



Monthly Board Meeting Agenda

Monday, Apr 12; 8:00PM (Virtual)

- **Call to Order**
 - Mar Minutes
 - Treasurers Report
 - Registrar
 - President
 - Coordinators
 - Tops
 - Boys Travel
 - Girls Travel
 - U8
 - U4-U6
 - Equipment
 - New Nets needed (?)
 - Travel Uniforms
 - New Vendor
 - Fields
 - Development
 - Programs
 - Fundraising
- **Old Business**
- **New Business**
- **Next Meeting**
 - April 10th, 8PM
- **Adjourn**



United Soccer of Auburn

www.unitedsoccerofauburn.com

Monthly Board of Directors Meeting Minutes

Date:	03/08/2021 – 8:02 PM – 9:20 PM
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In Attendance (Board Members):	Present	Absent
Brandon Sexton, President	X	
Gregory Bohling, Vice President	X	
Jeff LaBonte, Treasurer	X	
Melissa Courtney, Secretary	X	
Daniel Hastings, TOPS Soccer Director	X	
Chantalle Diamond, Boys Travel Coordinator	X	
Matt Fergusson, Girls Travel Coordinator	X	
Adam Johnson, U8 Coordinator		X
Chris Baffuto, U4/U5/U6 Coordinator	X	
Roger Robinson, Equipment Coordinator	X	
Andy Paquette, Director of Programs	X	
Sridhar Adina, Director of Development	X	
Caitlin Heatwole, Registrar	X	
Tony Maurello, Field Coordinator	X	
Faith Rodriguez, Fundraising/Sponsorship	X	

PRESIDENT’S REPORT:

1. MOTION TO ACCEPT FEBRUARY MINUTES – MOTION ACCEPTED
2. DISCUSSED UPDTAED MAYS GUIDELINES
 - a. 2 ADULTS PER PLAYER PLUS SIBLINGS ALLOWED AT GAMES
 - b. MASKS ARE STILL REQUIRED
3. OFFER TRAINING TO COACHES IN MARCH

TREASURER’S REPORT:

1. REVIEWED TREASURER’S FEBRUARY REPORT

PROGRAMS:

1. NO REPORT

DEVELOPMENT:

1. DISCUSSED 4 v 4 TRAINING

COORDINATOR REPORTS (COLLECTIVE):

1. TOPS UNIFIED PLAYERS

- a. TO DATE WE HAVE 4 PLAYERS AND 4 COACHES REGISTERED
 - b. OFFER INCENTIVE TO TEAMS WHO SIGN UP
 - c. VIRTUAL 5K
2. BOYS TRAVEL TEAM UPDATE
 - a. NO REPORT
3. GIRLS TRAVEL TEAM UPDATE
 - a. NO REPORT
4. U8 IN TOWN TEAM
 - a. CONSIDER COED TEAMS AND 5 v 5
5. U4 - U6 IN TOWN TEAM
 - a. U4 – 38 PLAYERS AND 5 COACHES
 - b. U5 – 40 PLAYERS AND 5 COACHES
 - c. U6 – 57 PLAYERS
 - d. NEED TO RECRUIT MORE COACHES
6. FUNDRAISING
 - a. CONTINUE TO MAKE OUTREACHES TO LOCAL SPONSORS
 - i. SEND SPONSOR LOGO'S TO ROGER
7. REGISTRAR
 - a. RECEIVED 532 REGISTRATIONS FOR THE SPRING SEASON
 - i. 239 INTOWN
 - ii. 293 TRAVEL

FIELDS:

1. FIELD PERMITS HAVE BEEN SUBMITTED AND APPROVED
2. GAME SCHEDULES HAVE BEEN APPROVED
3. REVIEWED PRACTICE SCHEDULE
4. NEED TO PAINT LINES ON FIELDS

EQUIPMENT:

1. NEED TO ORDER INTOWN UNIFORMS BY MARCH 19TH
2. COMMUNICATE EQUIPMENT HAND OUT DATES TO COACHES
3. NEED SPONSOR LOGO'S TO ORDER INTOWN SHIRTS
4. RECEIVED NEW GOALS AND NETS

OLD BUSINESS:

1. NO REPORT

NEW BUSINESS:

