



Monthly Board Meeting Agenda

Monday, December 14, 2020; 8:00PM (Virtual)

- **Call to Order**
 - Nov Minutes
 - Treasurers Report
 - Registrar
 - President
 - Spring Registration
 - Stack Sports v Sports manager
 - BOD Positions
 - Coordinators
 - Tops
 - Boys Travel
 - Girls Travel
 - U8
 - U4-U6
 - Equipment
 - Uniforms / sponsors on hand
 - Cano website / ordering deadline
 - New U5-U8 nets
 - Fields
 - Development
 - Programs
 - Fundraising
 - Spirit Wear Store
 - Corn hole / golf/ 3v3 jamboree
- **Old Business**
- **New Business**
- **Next Meeting**
 - Roster Meeting Late January / Early February
- **Adjourn**



United Soccer of Auburn

www.unitedsoccerofauburn.com

**Monthly Board of Directors
Meeting Minutes**

| | | |
|--|--------------------------------|---------------|
| Date: | 11/16/2020 – 7:32 PM – 8:29 PM | |
| 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, Field Coordinator | X | |
| Sridhar Adina, Director of Development | X | |
| Jeff Labonte, Registrar | X | |
| Tony Maurello, Fundraising/Sponsorship | X | |

PRESIDENT’S REPORT:

1. MOTION TO ACCEPT OCTOBER MINUTES – MOTION ACCEPTED
2. FALL SEASON RECAP - 450 KIDS/40 TEAMS
3. ELECTIONS:
 - a. TREASURER NOMINEE IS JEFF LABONTE. NO OTHER NOMINEES RECEIVED. MOTION TO APPOINT JEFF LABONTE TO TREASURER – MOTION ACCEPTED
 - b. EQUIPMENT MANAGER NOMINEE IS ROGER ROBINSON. NO OTHER NOMINEES RECEIVED. MOTION TO APPOINT ROGER ROBINSON TO EQUIPMENT MANAGER – MOTION ACCEPTED
 - c. REGISTRAR NOMINEE IS CAITLIN HEATWOLE. NO OTHER NOMINEES RECEIVED. MOTION TO APPOINT CAITLIN HEATWOLE TO REGISTRAR – MOTION ACCEPTED
 - d. VICE PRESIDENT NOMINEES ARE GREG BOHLING AND VIRGINIA RODRIGUEZ. NO OTHER NOMONIEES RECEIVED. GREG BOHLING WAS ELECTED BY MAJORITY OF VOTES AS VICE PRESIDENT.

TREASURER’S REPORT:

1. REVIEWED FINANCIALS TO DATE
2. CANO HAS YET TO CASH CHECK ISSUED TO THEM

PROGRAMS:

1. COMPILING EVALUATION FORMS RECEIVED TO PREPARE FOR SPRING ROSTERING
 - a. AWAITING 1 EVALUATION FOR BOYS TRAVEL
 - b. AWAITING 3 EVALUATIONS FOR GIRLS TRAVEL

DEVELOPMENT:

1. NO REPORT

COORDINATOR REPORTS (COLLECTIVE):

1. TOPS UNIFIED PLAYERS
 - a. MEDALS AND AWARDS WERE HANDED OUT
2. BOYS TRAVEL TEAM UPDATE
 - a. NO REPORT
3. GIRLS TRAVEL TEAM UPDATE
 - a. NO REPORT
4. U8 IN TOWN TEAM
 - a. PARENTS/FAMILIES EXTENDED THEIR APPRECIATION TO THE BOARD FOR THEIR EFFORTS ON HAVING A FALL SEASON
5. U4 - U6 IN TOWN TEAM
 - a. COMBINED U4 AND U5 FOR THE FALL SEASON
 - b. APPROXIMATELY 98 PLAYERS PARTICIPATED IN THE FALL SEASON
6. FUNDRAISING
 - a. NEW ENGLAND REVOLUTION REP, PETER JAMESON, OFFERINGS
 - i. SEASON MULTIPACK GAME
 - ii. GROUP NIGHT DISCUSSED
 - b. NEED TO SETUP ONLINE SPIRIT STORE
 - c. REVIEW/REACH OUT TO SPONSORS
7. REGISTRAR
 - a. SPRING REGISTRATION OPENS NOVEMBER 21ST
 - i. NO LATE FEES
 - b. DEADLINE FOR SPRING REGISTRATION
 - i. TRAVEL TEAMS – JANUARY 30TH
 - ii. IN TOWN LEAGUES – MARCH 1ST

FIELDS:

1. NO REPORT

EQUIPMENT:

1. NEED TO PURCHASE NEW NETS FOR U4, U5, U6 AND U8 GOALS

OLD BUSINESS:

1. THANK YOU TO ANDY PAQUETTE FOR ALL HIS EFFORTS IN KEEPING OUR TOWN APPRISED OF THE COVID-19 RULES AND REGULATIONS. YOU DID A GREAT JOB IN ENSURING THAT THESE RULES WERE BEING FOLLOWED.

