

7/19/2020 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 Strauss, all voting members of the board, Sean Qualy, Susie Stoltz

- 6 05pm - Call to order, e-meeting logistics
- Vinnie made a motion to approve the minutes for 6/28/2020. Jason 2nd. Motion passed 5-0

- DOC updates
 - **Tryouts** - tryouts to be held in the next 2 weeks. 171 players have registered and we are hoping for additional 100 players to register. Tryouts will have 2 evaluators along with Dan. We will need volunteers for checking players in and out. Numbers were low for U13 boys and girls 16 and up
 - **TCSL Autumn Schedule** - important dates for the Fall season: August 7th teams need to be submitted to TCSL. August 11th will be the Group meeting, August 18th the Fall schedule will be live. Season play will start August 28th and will go to October 4th. IF there happens to be an end of the season tournament it will be October 9th-11th.

- **Uniform update** – recent questions raised: Grace has been in contact with Got Soccer. She is waiting on a confirmation we will get another season with the current uniforms like the board has been told. If we find Addias does not supply our uniforms anymore we will have shirts made for the younger teams till we figure out uniforms.

- **Board election** – Boards seats to expire and up for election: Vice- President, Treasurer, Travel Director and Communications Director. Letters of intent are due by September 13th. It can be emailed to Ceil or Vinnie. Election date has been set for October 13th. Place is TBD. HFC's Annual meeting will be October 18th.

- **Scholarship for 2021 seniors:** The board decided to continue to offer Senior Scholarships to ALL Seniors that have an affiliation with HFC (Players, refs or both no matter what High school they attend)
- Administrator & Financial Updates:
 1. **TCSL has removed HFC United from a probationary member** to a permanent member of their league and programming. To be removed from probation by 07/31/2020, HFC met all coaching licensing requirements with the exception of one due to COVID-19. They will be sending out a social media posting soon congratulating HFC for our commitment to coaching education.
 2. **Website launch soon-** Demosphere will need two hours to change colors and put the original logo in. Process of updates usually takes two weeks from my experience. I am hoping that it will be ready before the end of July so HFC can stop our website with SportsEngine. New website needs more info uploaded into it but could be launched once Demosphere is ready.
 3. **Uniforms/Rebrand/Reimage-** discuss a committee for January 2021 to look into logo, uniforms, and other items.
 4. **Sponsorships-** Get committee together ASAP and switch from a calendar year (to avoid contacting sponsors after holidays and during their slow season) to soccer year (Sept. to Aug.). Thoughts on considering ignoring the sponsorship period this year, from Jan. to now, with our sponsors and give them this soccer year, since we had no programming really thus far. New website has a "Partners of HFC" section on homepage with links to their website. The top section banner of new website also has "Partners" which will contain a drop down and specific page talking about the sponsor's business and linking them to their website. Sponsorships will become harder due to COVID-19 and budget reflects accordingly.
 5. **VolunteerSignUp.org-** Discuss this in how it will work for our Demosphere website since "Dibs" is a proprietary thing with Sports Engine
 6. **Referee Assigning Services-** Address in the fall/winter for Summer 2021. Matt at TCSL discussed this at large with me. Matt knows Yander and would support him doing our referee assigning. Matt stated that all that is needed is paying a \$10 administrators fee for Yander with the Referee Committee, and to find a platform to manage. Matt is switching the TCSL's referee management platform to Demosphere soon. Again, this is just a quick discussion for later on in the Fall (and if Yander is interested).
 7. **Financial Report** - PPP forgiveness forms are available and the forgiven amount will be less the \$2,000 EIDL Advance received. b. June 2020 Financials provided to board c. Balance Sheet & Income Statement for Fiscal Year to Date (09/01/2019 to 07/16/2020)
 8. **Budget Proposal for Fiscal Year ending 08/31/2020**
 - a. Fall and Summer Travel will need to be separate registrations- a good thing b. Need at least Fall and Summer Travel registration fees to be decided tonight c. Budget assumes no Fall Rec.- consider a 4th and 5th grade only Fall season, as it is easier to maintain and manage social distancing? d. Net Income for fiscal year should be 10-12% of Revenue (budget proposal

shows just over 12% e. Travel increased cost includes for inflation, the increase in referee costs, as well as tryouts fee embedded as an increase f. Registration is at the team level with the invitation feature in Demosphere- we can add, if individual teams would like, an amount for team fees (coaching and/or tournaments)

Dan made a motion to keep fees the same with a \$25 discount for registering for summer early and a \$50 late fee for anyone registered after December 31st. Adrienne 2nd the motion. Motion passed with a 5-1 vote. Mike voting no.