1. SCORE SPORTS WEBSITE
 - a. RECEIVE SCORE BUCKS

NEXT MEETING: 4/12/2021

Profit and Loss

United Soccer of Auburn

Date Range: Mar 01, 2021 to Mar 31, 2021

ACCOUNTS	Mar 01, 2021 to Mar 31, 2021
Income	
Interest	\$2.00
Program Income – Season Registrations	\$2,569.18
Sales - Spirit Wear	\$60.00
Sponsorships	\$1,200.00
Total Income	\$3,831.18
Total Cost of Goods Sold	\$0.00
Gross Profit	\$3,831.18
As a percentage of Total Income	100.00%
Operating Expenses	
Admin Supplies Supplies	\$10.61
Development - Coach	\$65.00
Insurance – Coach and Player	\$4,556.00
PayPal Fees	\$15.72
Storage Expense	\$342.00
Uncategorized Expense	\$170.67
Total Operating Expenses	\$5,160.00

Net Profit

As a percentage of Total Income

-\$1,328.82

-34.68%

Profit and Loss

United Soccer of Auburn

Date Range: Jan 01, 2021 to Mar 31, 2021

ACCOUNTS	Jan 01, 2021 to Mar 31, 2021
Income	
Interest	\$9.58
Program Income – Season Registrations	\$12,804.60
Sales - Spirit Wear	\$150.00
Sponsorships	\$1,200.00
Total Income	\$14,164.18
Total Cost of Goods Sold	\$0.00
Gross Profit	\$14,164.18
As a percentage of Total Income	100.00%
Operating Expenses	
Admin Supplies Supplies	\$10.61
Bank Fees	\$7.17
Development - Coach	\$90.00
Donations	\$102.50
Fields - Equipment	\$1,459.18
Insurance – Coach and Player	\$4,556.00
Licenses and Filing Fees	\$31.50
PayPal Fees	\$18.30
Professional Fees	\$650.00

Operating Expenses	
Referees	\$40.00
Storage Expense	\$987.00
Team Registration - MAYS	\$9,835.00
Uncategorized Expense	\$170.67
Total Operating Expenses	\$17,957.93

Net Profit	-\$3,793.75
As a percentage of Total Income	-26.78%

Balance Sheet

United Soccer of Auburn

As of Mar 31, 2021

ACCOUNTS	Mar 31, 2021
Assets	
Cash and Bank	
DCU Savings	\$0.22
PayPal	\$137.00
Webster 5 Checking	\$15,767.30
Webster 5 Money Market	\$35,390.61
Total Cash and Bank	\$51,295.13
Other Current Assets	
Lights: Pappas	\$1,015.00
Total Other Current Assets	\$1,015.00
Long-term Assets	
Total Long-term Assets	\$0.00
Total Assets	\$52,310.13
Liabilities	
Current Liabilities	
Total Current Liabilities	\$0.00
Long-term Liabilities	
Total Long-term Liabilities	\$0.00
Total Liabilities	\$0.00

Equity	
Retained Earnings	
Profit for all prior years	\$4,050.84
Profit between Jan 1, 2021 and Mar 31, 2021	-\$3,793.75
Retained Earnings/Deficit	\$52,053.04
Total Retained Earnings	\$52,310.13
Total Equity	\$52,310.13

