

6/28/2020 HFC Meeting Minutes

HFC United Mission Statement

HFC United Soccer is a non-profit organization that is committed to providing a quality soccer program in Hastings and the surrounding community. Our focus is to develop each member, whether they are a player, coach, referee, manager, or parent to their fullest potential at all levels of participation.

Voting Board Members: Ceil Strauss (President & Indoor Rec), Dan Schaack (Vice President), Vinnie DeGrote (Secretary), Adrienne Haugen (Director of Recreation), Erin Maulucci (Travel Director), Mike Engeldinger (Treasurer), Jason Wenisch (Director of Communication and Marketing)

Non-Voting Board Members: Immediate Past President (Jeremy Reuter), Jessica DeGrote (Interim Volunteer Coordinator), Grace Ahman (Uniform Coordinator), Susie Stoltz (Webmaster), Sean Qualy (Field Coordinator), Erin Stewart (Team Manager Coordinator), Yander Sanchez (Referee Coordinator), Jennifer Lentz (Fundraiser Coordinator)

Staff: Dan Schaack (Director of Coaching and Player Development), Mike Engeldinger (Administrator)

Attendance: President Ceil Strauss, voting members: Dan, Vinnie, Erin, Mike and Jason. non-voting members: Susie and Sean

- **6 pm - Call to order, e-meeting logistics**
- **Approval of meeting minutes for 5/31/2020:** Dan motioned to approve, Jason 2nd. motion approved 5-0
- **DOC updates:**
 - **Phase 3:** HFC has interest in offering an in house coed league. There are 68 members that responded. There will be 4 groups with teams changing every game. There will be a limit of 2 parents or guardians allowed. Spectators will have to wear masks and keep social distancing. If a parent or guardian can not wear a mask they are asked to stay in their vehicle. There will be 2 scrimmages per week with the opportunity to train newer refs if needed.
Dan was approached by other clubs asking to scrimmage HFC teams. The board thought it was best to hold off and address the possibility to scrimmage outside the club at the end of July at the earliest.
- **Tryouts:** Dan presented to the board his plan to still hold tryouts this summer for HFC. The board had a lengthy discussion on the overall idea of having tryouts as well as paid tryouts. The biggest concerns for the board with tryouts were the need to have them being there are only a couple age groups that would have multiple teams. Dan stated the need for tryouts isn't only for age groups with multiple teams but if a player would need to be called up to the next level what player could handle it. There was concern about the cost with why having to pay for a try out when parents know what team their child would be on. There were also concerns about not everyone pays and attends tryouts and still making upper teams.
Vinnie made a motion to hold tryouts to Dan's schedule and plan at no cost to the members. Dan 2nd the motion. The motion passed 3-1 with Erin voting no and Mike abstaining to vote on the matter.

- **Administrator & Financial Updates:** Mike went over the current financial report (see financials added to Minutes).

Mike showed/updated the board the new website for HFC with Demosphere which is near completed and can be launched. Mike negotiated with our contract with Demosphere to include a logo design. The board shared their concern with the logo Demosphere made. Mike was going to contact Demosphere about being able to use the current logo HFC has. The board isn't ready to change the current logo or change the logo on the current jerseys being there are a couple more years on the current jersey contract

- Adjourn

HFC United

STATEMENT OF FINANCIAL POSITION

As of May 31, 2020

	TOTAL		
	AS OF MAY 31, 2020	AS OF MAY 31, 2019 (PY)	% CHANGE
ASSETS			
Current Assets			
Bank Accounts			
Certificate of Deposit NABCO 20 MO	60,000.00	60,000.00	0.00 %
Checking - NABCO	99,396.31	101,335.65	-1.91 %
NABCO Coaches Savings	0.00	6,494.94	-100.00 %
Savings NABCO (Main)	40,000.00	40,876.48	-2.14 %
Savings NABCO - Fundraiser	0.00	8,144.21	-100.00 %
Total Bank Accounts	\$199,396.31	\$216,851.28	-8.05 %
Total Current Assets	\$199,396.31	\$216,851.28	-8.05 %
Other Assets			
Biermaier Financial Investment Brokerage	69,877.56		
Total Other Assets	\$69,877.56	\$0.00	0.00%
TOTAL ASSETS	\$269,273.87	\$216,851.28	24.17 %
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Loan Payable	5,625.00		
Total Other Current Liabilities	\$5,625.00	\$0.00	0.00%
Total Current Liabilities	\$5,625.00	\$0.00	0.00%
Total Liabilities	\$5,625.00	\$0.00	0.00%
Equity			
Opening Balance Equity	114,553.84	114,553.84	0.00 %
Retained Earnings	126,287.88	98,390.57	28.35 %
Net Revenue	22,807.15	3,906.87	483.77 %
Total Equity	\$263,648.87	\$216,851.28	21.58 %
TOTAL LIABILITIES AND EQUITY	\$269,273.87	\$216,851.28	24.17 %

