

**Stafford Area Soccer Association  
Board of Directors Meeting Minutes  
October 13, 2010**

**I. Call to Order:**

The meeting was called to order at 7:11 pm.

Board Members Present: Tim Conklin (via telephone); Sean Harrigan; Randy Sparks (late); Bill Myers; Rick Thoroughgood; Carla Smith

Board Members Absent: Frankie Petrine

Others Present: Barry Hill; Renee Frey; Mark Bowman

**II. Public May Address the Board - None**

**III. Other Reports**

**SASA Technical Director** – Barry Hill

Reported that he is working with Heidi on the budget to get an accurate picture of the club's finances.

Reported that he is starting a U8 training program to select players for pilot program with WAGS.

Reported that SASA has coaching package from Dick's Sporting Goods for Recreation coaches that provides a voucher for balls and a ball bag.

**Rules & Discipline Committee** – Sean Harrigan

Reported that a parent that was suspended by SASA for two games would like to appeal the decision. The Board reviewed the SASA Operations Manual which provides that no appeal of a disciplinary decision is permitted unless the parent would miss more than two events. Thus, the Board concluded that the parent could not lodge an appeal. Sean will contact the parent to advise that no appeal is provided and that the Board considered and approved the discipline implemented.

Reported that the R&D Committee is looking into another instance involving a coach's conduct.

**Fields Committee** – Tim Conklin

Clark Lemon/DR Horton have a plot of land near the landfill. They have approached SASA about support for the rezoning of the land that would allow the construction of housing and soccer fields.

Mark Bowman reported that Garrett Construction has 750 acres north of the airport and is looking into developing some of the land into parks. Mark also advised that Garrett Construction might consider trading some land off of Joshua Road for SASA's land at Brooke. Mark also advised that the County has a RFP out for the purchase of land and plans to build 150 new fields over the next 20 years.

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**IV. Coordinator Reports – None**

**V. Approval of the Minutes** – Minutes from the Board Meeting of September 15, 2010 were reviewed. Carla Smith moved that the Minutes be approved, and Rick Thoroughgood seconded the motion. The Minutes were approved by a vote of 6-0.

**VI. Action Items – None.**

**VII. Board Reports**

**President** – Tim Conklin

No report.

**Vice President** – Sean Harrigan

Reported that he has contacted Doug Sheaff about his presentation at the last Board Meeting and notified him that SASA is not going to move forward with his proposal.

**Secretary** – Randy Sparks

No report.

**Treasurer** – Bill Myers

Distributed updated Profit/Loss Statement and Balance Sheet. Bill is breaking down the Profit/Loss statement by division. Copies of these reports are attached to these Minutes.

Reported that SASA is still working to track which Travel players have paid their fees and that it is hard to tell at this point if Travel is breaking even. Rick estimates that \$10,000 is still owed to the SASA for Travel dues. The Board discussed how to handle the situation of monies owed for Travel and authorized the Travel Division to revoke player cards until dues were paid.

Reported that he is working with the accountants on SASA's tax returns and filing extensions for prior years to avoid potential impact on SASA's tax-exempt status.

**Recreation Division** – Carla Smith

Reported that Rec will be having an AGC meeting next week to prepare for next season.

Reported that Rec has been experiencing some issues with running up the score and unsportsmanlike conduct this season.

Carla and Barry will follow up with AGC's at meeting about potential move to Academy-style program for younger age divisions. Barry hopes to have proposal put together to change format for younger divisions starting in Fall 2011.

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**Classic Division** – Frankie Petrino

No report.

**Travel Division** – Rick Thoroughgood

Reported that he is working with Heidi and Bill to sort out the Travel money issues.

Reported that he believes that the Hotspur contract with the Elks Club for fields is expiring soon.

**VIII. New Business**

The Board is interested in considering a change to the U9 and younger Recreation Division program starting in Fall 2011. Carla and Barry will discuss with the AGC's at their upcoming meeting and report back.

Rick Thoroughgood was contacted by Ron Hicks about the Elks Soccer Shootout competition. Mr. Hicks would like SASA's assistance in spreading word of the event to all SASA players.

The Board went into executive session to discuss issues relating to the employment of Barry Hill and Tom Armstrong. After exiting executive session, the Board approved a bonus payment to Barry Hill pursuant to the terms of his employment agreement by a vote of 6-0. The Board also voted to consider additional changes to the draft employment agreement for Tom Armstrong. [Following the Board Meeting, a revised draft of the employment agreement for Tom Armstrong was circulated by e-mail to all Board members on October 20, 2010. The revised version of the agreement was approved by a vote of 7-0.]

**IX. Adjournment**

At approximately 9:10 pm, the meeting was adjourned.

