

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
CONSOLIDATED FINANCIAL REPORT  
JUNE 30, 2025**

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
CONTENTS**

---

|   | Page   |
|---|--------|
| <b>INDEPENDENT AUDITOR'S REPORT</b>           | 1 - 3  |
| <b>FINANCIAL STATEMENTS</b>                   |        |
| Consolidated Statement of Financial Position  | 4      |
| Consolidated Statement of Activities          | 5      |
| Consolidated Statement of Functional Expenses | 6      |
| Consolidated Statement of Cash Flows          | 7 - 8  |
| Notes to Consolidated Financial Statements    | 9 - 25 |
| <b>SUPPLEMENTAL SCHEDULES</b>                 |        |
| Consolidating Statement of Financial Position | 26     |
| Consolidating Statement of Activities         | 27     |

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
National Office of the American Youth Soccer  
Organization, Affiliates, and Subsidiaries

### **Opinion**

We have audited the consolidated financial statements of National Office of the American Youth Soccer Organization, Affiliates, and Subsidiaries (collectively, the "Organization"), which comprise the consolidated statement of financial position as of June 30, 2025, the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively, the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of June 30, 2025, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

### **Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The consolidating supplementary information is presented for purposes of additional analysis rather than to present the financial position, results of operations and cash flows of the individual organizations and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The consolidating supplementary information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

### **Report on Summarized Comparative Information**

We have previously audited the Organization's 2024 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 15, 2024. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2024, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Singer Lewak LLP*

December 12, 2025

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
**June 30, 2025**  
**(with Comparative Financial Information as of June 30, 2024)**

**ASSETS**

|                                   | 2025                 | 2024                 |
|-----------------------------------|----------------------|----------------------|
| Cash and cash equivalents         | \$ 16,086,993        | \$ 15,978,993        |
| Investments                       | 5,661,310            | 2,424,936            |
| Accounts receivable, net          | 336,015              | 388,250              |
| Contributions receivable          | 240,000              | 177,575              |
| Other receivable                  | 128,726              | 250,632              |
| Prepaid expenses and other assets | 516,455              | 599,880              |
| Deposits                          | 166,498              | 17,498               |
| Property and equipment, net       | 168,695              | 52,205               |
| Right-of-use assets - operating   | 552,120              | 706,371              |
| <b>Total assets</b>               | <b>\$ 23,856,812</b> | <b>\$ 20,596,340</b> |

**LIABILITIES AND NET ASSETS**

**Liabilities**

|                           |            |            |
|---------------------------|------------|------------|
| Accounts payable          | \$ 440,712 | \$ 236,531 |
| Accrued expenses          | 1,093,793  | 1,301,711  |
| Deferred revenue          | 11,459,026 | 9,819,658  |
| Due to related parties    | 358,517    | 537,776    |
| Operating lease liability | 637,374    | 804,647    |
| Total liabilities         | 13,989,422 | 12,700,323 |

**Net assets**

|   |                      |                      |
|---|----------------------|----------------------|
| Without donor restrictions              | 9,392,122            | 7,516,650            |
| With donor restrictions                 | 475,268              | 379,367              |
| Total net assets                        | 9,867,390            | 7,896,017            |
| <b>Total liabilities and net assets</b> | <b>\$ 23,856,812</b> | <b>\$ 20,596,340</b> |

See notes to consolidated financial statements.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF ACTIVITIES  
Year Ended June 30, 2025  
(With Comparative Financial Information as of June 30, 2024)**

|   | Without Donor<br>Restrictions | With Donor<br>Restrictions | 2025 Total          | 2024 Total          |
|---|-------------------------------|----------------------------|---------------------|---------------------|
| <b>Revenues and other support</b>       |                               |                            |                     |                     |
| Youth league registration               | \$ 8,915,630                  | \$ -                       | \$ 8,915,630        | \$ 7,381,960        |
| United registration                     | 8,865,984                     | -                          | 8,865,984           | 7,893,906           |
| PLAY! registration                      | 630,959                       | -                          | 630,959             | 51,462              |
| United other                            | 21,076                        | -                          | 21,076              | 2,475               |
| Volunteer registration                  | 804,096                       | -                          | 804,096             | 844,150             |
| Sponsorships                            | 616,255                       | -                          | 616,255             | 507,721             |
| Soccer camps                            | 50,581                        | -                          | 50,581              | 55,502              |
| Adult league registration               | 141,259                       | -                          | 141,259             | 135,593             |
| Royalties                               | 194,067                       | -                          | 194,067             | 259,868             |
| Contributions                           | 531,288                       | 459,238                    | 990,526             | 813,929             |
| Program receipts                        | 206,825                       | -                          | 206,825             | 211,281             |
| In-kind contributions                   | 23,474                        | -                          | 23,474              | 27,717              |
| Net investment return (loss)            | 580,937                       | (3,250)                    | 577,687             | 230,564             |
| Other income                            | 516,391                       | -                          | 516,391             | 358                 |
| Net assets released from restrictions   | 360,087                       | (360,087)                  | -                   | -                   |
| <b>Total revenues and other support</b> | <u>22,458,909</u>             | <u>95,901</u>              | <u>22,554,810</u>   | <u>18,416,486</u>   |
| <b>Expenses</b>                         |                               |                            |                     |                     |
| Program services                        | 16,840,769                    | -                          | 16,840,769          | 14,423,083          |
| General and administrative              | 2,620,563                     | -                          | 2,620,563           | 2,562,178           |
| Fundraising and membership development  | 1,133,643                     | -                          | 1,133,643           | 1,252,375           |
| <b>Total supporting services</b>        | <u>3,754,206</u>              | <u>-</u>                   | <u>3,754,206</u>    | <u>3,814,553</u>    |
| <b>Total expenses</b>                   | <u>20,594,975</u>             | <u>-</u>                   | <u>20,594,975</u>   | <u>18,237,636</u>   |
| <b>Change in net assets</b>             | 1,863,934                     | 95,901                     | 1,959,835           | 178,850             |
| <b>Net assets, beginning</b>            | <u>7,516,650</u>              | <u>379,367</u>             | <u>7,896,017</u>    | <u>7,410,849</u>    |
| <b>Reconsolidation</b>                  | <u>11,538</u>                 | <u>-</u>                   | <u>11,538</u>       | <u>306,318</u>      |
| <b>Net assets, ending</b>               | <u>\$ 9,392,122</u>           | <u>\$ 475,268</u>          | <u>\$ 9,867,390</u> | <u>\$ 7,896,017</u> |

