

2012-2013 Treasurer's Report – Joseph Fistrovich, Treasurer

2012-2013

I have served as the Association's Treasurer since my selection to the Board in February 2008. I've continued to meet with the Executive Director to review the organization's budget and monitor the cash flow to insure Indiana Soccer's fiscal integrity. I want to thank Ted Sommer who assisted me in all facets of reviewing the budget and other major financial issues. New Board member A.L. Smith also contributed time in reviewing the Budget.

Proposed Budget

A budget with revenues exceeding expenditures by approximately \$17,100 was adopted by the Board in July of 2012. As in past budgets, no revenue generated by registration fees was used to support the ODP program. The Education Department added expenditures for the RMA initiative. The Competition Department added expenditures for the annualized cost of an ISL League Commissioner and associated other costs of absorbing state regional leagues. The Association's auditing firm recommended an increase in the depreciation expense for State Administration Department.

The largest expense items for the budget were Competition which included State and Challenge Cup and ISL (26%), ODP (23%) and Member Services which included insurance and player registration fees (20%).

Actual Performance

Overall registration numbers decreased by 988 by the conclusion of FY 2012-13. Travel registrations decreased by 1,225 (7.2%). Recreation registrations slightly increased by about 1% (247) and Recreation Plus showed a slight decrease of 10. For the last five years, total numbers were as follows:

2008-09	56,010
2009-10	55,314
2010-11	55,245
2011-12	57,567
2012-13	56,579

In 2008-09, recreation players accounted for 64% of the total. In 2012-2013, recreation accounted for 63%. Recreation plus has grown its share of the total registration pie from 6% in 2008-09 to 9% in 2012-2013.

When the budget was passed, projected revenues were estimated to be \$2,001,075. Actual revenues accrued amounted to \$1,899,506. A difference between projected and actual was \$101,569, a decrease of approximately 5%. Revenues accrued and recognized were as follows:

Registration:	\$808,082
Olympic Development	\$467,383
Education:	\$18,247
Competition	\$544,358
Marketing	\$21,057
Grants and Contributions	\$17,100
Other	\$23,279

Registration accounted for approximately 43% of overall operating revenue. Competition accounted for 29% of overall operating revenue. Grant revenue was one time in nature ands was expended in the same amount as the revenue recognized.

The organization spent \$1,763,859 in the fiscal year. The approved budget provided for \$1,983,975 of expenses. Actual expenditures totaled \$220,116 less than budget to more than offset the decrease in revenue realized.

During the fiscal year, the Association continued to incur costs for the Grand Street-Park Project. Upon recommendation of the Finance Committee, these expenditures were to be tracked as a separate non-budget item to be capitalized in the future when a financing plan for the project was adopted contingent on the final agreement between the City of Westfield and the Association. In FY 12-13, this amount increased by \$104,204 for a total obligation of \$203,422.

The cash position of the Association at the 2013 fiscal year end was \$460,559 with outstanding accounts payable of \$24,583. Subtracting the accounts payable from this cash balance left an amount of \$435,976. Of this amount, \$246,188 has been set aside as follows: (1) \$183,460 for capital replacement. These funds are kept in a separate checking account to prevent co-mingling, and (2) \$62,728 for insurance liability payments. These funds are kept in a separate checking account to prevent co-mingling with the on-gong operating funds. The Association received for FY 13-14, an amount of \$96,369 in registration fees that will be applied to expenditures in FY 13-14. In addition, although not segregated into a separate account remains \$40,000 identified by the Board for budget adjustments in 2013-14. The true net cash available approximated \$53,419.

2013-2014 (8/1/13 to 7/31/14)

The Finance Committee recommended a budget in the amount of \$2,004,866. Total projected income to be raised during the fiscal year would be \$2,021,922.

Education: \$10,800 budgeted for the addition of C License staff and course expense.

ODP: \$12,000 was budgeted for a potential Exchange Program event.

Competition: Overall competition budget down \$19,167 from FY 12-13. No program reductions.

Marketing: Decrease in marketing from FY 12-13 of approximately \$3,100. No program reductions.

Member Service: Increase in Member Service from FY 2013 of approximately \$2,800. Excess Deductible Player Insurance was budgeted at approximately \$55,000. Catastrophic Player Insurance was budgeted at approximately \$70,800. These two items approximated 32% of the Department Budget. In FY 2012-13, insurance costs were budgeted at \$127,744 or 32% of the budget.

State Office: State Office expenses were increased by approximately \$5,000 from 2013. A \$10,000 increase from FY 12-13 was budgeted to purchase needed office equipment. Depreciation was increased to \$39,600 from \$39,000 annually. Annual Audit expense was budgeted at \$17,000.

| Grand ~~Street~~Park Project: The projected cost for Director of Special Projects was \$90,460. The cost is still off budget. This expense was expected to continue through March of 2014. The Association expects to enter into an agreement with the entity contracted to run the soccer portion of Grand Park to negotiate a repayment plan to recuperate the expenditures from this fiscal year and prior fiscal years by the completion of FY 2013-14.

Revenues:

Registration Income was projected to be approximately \$688,800.

Travel Player Fees was projected to be \$349,800 which equated to 15,900. Recreation Player Fees was projected to be \$288,000 or 36,000. Recreation Plus Fees was projected to be \$51,000 or 5,100.

Adult Registration Fees was projected to be \$66,000.