NEW BUSINESS:

1. SCHEDULE SPRING REGISTRATION DATES

2. LATE REGISTRATIONS WILL NOT BE CHARGED A FEE

NEXT MEETING:

- NO REPORT

NEXT MEETING: 12/14/2020

Profit and Loss

United Soccer of Auburn

Date Range: Nov 01, 2020 to Nov 30, 2020

| ACCOUNTS | Nov 01, 2020 to Nov 30, 2020 |
|---------------------------------|---------------------------------|
| Income | |
| Interest | \$18.15 |
| Uncategorized Income | \$0.03 |
| Total Income | \$18.18 |
| Total Cost of Goods Sold | \$0.00 |
| Gross Profit | \$18.18 |
| As a percentage of Total Income | 100.00% |
| Operating Expenses | |
| Awards - In Town | \$1,116.00 |
| Donations | \$141.18 |
| Referees | \$180.00 |
| Storage Expense | \$303.00 |
| Uniforms-Travel | \$12,539.00 |
| Total Operating Expenses | \$14,279.18 |

Net Profit

As a percentage of Total Income

-\$14,261.00

-78,443.34%

Profit and Loss

United Soccer of Auburn

Date Range: Jan 01, 2020 to Nov 30, 2020

| ACCOUNTS | Jan 01, 2020 to Nov 30, 2020 |
|---------------------------------------|---------------------------------|
| Income | |
| Interest | \$300.58 |
| Program Income – Season Registrations | \$13,539.30 |
| Sales - Spirit Wear | \$173.77 |
| Sponsorships | \$2,900.00 |
| Uncategorized Income | \$0.06 |
| Uniform Payments | \$17,125.00 |
| Total Income | \$34,038.71 |
| Total Cost of Goods Sold | \$0.00 |
| Gross Profit | \$34,038.71 |
| As a percentage of Total Income | 100.00% |
| Operating Expenses | |
| Admin Supplies Supplies | \$112.52 |
| Awards - In Town | \$1,206.00 |
| Awards - Other | \$60.00 |
| Bank Fees | \$91.45 |
| Bank Service Charges | \$8.54 |
| Development - Player/Clinic | \$1,800.00 |
| Donations | \$441.18 |

| Operating Expenses | |
|--|---------------------|
| Fields - Equipment | \$854.99 |
| Fields - Maintenance & Improvement | \$2,050.00 |
| Insurance – Coach and Player | \$7,939.00 |
| Internet - Domain Registrations | \$53.97 |
| Internet - Web Hosting | \$166.80 |
| Licenses and Filing Fees | \$35.00 |
| PayPal Fees | \$280.75 |
| Postage & Delivery | \$150.00 |
| Professional Fees | \$650.00 |
| Referees | \$480.00 |
| Scholarships | \$1,000.00 |
| Software/Plugins | \$25.20 |
| Storage Expense | \$3,297.00 |
| Team Registration - MAYS | \$7,980.00 |
| Uniforms | \$3,088.02 |
| Uniforms - Coach Shirts | \$272.50 |
| Uniforms-Travel | \$19,819.00 |
| Total Operating Expenses | \$51,861.92 |
| Net Profit | -\$17,823.21 |
| As a percentage of Total Income | -52.36% |

Balance Sheet

United Soccer of Auburn

As of Nov 30, 2020

| ACCOUNTS | Nov 30, 2020 |
|------------------------------------|--------------------|
| Assets | |
| Cash and Bank | |
| DCU Savings | \$0.14 |
| PayPal | \$305.30 |
| Webster 5 Checking | \$7,235.76 |
| Webster 5 Money Market | \$35,380.24 |
| Total Cash and Bank | \$42,921.44 |
| Other Current Assets | |
| Lights: Pappas | \$1,061.50 |
| Total Other Current Assets | \$1,061.50 |
| Long-term Assets | |
| Total Long-term Assets | \$0.00 |
| Total Assets | \$43,982.94 |
| 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 | \$9,753.11 |
| Profit between Jan 1, 2020 and Nov 30, 2020 | -\$17,823.21 |
| Retained Earnings/Deficit | \$52,053.04 |
| Total Retained Earnings | \$43,982.94 |
| Total Equity | \$43,982.94 |

