



Come Play on Our Team!

PHONE (253) 4-SOCCER · TOLL FREE 1-877-424-4318

Washington Youth Soccer
7100 Fort Dent Way, Suite #215
Tukwila, WA 98188-7500

Board of Directors Meeting
August 23, 2014 at 9 AM
WA Youth Soccer Office

Board of Directors

Tom Ament
President

Daren Mancini
Vice President

Mark Schuur
Treasurer

Tim Sekerak
Secretary

David Bradley

Paula Griffin

Mitch Hodges

Bill Hurme

William Nuttall

Dan Popp

Greg Rogers

Lisa Toepel

Chris Wood

District Commissioners

Mike Todd
District 1
Commissioner

Perry Woodford
District 3
Commissioner

Stephanie Koerner
District 6
Commissioner

Sven Akerman
District 7
Commissioner

Washington Youth Soccer Office

Terry Fisher
CEO

Call to Order: Meeting called to order by President Tom Ament at 9 AM

Roll Call: Present – Ament, Bradley, Hodges, Hurme, Mancini, Nuttall, Popp, Rogers, Sekerak (phone), Toepel (phone) / Not Present – Griffin, Schuur, Wood / Staff – Judy Andrews, Yolanka Wulff, Terry Fisher

Approval of Minutes:

BOD Meeting May 16, 2014 approved as presented
BOD Meeting June 5, 2014 approved as presented

Reports

Financials Chuck Porter/Terry Fisher (attached)
BOD Orientation Review Tom Ament

Positive comments from attendees about the valuable BOD orientation presented by Yolanka Wulff on August 9, 2014 and possibility for future expansion of concept to membership orientation.

BOD Nomination Committee Tom Ament

Discussion of the skill sets required to compliment and consider when identifying future BOD candidates. Staff to distribute current skills matrix/profile for BOD review.

Old Business

Modified Pricing Structure James Stewart/Yolanka Wulff/Terry Fisher (attached)

Comprehensive discussion of ongoing work and timetable leading to January 2015 APFM.

SSCYSA-North County-Sno-King Terry Fisher

Meetings continue to be planned between the various parties.

Harmony Sports Complex Terry Fisher

Waiting for bank documentation from Club for future review.

Strategic Plan Tim Sekerak/Tom Ament

Staff to reconnect with BOD Committee members. Motion passed to refocus Strategic Planning to member services, member retention and member growth.

BOD Alignment to Committees Tom Ament

Review current committees and create timeline for their work.





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New Business

Risk Management Update Terry Fisher

Since July 15, 2013 through July 30, 2014 there has been 27,552 applicants processed. Distribution of excess RMA funds collected will be made to Associations at end of current fiscal year (August 31, 2014).

Discussion of President's Circle Bill Hurme

Review of fundraising activities and plans. Attached letter about President's Circle. Dan Popp agreed to join the Committee.

Executive Session from 11:35 AM to 11:55 AM

Good of the Game

Congratulations to Tacoma United Chelsea BU-15 on winning the US Youth Soccer National Presidents Cup Championship.

Meeting Adjourned at 12:07 PM

Next Meetings

Table with 4 columns: Day, Date, Location, Time. Rows include meetings for November 22, 2014, January 23, 2015, January 24, 2015, March 21, 2015, May 15, 2015, May 16, 2015, and August 22, 2015.



Washington Youth Soccer  
Profit & Loss Prev Year Comparison  
September 2013 through July 2014

