

Treasurer's Report for USATF-NE 2022 Annual Meeting

Presented on September 18, 2022 by David Lapierre

INTRODUCTION

This report covers the one-year window from September 1, 2021, through August 31, 2022 including a comparison to the prior year. The past year has been very successful with significant net ordinary income of \$61,379. The results are high for several factors that will be outlined below but the primary drivers were a significant return to hosting programs and events as well as a focus to reduce expenses.

INCOME & EXPENSES

Net ordinary income for the past four years (Sep 1 – Aug 31 time frames) are as follows:

- 2022 \$61,379
- 2021 – \$36,516
- 2020 – \$59,182
- 2019 – \$9,948

We had our first positive year in over five years. One driver for this is the nature of the timing for which we are comparing year over year results. In calendar year 2021, several traditional spring events were shifted to the fall so they are included in the 2022 program year in this report. Going into the fall of 2022 we will likely not see as much program income as we did in fall 2021. Year over year comparisons continue to be challenging to analyze as we do not yet have two years of stable history to look back on due to the disruption from the impact of COVID on our operations.

Income comes primarily from programs, memberships (club & individual) and event sanctions.

- **Programs** – Programs encompass all the meets and events that we host, plus rights fees, meet management, merchandise sales, etc. Programs have typically been break-even but we have continued the trend started in 2021 to focusing on expanding events and controlling expenses. Overall program income is double what we reported at the 2020 and 2021 meetings and nearly 50% higher than the 2019 report which was our most recent “normal” program year since COVID.
- **Club & Membership Dues** – Club and membership dues income were significant and have returned to traditional levels.
- **Sanctions** – Despite the significant increase in sanction income as events have returned over last year, the long-term trend has been declining. This is a continued focus for the Association and at the national level.
- **Grants** - We received a \$5,000 grant from national, intended to help us develop programs.
- **Contributions** – Most years this is typically only a few hundred dollars, but we had two atypical contributions that we will not likely see in the coming year.
- **Other Income** – Other income was \$0 which is typical. The significant decrease from the 2021 report is due to the 2nd of our two PPP (Paycheck Protection Program) loans that we reported on in 2021. The 1st PPP loan was reported in our 2020 year report.

Expenses come primarily from programs, paid staff (currently our Managing Director and 1 part-time Marketing Intern) and our annual office lease & office expenses. In the next year will be adding additional part-time bookkeeping help.

- **Programs** – Program expenses were up significantly compared to 2021 but they were below our program income, giving us a net program income of \$31,892. Traditionally we have not generated net income from programs. This trend of positive net income from programs began last year with the increased focus on youth events and tighter expense management.
- **Payroll** – Payroll expenses have declined as the Managing Director roll has shifted to a part time roll.
- **Office Rent** – Our office rent and expenses are down as we have reduced our office space by 50% as part of renegotiating our office lease. We have added the use of lower cost offsite storage to help with the reduction in office space.
- **Accounting & Legal** – Accounting services decreased slightly from 2021. Our accounting services are provided by Campbell, DeVasto & Associates to assist with the preparation of our annual 990 submission and financial review.
- **Advertising** – Advertising expenses increased as we have returned to hosting all our traditional events and promoted new events.
- **Insurance** – Insurance is higher due to an insurance policy that we took out for a series of youth meets held this spring that were not covered by sanctions. The insurance line includes our office insurance, liability, and D&O insurance.
- **Grants** – We did not give out any Association grants while our grant program was suspended. We have re-opened our grant program for the coming program year.
- **Annual Convention** – National convention expenses for 2020 were limited to convention registration fees. No travel expenses were incurred as most attended remotely. The 2022 meeting will return to an in-person only event so this line item will return to the traditional amounts.

BALANCE SHEET

Net Assets – The net assets of the association at the end of August were \$552,485 comparable to last year which was \$554,337. Most of our assets are in our checking/savings and investment accounts as follows:

- \$40,786 Checking Account
- \$99,052 Savings Account
- \$387,486 Investment Accounts, breakdown as follows:
 - \$218,570 Vanguard Total Market Index Fund (VTSAX)
 - \$178,898 Vanguard Short-Term Bond Fund (VFSUX)

FORWARD LOOKING

The board is optimistic that we will continue to see positive trends in membership growth and event participation.