See notes to consolidated financial statements.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
Year Ended June 30, 2025  
(With Comparative Financial Information as of June 30, 2024)**

|                                      | Program<br>Services  | General and<br>Administrative | Fundraising and<br>Membership<br>Development | 2025<br>Total        | 2024<br>Total        |
|--------------------------------------|----------------------|-------------------------------|--|----------------------|----------------------|
| Salaries, wages, taxes, and benefits | \$ 2,780,886         | \$ 1,407,920                  | \$ 516,995                                   | \$ 4,705,801         | \$ 4,088,387         |
| Field expenses                       | 3,773,091            | 92,260                        | 47,932                                       | 3,913,283            | 3,981,311            |
| Insurance                            | 1,657,060            | 172,273                       | 531  | 1,829,864            | 1,498,746            |
| Office expense                       | 572,418              | 429,863                       | 10,843                                       | 1,013,124            | 1,045,429            |
| Volunteer screening                  | 308,014              | 125                           | 72   | 308,211              | 283,326              |
| Membership fees                      | 446,213              | -                             | -  | 446,213              | 453,857              |
| In-kind donations                    | 6,601                | -                             | 16,873                                       | 23,474               | 27,716               |
| Consulting and contract labor        | 5,645,389            | 319,799                       | 268,884                                      | 6,234,072            | 4,959,720            |
| Travel                               | 468,337              | 109,425                       | 27,626                                       | 605,388              | 607,769              |
| Marketing                            | 482,543              | 5,214                         | 212,170                                      | 699,927              | 615,102              |
| Lease expense                        | 109,881              | 57,729                        | 20,566                                       | 188,176              | 184,542              |
| Merchant fees                        | 507,612              | 725                           | 3,282  | 511,619              | 429,462              |
| Depreciation and amortization        | -                    | 24,435                        | -  | 24,435               | 8,109                |
| Postage                              | 20,928               | 795                           | 6,166  | 27,889               | 22,937               |
| Legal                                | 61,796               | -                             | 1,703  | 63,499               | 31,223               |
| <b>Total expenses by function</b>    | <b>\$ 16,840,769</b> | <b>\$ 2,620,563</b>           | <b>\$ 1,133,643</b>                          | <b>\$ 20,594,975</b> | <b>\$ 18,237,636</b> |

See notes to consolidated financial statements.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF CASH FLOWS  
Year Ended June 30, 2025  
(with Comparative Financial Information as of June 30, 2024)**

|   | 2025                 | 2024                 |
|---|----------------------|----------------------|
| <b>Cash flows from operating activities</b>   |                      |                      |
| Change in net assets  | \$ 1,959,835         | \$ 178,850           |
| Adjustments to reconcile changes in net assets to net cash from operating activities: |                      |                      |
| Reconsolidation   | 11,538               | 306,318              |
| Allowance for credit losses   | (8,441)              | 70,564               |
| Depreciation and amortization   | 24,435               | 8,109                |
| Noncash lease expense   | 174,935              | 174,937              |
| Changes in operating assets and liabilities:  |                      |                      |
| Accounts receivable   | 60,676               | (250,525)            |
| Contributions receivable  | (62,425)             | (177,575)            |
| Other receivable  | 121,906              | 60,397               |
| Prepaid expenses and other assets   | 83,425               | (227,130)            |
| Deposits  | (149,000)            | -                    |
| Accounts payable  | 204,181              | 58,063               |
| Accrued expenses  | (207,918)            | (20,578)             |
| Deferred revenue  | 1,639,368            | 2,380,157            |
| Operating lease liability   | (187,957)            | (182,482)            |
|   | 3,664,558            | 2,379,105            |
| <b>Net cash from operating activities</b>   |                      |                      |
| <b>Cash flows from investing activities</b>   |                      |                      |
| Purchase of property and equipment  | (140,925)            | -                    |
| Reinvestment of investment income   | (577,687)            | (230,564)            |
| Purchases of investments  | (5,658,687)          | (6,078,314)          |
| Proceeds from sales of investments  | 3,000,000            | 5,890,335            |
|   | (3,377,299)          | (418,543)            |
| <b>Net cash used in investing activities</b>  |                      |                      |
| <b>Cash flows from financing activities</b>   |                      |                      |
| Repayments of advances from related parties   | (179,259)            | (179,259)            |
| <b>Net change in cash and cash equivalents</b>  | 108,000              | 1,781,303            |
| <b>Cash and cash equivalents, beginning</b>   | 15,978,993           | 14,197,690           |
| <b>Cash and cash equivalents, ending</b>  | <b>\$ 16,086,993</b> | <b>\$ 15,978,993</b> |

See notes to consolidated financial statements.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**Year Ended June 30, 2025**  
**(with Comparative Financial Information as of June 30, 2024)**

---

|   | <u>2025</u>          | <u>2024</u>            |
|---|----------------------|------------------------|
| <b>Supplemental disclosure of cash flow information</b> |                      |                        |
| Taxes paid  | <b><u>\$ 178</u></b> | <b><u>\$ 1,735</u></b> |

See notes to consolidated financial statements.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 1 – ORGANIZATION**

The American Youth Soccer Organization (AYSO) is a California-based non-profit public benefit organization, originally established in 1964 in the Los Angeles area by a group of soccer enthusiasts who sought to provide youth with positive, community-based soccer experiences. The first season included nine teams. Since its founding, AYSO has grown to serve almost 400,000 players nationwide and employ approximately 31 full-time staff members at its National Office in Torrance, California.