	11 months				12 Months				
	Sep '13 - Jul 14	Sep '12 - Jul 13	\$ Change	% Change	BUDGET				
<b>Income</b>									
1000i · Registration	1,199,220.21	1,233,666.24	-34,446.03	-2.79%	1,278,213.00	Income	5620i · Coaches Education	109,302.63	
1005i · RMA FEE	191,847.79	0.00	191,847.79	100.0%	-	Exp	5620 · Coaching Education	75,566.08	
1006i · RMA Referee	28,180.71	0.00	28,180.71	100.0%	-			33,736.55	
1030i · Interest	11,087.85	15,323.51	-4,235.66	-27.64%	12,000.00				
2100i · Sounders Community Fund	18,664.00	1,280.00	17,384.00	1,358.13%	5,000.00	Income	5840i · Elite Player Development Event	315,929.48	
2201i · Sounders International Game	0.00	22,083.67	-22,083.67	-100.0%	30,000.00	Exp	5840 · Elite Player Development Events	269,257.73	
2202i · Seattle Sounders Ticket Rebate	0.00	14,975.00	-14,975.00	-100.0%	11,000.00			46,671.75	
2345i · Donations	5,038.00	76.36	4,961.64	6,497.7%					
2400i · Tournament Sanctioning	6,600.00	8,225.00	-1,625.00	-19.76%	15,250.00	Income	6105i · Soccer for Success	89,571.03	
2530i · Awards Dinner/Lunch	0.00	1,800.00	-1,800.00	-100.0%		Exp	6105 · Soccer for Success Exp	101,608.94	
3100i · Fee Income	0.00	3,188.40	-3,188.40	-100.0%				-12,037.91	
4999i · Other Income	0.00	1,607.10	-1,607.10	-100.0%					
5620i · Coaches Education	109,302.63	80,890.00	28,412.63	35.13%	97,680.00	Income	6700i · Recreational Cup	157,928.42	
5830i · EPD Tryout Income	0.00	16,563.35	-16,563.35	-100.0%	12,000.00	Income	6760i · Futsal Cup	5,200.00	
5840i · Elite Player Development Event	315,929.48	288,508.39	27,421.09	9.5%	279,200.00	Income	6850i · Founders Cup Income	143,350.00	
6105i · Soccer for Success	89,571.03	65,534.36	24,036.67	36.68%	100,000.00	Income	6851i · State Championship Cup Income	128,961.25	
6106i · Tacoma United Income	23,852.49	13,110.00	10,742.49	81.94%	13,500.00	Income	6852i · Challenge Cup Income	194,537.00	
6110i · TOPSoccer Income	210.00	295.00	-85.00	-28.81%	-			629,976.67	
6500i · Regional Club League	157,928.42	250.00	157,678.42	63,071.37%	145,050.00				
6600i · Metro League	22,275.00	43,897.00	-21,622.00	-49.26%	41,250.00	Exp	6700 · Recreational Cup Tournament	37,143.91	
6700i · Recreational Cup	43,022.00	46,389.31	-3,367.31	-7.26%	46,500.00	Exp	6760 · Futsal Cup Exp	3,952.00	
6711i · Spring League	0.00	3,275.00	-3,275.00	-100.0%	3,500.00	Exp	6850 · Founders Cup	15,400.34	
6755i · State League	0.00	0.00	0.00	0.0%	30,000.00	Exp	6851 · State Championship Cup	39,720.42	
6760i · Futsal Cup	5,200.00	0.00	5,200.00	100.0%	2,000.00	Exp	6852 · Challenge Cup	33,987.81	
6800i · Open Cup Income	0.00	-1,350.00	1,350.00	100.0%	-			130,204.48	
6850i · Founders Cup Income	143,350.00	121,541.75	21,808.25	17.94%	204,750.00				
6851i · State Championship Cup Income	128,961.25	322,640.15	-193,678.90	-60.03%	141,050.00		NET INCOME CUPS	499,772.19	
6852i · Challenge Cup Income	194,537.00	126,307.25	68,229.75	54.02%	283,400.00				
8220i · Play On Income	14,624.19	1,462.50	13,161.69	899.95%	10,000.00				
8500i · Sponsorships	122,880.40	112,523.50	10,356.90	9.2%	35,000.00				
8510i · Marketing Income	0.00	1,000.00	-1,000.00	-100.0%	-				
<b>Total Income</b>	<b>2,832,282.45</b>	<b>2,545,062.84</b>	<b>287,219.61</b>	<b>11.29%</b>	<b>2,796,343.00</b>				
<b>Gross Profit</b>	<b>2,832,282.45</b>	<b>2,545,062.84</b>	<b>287,219.61</b>	<b>11.29%</b>	<b>2,796,343.00</b>				
<b>Expense</b>									
1000 · Registration Fees	176,502.00	193,440.00	-16,938.00	-8.76%	211,800.00				
1005 · RMA Fees	71,754.80	0.00	71,754.80	100.0%	-				
1006 · RMA Refund	120,332.31	0.00	120,332.31	100.0%	-				
1010 · Player Insurance	163,116.31	163,255.61	-139.30	-0.09%	182,360.00				
1015 · Vendor Registration Fees	0.00	112.71	-112.71	-100.0%	-				
2000 · President	24,805.01	15,730.29	9,074.72	57.69%	20,000.00				
2180 · USSF/USYSA AGM (National AGM)	7,428.63	14,287.56	-6,858.93	-48.01%	9,150.00				
2190 · USYSA Workshop	32,322.57	31,203.10	1,119.47	3.59%	27,000.00				
2200 · Promotion P&R Exp	1,237.13	2,641.00	-1,403.87	-53.16%	1,500.00				
2260 · WSYSA Meetings	13,884.65	27,064.38	-13,179.73	-48.7%	33,500.00				
2300 · Depreciation Expense	0.00	0.00	0.00	0.0%	7,500.00				
2330 · Office Expenses	68,354.15	76,894.10	-8,539.95	-11.11%	55,000.00				
2331 · Mailing Expense	61.21	1,772.09	-1,710.88	-96.55%	2,000.00				
2335 · Member Servies	10,129.06	13,282.27	-3,153.21	-23.74%	3,900.00				
2340 · Equip & Lease/Maint	-3,174.27	14,107.34	-17,281.61	-122.5%	15,000.00				
2355 · Technology Maintence	8,598.67	14,707.33	-6,108.66	-41.54%	22,330.00				
2500 · District Funding Exp	0.00	31,138.25	-31,138.25	-100.0%	30,000.00				
2530 · Awards Lunch Expense	630.53	15,389.06	-14,758.53	-95.9%	9,000.00				
2531 · AGM/State	20,479.38	22,636.31	-2,156.93	-9.53%	17,000.00				
2540 · Region IV Workshop	1,930.30	0.00	1,930.30	100.0%	-				
2835 · Risk Management	0.00	5,972.81	-5,972.81	-100.0%	1,000.00				
2900 · Executive Director Expenses	10,058.23	14,675.25	-4,617.02	-31.46%	17,500.00				
3100 · Fees- Bank/Payroll/ etc	4,788.27	6,959.23	-2,170.96	-31.2%	8,800.00				
3200 · Liability Insurance	19,876.00	27,851.00	-7,975.00	-28.64%	17,068.00				
3300 · Payroll	739,552.56	685,762.83	53,789.73	7.84%	774,000.00				
3301 · Payroll - Taxes	76,002.02	72,720.24	3,281.78	4.51%	105,300.00				
3302 · Payroll - Benefits	46,249.98	50,773.17	-4,523.19	-8.91%	66,400.00				
3305 · Employee Education	0.00	146.00	-146.00	-100.0%	1,500.00				
3310 · Rent	60,875.15	66,028.80	-5,153.65	-7.81%	66,024.00				
3311 · Janitorial	1,260.00	1,542.24	-282.24	-18.3%	3,800.00				
3320 · Telecommunications	547.45	0.00	547.45	100.0%	8,800.00				
3330 · Vehicle	23,998.94	16,141.72	7,857.22	48.68%	15,000.00				
4800 · Protest & Appeals Expense	906.76	1,386.60	-479.84	-34.61%	3,770.00				
5010 · Technical Director	24,491.71	23,235.39	1,256.32	5.41%	20,000.00				
5620 · Coaching Education	75,566.08	68,175.46	7,390.62	10.84%	92,500.00				
5625 · SYRA	135.12	923.90	-788.78	-85.38%	-				
5626 · Regional Referees	0.00	658.83	-658.83	-100.0%	-				
5650 · Schools Communittee Outreach	141.25	0.00	141.25	100.0%	-				

