

Statement of Bruce Ashton, Treasurer of SBSRA for the fiscal year ended June 30,  
2025

As one of the duties of treasurer, it is my pleasure to present, with comments, the financial statement of SBSRA as of June 30, 2025, and for the fiscal year then ended.

General and Accounting Comment - "Referee Billings" equals "Referee Payments" every month. When an invoice is sent to a client, the associated expenses are recognized as a payables to referees, assignors, and check preparer. These payables are paid in the subsequent month. Thus, the only 'income' that the Association receives is from member dues (new and returning) and new member fees. These are used to cover the administrative "expenses" of the Association.

The Board makes every effort every year to run the Association on a break-even basis, and 2025-26, once again, proves that maxim. The \$2,941 excess revenues over expenses ('net income') is primarily a result of an increase in new members over budget and a couple of one-time 'other income' items.

Balance Sheet -- Our cash on hand is sufficient to cover the general business of the Association for the upcoming year and unforeseen, non-catastrophic cash flow problem (e.g., if several of our larger customers do not pay us in a timely manner), we will have funds on hand to pay the referees for 2 to 3 months. The balance is higher than in the prior year primarily because of the \$20 increase in the 2025-26 annual dues over the previous year.

Accounts receivables are materially current with all balances in the 1 to 45-day outstanding category and are similar to the accounts payable balance, as expected.

Accounts payable are current and consist predominantly of referee payments for June games officiated and payable in July. We now have a corporate credit card with its own line item. This can be grouped with accounts payable in current liabilities.

Prepaid dues are dues paid before June 30<sup>th</sup> or deducted from referee fees payable for games officiated in May and June and are applicable to the 2025-2026 year for over 100 members. This is an increase from last year, primarily due to the increase in the amount of yearly dues.

Statement of Profit & Loss - Revenues from games billed to customers decreased about 11% from last year primarily due to the LA Galaxy futsal decreases (\$24,915) and the loss of refereeing services for Zog Sports (\$5,940). Income from dues and new member fees

are materially level with last year, a 7.2% increase of \$1,014. Total expenses are similar to the prior year, although there have been fluctuations in line items. Increases in Arbiter, board meeting expenses, and new member initiative have been offset by savings in insurance and membership merchandise. Due to a rigorous budgeting process, membership dues are consistent with the prior year and the Association's expenses were kept in line with the amounts budgeted.

In conclusion our Association is financially very healthy and well positioned to continue to grow and flourish.

# South Bay Soccer Referee Association

## Balance Sheet

As of June 30, 2025

	Jun 30, 25	Jun 30, 24	\$ Change
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
Chase - Checking	3,990.78	0.00	3,990.78
Chase - Savings	25,630.73	0.00	25,630.73
PayPal	677.14	374.08	303.06
UNIFY FCU - Checking	1,134.50	5,184.33	-4,049.83
UNIFY FCU - Savings	11,501.39	31,502.31	-20,000.92
Total Checking/Savings	42,934.54	37,060.72	5,873.82
Accounts Receivable			
Accounts Receivable	12,196.22	18,525.00	-6,328.78
Total Accounts Receivable	12,196.22	18,525.00	-6,328.78
Other Current Assets			
Deferred NMI Expense	50.00	0.00	50.00
Total Other Current Assets	50.00	0.00	50.00
Total Current Assets	55,180.76	55,585.72	-404.96
<b>TOTAL ASSETS</b>	<b>55,180.76</b>	<b>55,585.72</b>	<b>-404.96</b>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	12,991.39	18,179.00	-5,187.61
Total Accounts Payable	12,991.39	18,179.00	-5,187.61
Credit Cards			
Chase Ink	1,172.25	0.00	1,172.25
Total Credit Cards	1,172.25	0.00	1,172.25
Other Current Liabilities			
Disaster Fund	414.00	0.00	414.00
Prepaid Dues	9,500.00	9,245.00	255.00
Total Other Current Liabilities	9,914.00	9,245.00	669.00
Total Current Liabilities	24,077.64	27,424.00	-3,346.36
Total Liabilities	24,077.64	27,424.00	-3,346.36
Equity			
Retained Earnings	28,161.72	26,033.99	2,127.73
Net Income	2,941.40	2,127.73	813.67
Total Equity	31,103.12	28,161.72	2,941.40
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>55,180.76</b>	<b>55,585.72</b>	<b>-404.96</b>