Organizational Structure

AYSO's grassroots structure is built upon a network of community-based leagues known as Regions, which range in size from several hundred to several thousand players. Each Region is led by a Regional Commissioner and a local Board of Directors. Groups of neighboring Regions are organized into Areas, managed by Area Directors, who coordinate Area-wide activities and provide operational support. For national oversight, AYSO divides the United States into thirteen (13) geographic Sections, each supervised by a Section Director. This tiered governance model supports program consistency, volunteer leadership, and the organization's national mission delivery.

Mission and Core Philosophies

AYSO revolutionized youth sports through its foundational philosophies—most notably “Everyone Plays®” and “Balanced Teams.” Every player who registers is guaranteed to participate in at least half of every game, and teams are formed each season to ensure competitive balance based on skill level and overall team composition.

AYSO emphasizes the development of the whole child through soccer, placing strong focus on sportsmanship, ethics, teamwork, and personal growth. The organization depends on approximately 61,000 registered volunteers nationwide who serve as coaches, referees, team parents, and administrators. AYSO provides comprehensive training in coaching, officiating, and youth program management, with ongoing education in child development, human behavior, and sports psychology.

Affiliations and Partnerships

AYSO is a member of the United States Soccer Federation and collaborates with a variety of national and community organizations to advance its mission. AYSO also works with corporate partners and sponsors to enhance resources available to its Regions and players.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 1 – ORGANIZATION (Continued)**

Related and Affiliated Entities:

*AYSO Services Corporation (AYSOS)*

AYSOS is a wholly owned for-profit subsidiary of AYSO, incorporated in the state of Delaware and registered to conduct business in California in October 2017. It provides administrative and staffing services in support of youth sports operations and field personnel management.

*AYSO Adult Soccer Association (AYSOA)*

AYSOA is a nonprofit affiliate organization under common control with AYSO, incorporated in the state of Delaware and registered to conduct business in California in November 2016. Its mission is to provide adult recreational soccer opportunities nationwide, promoting lifelong participation, fitness, and community engagement.

*AYSO WHEN! Foundation (AYSOF)*

AYSOF is a nonprofit affiliate organization under common control with AYSO, incorporated in the state of Delaware and registered to conduct business in California in September 2019. The foundation supports programs that promote wellness, health, education and nutrition through safe, inclusive, and community-based soccer initiatives aligned with AYSO's mission.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES**

Basis of Accounting

The accompanying consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

Reclassifications

Certain amounts included in the June 30, 2024 consolidated financial statements have been reclassified to conform to the June 30, 2025 presentation. The reclassifications had no impact on previously reported net assets.

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of the National Office of the American Youth Soccer Organization, AYSO Services Corporation, AYSO Adult and AYSO WHEN! Foundation (collectively, the "Organization"). All significant intercompany transactions and balances have been eliminated in consolidation.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Comparative Amounts

The consolidated financial statements include certain prior-year summarized financial information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's consolidated financial statements for the year ended June 30, 2024, from which the summarized information was derived.

Use of Estimates

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents consist of items with original maturities of three months or less.

Accounts Receivable and Allowance for Credit Losses

Receivables from Regions arise from player registration fees, supplies purchased, and services rendered. Other receivables arise primarily from sponsorships and soccer camps. Amounts collected from Regions and others are included in net cash provided by operating activities in the consolidated statements of cash flows.

The Organization offsets gross trade accounts receivable with an allowance for credit losses. The allowance for credit losses is the Organization's best estimate of the amount of probable credit losses in the Organization's existing accounts receivable and is based upon historical loss patterns, the number of days that billings are past due, an evaluation of the potential risk of loss associated with specific accounts and existing economic conditions. The Organization reviews and updates, when necessary, its historical risk characteristics that are meaningful to estimating credit losses, any new risk characteristics that arise in the natural course of business and the estimated life of its financial assets. Account balances are charged against the allowance after all means of collection have been exhausted and the potential for recovery is considered remote. Provisions for allowances for credit losses are recorded in general and administrative expenses. Although the Organization expects to collect amounts due, actual collections may differ from estimated amounts.

The allowance for credit losses as of June 30, 2025 was \$119,625, and change in the allowance for credit losses during the year ended June 30, 2025 was \$8,441.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Investments

The Organization records investment purchases at cost. Thereafter, investments are reported at their fair values in the statements of financial position. Net investment return (loss) is reported in the statement of activities as increases or decreases in net assets without donor restrictions.

Dividend and interest income are accrued when earned. Interest and investment income and dividends are presented net of related investment expenses.

Property and Equipment

Property and equipment are recorded at cost as of the date of acquisition, or fair value as of the date of receipt in the case of gifts. Depreciation and amortization are provided on a straight-line basis over the following useful lives:

|                                 |  |
|---------------------------------|--|
| Leasehold improvements          | Lesser of economic life or term of lease |
| Office equipment and furniture  | 5 years                                  |
| Computer equipment and software | 4 years                                  |

Impairment of Long-lived Assets

The Organization reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. Impairment losses, if any, are recognized when estimated future cash flows (undiscounted and without interest charges) derived from such assets are less than their carrying values. For the years ended June 30, 2025 and 2024, the Organization did not record an impairment.

Leases

Lease obligations consists of real estate operating leases used in operations. For any lease with an initial term in excess of 12 months, the related lease assets and liabilities are recognized on the consolidated statement of financial position as either operating or finance leases at the inception of an agreement where it is determined that a lease exists. Lease and non-lease components, where the payment is based on a fixed amount, index or rate, are separated and allocated based on their stand-alone price for all classes of assets.

Non-lease components, where the payment is not based on a fixed amount, index or rate are excluded from the calculation of the lease liability and right of use asset are accounted for based on the underlying principles of the incurred charges.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Leases (Continued)

The Organization has elected the practical expedient that permits an entity not to recognize short term leases on the statement of financial position. As this practical expedient has been elected, leases with an initial term of 12 months or less are not recorded on the consolidated statement of financial position; lease expense for these leases is recognized on a straight-line basis over the lease term.