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	11 months				12 Months
	Sep '13 - Jul 14	Sep '12 - Jul 13	\$ Change	% Change	BUDGET
5670 · Referee Development	915.88	0.00	915.88	100.0%	-
5810 · ODP Administrator	150.54	0.00	150.54	100.0%	-
5830 · EPD Tryout Expense	0.00	8,195.84	-8,195.84	-100.0%	5,500.00
5840 · Elite Player Development Events	269,257.73	326,824.13	-57,566.40	-17.61%	285,700.00
6105 · Soccer for Success Exp	101,608.94	184,007.65	-82,398.71	-44.78%	212,300.00
6106 · Tacoma United	23,793.22	16,175.42	7,617.80	47.1%	13,500.00
6107 · Soccer Across WA	525.00	2,665.79	-2,140.79	-80.31%	17,000.00
6110 · TOPSoccer	3,234.44	2,121.38	1,113.06	52.47%	4,000.00
6500 · Regional Club League Expenses	27,936.05	16,944.04	10,992.01	64.87%	4,700.00
6600 · Metro League Expense	27,185.04	63,657.15	-36,472.11	-57.3%	41,250.00
6700 · Recreational Cup Tournament	37,143.91	22,465.54	14,678.37	65.34%	28,000.00
6711 · Spring League	0.00	0.00	0.00	0.0%	4,000.00
6755 · State League Exp	0.00	0.00	0.00	0.0%	30,000.00
6760 · Futsal Cup Exp	3,952.00	209.15	3,742.85	1,789.55%	1,500.00
6820 · Far West Regional Teams	20,913.61	19,128.30	1,785.31	9.33%	24,000.00
6850 · Founders Cup	15,400.34	19,175.04	-3,774.70	-19.69%	24,000.00
6851 · State Championship Cup	39,720.42	35,984.96	3,735.46	10.38%	27,000.00
6852 · Challenge Cup	33,987.81	18,543.58	15,444.23	83.29%	35,000.00
6855 · Region IV President's Cup	0.00	6,900.00	-6,900.00	-100.0%	8,500.00
8220 · Play On	74,811.23	77,110.88	-2,299.65	-2.98%	40,000.00
8500 · Sponsorship	780.44	0.00	780.44	100.0%	-
8510 · Marketing	15,738.29	23,792.29	-8,054.00	-33.85%	25,000.00
8520 · Television Advertisement	0.00	1,400.00	-1,400.00	-100.0%	-
9300 · Audit Fees	13,250.00	12,737.74	512.26	4.02%	16,637.00
9301 · Professional Fees	51,841.61	68,621.59	-16,779.98	-24.45%	100,254.00
<b>Total Expense</b>	<b>2,564,988.46</b>	<b>2,607,275.34</b>	<b>-42,286.88</b>	<b>-1.62%</b>	<b>2,796,343.00</b>
<b>Net Income</b>	<b>267,293.99</b>	<b>-62,212.50</b>	<b>329,506.49</b>	<b>529.65%</b>	<b>0.00</b>