UNITED SOCCER OF AUBURN

Budget & Income Statement Trend

Through 11/30/2020

| | Jan-20 | Feb-20 | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-20 | 2020 YTD | 2020 Budget | Variance +/- | 2019 Actual |
|--|-----------------|------------------|-----------------|----------------|-------------------|-----------------|-----------------|---------------|-------------------|-------------------|----------------|---------------|------------------|--------------------|--------------------|--------------------|
| 1 | | | | | | | | | | | | | | | | |
| 4001:Program Income – Season Registrations | 3,786.05 | 8,608.30 | 2,078.75 | (210.00) | (9,660.00) | | 7,098.50 | 85.00 | \$1,002.70 | \$750.00 | | | 13,539.30 | \$35,000.00 | (21,460.70) | \$75,221.91 |
| 4002:Program Income - Clinic Registrations | | | | | | | | | | | | | - | \$0.00 | - | 940.00 |
| 4005:Sponsorships | 800.00 | 1,300.00 | 800.00 | | | | | | | | | | 2,900.00 | \$4,000.00 | (1,100.00) | 8,300.00 |
| 4006:Donations | | | | | | | | | | | | | - | | - | |
| 4007:Uniform Payments | 1,200.00 | 3,750.00 | 100.00 | | 100.00 | 3,775.00 | 870.00 | | \$50.00 | \$7,280.00 | | | 17,125.00 | \$10,000.00 | 7,125.00 | |
| 4008:Sales-Spirit Wear | | | | 133.77 | | | | | | 40.00 | | | 173.77 | \$1,000.00 | (826.23) | 3,510.55 |
| 4009:Fundraising | | | | | | | | | | | | | - | | - | 74.45 |
| 4099:Misc Revenue | | | | | | | 0.03 | | | 0.03 | | | 0.06 | | 0.06 | 351.42 |
| 4990:Interest Income | 28.10 | 26.42 | 40.99 | 47.03 | 46.98 | 0.06 | 37.64 | 18.77 | 17.92 | 18.49 | 18.18 | | 300.58 | \$350.00 | (49.42) | 123.41 |
| TOTAL REVENUE | 5,814.15 | 13,684.72 | 3,019.74 | (29.20) | (9,513.02) | 3,775.06 | 8,006.17 | 103.77 | \$1,070.62 | \$8,088.52 | \$18.18 | \$0.00 | 34,038.71 | \$50,350.00 | (16,311.29) | \$88,521.74 |
| Expense | | | | | | | | | | | | | | | | |
| 6010:Admin Supplies | | | | | | | | | | 112.52 | | | 112.52 | \$150.00 | 37.48 | 147.81 |
| 6011:Postage & Delivery | | | | | | | | | 150.00 | | | | 150.00 | \$150.00 | - | 140.00 |
| 6012:Printing and Reproduction | | | | | | | | | | | | | - | | - | |
| 6013:Telephone Expense | | | | | | | | | | | | | - | | - | |
| 6200:Donations | | 150.00 | | | | | | | | 150.00 | 141.18 | | 441.18 | \$250.00 | (191.18) | 25.00 |
| 6301:Fields - Paint | | | | | | | | | | | | | - | \$1,500.00 | 1,500.00 | 2,587.02 |
| 6302:Fields - Equipment | | | | | | 25.42 | 780.78 | \$48.79 | | | | | 854.99 | \$1,500.00 | 645.01 | 252.71 |
| 6303:Fields - Lights | | | | | | | | | | 814.00 | | | 814.00 | \$500.00 | (314.00) | 2,625.00 |
| 6304:Fields - Maintenance and Improvement | | | | | | | | | | \$750.00 | | | 750.00 | \$1,200.00 | 450.00 | |
| 6305:Fields - Field/Gym Usage Fees | | | | | | | | | | | | | - | | - | |
| 6306:Fields - Porta Toilets | | | | | | | | | | | | | - | \$800.00 | 800.00 | 3,633.48 |
| 6400:Development | | | | | | | | | | | | | - | | - | 3,200.00 |
| 6401:Development - Coach | | | | | | | | | | | | | - | \$500.00 | 500.00 | 605.00 |
| 6402:Development - Player/Clinic | | | | 1,800.00 | | | | | | | | | 1,800.00 | \$2,300.00 | 500.00 | 1,600.00 |
| 6403:Development - Team | | | | | | | | | | | | | - | \$0.00 | - | 5,810.00 |
| 6404:Development - Evals | | | | | | | | | | | | | - | \$0.00 | - | 1,600.00 |
| 6500:Uniforms | | | 2,114.55 | | | | | | \$973.47 | | | | 3,088.02 | \$3,000.00 | (88.02) | 5,695.65 |
| 6501:Uniforms-Travel | | | | | | | 7,280.00 | | | | | 12,539.00 | 19,819.00 | \$14,000.00 | (5,819.00) | 15,928.20 |
| 6502:Uniforms - Coach Shirts | | | 272.50 | | | | | | | | | | 272.50 | \$250.00 | (22.50) | 454.15 |
| 6505:Awards- In Town | | | | | | | | | | 90.00 | 1,116.00 | | 1,206.00 | \$1,250.00 | 44.00 | 2,500.70 |
| 6506:Awards - MTOC | | | | | | | | | | | | | - | \$0.00 | - | 1,449.80 |
| 6507:Awards - Other | | 60.00 | | | | | | | | | | | 60.00 | \$500.00 | 440.00 | 1,015.93 |
| 6610:Events - AGM | | | | | | | | | | | | | - | \$800.00 | 800.00 | 776.42 |
| 6611:Events - Jamboree | | | | | | | | | | | | | - | \$0.00 | - | |
| 6612:Events - Outings | | | | | | | | | | | | | - | \$0.00 | - | |