UNITED SOCCER OF AUBURN

Budget & Income Statement Trend

	Jan-21	Feb-21	Mar-21	2021 YTD	2021 Budget	Variance +/-	2020 Actual	2019 Actual
Revenue								
4001 Program Income – Season Registrations	\$6,643.67	\$3,591.75	\$2,569.18	12,804.60	\$60,000.00	(47,195.40)	\$22,367.18	\$75,221.91
4002 Program Income - Clinic Registrations				-	\$1,000.00	(1,000.00)	-	940.00
4005 Sponsorships			\$1,200.00	1,200.00	\$6,000.00	(4,800.00)	3,900.00	8,300.00
4006 Donations				-		-	-	
4007 Uniform Payments				-	\$0.00	-	17,125.00	
4008 Sales-Spirit Wear	\$30.00	\$60.00	\$60.00	150.00	\$500.00	(350.00)	441.63	3,510.55
4009 Fundraising				-		-	-	74.45
4099 Misc Revenue				-		-	50.06	351.42
4990 Interest Income	\$3.89	\$3.69	\$2.00	9.58	\$300.00	(290.42)	304.42	123.41
TOTAL REVENUE	6,677.56	3,655.44	3,831.18	14,164.18	\$67,800.00	(53,635.82)	\$44,188.29	\$88,521.74
Expense								
6010 Admin Supplies			\$10.61	10.61	\$150.00	139.39	112.52	147.81
6011 Postage & Delivery				-	\$150.00	150.00	150.00	140.00
6012 Printing and Reproduction				-	\$500.00	500.00	-	
6013 Telephone Expense				-		-	-	-
6200 Donations		\$102.50		102.50	\$250.00	147.50	441.18	25.00
6301 Fields - Paint				-	\$2,000.00	2,000.00	-	2,587.02
6302 Fields - Equipment		\$1,459.18		1,459.18	\$1,500.00	40.82	854.99	252.71
6303 Fields - Lights			\$1,015.00	1,015.00	\$2,500.00	1,485.00	814.00	2,625.00
6304 Fields - Maintenance and Improvement				-	\$500.00	500.00	600.00	
6305 Fields - Field/Gym Usage Fees				-	\$1,500.00	1,500.00	-	
6306 Fields - Porta Toilets				-	\$600.00	600.00	-	3,633.48
6400 Development				-		-	-	3,200.00
6401 Development - Coach	\$25.00		\$65.00	90.00	\$500.00	410.00	50.00	605.00
6402 Development - Player/Clinic				-	\$3,600.00	3,600.00	1,800.00	1,600.00
6403 Development - Team				-	\$3,600.00	3,600.00	-	5,810.00
6404 Development - Evals				-	\$1,500.00	1,500.00	-	1,600.00

	Jan-21	Feb-21	Mar-21	2021 YTD	2021 Budget	Variance +/-	2020 Actual	2019 Actual
6500 Uniforms				-	\$6,000.00	6,000.00	3,088.02	5,695.65
6501 Uniforms-Travel				-	\$1,000.00	1,000.00	19,819.00	15,928.20
6502 Uniforms - Coach Shirts				-	\$250.00	250.00	272.50	454.15
6505 Awards- In Town				-	\$2,500.00	2,500.00	1,206.00	2,500.70
6506 Awards - MTOC				-	\$1,500.00	1,500.00	-	1,449.80
6507 Awards - Other				-	\$1,000.00	1,000.00	184.30	1,015.93
6610 Events - AGM				-	\$800.00	800.00	-	776.42
6611 Events - Jamboree				-	\$1,000.00	1,000.00	-	
6612 Events - Outings				-	\$0.00	-	-	
6700 Professional Fees		\$650.00		650.00	\$750.00	100.00	650.00	880.00
6710 Bank Fees		\$7.17		7.17	\$100.00	92.83	99.99	55.00
6711 PayPal Fees	\$0.96	\$1.62	\$15.72	18.30	\$200.00	181.70	280.75	206.48
6712 Credit Card Processing Fees				-		-	-	
6750 Travel Expense				-		-	-	
6800 Insurance - Coach/Player			\$4,556.00	4,556.00	\$15,000.00	10,444.00	7,939.00	14,767.00
6810 Team Registration - MAYS		\$9,835.00		9,835.00	\$15,000.00	5,165.00	10,820.00	15,000.00
6850 Storage Expense	\$303.00	\$342.00	\$342.00	987.00	\$4,065.00	3,078.00	3,600.00	3,204.00
6900 Internet Expense				-		-	-	
6901 Internet - Web Hosting				-	\$100.00	100.00	166.80	
6902 Internet - Domain Registrations				-	\$14.00	14.00	53.97	
6905 Software/Plugins				-	\$75.00	75.00	25.20	
6960 Utilities				-		-	-	
7000 Taxes – Corporate Tax				-		-	-	
7005 Licenses and Filing Fees		\$31.50		31.50	\$35.00	3.50	35.00	18.50
7020 Referees	\$40.00			40.00	\$2,000.00	1,960.00	380.00	2,000.00
7030 Scholarships				-	\$2,000.00	2,000.00	1,000.00	
UNCATEGORIZED			\$170.67	170.67		(170.67)	-	
TOTAL EXPENSES	368.96	12,428.97	6,175.00	18,972.93	\$72,239.00	53,266.07	54,443.22	86,177.85
NET INCOME / (LOSS)	\$ 6,308.60	\$ (8,773.53)	\$ (2,343.82)	\$ (4,808.75)	(\$4,439.00)	\$ (369.75)	\$ (10,254.93)	\$ 2,343.89