FINANCIAL STATEMENTS

Below I have provided a summary one-year income statement and balance sheet with prior year comparison for the period ending 8/31/22. I believe it is an accurate representation of the Association's finances as of that date. Note that we have a full annual review performed by a CPA every calendar year.

Questions may be addressed to me via email at DLapierre@usatfne.org. You can alternatively send an email to Treasurer@usatfne.org, which goes to both the current Treasurer and our Managing Director, and the appropriate person will respond.

Financial Statements for 2022 Annual Meeting

Treasurer's Report

USATF - New England Profit and Loss - Summarized 12 Month Periods Ending in August

	8/31/2022	8/31/2021	\$ Change	% Change
REVENUE				
Interest Income	4,444	4,043	402	9.9%
Equity Investment Dividends	2,948	3,222	(274)	-8.5%
Programs - Income	149,949	75,996	73,953	97.3%
USATF Club Dues	6,300	4,696	1,604	34.1%
USATF Membership Dues	87,745	47,325	40,421	85.4%
USATF Sanctions	28,655	3,379	25,275	747.9%
USATF Grants	5,000	0	5,000	100.0%
Sponsorship	0	0	0	0.0%
Contributions	1,565	64	1,501	2,341.8%
Other Income	0	14,053	(14,053)	-100.0%
TOTAL REVENUE	286,606	152,779	133,827	87.6%
EXPENSES				
Payroll - Wages/Tax/Benefits	63,771	91,299	(27,528)	-30.2%
Office Rent & Expenses	19,965	26,420	(6,455)	-24.4%
Programs - Expenses	118,056	52,526	65,530	124.8%
Postage	1,261	382	880	230.3%
Accounting & Legal	12,596	14,161	(1,565)	-11.1%
Advertising	5,666	1,535	4,132	269.2%
Insurance	3,220	2,272	948	41.7%
USATF National Convention	375	700	(325)	-46.4%
Travel	297	0	297	100.0%
TOTAL EXPENSES	225,207	189,294	35,913	19.0%
NET INCOME	61,399	(36,516)	97,915	268.1%

Programs Net Income 31,892 23,470

USA Track & Field - New England Preliminary Balance Sheet - BOG EOM

As of August 31, 2022

	Aug 31, 22	Aug 31, 21
ASSETS		
Current Assets		
Checking/Savings		
1000 · Cash	139,837.50	63,252.55
Total Checking/Savings	139,837.50	63,252.55
Other Current Assets		
1050 · Vanguard Mutual Funds	397,468.41	470,799.88
12000 · Undeposited Funds	7,022.17	12,127.35
1450 · Prepaid Rent	1,750.00	1,750.00
Total Other Current Assets	406,240.58	484,677.23
Total Current Assets	546,078.08	547,929.78
Fixed Assets		
1400 · Furniture & Equipment	6,188.00	6,188.00
1401 · Leasehold Improvements	8,814.55	8,814.55
1405 · Accumulated Depreciation	-9,295.83	-9,295.83
Total Fixed Assets	5,706.72	5,706.72
Other Assets		
1301 · AR-Security Deposit on Office	430.00	430.00
1600 · Inventory - Medals & Merch.	270.00	270.00
Total Other Assets	700.00	700.00
TOTAL ASSETS	552,484.80	554,336.50
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 · Accounts Payable	11,864.20	24,285.38
Total Accounts Payable	11,864.20	24,285.38
Credit Cards		
2051 · Amex CC	66.98	1,367.88
Total Credit Cards	66.98	1,367.88
Other Current Liabilities		
2120 · USATF Sanctions 2020	0.00	489.50
2121 · USATF Sanctions 2021	0.00	2,446.38
2221 · USATF Club 2021	0.00	125.00
2222 · USATF Club 2022	0.00	75.00
2223 · USATF Club 2023	25.00	25.00
2340 · Officials Fees fund	0.00	750.00
2400 · *Payroll Liabilities	218.11	158.71
2600 · Deferred Membership D...	33,137.98	33,137.98
Total Other Current Liabilities	33,381.09	37,207.57
Total Current Liabilities	45,312.27	62,860.83
Total Liabilities	45,312.27	62,860.83
Equity		
3800 · Unrealized Gain (Loss) in St...	-6,954.97	38,726.88
3900 · Unrestricted Fund Balance	465,220.00	467,231.18
Net Income	48,907.50	-14,482.39
Total Equity	507,172.53	491,475.67
TOTAL LIABILITIES & EQUITY	552,484.80	554,336.50