Through 11/30/2020

| | Jan-20 | Feb-20 | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-20 | 2020 YTD | 2020 Budget | Variance +/- | 2019 Actual |
|---------------------------------------|-------------|-------------|-----------|---------------|----------------|-------------|-----------|---------------|-------------|-------------|----------------|--------|----------------|---------------------|-----------------------|--------------------|
| 6700: Professional Fees | | | | | | 650.00 | | | | | | | 650.00 | \$750.00 | 100.00 | 880.00 |
| 6710: Bank Fees | | | 3.27 | | | | 10.27 | | | 86.45 | | | 99.99 | | (99.99) | 55.00 |
| 6711: PayPal Fees | 51.16 | 95.60 | 6.07 | | 2.80 | 105.85 | 19.27 | | | | | | 280.75 | \$200.00 | (80.75) | 206.48 |
| 6712: Credit Card Processing Fees | | | | | | | | | | | | | - | | - | |
| 6750: Travel Expense | | | | | | | | | | | | | - | | - | |
| 6800: Insurance - Coach/Player | | | | | | | | 7,939.00 | | | | | 7,939.00 | \$8,000.00 | 61.00 | 14,767.00 |
| 6810: Team Registration - MAYS | | 10,820.00 | | | | | | | | | | | 10,820.00 | \$11,000.00 | 180.00 | 15,000.00 |
| 6850: Storage Expense | 267.00 | 606.00 | | 303.00 | 303.00 | 303.00 | 303.00 | 303.00 | 303.00 | 303.00 | 303.00 | | 3,297.00 | \$3,636.00 | 339.00 | 3,204.00 |
| 6900: Internet Expense | | | | | | | | | | | | | - | | - | |
| 6901: Internet - Web Hosting | | 166.80 | | | | | | | | | | | 166.80 | \$166.80 | - | |
| 6902: Internet - Domain Registrations | | 53.97 | | | | | | | | | | | 53.97 | \$53.97 | - | |
| 6905: Software/Plugins | | 25.20 | | | | | | | | | | | 25.20 | \$75.00 | 49.80 | |
| 6960: Utilities | | | | | | | | | | | | | - | | - | |
| 7000: Taxes - Corporate Tax | | | | | | | | | | | | | - | | - | |
| 7005: Licenses and Filing Fees | | | | | 35.00 | | | | | | | | 35.00 | \$35.00 | - | 18.50 |
| 7010: Outside Services | | | | | | | | | | | | | - | | - | |
| 7020: Referees | (240.00) | 200.00 | | | | | | | | 340.00 | 180.00 | | 480.00 | \$1,000.00 | 520.00 | 2,000.00 |
| 7030: Scholarships | | | | | 1,000.00 | | | | | | | | 1,000.00 | \$1,000.00 | - | |
| | | | | | | | | | | | | | - | | - | |
| TOTAL EXPENSES | 78.16 | 12,177.57 | 2,396.39 | 2,103.00 | 1,340.80 | 1,058.85 | 7,637.96 | 9,022.78 | 1,475.26 | 2,645.97 | 14,279.18 | - | 54,215.92 | \$54,566.77 | 350.85 | 86,177.85 |
| NET INCOME / (LOSS) | \$ 5,735.99 | \$ 1,507.15 | \$ 623.35 | \$ (2,132.20) | \$ (10,853.82) | \$ 2,716.21 | \$ 368.21 | \$ (8,919.01) | \$ (404.64) | \$ 5,442.55 | \$ (14,261.00) | \$ - | \$ (20,177.21) | (\$4,216.77) | \$ (15,960.44) | \$ 2,343.89 |

Checking and Savings

| | | |
|-----------|-----------|-----------|
| PayPal | 305.30 | 305.30 |
| Web 5 Ckg | 13,099.45 | 9,257.93 |
| Web 5 MM | 35,345.06 | 35,380.24 |

Total Balances 11/30/2020 \$ 48,749.81