



Monthly Board Meeting Agenda

Monday, January 11; 8:00PM (Virtual)

- **Call to Order**
 - Dec Minutes
 - Treasurers Report
 - Registrar
 - President
 - Stack Sports v Sports manager
 - Coordinators
 - Tops
 - Boys Travel
 - Girls Travel
 - U8
 - U4-U6
 - Equipment
 - Uniforms / sponsors on hand
 - Cano website / ordering deadline
 - New U5-U8 nets
 - Fields
 - Permits to be submitted
 - Development
 - Programs
 - Fundraising
- **Old Business**
- **New Business**
- **Next Meeting**
 - February 8th, 8PM
 - Roster Meeting Late January / Early February
- **Adjourn**



United Soccer of Auburn

www.unitedsoccerofauburn.com

Monthly Board of Directors Meeting Minutes

Date:	12/14/2020 – 8:02 PM – 9:02 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, Field Coordinator	X	
Sridhar Adina, Director of Development	X	
Caitlin Heatwole, Registrar	X	
Tony Maurello, Fundraising/Sponsorship	X	

PRESIDENT’S REPORT:

1. MOTION TO ACCEPT NOVEMBER MINUTES – MOTION ACCEPTED
2. BOD POSTIONS:
 - a. MOTION TO APPOINT TONY MAURELLO TO FIELD COORDINATOR – MOTION ACCEPTED
 - b. MOTION TO APPOINT VIRGINIA RODRIGUEZ TO FUNDRAISING/SPONSORSHIP COORDINATOR – MOTION ACCEPTED

TREASURER’S REPORT:

1. REVIEWED FINANCIALS TO DATE
2. CANO HAS YET TO CASH CHECK ISSUED TO THEM
3. MOTION TO ACCEPT TREASURER’S REPORT – MOTION ACCEPTED

PROGRAMS:

1. EVALUATION FORMS HAVE BEEN COMPILED AND WILL BE SENT TO THE COORDINATORS BY END OF THIS WEEK.

DEVELOPMENT:

1. NO REPORT

COORDINATOR REPORTS (COLLECTIVE):

1. TOPS UNIFIED PLAYERS
 - a. NO REPORT
2. BOYS TRAVEL TEAM UPDATE
 - a. NO REPORT
3. GIRLS TRAVEL TEAM UPDATE
 - a. NO REPORT
4. U8 IN TOWN TEAM
 - a. NO REPORT
5. U4 - U6 IN TOWN TEAM
 - a. NO REPORT
6. FUNDRAISING
 - a. SPIRIT WEAR STORE HAS MADE APPROXIMATLY \$300 IN SALES TO DATE
 - b. ONLINE SPIRIT WEAR STORE ORDERS TO BE HANDED OUT THIS WEEKEND
 - c. DISCUSSED POSSIBLE 3v3 JAMBOREE, CORNHOLE OR GOLF TOURNAMENT FOR NEXT YEAR
7. REGISTRAR
 - a. RECEIVED 104 REGISTRATIONS TO DATE FOR THE SPRING SEASON
 - b. DEADLINE FOR SPRING REGISTRATION
 - i. TRAVEL TEAMS – JANUARY 30TH
 - ii. IN TOWN LEAGUES – MARCH 1ST
 - iii. NO LATE FEES

FIELDS:

1. NO REPORT

EQUIPMENT:

1. NEED TO PURCHASE NEW NETS FOR U4, U5, U6 AND U8 GOALS
2. CONSIDER PURCHASING 5 NEW 4x6 GOALS
3. NEED TO RECONCILE UNIFORMS
4. EXPLORE USING A NEW UNIFORM VENDOR
5. CANO TO SETUP WEBSITE FOR UNIFORM ORDERS. ORDERING DEADLINE IS THE 1ST WEEK OF FEBRUARY

OLD BUSINESS:

1. NO REPORT

NEW BUSINESS:

1. NO REPORT

NEXT MEETING:

- SPRING ROSTERS DUE FEBRUARY 14TH

NEXT MEETING: 1/11/2021

Profit and Loss

United Soccer of Auburn

Date Range: Jan 01, 2020 to Dec 31, 2020

ACCOUNTS	Jan 01, 2020 to Dec 31, 2020
Income	
Interest	\$304.42
Miscellaneous Revenue	\$50.00
Program Income – Season Registrations	\$22,367.18
Sales - Spirit Wear	\$441.63
Sponsorships	\$3,900.00
Uncategorized Income	\$0.06
Uniform Payments	\$17,125.00
Total Income	\$44,188.29
Total Cost of Goods Sold	\$0.00
Gross Profit	\$44,188.29
As a percentage of Total Income	100.00%
Operating Expenses	
Admin Supplies Supplies	\$112.52
Awards - In Town	\$1,206.00
Awards - Other	\$184.30
Bank Fees	\$91.45
Bank Service Charges	\$8.54
Development - Coach	\$50.00

Operating Expenses	
Development - Player/Clinic	\$1,800.00
Donations	\$441.18
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	\$380.00
Scholarships	\$1,000.00
Software/Plugins	\$25.20
Storage Expense	\$3,600.00
Team Registration - MAYS	\$7,980.00
Uniforms	\$15,628.02
Uniforms - Coach Shirts	\$272.50
Uniforms-Travel	\$7,280.00
Total Operating Expenses	\$52,240.22

Net Profit

As a percentage of Total Income

-\$8,051.93

-18.22%

Profit and Loss

United Soccer of Auburn

Date Range: Dec 01, 2020 to Dec 31, 2020

ACCOUNTS	Dec 01, 2020 to Dec 31, 2020
Income	
Interest	\$3.84
Miscellaneous Revenue	\$50.00
Program Income – Season Registrations	\$8,827.88
Sales - Spirit Wear	\$267.86
Sponsorships	\$1,000.00
Total Income	\$10,149.58
Total Cost of Goods Sold	\$0.00
Gross Profit As a percentage of Total Income	\$10,149.58 100.00%
Operating Expenses	
Awards - Other	\$124.30
Development - Coach	\$50.00
Referees	-\$100.00
Storage Expense	\$303.00
Total Operating Expenses	\$377.30

Net Profit

As a percentage of Total Income

\$9,772.28

96.28%

Balance Sheet

United Soccer of Auburn

As of Dec 31, 2020

ACCOUNTS	Dec 31, 2020
Assets	
Cash and Bank	
DCU Savings	\$0.17
PayPal	\$305.30
Webster 5 Checking	\$17,003.97
Webster 5 Money Market	\$35,383.28
Total Cash and Bank	\$52,692.72
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	\$53,754.22
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 Dec 31, 2020	-\$8,051.93
Retained Earnings/Deficit	\$52,053.04
Total Retained Earnings	\$53,754.22
Total Equity	\$53,754.22

Account Balances

United Soccer of Auburn

Date Range: Jan 01, 2020 to Dec 31, 2020

ACCOUNT	STARTING BALANCE	DEBIT	CREDIT	NET MOVEMENT	ENDING BALANCE
Assets					
DCU Checking	\$754.07	\$7.07	\$761.14	-\$754.07	\$0.00
DCU Savings	\$11.37	\$0.52	\$11.72	-\$11.20	\$0.17
Insurance: Mass Youth Soccer	\$0.00	\$4,063.00	\$4,063.00	\$0.00	\$0.00
Lights: Pappas	\$1,697.50	\$814.00	\$1,450.00	-\$636.00	\$1,061.50
Money Market (335)	\$0.35	\$0.00	\$0.35	-\$0.35	\$0.00
PayPal	\$29.59	\$10,692.75	\$10,417.04	\$275.71	\$305.30
Registration Fees: MAYS	\$0.00	\$11,440.00	\$11,440.00	\$0.00	\$0.00
Transfer Clearing	\$0.00	\$25,501.21	\$25,501.21	\$0.00	\$0.00
Webster 5 Checking	\$39,221.89	\$63,728.01	\$85,945.93	-\$22,217.92	\$17,003.97
Webster 5 Money Market	\$20,091.38	\$15,291.90	\$0.00	\$15,291.90	\$35,383.28
Total Assets	\$61,806.15	\$131,538.46	\$139,590.39	-\$8,051.93	\$53,754.22
Liabilities					
Total Liabilities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Equity					
Retained Earnings/Deficit	\$52,053.04	\$0.00	\$0.00	\$0.00	\$52,053.04
Total Equity	\$52,053.04	\$0.00	\$0.00	\$0.00	\$52,053.04