- **Updates: Fall Rec:** If a fall rec season would happen, it will start the last week of August and go through the 2nd week of October. Fall rec would be offered for 1st -4th grades A survey will be sent out to see if there is enough interest for a fall res season.
- Dibs: Dibs will not carry over to the next season because there would be less people to volunteer if we need volunteers
- Vinnie motioned to Adjourn at 8:40pm. Adrienne 2nd. vote to adjourn 6-0

Next board meeting will be August 16th at 6pm on Zoom

HFC United

STATEMENT OF FINANCIAL POSITION

As of June 30, 2020

	TOTAL		
	AS OF JUN 30, 2020	AS OF JUN 30, 2019 (PY)	% CHANGE
ASSETS			
Current Assets			
Bank Accounts			
Certificate of Deposit NABCO 20 MO	60,000.00	60,000.00	0.00 %
Checking - NABCO	7,612.75	96,956.68	-92.15 %
NABCO Coaches Savings	0.00	6,497.37	-100.00 %
Savings NABCO (Main)	40,027.71	40,896.86	-2.13 %
Savings NABCO - Fundraiser	0.00	8,145.93	-100.00 %
Total Bank Accounts	\$107,640.46	\$212,496.84	-49.34 %
Total Current Assets	\$107,640.46	\$212,496.84	-49.34 %
Other Assets			
Biermaier Financial Investment Brokerage	69,758.15		
Total Other Assets	\$69,758.15	\$0.00	0.00%
TOTAL ASSETS	\$177,398.61	\$212,496.84	-16.52 %
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	-69,068.11	-447.57	-15,331.80 %
Total Equity	\$171,773.61	\$212,496.84	-19.16 %
TOTAL LIABILITIES AND EQUITY	\$177,398.61	\$212,496.84	-16.52 %

HFC United

STATEMENT OF ACTIVITY

September 2019 - June 2020

	TOTAL		
	SEP 2019 - JUN 2020	SEP 2018 - JUN 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	2,100.00	-86.90 %
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	91,596.75	10.18 %
Sponsorships	4,000.00	8,000.00	-50.00 %
Total Revenue	\$108,134.17	\$108,957.35	-0.76 %
GROSS PROFIT	\$108,134.17	\$108,957.35	-0.76 %
Expenditures			
Accounting	1,630.66	1,645.00	-0.87 %
Advertising	1,000.58	461.66	116.74 %
Awards and Medals	29.03		
Bank Charges		213.00	-100.00 %
Donation	880.00	334.00	163.47 %
Education and Training	1,405.00	140.46	900.28 %
Equipment	2,085.40	1,637.62	27.34 %
Facilities	811.62	26,688.25	-96.96 %
Field Supplies, Maintenance & Materials	1,574.70	948.58	66.01 %
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	2,637.90	1,397.50	88.76 %
Labor			
Director of Administration	3,162.25		
Director of Coaching	19,901.66		
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		28,500.00	-100.00 %
Trainers	800.00	900.00	-11.11 %
Total Labor	29,558.41	45,345.00	-34.81 %

	TOTAL		
	SEP 2019 - JUN 2020	SEP 2018 - JUN 2019 (PY)	% CHANGE
Licenses, Permits and Filings		125.00	-100.00 %
MYSA/TCSL Membership & League Fees	8,405.00	20,959.41	-59.90 %
NGIN Processing Fee	785.72	3,847.01	-79.58 %
Payroll Taxes	749.56		
Playoffs and Paid Tournaments	3,225.00		
QuickBooks Payments Fees	27.84		
Refund - Registration	118,980.40	4,443.17	2,577.83 %
Scholarship	1,500.00	1,000.00	50.00 %
Storage	630.00	1,069.00	-41.07 %
Supplies, Postage and Printing	262.64	1,647.69	-84.06 %
Uniforms	4,536.25	6,697.68	-32.27 %
Total Expenditures	\$183,177.99	\$121,345.03	50.96 %
NET OPERATING REVENUE	\$ -75,043.82	\$ -12,387.68	-505.79 %
Other Revenue			
Coaches Pay (Teams Pay)	857.16		
Interest Earned	114.84	161.22	-28.77 %
Other Miscellaneous Revenue	5,902.22	7,507.73	-21.38 %
Unrealized Gain/Loss on Investments	-119.96		
Total Other Revenue	\$6,754.26	\$7,668.95	-11.93 %
Other Expenditures			
Miscellaneous	778.55	-4,271.16	118.23 %
Total Other Expenditures	\$778.55	\$ -4,271.16	118.23 %
NET OTHER REVENUE	\$5,975.71	\$11,940.11	-49.95 %
NET REVENUE	\$ -69,068.11	\$ -447.57	-15,331.80 %