Operating lease assets represent the right to use an underlying asset for the lease term and operating lease liabilities represent the obligation to make lease payments arising from the lease. These assets and liabilities are recognized based on the present value of future payments over the lease term at the commencement date. Since the leases generally do not provide an implicit rate, the Organization uses the risk-free rate for a period comparable to the lease term published by U.S. Treasury on the lease commencement date. Subsequent to adoption, operating lease assets include prepaid lease payments and initial direct costs and are reduced by lease incentives. Lease terms generally do not include options to extend or terminate the lease unless it is reasonably certain that the option will be exercised. Fixed payments may contain predetermined fixed rent escalations. The Organization recognizes the related rent expense on a straight-line basis from the commencement date to the end of the lease term.

Deferred Revenue

Deferred revenue is recognized when the Organization receives consideration, or if it has the unconditional right to receive consideration, in advance of meeting its obligation to transfer goods or services to a customer.

Net Assets

The accompanying consolidated financial statements include the consolidated statements of financial position that present the amounts for each of the two classes of net assets: without donor restrictions and with donor restrictions. These net assets are classified based on the existence or absence of donor-imposed restrictions and consolidated statement of activities that reflects the changes in those categories of net assets.

Net assets without donor restrictions are either not restricted by donors or the donor-imposed restrictions have been fulfilled. Net assets with donor restrictions include those assets whose use by the Organization has been limited by donors to later periods of time, in perpetuity, or for specified purposes. The investment return from assets held in perpetuity may be used for purposes as specified by the donor or, if the donor has not specified a purpose, for purposes approved by the board of trustees.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Revenue Recognition

Under ASC Topic 606, the Organization recognizes revenue from its counterparties based on the type of revenue and service provided in exchange. The Organization applies the following five-step approach: (i) identify the contract with a customer; (ii) identify the performance obligations in the contract; (iii) determine the transaction price; (iv) allocate the transaction price to the performance obligations in the contract; and (v) recognize revenue, when or as, the Organization satisfies the performance obligation.

At contract inception, once the contract is determined to be within the scope of ASC Topic 606, the Organization identifies the performance obligations in the contract by assessing whether the goods or services promised within each contract are distinct. The Organization then recognizes revenue for the amount of the transaction price that is allocated to the respective performance obligation when or as the performance obligation is satisfied.

*Nature of Products and Services*

The Organization recognizes revenue from registration fees, royalty income, sponsorships, services, and supply center. Revenues are collected through online portals and in person sales. The Organization typically satisfies its performance obligations and recognizes revenue at a point in time for sales and services, generally upon the transfer of title of products to the customer or the completion of services, depending on the terms of each underlying agreement. The Organization typically satisfies its performance obligations and recognizes revenue over a period of time for sponsorship revenues.

*Transaction Price*

The Organization measures revenue as the amount of consideration for which it expects to be entitled in exchange for transferring goods or providing services. Revenue is recorded based on the transaction price, which includes fixed consideration and estimates of variable consideration. The amount of variable consideration included in the transaction price is constrained and is included only to the extent it is probable that a significant reversal of cumulative revenue recognized will not occur when the uncertainty associated with the variable consideration is subsequently resolved. In some cases, the Organization must apply judgment, including contractual rates and historical payment trends, when estimating variable consideration. Variable consideration is estimated as follows:

- Right of return: The Organization has sole discretion as to whether a refund request will be accepted based upon the reasonableness of the request. If accepted, the Organization will issue refunds. The Organization grants either a full or partial refund of any consideration paid or a credit that can be applied against amounts owed, or that will be owed to the customer in the future.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Revenue Recognition (Continued)

Transaction Price (Continued)

For the years ended June 30, 2025 and 2024, revenue was reduced due to the following variable considerations:

|         | 2025       | 2024       |
|---------|------------|------------|
| Refunds | \$ 292,095 | \$ 252,604 |

The timing of the Organization’s revenue recognition may differ from the timing of payment by its customers. A receivable is recorded when revenue is recognized prior to payment and the Organization has an unconditional right to payment, which occurs when a customer is invoiced. Alternatively, when a payment precedes the provision of the related services, the Organization records deferred revenue until the performance obligations are satisfied.

The Organization has elected the practical expedient that permits an entity not to recognize a significant financing component if the time between the transfer of a good or service and payment is one year or less. The Organization does not enter into contracts in which the period between payment by the customer and the transfer of promised goods or services to the customer is greater than 12 months.

The timing of revenue of revenue recognition may not align with the right to invoice the customer. The Organization records accounts receivable when it has the unconditional right to issue an invoice and receive payment, regardless of whether revenue has been recognized. If revenue has not yet been recognized, a contract liability (deferred revenue) also is recorded. Opening balances as of July 1, 2023 for accounts receivable and deferred revenue were \$208,289 and \$7,439,501, respectively.

Contributions

Unconditional promises to give are recorded as contributions in the period such contributions are made based on the present value of the estimated future cash flows. All unconditional gifts are included in net assets without donor restrictions unless they are specifically restricted by the donor’s terms of the gift or require the passage of time.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

In-kind Contributions

Contributed nonfinancial assets include donated professional services, equipment and other in-kind contributions which are recorded at the respective fair values of the goods or services received. Amounts of nonfinancial assets to be used within one year are recorded at their net realizable value. Amounts of nonfinancial assets expected to be used in future years are recorded at the present value of estimated future cash flows discounted at the risk-free interest rate at the date of the contribution. The contributed services received either create or enhance nonfinancial assets or require specialized skills, which are provided by individuals possessing those skills, and would typically need to be purchased, if not provided by donation. The Organization recognized \$23,474 and \$27,717 of in-kind sponsorship contributions without donor restrictions during the years ended June 30, 2025 and 2024, respectively. The majority of contributions relate to donated advertising, soccer apparel, and equipment, which are included in program costs in the accompanying consolidated statements of activities.

A substantial number of volunteers have donated significant amounts of time to the Organization. The services that these individuals rendered, however, do not meet the above criteria and, as such, are not recognized as revenue.