Income				
Interest		\$0.00	\$304.45	\$304.45
Miscellaneous Revenue		\$0.00	\$50.00	\$50.00
Program Income – Season Registrations		\$12,360.00	\$34,727.18	\$22,367.18
Sales - Spirit Wear		\$0.00	\$441.63	\$441.63
Sponsorships		\$0.00	\$3,900.00	\$3,900.00
Uncategorized Income		\$0.00	\$0.03	\$0.03
Uniform Payments		\$125.00	\$17,250.00	\$17,125.00
Total Income		\$12,485.00	\$56,673.29	\$44,188.29

Expenses				
Admin Supplies		\$112.52	\$0.00	\$112.52
Awards - In Town		\$1,206.00	\$0.00	\$1,206.00
Awards - Other		\$184.30	\$0.00	\$184.30
Bank Fees		\$291.45	\$200.00	\$91.45
Bank Service Charges		\$8.54	\$0.00	\$8.54
Development - Coach		\$50.00	\$0.00	\$50.00
Development - Player/Clinic		\$1,800.00	\$0.00	\$1,800.00

Expenses			
Donations	\$441.18	\$0.00	\$441.18
Fields - Equipment	\$854.99	\$0.00	\$854.99
Fields - Fields/Gym Usage Fees	\$1,450.00	\$0.00	\$1,450.00
Fields - Maintenance & Improvement	\$600.00	\$0.00	\$600.00
Insurance – Coach and Player	\$7,939.00	\$0.00	\$7,939.00
Internet - Domain Registrations	\$53.97	\$0.00	\$53.97
Internet - Web Hosting	\$166.80	\$0.00	\$166.80
Licenses and Filing Fees	\$35.00	\$0.00	\$35.00
PayPal Fees	\$283.50	\$2.75	\$280.75
Postage & Delivery	\$150.00	\$0.00	\$150.00
Professional Fees	\$650.00	\$0.00	\$650.00
Referees	\$820.00	\$440.00	\$380.00
Scholarships	\$1,000.00	\$0.00	\$1,000.00
Software/Plugins	\$25.20	\$0.00	\$25.20
Storage Expense	\$3,600.00	\$0.00	\$3,600.00
Team Registration - MAYS	\$8,600.00	\$620.00	\$7,980.00
Uniforms	\$3,088.02	\$0.00	\$3,088.02
Uniforms - Coach Shirts	\$272.50	\$0.00	\$272.50
Uniforms-Travel	\$19,820.00	\$0.00	\$19,820.00
Total Expenses	\$53,502.97	\$1,262.75	\$52,240.22

**Total for all
accounts**

\$197,526.43

\$197,526.43

UNITED SOCCER OF AUBURN

Budget & Income Statement Trend

Through 12/31/2020

	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		\$8,827.88	22,367.18	\$35,000.00	(12,632.82)	\$75,221.91
4002:Program Income - Clinic Registrations													-	\$0.00	-	940.00
4005:Sponsorships	800.00	1,300.00	800.00									1,000.00	3,900.00	\$4,000.00	(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		267.86	441.63	\$1,000.00	(558.37)	3,510.55
4009:Fundraising													-		-	74.45
4099:Misc Revenue							0.03			0.03		50.00	50.06		50.06	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	3.84	304.42	\$350.00	(45.58)	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	\$10,149.58	44,188.29	\$50,350.00	(6,161.71)	\$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	\$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										\$600.00			600.00	\$1,200.00	600.00	
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												50.00	50.00	\$500.00	450.00	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						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										124.30	184.30	\$500.00	315.70	1,015.93
6610:Events - AGM													-	\$800.00	800.00	776.42
6611:Events - Jamboree													-	\$0.00	-	
6612:Events - Outings													-	\$0.00	-	