5:31 PM  
10/13/10  
Accrual Basis

**Stafford Area Soccer Association**  
**Balance Sheet**  
As of October 13, 2010

	<u>Oct 13, 10</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
Office Cash Box	137.33
SunTrust General Account	280,531.47
SunTrust Land Account	1,501.18
SunTrust Savings Account	755.52
SunTrust Tournament Account	32,062.47
SunTrust Travel Account	6,685.18
Wachovia Money Market	92,865.86
<b>Total Checking/Savings</b>	<u>414,539.01</u>
<b>Total Current Assets</b>	414,539.01
<b>Fixed Assets</b>	
Land - Operating	<u>597,200.00</u>
<b>Total Fixed Assets</b>	<u>597,200.00</u>
<b>TOTAL ASSETS</b>	<u><b>1,011,739.01</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
Payroll Liabilities	<u>2,590.37</u>
<b>Total Other Current Liabilities</b>	<u>2,590.37</u>
<b>Total Current Liabilities</b>	<u>2,590.37</u>
<b>Total Liabilities</b>	2,590.37
<b>Equity</b>	
Land Equity	347,200.00
Opening Balance Equity	320,875.46
Unrestricted Net Assets	120,268.85
Net Income	<u>220,804.33</u>
<b>Total Equity</b>	<u>1,009,148.64</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>1,011,739.01</b></u>

**Stafford Area Soccer Association**  
**Profit & Loss**  
 January 1 through October 13, 2010

3:40 PM  
 10/13/10  
 Accrual Basis

	Classic	Recreation	Tournament	Travel	TOTAL
Ordinary Income/Expense					
Income					
Donations	0.00	1,711.00	0.00	0.00	1,711.00
Field Usage Fees	0.00	0.00	0.00	1,200.00	1,200.00
Interest	0.00	0.32	0.00	0.00	0.32
Membership Dues					
B00 Blue	0.00	0.00	0.00	3,900.00	3,900.00
B99 Blue Player Fees	0.00	0.00	0.00	2,900.00	2,900.00
B99 White Player Fees	0.00	0.00	0.00	1,750.00	1,750.00
G00 Blue Player Fees	0.00	0.00	0.00	3,652.00	3,652.00
G99 Blue Player Fees	0.00	0.00	0.00	2,800.00	2,800.00
NCSL Team Dues	0.00	0.00	0.00	4,310.00	4,310.00
ODSL Team Dues	0.00	0.00	0.00	3,425.00	3,425.00
Recreation/Classic/Travel fees	0.00	402,648.75	0.00	0.00	402,648.75
Registration/Merchandise	0.00	174,152.30	0.00	0.00	174,152.30
Travel Teams Dues	0.00	0.00	0.00	16,800.00	16,800.00
WAGS Team Dues	0.00	0.00	0.00	5,315.00	5,315.00
Membership Dues - Other	0.00	3,346.60	0.00	500.00	3,846.60
Total Membership Dues	0.00	560,147.65	0.00	45,352.00	625,499.65
Tournament Income					
Advertising	0.00	0.00	2,250.00	0.00	2,250.00
Merchandise	0.00	0.00	26,105.57	0.00	26,105.57
Registration	0.00	4,000.99	109,550.24	0.00	113,551.23
Total Tournament Income	0.00	4,000.99	137,905.81	0.00	141,906.80
Training Fee	0.00	0.00	0.00	12,000.00	12,000.00
Uniforms					
Coach Supplies	0.00	720.00	0.00	0.00	720.00
Total Uniforms	0.00	720.00	0.00	0.00	720.00
Total Income	0.00	586,579.96	137,905.81	58,552.00	789,037.77
Cost of Goods Sold					
Cost of Goods Sold	0.00	1,425.00	0.00	0.00	1,425.00
Patches	0.00	1,425.00	0.00	0.00	1,425.00
Total Cost of Goods Sold	0.00	1,425.00	0.00	0.00	1,425.00
Total COGS	0.00	1,425.00	0.00	0.00	1,425.00
Gross Profit	0.00	585,154.96	137,905.81	58,552.00	789,612.77
Expense					
Advertising	0.00	1,912.00	0.00	0.00	1,912.00
Bank Card Charges	0.00	1,346.48	0.00	0.00	1,346.48
Bank Service Charges	0.00	782.96	0.00	0.00	782.96