Functional Expenses

All expenses can be identified with a specific program or supporting service and charged directly to the related program or supporting service. Expenses relating to more than one function such as rent and insurance are allocated based on the proportion of square footage utilized on the activity.

Taxes Collected from Customers and Remitted to Governmental Authorities

Taxes assessed by governmental authorities on revenue-producing transactions (i.e., sales and use taxes) are recorded on a net basis and have been excluded from revenues on the accompanying consolidated statements of activities.

Self-Insurance

In accordance with the Organization's accident liability insurance policy, the Organization maintains a reserve for accident claims to cover the Organization's estimate of the ultimate cost of reported claims and claims incurred but not reported and related expenses. The Organization uses third-party actuarial estimates of the future costs of the claims and related expenses.

The Organization is covered under a large deductible policy in which the Organization has primary responsibility for claims under the policy. Under this policy, starting July 2024, the Organization is responsible for covered losses and expenses up to \$170,000 in aggregate. Amounts in excess of \$170,000 are the responsibility of the current accident insurance provider. The Organization evaluates the reserves and makes adjustments as needed. If the actual cost of the claims incurred and related expenses exceed the amounts estimated, additional reserves may be required.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Income Taxes

AYSO has been designated as tax exempt under Internal Revenue Code Section 501(c)(3) and is also exempt from state franchise taxes under Section 23701(d) of the California Revenue and Taxation Code.

In accordance with U.S. GAAP, the Organization recognizes the impact of tax positions in the consolidated financial statements if that position is more likely than not to be sustained on audit, based on the technical merits of the position. To date, the Organization has not recorded any uncertain tax positions. During the years ended June 30, 2025 and 2024, the Organization did not recognize any amount in potential interest and penalties associated with uncertain tax positions and did not note any matters which may have an effect on its tax-exempt status.

With respect to AYSOS, ASC Topic 740 requires that deferred tax assets and liabilities be recognized using enacted tax rates for the effect of temporary differences between the book and tax basis of recorded assets and liabilities. ASC Topic 740 also requires that deferred tax assets be reduced by a valuation allowance if it is more likely than not that some or all of the net deferred tax assets will not be realized. The valuation allowance is reviewed periodically based upon the facts and circumstances known at the time. In assessing this valuation allowance, the Organization reviews historical and future expected operating results and other factors, including its recent cumulative earnings experience, expectations of future taxable income by taxing jurisdiction, and the carryforward periods available for tax reporting purposes, to determine whether it is more likely than not that deferred tax assets are realizable.

ASC Topic 740 provides guidance on the minimum threshold that an uncertain income tax benefit is required to meet before it can be recognized in the consolidated financial statements which applies to all income tax positions taken by AYSOS.

ASC Topic 740 contains a two-step approach to recognizing and measuring uncertain income tax positions. The first step is to evaluate the tax position for recognition by determining if the weight of available evidence indicates that it is more likely than not that the position will be sustained on audit, including resolution of related appeals or litigation processes, if any. The second step is to measure the tax benefit as the largest amount that is more than 50% likely of being realized upon settlement.

If it is not more likely than not that the benefit will be sustained on its technical merits, no benefit will be recorded. Uncertain income tax positions that relate only to timing of when an item is included on a tax return are considered to have met the recognition threshold.

AYSOA and AYSOF have been designated as tax exempt under Internal Revenue Code Section 501(c)(4) and are also exempt from state franchise taxes under Section 23701(d) of the California Revenue and Taxation Code.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Concentrations of Credit Risk

Credit risk is the failure of another party to perform in accordance with the contract terms. Financial instruments that potentially subject the Organization to concentrations of credit risk consist primarily of cash and cash equivalents, investments, accounts receivable, and other receivable.

*Cash and Cash Equivalents*

The Organization maintains its cash and cash equivalent balances with investment-grade institutions that, from time to time, exceed amounts insured by the Federal Deposit Insurance Corporation. Deposits held in noninterest-bearing transaction accounts are aggregated with any interest-bearing deposits the owner may hold in the same ownership category and the combined total insured up to at least \$250,000. As of June 30, 2025 and 2024, the Organization had \$7,922,622 and \$8,756,729 in excess of the federally insured amounts, respectively. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

*Investments*

The Organization maintains its investments in a financial institution that, from time to time, exceed amounts covered by the Securities Investor Protection Corporation (“SIPC”). The limit of SIPC protection is \$500,000, which includes a \$250,000 limit in cash. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant risk.

*Receivables*

With respect to accounts and other receivables, the Organization routinely assesses the financial strength of its debtors and believes that the related credit risk exposure is limited.

For the year ended June 30, 2025, four customers accounted for 75% of receivables. For the year ended June 30, 2024, one customer accounted for 29% of receivables.

Recent Accounting Principles

In July 2025, the FASB issued Accounting Standards Update (ASU) 2025-05, *Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses for Accounts Receivables and Contract Assets*, which introduces a practical expedient and an accounting policy election when estimating expected credit losses for current accounts receivable and current contract assets arising from transactions accounted for under Topic 606. Entities may elect a practical expedient that assumes that current conditions as of the balance sheet date do not change for the remaining life of the asset. If the practical expedient is elected, an entity is permitted to make an accounting policy election to consider collection activity after the balance sheet date when estimating expected credit losses. This ASU is effective for fiscal years beginning after December 15, 2025. Management does not believe the adoption of this guidance will have a material impact on the Organization’s consolidated financial statements.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 3 – FAIR VALUE MEASUREMENTS AND INVESTMENTS**

As defined in FASB Accounting Standards Codification (“ASC”) Topic No. 820, “Fair Value Measurements and Disclosures” (“ASC 820”), fair value is the price that would be received to sell an asset or paid to transfer the liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Organization uses the market or income approach. Based on this approach, the Organization utilizes certain assumptions about risk and/or the risks inherent in the inputs to the valuation technique. These inputs can be readily observable, market corroborated or generally unobservable inputs. The Organization utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Based on the observability of the inputs used in the valuation techniques, the Organization is required to provide the following information according to the fair value hierarchy. The fair value hierarchy ranks the quality and the reliability of the information used to determine fair values.