August 15, 2014

	<u>Jul 31, 14</u>	<u>Jul 31, 13</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
A CHECK1-Key	32,273.43	9,665.16	22,608.27	233.92%
A WA Trust Bank	1,089,497.61	607,032.65	482,464.96	79.48%
CD10-WA Trust Bank	244,153.82	244,153.82	0.00	0.0%
Petty Cash	20.85	20.85	0.00	0.0%
<b>Total Checking/Savings</b>	<u>1,365,945.71</u>	<u>860,872.48</u>	<u>505,073.23</u>	<u>58.67%</u>
<b>Accounts Receivable</b>				
Accounts Receivable	23,571.13	0.00	23,571.13	100.0%
Player Fees AR	94,146.00	9,157.83	84,988.17	928.04%
Tournament/Other AR	108,417.00	18,400.00	90,017.00	489.22%
<b>Total Accounts Receivable</b>	<u>226,134.13</u>	<u>27,557.83</u>	<u>198,576.30</u>	<u>720.58%</u>
<b>Other Current Assets</b>				
Notes Rec - Current Portion	110,009.00	107,477.00	2,532.00	2.36%
Prepaid Insurance	0.00	10,911.68	-10,911.68	-100.0%
Security Deposit	5,156.00	7,000.00	-1,844.00	-26.34%
<b>Total Other Current Assets</b>	<u>115,165.00</u>	<u>125,388.68</u>	<u>-10,223.68</u>	<u>-8.15%</u>
<b>Total Current Assets</b>	<u>1,707,244.84</u>	<u>1,013,818.99</u>	<u>693,425.85</u>	<u>68.4%</u>
<b>Fixed Assets</b>				
B.D. - Bonzi	85,000.00	85,000.00	0.00	0.0%
Computers	48,651.05	47,029.85	1,621.20	3.45%
Equipment	16,922.22	3,949.43	12,972.79	328.47%
Furniture	49,430.91	9,712.29	39,718.62	408.95%
Leasehold Improvements	10,387.35	10,387.35	0.00	0.0%
Software	1,009.44	1,009.44	0.00	0.0%
Technology	1,818.24	1,818.24	0.00	0.0%
XAccumulated Depreciation	-131,577.96	-122,544.96	-9,033.00	-7.37%
<b>Total Fixed Assets</b>	<u>81,641.25</u>	<u>36,361.64</u>	<u>45,279.61</u>	<u>124.53%</u>
<b>Other Assets</b>				
LT Loan - BIYSA	12,025.24	115,106.91	-103,081.67	-89.55%
LT Loan - Eastside FC	99,915.59	125,617.39	-25,701.80	-20.46%
LT Loan - IEYSA	0.00	80,552.77	-80,552.77	-100.0%
LT Loan - KYSA	121,822.70	181,159.82	-59,337.12	-32.75%
<b>Total Other Assets</b>	<u>233,763.53</u>	<u>502,436.89</u>	<u>-268,673.36</u>	<u>-53.47%</u>
<b>TOTAL ASSETS</b>	<u><u>2,022,649.62</u></u>	<u><u>1,552,617.52</u></u>	<u><u>470,032.10</u></u>	<u><u>30.27%</u></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				