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Accrual Basis

## South Bay Soccer Referee Association

## Profit &amp; Loss

July 2024 through June 2025

	Jul '24 - Jun 25	Jul '23 - Jun 24	\$ Change
Ordinary Income/Expense			
Income			
Annual Dues - New Members	2,655.00	2,495.00	160.00
Annual Dues - Returning	10,595.00	10,110.00	485.00
New Member Fees	1,680.00	1,280.00	400.00
Referee & Admin Billings			
Assigning & Admin Fees	45,068.00	45,179.60	-111.60
Eagles Tournaments	0.00	1,710.00	-1,710.00
Field Coordinator Fees	250.00	250.00	0.00
Forfeits & Cancellations	7,484.00	5,858.00	1,626.00
LA Galaxy - Cozmo Cup	0.00	5,560.00	-5,560.00
LA Galaxy Soccer Center	22,695.00	42,050.00	-19,355.00
Manhattan Beach	30,448.00	35,288.00	-4,840.00
Other Tournaments & Leagues	23,920.00	18,238.00	5,682.00
South Bay Sports	81,930.00	82,316.00	-386.00
Thousand Oaks Classic	5,177.50	4,066.00	1,111.50
Torrance USD	4,524.00	4,180.00	344.00
YMCA's	23,330.00	23,980.00	-650.00
Zog Sports	0.00	5,940.00	-5,940.00
Total Referee & Admin Billings	244,826.50	274,615.60	-29,789.10
Total Income	259,756.50	288,500.60	-28,744.10
Cost of Goods Sold			
Assigning & Admin. Fees	46,839.40	44,769.60	2,069.80
Check Preparation Fee	4,038.60	4,486.20	-447.60
Field Coordinator Expense	250.00	250.00	0.00
Forfeits	7,458.00	5,922.00	1,536.00
Referee Payments			
Eagles Tournaments	0.00	1,710.00	-1,710.00
LA Galaxy - Cozmo Cup	0.00	5,440.00	-5,440.00
LA Galaxy Soccer Center	20,945.00	41,920.00	-20,975.00
Manhattan Beach	27,028.00	31,620.00	-4,592.00
Other Tournaments	23,920.00	18,238.00	5,682.00
South Bay Sports	82,090.00	81,178.00	912.00
Thousand Oaks Classic	5,177.50	4,066.00	1,111.50
Torrance	4,524.00	4,180.00	344.00
YMCA's	22,530.00	24,638.80	-2,108.80
Zog Sports	0.00	6,040.00	-6,040.00
Total Referee Payments	186,214.50	219,030.80	-32,816.30
Total COGS	244,800.50	274,458.60	-29,658.10
Gross Profit	14,956.00	14,042.00	914.00
Expense			
Arbiter Expense	1,457.50	1,225.00	232.50
Bank Charges & Fees	428.46	559.17	-130.71
CORE Expense	125.28	77.00	48.28
Dues & Subscriptions	99.00	99.00	0.00
Financial Review Expense	300.00	0.00	300.00
Insurance Expense - Board	377.00	530.00	-153.00
Insurance Expense - Member	1,856.74	2,821.21	-964.47
Licenses & permits	113.38	133.38	-20.00
Meeting Expense - Annual	1,172.25	1,161.33	10.92
Meeting Expense - Board	1,430.83	802.67	628.16
Meeting Expense - General	111.42	168.80	-57.38
Merchandise Expense	1,027.77	2,841.11	-1,813.34
Miscellaneous Expense	187.19	241.68	-54.49
Monthly Membership Training	1,275.00	550.00	725.00
New Member Initiative Expense	1,575.00	425.00	1,150.00
Office Expense & Supplies	443.39	0.00	443.39
Parking Expense	75.00	72.00	3.00
Postage Expense	496.60	545.69	-49.09

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## South Bay Soccer Referee Association

07/19/25

## Profit &amp; Loss

Accrual Basis

July 2024 through June 2025

	Jul '24 - Jun 25	Jul '23 - Jun 24	\$ Change
Telecommunications Expense	397.36	401.01	-3.65
Website Expense	607.18	583.00	24.18
<b>Total Expense</b>	<b>13,556.35</b>	<b>13,237.05</b>	<b>319.30</b>
<b>Net Ordinary Income</b>	<b>1,399.65</b>	<b>804.95</b>	<b>594.70</b>
<b>Other Income/Expense</b>			
Other Income			
Fines & Sanctions	330.00	184.00	146.00
Interest Income	29.80	27.78	2.02
Other Inc/Exp/Reimb	1,181.95	1,111.00	70.95
Wire Transfer Fee	0.00	0.00	0.00
<b>Total Other Income</b>	<b>1,541.75</b>	<b>1,322.78</b>	<b>218.97</b>
<b>Net Other Income</b>	<b>1,541.75</b>	<b>1,322.78</b>	<b>218.97</b>
<b>Net Income</b>	<b>2,941.40</b>	<b>2,127.73</b>	<b>813.67</b>