As a basis for considering such assumptions, ASC 820 establishes a three-tier value hierarchy, which prioritizes the inputs used in the valuation methodologies in measuring fair value:

Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 – Observable market-based inputs or unobservable inputs that are corroborated by market data.

Level 3 – Unobservable inputs that are not corroborated by market data.

The fair value hierarchy also requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

Following are descriptions of the valuation methodologies used for assets measured at fair value:

The fair value of U.S. Government Obligations is the market value based on quoted prices for identical assets in an active market and classified within Level 1 of the fair value hierarchy.

As of June 30, 2025 and 2024, investments consisted of the following:

|                             | <u>2025</u>         | <u>2024</u>         |
|-----------------------------|---------------------|---------------------|
| U.S. Government obligations | <u>\$ 5,661,310</u> | <u>\$ 2,424,936</u> |

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 4 – ACCOUNTS RECEIVABLE**

As of June 30, 2025 and 2024, accounts receivable consisted of the following:

|                               | <u>2025</u>              | <u>2024</u>              |
|-------------------------------|--------------------------|--------------------------|
| Accounts receivable – Regions | \$ 50,088                | \$ 61,922                |
| Accounts receivable – other   | 405,552                  | 454,394                  |
| Allowance for credit losses   | <u>(119,625)</u>         | <u>(128,066)</u>         |
| <b>Total</b>                  | <b><u>\$ 336,015</u></b> | <b><u>\$ 388,250</u></b> |

**NOTE 5 – PREPAID EXPENSES AND OTHER ASSETS**

As of June 30, 2025 and 2024, prepaid expenses and other assets consisted of the following:

|                                       | <u>2025</u>              | <u>2024</u>              |
|---------------------------------------|--------------------------|--------------------------|
| Prepaid insurance                     | \$ 13,932                | \$ 26,815                |
| Prepaid taxes                         | 135                      | 135                      |
| Prepaid merchant fees                 | 241,110                  | 265,170                  |
| Prepaid subscriptions and memberships | <u>261,278</u>           | <u>307,760</u>           |
| <b>Total</b>                          | <b><u>\$ 516,455</u></b> | <b><u>\$ 599,880</u></b> |

**NOTE 6 – PROPERTY AND EQUIPMENT**

As of June 30, 2025 and 2024, property and equipment consisted of the following:

|  | <u>2025</u>              | <u>2024</u>             |
|--|--------------------------|-------------------------|
| Leasehold improvements                         | \$ 158,357               | \$ 17,433               |
| Office equipment and furniture                 | 36,721                   | 36,721                  |
| Computer equipment and software                | <u>31,799</u>            | <u>36,320</u>           |
|  | 226,877                  | 90,474                  |
| Less accumulated depreciation and amortization | <u>(58,182)</u>          | <u>(38,269)</u>         |
| <b>Total</b>                                   | <b><u>\$ 168,695</u></b> | <b><u>\$ 52,205</u></b> |

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 7 – ACCRUED EXPENSES**

As of June 30, 2025 and 2024, accrued expenses consisted of the following:

|  | <u>2025</u>                | <u>2024</u>                |
|--|----------------------------|----------------------------|
| Other accrued expenses                               | \$ 587,428                 | \$ 795,176                 |
| Accrued payroll, payroll taxes, and related benefits | 229,497                    | 216,936                    |
| Accrued vacation                                     | 276,868                    | 265,262                    |
| Accrued insurance                                    | -                          | <u>24,337</u>              |
| <b>Total</b>   | <b><u>\$ 1,093,793</u></b> | <b><u>\$ 1,301,711</u></b> |

**NOTE 8 – DEFERRED REVENUE**

As of June 30, 2025 and 2024, deferred revenue consisted of the following:

|                     | <u>2025</u>                 | <u>2024</u>                |
|---------------------|-----------------------------|----------------------------|
| Registration        | \$ 3,646,017                | \$ 3,730,515               |
| United registration | 7,600,616                   | 5,974,132                  |
| PLAY!               | 66,763                      | -                          |
| Sponsorships        | 7,500                       | 12,500                     |
| Other               | <u>138,130</u>              | <u>102,511</u>             |
| <b>Total</b>        | <b><u>\$ 11,459,026</u></b> | <b><u>\$ 9,819,658</u></b> |

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 9 – DUE TO RELATED PARTIES**

As of June 30, 2025, AYSO had non-interest-bearing balances due to certain Regions totaling \$358,517.

The future aggregate payments required to be made on the amounts due to related parties are as follows:

| Year Ending<br>June 30, |           |                       |
|-------------------------|-----------|-----------------------|
| 2025                    | \$        | 179,259               |
| 2026                    |           | 179,258               |
| <b>Total</b>            | <b>\$</b> | <b><u>358,517</u></b> |

**NOTE 10 – RETIREMENT PLAN**

AYSO offers its employees a defined-contribution savings plan to provide retirement benefits in accordance with Section 403(b) of the Internal Revenue Code. Employees who work more than twenty hours per week and meet minimum contribution requirements are eligible to participate in the plan when hired and are 100% vested in all contributions to the plan. As of July 2012, the Organization matched fifty cents of every dollar up to the first 6% of annual compensation contributed by the participant. Participants become eligible for matching contributions after twelve months of consecutive employment and 1,000 hours of service. Matching benefits vest over a period of five years. AYSO contributed \$96,854 and \$80,802 to the plan on behalf of its employees during the years ended June 30, 2025 and 2024, respectively.

**NOTE 11 – COMMITMENTS AND CONTINGENCIES**

Operating Leases

Lease term and discount rate for operating leases were as follows:

|                                       |            |
|---------------------------------------|------------|
| Weighted-average remaining lease term | 3.00 years |
| Weighted-average discount rate        | 2.90%      |

The Organization leases its office space from an unrelated third party under a long-term, noncancelable operating lease that requires minimum monthly payments of \$16,013 and expires in October 2028. For the years ended June 30, 2025 and 2024, lease expense was \$173,298 and \$173,298, respectively.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 11 – COMMITMENTS AND CONTINGENCIES (Continued)**

Operating Leases (Continued)

At June 30, 2025, the Organization has \$668,374 of noncancelable operating lease commitments.