August 15, 2014

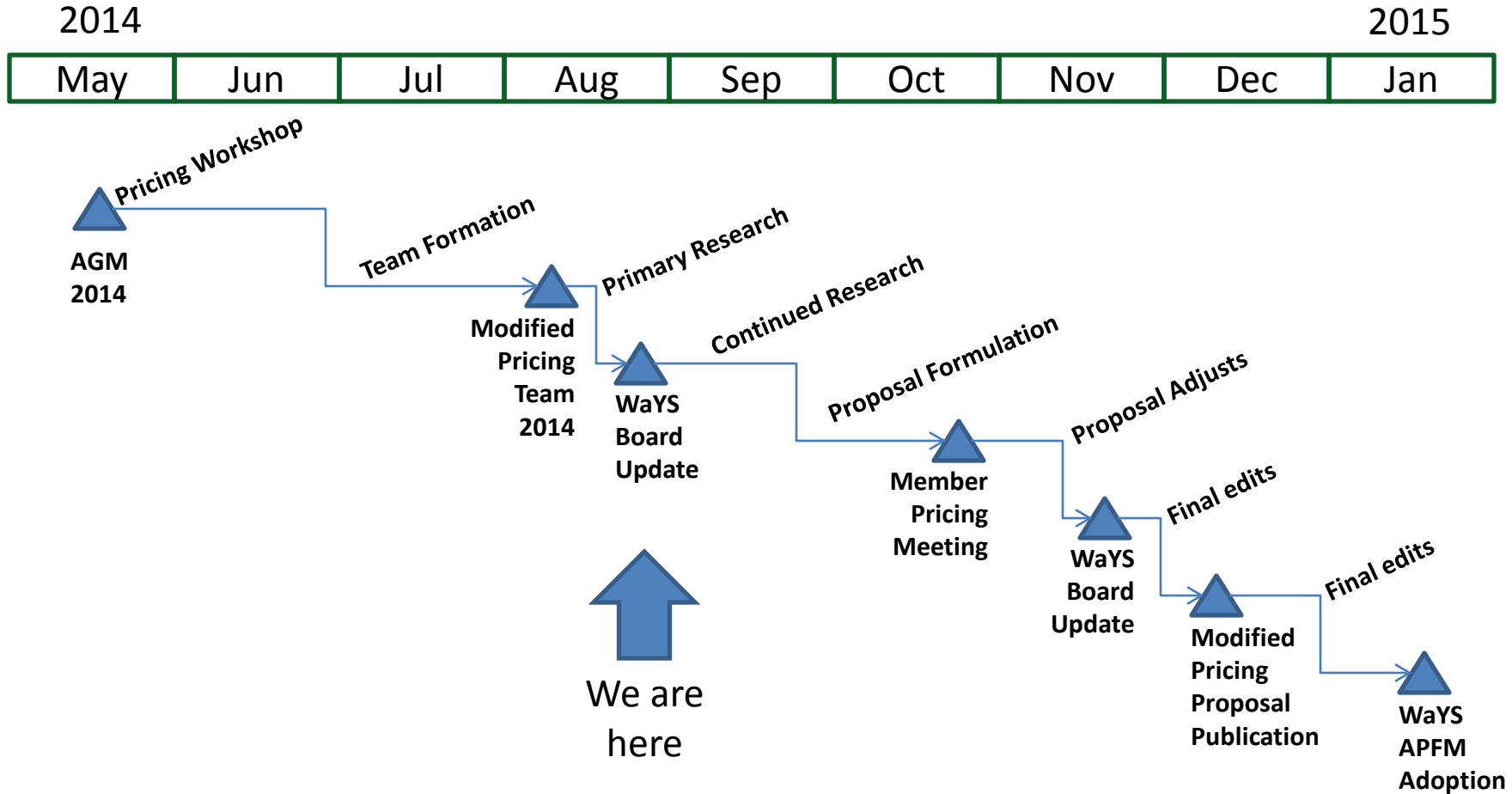
<b>Accounts Payable</b>				
<b>200 - Accounts Payable</b>	-1,886.00	0.00	-1,886.00	-100.0%
<b>Total Accounts Payable</b>	<u>-1,886.00</u>	<u>0.00</u>	<u>-1,886.00</u>	<u>-100.0%</u>
<b>Other Current Liabilities</b>				
<b>RMA Club Payable</b>	120,332.31	0.00	120,332.31	100.0%
<b>2105 - Employee 401K Payable</b>	0.00	-3,697.90	3,697.90	100.0%
<b>2110 - Vacation Payable</b>	15,264.56	14,162.48	1,102.08	7.78%
<b>2230 - Deferred Revenue</b>	<u>10,000.00</u>	<u>0.00</u>	<u>10,000.00</u>	<u>100.0%</u>
<b>Total Other Current Liabilities</b>	<u>145,596.87</u>	<u>10,464.58</u>	<u>135,132.29</u>	<u>1,291.33%</u>
<b>Total Current Liabilities</b>	<u>143,710.87</u>	<u>10,464.58</u>	<u>133,246.29</u>	<u>1,273.31%</u>
<b>Total Liabilities</b>	143,710.87	10,464.58	133,246.29	1,273.31%
<b>Equity</b>				
<b>B.D. - Building Fund</b>	400,000.00	400,000.00	0.00	0.0%
<b>B.D. Building Fund</b>	189,451.00	189,451.00	0.00	0.0%
<b>B.D. Contingency Fund</b>	246,657.50	246,657.50	0.00	0.0%
<b>Fund Balance</b>	404,839.50	404,839.50	0.00	0.0%
<b>3900 - Retained Earnings</b>	370,696.76	365,609.13	5,087.63	1.39%
<b>Net Income</b>	<u>267,293.99</u>	<u>-64,404.19</u>	<u>331,698.18</u>	<u>515.03%</u>
<b>Total Equity</b>	<u>1,878,938.75</u>	<u>1,542,152.94</u>	<u>336,785.81</u>	<u>21.84%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>2,022,649.62</u></u>	<u><u>1,552,617.52</u></u>	<u><u>470,032.10</u></u>	<u><u>30.27%</u></u>