HFC United

STATEMENT OF ACTIVITY

September 2019 - May 2020

	TOTAL		
	SEP 2019 - MAY 2020	SEP 2018 - MAY 2019 (PY)	% CHANGE
Revenue			
Billable Expenditure Revenue		-13.35	100.00 %
Fundraising	2,336.70	4,947.95	-52.77 %
Hastings Futsol	875.00	426.00	105.40 %
Non-Volunteer Fees		4,000.00	-100.00 %
Registration			
Camp/Training	275.00	1,350.00	-79.63 %
Co-Ed Indoor	13,619.00	12,970.00	5.00 %
Rec	11,171.67	14,910.00	-25.07 %
Travel	75,856.80	61,616.75	23.11 %
Total Registration	100,922.47	90,846.75	11.09 %
Sponsorships	4,000.00	8,000.00	-50.00 %
Total Revenue	\$108,134.17	\$108,207.35	-0.07 %
GROSS PROFIT	\$108,134.17	\$108,207.35	-0.07 %
Expenditures			
Accounting	1,020.66	1,585.00	-35.61 %
Advertising	916.43	179.21	411.37 %
Awards and Medals	29.03		
Bank Charges		213.00	-100.00 %
Donation	880.00	104.00	746.15 %
Education and Training	1,405.00	115.46	1,116.87 %
Equipment	620.00	1,637.62	-62.14 %
Facilities	706.62	26,688.25	-97.35 %
Field Supplies, Maintence & Materials	1,427.95	778.58	83.40 %
Food	540.00		
Fundraiser Expense	118.33	1,841.00	-93.57 %
Insurance	1,681.00	904.00	85.95 %
Investment Fees	122.95		
IT - Website etc	2,517.90	1,277.50	97.10 %
Labor			
Director of Administration	2,153.00		
Director of Coaching	18,673.41		
Evaluators	120.00		
HFC Paid Coaching		714.00	-100.00 %
Referees		3,484.00	-100.00 %
Ref Assigning	5,574.50	11,747.00	-52.55 %
Total Referees	5,574.50	15,231.00	-63.40 %
Technical Directors/Assistant DOC		27,000.00	-100.00 %
Trainers	800.00	720.00	11.11 %
Total Labor	27,320.91	43,665.00	-37.43 %

	TOTAL		
	SEP 2019 - MAY 2020	SEP 2018 - MAY 2019 (PY)	% CHANGE
Licenses, Permits and Filings		125.00	-100.00 %
MYSA/TCSL Membership & League Fees	8,380.00	19,755.41	-57.58 %
NGIN Processing Fee	3,138.06	3,784.01	-17.07 %
Payroll Taxes	749.56		
Playoffs and Paid Tournaments	3,225.00		
Refund - Registration	26,352.40	4,443.17	493.10 %
Scholarship	1,500.00	1,000.00	50.00 %
Storage	630.00	1,069.00	-41.07 %
Supplies, Postage and Printing	126.72	390.17	-67.52 %
Uniforms	4,536.25	6,697.68	-32.27 %
Total Expenditures	\$87,944.77	\$116,253.06	-24.35 %
NET OPERATING REVENUE	\$20,189.40	\$ -8,045.71	350.93 %
Other Revenue			
Interest Earned	86.58	136.69	-36.66 %
Other Miscellaneous Revenue	3,309.72	7,507.73	-55.92 %
Total Other Revenue	\$3,396.30	\$7,644.42	-55.57 %
Other Expenditures			
Miscellaneous	778.55	-4,308.16	118.07 %
Total Other Expenditures	\$778.55	\$ -4,308.16	118.07 %
NET OTHER REVENUE	\$2,617.75	\$11,952.58	-78.10 %
NET REVENUE	\$22,807.15	\$3,906.87	483.77 %