The following is a schedule by years of undiscounted future minimum lease payments as of June 30, 2025:

| Year Ending<br>June 30,                             | Total                    |
|---|--------------------------|
| 2026  | \$ 193,595               |
| 2027  | 199,403                  |
| 2028  | 205,385                  |
| 2029  | 69,991                   |
| Total lease payments                                | 668,374                  |
| Less: interest                                      | (31,000)                 |
| <b>Present value of operating lease liabilities</b> | <b><u>\$ 637,374</u></b> |

Contingent Royalty Income

The Organization has a license agreement with a major sponsor that entitles the sponsor to operate a catalog and internet retail sales business under the trade name AYSO Store. Pursuant to the agreement, the Organization is entitled to receive 7% of the net sales of AYSO Store products sold. The royalty agreement matured in March 2025. During the years ended June 30, 2025 and 2024, the Organization recognized earned royalties of \$430 and \$3,454, respectively.

The Organization has a royalty agreement with an authorized retailer, which fulfills uniform and fanwear purchases for a sponsor of AYSO United. Under this agreement, the Organization receives a percentage of sales from player uniform purchases and fanwear. During the years ended June 30, 2025 and 2024, the Organization recognized earned royalties of \$193,637 and \$256,414, respectively.

Litigation and Claims

The Organization is, from time to time, involved in claims and assessments arising out of matters occurring in its normal business operations. The Organization has insurance coverage to provide protection against certain contingencies.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 12 – NET ASSETS WITH DONOR RESTRICTIONS**

As of June 30, 2025 and 2024, net assets with donor restrictions are restricted for the following purposes:

|                      | 2025              | 2024              |
|----------------------|-------------------|-------------------|
| Soccer expansion     | \$ 245,948        | \$ 200,000        |
| Playership fund      | 190,045           | 165,092           |
| Other                | 20,000            | -                 |
| Disaster relief fund | 19,275            | 14,275            |
| <b>Total</b>         | <b>\$ 475,268</b> | <b>\$ 379,367</b> |

During the years ended June 30, 2025 and 2024, net assets are released from donor restrictions by incurring expenses satisfying the restricted purposes as follows:

|                  | 2025              | 2024             |
|------------------|-------------------|------------------|
| Soccer Expansion | \$ 354,052        | \$ -             |
| Playership fund  | 6,035             | 17,628           |
| <b>Total</b>     | <b>\$ 360,087</b> | <b>\$ 17,628</b> |

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

**NOTE 13 – FINANCIAL ASSETS AND LIQUIDITY RESOURCES**

The following table reflects the Organization’s financial assets as of June 30, 2025 and 2024 that are without donor or other contractual restrictions limiting their use and are available to meet general expenditures within one year of the date of the statement of financial position.

|  | 2025                 | 2024                 |
|--|----------------------|----------------------|
| Cash and cash equivalents  | \$ 16,086,993        | \$ 15,978,993        |
| Investments  | 5,661,310            | 2,424,936            |
| Accounts receivable, net   | 336,015              | 388,250              |
| Contributions receivable   | 240,000              | 177,575              |
| Other receivable   | 128,726              | 250,632              |
| Financial assets at year end   | 22,453,044           | 19,220,386           |
| Less amounts unavailable for general expenditure due to time or purpose restrictions   | 475,268              | 379,367              |
| Financial assets available to meet cash needs for general expenditures within one year | <b>\$ 21,977,776</b> | <b>\$ 18,841,019</b> |

When establishing the business plan and annual budget each year, the Organization’s board and directors evaluate financial assets available to meet general expenditures over the year and predictable sources of earned revenue. The Organization supplements the financial assets available in the next year with revenues from certain earned income sources:

- National Player Fees: The Organization estimates total number of registered participants.
- Sponsorships: The Organization considers existing sponsorship agreements and reasonably predicts additional sponsorship funding.

AYSO reasonably compares these revenue sources against budgeted expenses to determine funding or investment shortfalls in order to achieve a balanced budget.

**NOTE 14 – SUBSEQUENT EVENTS**

Management has evaluated all activity through December 12, 2025 (the date the financial statements were available for issuance) and concluded that no subsequent events have occurred that would require recognition in the consolidated financial statements or disclosure in the notes to the consolidated financial statements.

