70,000	75,800	-8%	112,263	-38%
National Workshop	310,000	303,200	2%	349,860	-11%
LDS Workshop	332,000	100,000	232%	103,097	222%
In-Kind Expenses (Nike)	1,000,000	925,000	8%	786,666	27%
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>8,049,518</b>	<b>6,558,946</b>	<b>23%</b>	<b>6,749,414</b>	<b>19%</b>
<b>SURPLUS/(DEFICIT) - ADMINISTRATIVE</b>	<b>1,370,449</b>	<b>127,979</b>		<b>(118,457)</b>	
<b>PROGRAM REVENUE</b>					
National League - Conferences	2,155,575	1,822,945	18%	2,122,876	2%
Regional Presidents Cup	774,517	615,648	26%	687,967	13%
Regional Championships	1,575,360	1,452,523	8%	1,163,411	35%
Recreational/Grassroots Programs	3,000	10,000	-70%	10,513	-71%
Referee Program	-	-		-	
ODP Administration	0	-		-	
ODP Camps	4,024,500	4,650,520	-13%	4,192,898	-4%
ODP Regional Tournaments	245,027	265,650	-8%	41,565	490%
ODP Inter-Regional Tournaments	460,600	513,250	-10%	645,955	-29%
ODP International Tournaments	882,001	648,900	36%	611,375	44%
ODP Regional Championships	836,050	397,875	110%	235,929	254%
National League	1,305,400	1,200,850	9%	921,785	42%
National Presidents Cup	141,450	196,100	-28%	140,345	1%
National Championship Series	598,000	623,000	-4%	874,612	-32%
In-Kind Revenue (Nike)	-	-		-	
<b>TOTAL PROGRAM REVENUE</b>	<b>13,001,481</b>	<b>12,397,261</b>	<b>5%</b>	<b>11,649,231</b>	<b>12%</b>
<b>PROGRAM EXPENSES</b>					
National League - Conferences	1,809,470	1,487,830	22%	1,681,410	8%
Regional Presidents Cup	725,952	568,273	28%	660,542	10%
Regional Championships	1,470,509	1,327,895	11%	1,369,715	7%
Recreational/Grassroots Programs	718,000	179,200	301%	60,569	1085%
Referee Program	131,600	157,534	-16%	10,625	1139%
ODP Administration	500,992	454,698	10%	451,133	11%
ODP Camps	2,876,288	3,434,460	-16%	3,167,277	-9%
ODP Regional Tournaments	186,031	261,576	-29%	60,783	206%
ODP Inter-Regional Tournaments	927,140	1,034,403	-10%	1,100,488	-16%
ODP International Tournaments	1,096,250	1,104,462	-1%	1,121,508	-2%
ODP Regional Championships	745,340	405,973	84%	311,354	139%
National League	1,275,854	1,199,972	6%	886,011	44%
National Presidents Cup	300,300	263,650	14%	208,894	44%
National Championship Series	1,170,850	1,152,750	2%	1,032,385	13%
In-Kind Revenue (Nike)	-	-		-	
<b>TOTAL PROGRAM EXPENSES</b>	<b>13,934,577</b>	<b>13,032,676</b>	<b>7%</b>	<b>12,122,695</b>	<b>15%</b>
<b>SURPLUS/(DEFICIT) - PROGRAMS</b>	<b>(933,095)</b>	<b>(635,415)</b>		<b>(473,464)</b>	
<b>TOTAL USYS REVENUE</b>					
	22,421,448	19,084,186	17%	18,280,187	23%
<b>TOTAL USYS EXPENSES</b>					
	21,984,095	19,591,622	12%	18,872,108	16%
<b>2019-2020 SURPLUS/(DEFICIT)</b>	<b>437,354</b>	<b>(507,436)</b>	<b>186%</b>	<b>(591,921)</b>	<b>174%</b>