Stafford Area Soccer Association

Profit & Loss

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Actual Basis

	Classic	Recreation	Tournament	Travel	TOTAL
Club League Dues	0.00	0.00	0.00	14,511.00	14,511.00
NCSL Dues	0.00	0.00	0.00	10,405.00	10,405.00
ODSL Dues	0.00	0.00	0.00	19,246.00	19,246.00
WAGS Dues	0.00	0.00	0.00	44,162.00	44,162.00
Total Club League Dues	0.00	699.56	0.00	0.00	699.56
Dues and Subscriptions	0.00	5,610.00	0.00	0.00	5,610.00
Field Expenses	0.00	9,013.45	0.00	0.00	9,013.45
Field Lining	0.00	9,900.00	45.69	18,638.75	28,584.44
Field paint and Other supplies	0.00	24,523.45	45.69	18,638.75	43,207.89
Field Use	0.00				
Total Field Expenses	0.00	427.49	0.00	0.00	427.49
Licenses and Permits	0.00	1,245.00	0.00	935.00	2,180.00
Coaching License expenses	0.00	1,672.49	0.00	935.00	2,607.49
Licenses and Permits - Other	0.00	4,393.17	0.00	2,974.43	7,964.16
Total Licenses and Permits	0.00	596.56	0.00	0.00	596.56
Miscellaneous Expenses	0.00	0.00	0.00	26,531.25	26,531.25
Office Salary Expense	0.00	2,765.09	0.00	0.00	2,765.09
Salary-TD	0.00	2,765.09	0.00	0.00	2,765.09
Office Salary Expense - Other	0.00	2,765.09	0.00	26,531.25	29,316.34
Total Office Salary Expense	0.00	64,080.84	0.00	6,905.56	70,986.40
Payroll Expenses	0.00	257.77	0.00	10.41	268.18
Postage and Delivery	0.00	100.00	0.00	0.00	100.00
Professional Fees	0.00	3,484.00	0.00	0.00	3,484.00
Legal Fees	0.00	420.00	0.00	0.00	420.00
Outside services	0.00	6,190.00	0.00	16,155.00	22,715.00
Treiner Fees	0.00	6,610.00	0.00	16,155.00	30,135.00
U5 academy	0.00				
Trainer Fees - Other	0.00				
Total Trainer Fees	0.00	7,370.00	0.00	16,155.00	33,719.00
Total Professional Fees	0.00	10,194.00	0.00	16,155.00	26,343.00
Recreation/Classic Fees	0.00	9,055.00	0.00	0.00	9,055.00
Referee Expense	0.00	25,925.50	0.00	138.00	26,063.50
Refunds	0.00	570.00	0.00	475.00	1,045.00
Registration Expenses	0.00	10,189.25	0.00	0.00	10,189.25
Rent	0.00	16,816.10	0.00	0.00	16,816.10
Repairs	0.00	2,985.00	0.00	0.00	2,985.00
Building Repairs	0.00	2,985.00	0.00	0.00	2,985.00
Total Repairs	0.00	1,545.00	0.00	0.00	1,545.00
Returned Checks	0.00				

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Accrual Basis

Classic	Recreation	Tournament	Travel	TOTAL
Supplies				
Coach Supplies	232.97	0.00	1,486.18	1,719.15
Office Supplies	1,951.00	450.98	155.36	2,557.34
Total Supplies	2,183.97	450.98	1,641.54	4,276.49
Technical Director mileage and cell phone				
	1,486.95	0.00	2,478.80	3,965.75
Total Technical Director	1,486.95	0.00	2,478.80	3,965.75
Telephone				
	3,468.57	0.00	0.00	3,468.57
Tournament Application Fees				
	0.00	0.00	36,485.00	36,485.00
Tournament Expense				
Advertising		1,668.49	0.00	1,668.49
Athletic Trainers		1,390.00	0.00	1,390.00
Awards		5,176.00	0.00	5,176.00
Director Bonus		10,000.00	0.00	10,000.00
Equipment Rental		3,675.00	0.00	3,675.00
Field expense		19,307.25	0.00	19,307.25
Referee Expense		48,559.50	0.00	48,559.50
Staff Salary		500.00	0.00	500.00
Supplies		8,169.00	0.00	8,169.00
Tournament merchandise		19,961.17	0.00	19,961.17
Web Services and Registration		2,307.00	0.00	2,307.00
Total Tournament Expense	0.00	120,713.41	0.00	120,713.41
Travel & Ent				
Meals	123.42	0.00	0.00	123.42
Travel	6.00	0.00	201.30	207.30
Total Travel & Ent	129.42	0.00	201.30	330.72
Travel Coaches Expenses				
AGC Salary	0.00	0.00	3,350.00	3,350.00
Coach Salary	0.00	0.00	17,650.00	17,650.00
Hotel	0.00	0.00	1,412.24	1,412.24
Meals	0.00	0.00	360.28	360.28
Mileage	0.00	0.00	275.00	275.00
Travel Coaches Expenses - Other	0.00	0.00	350.00	350.00
Total Travel Coaches Expenses	0.00	0.00	23,397.52	23,397.52
U8 Academy Expenses				
tournament	600.00	0.00	0.00	600.00
Total U8 Academy Expenses	600.00	0.00	0.00	600.00
Uniform Expense				
	36,341.83	0.00	0.00	36,341.83

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Accrual Basis

Stafford Area Soccer Association

Profit & Loss

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	Classic	Recreation	Tournament	Travel	TOTAL
Utilities					
Gas and Electric	0.00	1,103.84	0.00	0.00	1,103.84
Total Utilities	0.00	1,103.84	0.00	0.00	1,103.84
VYSA Fees	0.00	23,454.00	0.00	0.00	23,454.00
Total Expense	7,966.56	250,502.24	121,210.08	181,129.56	560,808.44
Net Ordinary Income	-7,966.56	334,652.72	16,695.73	-122,577.56	220,804.33
Net Income	-7,966.56	334,652.72	16,695.73	-122,577.56	220,804.33