## **SUPPLEMENTAL SCHEDULES**

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
June 30, 2025**

| <b>ASSETS</b>  |                      |                   |                   |                  |                     |                      |
|--|----------------------|-------------------|-------------------|------------------|---------------------|----------------------|
|  | AYSO                 | AYSO<br>Services  | AYSO<br>Adult     | AYSO<br>WHEN!    | Eliminations        | Total                |
| Cash and cash equivalents  | \$ 15,539,601        | \$ 241,337        | \$ 260,590        | \$ 45,465        | \$ -                | \$ 16,086,993        |
| Investments  | 5,661,310            | -                 | -                 | -                | -                   | 5,661,310            |
| Accounts receivable, net   | 336,015              | -                 | -                 | -                | -                   | 336,015              |
| Contributions receivable   | 240,000              | -                 | -                 | -                | -                   | 240,000              |
| Other receivable   | 127,946              | -                 | 780               | -                | -                   | 128,726              |
| Prepaid expenses and other assets                                  | 516,455              | -                 | -                 | -                | -                   | 516,455              |
| Deposits   | 166,498              | -                 | -                 | -                | -                   | 166,498              |
| Property and equipment, net  | 168,695              | -                 | -                 | -                | -                   | 168,695              |
| Intercompany receivable  | 412,006              | -                 | -                 | -                | (412,006)           | -                    |
| Investment in subsidiary   | 246,531              | -                 | -                 | -                | (246,531)           | -                    |
| Right-of-use assets - operating                                    | 552,120              | -                 | -                 | -                | -                   | 552,120              |
| <b>Total assets</b>  | <b>\$ 23,967,177</b> | <b>\$ 241,337</b> | <b>\$ 261,370</b> | <b>\$ 45,465</b> | <b>\$ (658,537)</b> | <b>\$ 23,856,812</b> |
| <b>LIABILITIES AND NET ASSETS</b>                                  |                      |                   |                   |                  |                     |                      |
| <b>Liabilities</b>   |                      |                   |                   |                  |                     |                      |
| Accounts payable   | \$ 437,376           | \$ -              | \$ 3,336          | \$ -             | \$ -                | \$ 440,712           |
| Accrued expenses   | 1,070,974            | 18                | 22,801            | -                | -                   | 1,093,793            |
| Deferred revenue   | 11,459,026           | -                 | -                 | -                | -                   | 11,459,026           |
| Intercompany payable   | 120,290              | 135,767           | 14,088            | 141,861          | (412,006)           | -                    |
| Due to related parties   | 358,517              | -                 | -                 | -                | -                   | 358,517              |
| Operating lease liability  | 637,374              | -                 | -                 | -                | -                   | 637,374              |
| Total liabilities  | 14,083,557           | 135,785           | 40,225            | 141,861          | (412,006)           | 13,989,422           |
| <b>Net assets</b>  |                      |                   |                   |                  |                     |                      |
| Without donor restrictions   | 9,408,352            | -                 | 221,145           | (96,396)         | (140,979)           | 9,392,122            |
| With donor restrictions  | 475,268              | -                 | -                 | -                | -                   | 475,268              |
| <b>Shareholder equity</b>  | <b>-</b>             | <b>105,552</b>    | <b>-</b>          | <b>-</b>         | <b>(105,552)</b>    | <b>-</b>             |
| Total net assets and shareholder equity                            | 9,883,620            | 105,552           | 221,145           | (96,396)         | (246,531)           | 9,867,390            |
| <b>Total liabilities and net assets<br/>and shareholder equity</b> | <b>\$ 23,967,177</b> | <b>\$ 241,337</b> | <b>\$ 261,370</b> | <b>\$ 45,465</b> | <b>\$ (658,537)</b> | <b>\$ 23,856,812</b> |

See independent auditor's report.

**NATIONAL OFFICE OF THE  
AMERICAN YOUTH SOCCER ORGANIZATION,  
AFFILIATES, AND SUBSIDIARIES  
CONSOLIDATING STATEMENT OF ACTIVITIES  
June 30, 2025**

|  | AYSO                | AYSO<br>Services  | AYSO<br>Adult     | AYSO<br>WHEN!      | Eliminations        | Total               |
|--|---------------------|-------------------|-------------------|--------------------|---------------------|---------------------|
| <b>Revenues and other support</b>                        |                     |                   |                   |                    |                     |                     |
| Youth league registration                                | 8,915,630           | \$ -              | \$ -              | \$ -               | \$ -                | \$ 8,915,630        |
| United registration                                      | 8,865,984           | -                 | -                 | -                  | -                   | 8,865,984           |
| PLAY! registration                                       | 630,959             | -                 | -                 | -                  | -                   | 630,959             |
| United other   | 21,076              | -                 | -                 | -                  | -                   | 21,076              |
| Volunteer registration                                   | 804,096             | -                 | -                 | -                  | -                   | 804,096             |
| Sponsorships   | 616,255             | -                 | -                 | -                  | -                   | 616,255             |
| Soccer camps   | 50,581              | -                 | -                 | -                  | -                   | 50,581              |
| Adult league registration                                | -                   | -                 | 141,259           | -                  | -                   | 141,259             |
| Royalties  | 194,067             | -                 | -                 | -                  | -                   | 194,067             |
| Contributions  | 988,914             | -                 | -                 | 1,612              | -                   | 990,526             |
| Program receipts   | 206,825             | -                 | -                 | -                  | -                   | 206,825             |
| In-kind contributions                                    | 23,474              | -                 | -                 | -                  | -                   | 23,474              |
| Net investment return                                    | 577,687             | -                 | -                 | -                  | -                   | 577,687             |
| Other income   | 280,006             | 236,385           | -                 | -                  | -                   | 516,391             |
|  |                     |                   |                   |                    |                     |                     |
| Total revenues and other support                         | <u>22,175,554</u>   | <u>236,385</u>    | <u>141,259</u>    | <u>1,612</u>       | <u>-</u>            | <u>22,554,810</u>   |
| <b>Expenses</b>  |                     |                   |                   |                    |                     |                     |
| Program services   | 16,698,680          | 38,268            | 103,821           | -                  | -                   | 16,840,769          |
| General and administrative                               | 2,620,563           | -                 | -                 | -                  | -                   | 2,620,563           |
| Fundraising and membership development                   | 1,133,643           | -                 | -                 | -                  | -                   | 1,133,643           |
|  |                     |                   |                   |                    |                     |                     |
| Total supporting services                                | <u>3,754,206</u>    | <u>-</u>          | <u>-</u>          | <u>-</u>           | <u>-</u>            | <u>3,754,206</u>    |
|  |                     |                   |                   |                    |                     |                     |
| Total expenses   | <u>20,452,886</u>   | <u>38,268</u>     | <u>103,821</u>    | <u>-</u>           | <u>-</u>            | <u>20,594,975</u>   |
| <b>Changes in net assets,<br/>and shareholder equity</b> | 1,722,668           | 198,117           | 37,438            | 1,612              | -                   | 1,959,835           |
| <b>Net assets and shareholder<br/>deficit, beginning</b> | 8,149,414           | (92,565)          | 183,707           | (98,008)           | (246,531)           | 7,896,017           |
| <b>Reconsolidation</b>                                   | 11,538              | -                 | -                 | -                  | -                   | 11,538              |
| <b>Net assets and shareholder<br/>equity, ending</b>     | <u>\$ 9,883,620</u> | <u>\$ 105,552</u> | <u>\$ 221,145</u> | <u>\$ (96,396)</u> | <u>\$ (246,531)</u> | <u>\$ 9,867,390</u> |

See independent auditor's report.