Through 12/31/2020

	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	303.00	3,600.00	\$3,636.00	36.00	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	(100.00)	380.00	\$1,000.00	620.00	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	2,495.97	14,279.18	377.30	54,443.22	\$54,566.77	123.55	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)	\$ 5,592.55	\$ (14,261.00)	\$ 9,772.28	\$ (10,254.93)	(\$4,216.77)	\$ (6,038.16)	\$ 2,343.89

UNITED SOCCER OF AUBURN

Budget & Income Statement Trend

	2021 Budget	2020 Actual	2019 Actual
Revenue			
4001 Program Income – Season Registrations	\$60,000.00	\$22,367.18	\$75,221.91
4002 Program Income - Clinic Registrations	\$1,000.00	-	940.00
4005 Sponsorships	\$6,000.00	3,900.00	8,300.00
4006 Donations		-	
4007 Uniform Payments	\$12,000.00	17,125.00	
4008 Sales-Spirit Wear	\$500.00	441.63	3,510.55
4009 Fundraising		-	74.45
4099 Misc Revenue		50.06	351.42
4990 Interest Income	\$300.00	304.42	123.41
TOTAL REVENUE	\$79,800.00	\$44,188.29	\$88,521.74
Expense			
6010 Admin Supplies	\$150.00	112.52	147.81
6011 Postage & Delivery	\$150.00	150.00	140.00
6012 Printing and Reproduction	\$500.00	-	
6013 Telephone Expense		-	-
6200 Donations	\$250.00	441.18	25.00
6301 Fields - Paint	\$2,000.00	-	2,587.02
6302 Fields - Equipment	\$1,500.00	854.99	252.71
6303 Fields - Lights	\$2,500.00	814.00	2,625.00
6304 Fields - Maintenance and Improvement	\$500.00	600.00	
6305 Fields - Field/Gym Usage Fees	\$1,500.00	-	
6306 Fields - Porta Toilets	\$600.00	-	3,633.48
6400 Development		-	3,200.00
6401 Development - Coach	\$500.00	50.00	605.00
6402 Development - Player/Clinic	\$2,000.00	1,800.00	1,600.00
6403 Development - Team	\$2,000.00	-	5,810.00
6404 Development - Evals	\$1,500.00	-	1,600.00
6500 Uniforms	\$6,000.00	3,088.02	5,695.65
6501 Uniforms-Travel	\$12,000.00	19,819.00	15,928.20
6502 Uniforms - Coach Shirts	\$250.00	272.50	454.15

	2021 Budget	2020 Actual	2019 Actual
6505 Awards- In Town	\$2,500.00	1,206.00	2,500.70
6506 Awards - MTOC	\$1,500.00	-	1,449.80
6507 Awards - Other	\$1,000.00	184.30	1,015.93
6610 Events - AGM	\$800.00	-	776.42
6611 Events - Jamboree	\$1,000.00	-	
6612 Events - Outings	\$0.00	-	
6700 Professional Fees	\$750.00	650.00	880.00
6710 Bank Fees	\$100.00	99.99	55.00
6711 PayPal Fees	\$200.00	280.75	206.48
6712 Credit Card Processing Fees		-	
6750 Travel Expense		-	
6800 Insurance - Coach/Player	\$15,000.00	7,939.00	14,767.00
6810 Team Registration - MAYS	\$15,000.00	10,820.00	15,000.00
6850 Storage Expense	\$3,636.00	3,600.00	3,204.00
6900 Internet Expense		-	
6901 Internet - Web Hosting	\$100.00	166.80	
6902 Internet - Domain Registrations	\$14.00	53.97	
6905 Software/Plugins	\$75.00	25.20	
6960 Utilities		-	
7000 Taxes – Corporate Tax		-	
7005 Licenses and Filing Fees	\$35.00	35.00	18.50
7010 Outside Services		-	
7020 Referees	\$2,000.00	380.00	2,000.00
7030 Scholarships	\$2,000.00	1,000.00	
		-	
TOTAL EXPENSES	\$79,610.00	54,443.22	86,177.85
NET INCOME / (LOSS)	\$190.00	\$ (10,254.93)	\$ 2,343.89