# WA Youth Soccer Modified Pricing Structure



# Modified Pricing Timeline





# Results of the AGM survey

## Most Importance

Rec Programs

Member Org Services

Coaching Education

Select Programs

## Middle Importance

Marketing/Comms

TOPSoccer

Regional Club Programs

Cups

Referee Development

## Least Importance

District Support Costs

Elite Player Develop.

Soccer 4 Success

Soccer Across WA

additional research



August 23, 2014

Dear Board Member:

The new Washington Youth Soccer *President's Circle* needs your help. Terry Fisher, Mike Anderson, Matt Moran and I have been meeting and discussing fundraising issues, defining areas where help is needed, and developing plans for the future of soccer in our state. This letter is to introduce the first step of a multi-tiered approach to fundraising that will be developed and implemented over time.

We are starting small. We have a need to help our underserved, elite soccer players in the state whose finances do not allow them to fully participate in regional and national showcases. For example, the US Youth Soccer ODP Championships, held in Phoenix, offers players in our state an opportunity to showcase their abilities in front of college and professional scouts to potentially gain a collegiate scholarship, National Team invitation or professional opportunity. Participation in this program, however, requires significant travel expenditures and every year we have many youth players that simply cannot afford to play.

Our notion of the *President's Circle* is to approach current, past and future board members, past presidents and known soccer donors to raise money every year to help provide economically disadvantaged young soccer players the chance to pursue their dreams.

Our first year goal is a modest \$10,000. We will have a simple process of application and approval for the players.

Washington Youth Soccer will administer the program and all donors will gratefully be acknowledged on the Washington Youth Soccer website.

Tom Ament and I have already pledged for this year and personally, I would expect to contribute every year, even when my Board term ends.

I will be contacting you shortly and asking for your support. Thank you.

Bill Hurme, Chair  
Fundraising Committee  
Washington Youth Soccer