

Palo Alto Soccer Club Feb 20, 2018 Special Meeting



February 20, 2018

Feb 20, 2018 Special Meeting Agenda

- Vote on interim extension of current board members until AGM meeting on April 24th
- Vote on proposal for new fiscal year July 1 - June 30 the following year to replace the current Jan 1 - Dec 31 fiscal year
- Presentation of an interim budget spanning Jan 1, 2018 - June 30, 2018

Vote on interim extension of current board members until AGM meeting on April 24th

- President – Ed Camarena
- Vice President – Ron Calhoun
- Treasurer – Lynette Philippe
- Secretary – Colin Haysman
- Manager Coordinator – Tanya Zaghi
- Programs Coordinator - Solly Malchin
- Public Relations - Natasha Parrett
- Operations Director – Neal Aronson
- New Initiatives Director - Drew Wittman

Change of Fiscal Year

Vote on proposal of new fiscal year
July 1 - June 30 the following year to
replace the current Jan 1 - Dec 31
fiscal year.

Treasurer Preliminary 2017 Results

Draft of Results for PASC Finances 2017	
REVENUE:	ACTUAL
Competitive Team Club Membership Fees	\$ 1,659,102.00
Tall Trees	\$ 97,920.00
Program sponsorships and other fundraising	\$19,200.00
Other Fundraising Events	\$ 42,664.00
Field Fees	\$ 70,566
Other Programs Revenue	\$ 318,038
Total Income	\$ 2,207,490

Treasurer Preliminary 2017 Results

Draft of Results for PASC Finances 2017	
ADMIN EXPENSES:	
Offc supplies, Coach mtg/ meals / mtg space / insurance / permits /Payroll svc, QB online banking wf, Tax Filing,	\$ 11,102.88
Clubhouse Coaches Education - licenses, seminars Website Marketing and advertising LiveScan, PCA WF card fee, CC Processing Teamsnap; Gotsoccer, Redwood League, Pensra Photos	\$ 139,061.19
Subtotal	\$ 150,164.07
Other Program Expenses	
ERT Tall Trees USSDA Contribution YDP GK Academy Dev Academy (Fall & Spring) Summer Camp	\$ 328,045.17
Subtotal	\$ 328,045.17

Program Expenses	
Tryouts Equipment Referee Fees - spring and fall Field Fees to City Field Maintenance Registration Fees, player passes, Redwood league	\$ 207,354.00
Coaching Directors Director Salary Adjustments Referee Coordinator Field Coordinator Book keeper College Recruiting Expenses incl hudl	\$ 232,768.00
Coaches Salary (pass-through)	\$ 1,114,318.00
Scholarship Refunds	\$ 32,765.00
Sponsorship Expenses	\$ 3,000.00
Club Picnic	\$ 1,166.00
Other fundraising event expenses	\$ 28,212.00
Volunteer Refunds	\$ 19,900.00
Discretionary Award Fund	\$ 3,000.00
Future program funding commitment set aside	\$ 60,000.00
Field Improvement Partnership with the city	\$ -
Subtotal	\$ 1,702,483.00
Total Expenses	\$ 2,180,692
Net Income	\$ 26,798

1H 2018 Budget Summary

Approved Club Budget January Update for Spring 2018	
REVENUE:	
Competitive Team Club Membership Fees	\$ 993,186
Other Programs	
YDP (Jan - June), Rec Program (Spring), GK Camps, Dev Academy, Summer Camp (half), Futsal (winter), AYSO and REC CCSL Teams	
Other Programs	\$ 130,225
Fundraising	
Tall Trees (Summer and Fall)	\$ -
Program sponsorships and other fundraising	\$ 20,000
Other Fundraising Events	\$ 5,000
Subtotal	\$ 25,000
Total Revenue	\$ 1,148,411

1H 2018 Budget: Admin Expenses

Admin Expenses	
Offc supplies, Coach mtg/ meals / mtg space / insurance / permits /Payroll svc, QB online banking wf, Tax Filing,	\$ 6,000
Clubhouse	\$ 13,000
Marketing and advertising, website, magnets, canopies	\$ 5,600
Bookkeeper	\$ 2,500
Online tools (e.g., Teamsnap)	\$ 4,000
Subtotal	\$ 31,100

Competitive Team Expenses

Competitive Teams	
Tournament Credits from Team Fees	\$ 64,200
Credit card fee (pass through), E-Check Processing (1.5% average for 70%)	\$ 10,395
Club fees discounts, Volunteer Refunds	\$ 34,600
Total Coach Salary	\$ 569,645
Coaching Directors (ED, TD, Age Group DOCs, GK Dir, College Director	\$ 137,650
Coaches Education - licenses, seminars	\$ 7,500
Referee Fees - spring	\$ 36,325
Referee Coordinator, Field Coordinator	\$ 14,000
Scholarship Recipients club fee discounts, Scholarship refunds	\$ 34,000
Tryouts	\$ 2,000
Equipment	\$ 3,000
Field Fees to City	\$ 41,000
Portable Lights trial	\$ 7,600
Field Maintenance	\$ 10,000
Registration Fees, player passes, Redwood league	\$ 19,230
LiveScan, PCA, Fall Photos	\$ 750
Subtotal	\$ 991,895

Other Program Expenses

Other Program Expenses	
USSDA Contribution	\$ 49,500
YDP (70%)REC league (\$290-\$75), GK Academy (70%), Dev Academy (Fall & Spring) (70%), Summer Camp (70%), Winter Futsal (70%), AYSO and REC CCSL Teams, Other Program Expenses (fields, balls)	\$ 95,998
CC Processing (Other Programs, assume pass through)	\$ -
Storage Shed at Cubberley	\$ 6,500
Discretionary Award Fund	\$ 3,000
Future program funding commitments	\$ -
Field Improvement Partnership with the city	\$ 23,000
Subtotal	\$ 177,998

Fundraising Expenses

Fundraising Expenses	
Tall Trees	\$ -
Club Picnic	\$ 1,000
Sponsorship Expenses	\$ 3,000
Other fundraising event expenses	\$ 5,000
Subtotal	\$ 9,000
Total Expenses	\$ 1,209,992
Net Income	\$ (61,581)

Note: full year budgets are managed to be breakeven or positive. The projected loss for 1H2018 is due to the change in the calendar year (as the second half typically has larger memberships and most fundraising events) and one-time capital expenses budgeted after collection of Spring fees (e.g., Cubberley light trial).