

2023 Ayr Soccer Club Virtual AGM Meeting Minutes

Monday December 4, 2023

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AYR SOCCER CLUB VIRTUAL ANNUAL GENERAL MEETING 2023

MONDAY DECEMBER 4, 2023 7:30PM

Attendance: Lisa Walsh, Paula Ross, Jean Aoun, Alex Crasovan, Zack Faubert-Tetreault, Devin McDonald, Andrea Dust, Rob Leone

Approval of Agenda: Moved by Lisa Walsh, seconded by Alex Crasovan. Adopted unanimously.

Minutes of 2022 AGM: Reviewed minutes. Lisa Walsh motion to approve. Seconded by Andrea Dust. Adopted.

2022 Financial Report: Reviewed report. 2022 Audit has been finalized by Daleview Financial. Motion to approve 2022 financial report Ryan DaSilva, seconded by Jason Querin.

Vice-President's Report (Lisa Walsh)

1. Twin Rivers Soccer League ran a full program this year from mid-May until the first week in August for age groups between U10 and U17 Boys and Girls (The U21 program was cancelled as there was not enough interest league-wide).
2. Twin Rivers Tournaments were brought back and done mid-season this year. This was a huge success and will continue for next year.
3. This year we experimented with a new playoff format to ensure that all teams were participating in playoffs and all divisions had at least a semi-final and final game. We recognize that the playoff formats this year resulted in a lot of confusion and issues for players, coaches and the Twin Rivers Board. Next year we will be going back to a more regular (pre-covid) season of play with round robin games with the possibility of ending the season with just a semi-final and final game (top 4 teams in each division only) on the last week of the season.
4. Over the last few years our U2/3 all the way up to U10 has had great registration numbers and retention of players.
5. Our local league tournament was once again held at the end of the soccer season and was well received. This year the club was able to use a local food truck vendor that had a yearly permit with the city (Hitched Coffee) and this was a huge success with spectators. Next year we will look to expand this initiative.
6. We continue to struggle to fill board member positions as many of our members who have been with the club for many years start to step down.

Treasurer's Report (Jean Aoun)

2022

1. 2022 had a profit of over \$40,000. That was due to much higher registration numbers as well as an increase in fees.
2. The year was skewed though with lower expenses for jerseys, equipment, photos, etc.

2023

1. The 2023 results are more what we should expect over the next few years.
2. Revenue was up but costs were more normal.
3. Net profit and cash flow will be around \$20,000 for 2023.
4. Higher revenue was offset by increases in referee costs, admin, field costs, etc.
5. Cost increases have not kept up with revenue increases resulting in a normalized \$20,000 a year cost.

2024 Forecast

1. I have provided a forecast for 2024 that shows the club using some of the profit on an indoor soccer program for both player and coaches development.
2. The forecast also shows that with increases in costs still in 2024, revenue can be lower by as much as \$10,000 to still breakeven. That \$10,000 is a cushion we have for the upcoming year.
3. Our cash position as of today is \$127,000.
4. At the next board meeting there will be a motion put forward to increase our official reserves from \$75,000 to \$100,000.
5. That leaves the club with over \$25,000 in operational reserves.

Registrar Report (Devin McDonald)

1. Registration remained fairly consistent in 2023 for Ayr Soccer Club, there was a slight decline in the numbers that registered with 654 total. This still represents a large boost in numbers from 2021 totals, increases across all divisions from 2021 to 2023.
2. Slight increases were seen in the U10 Boys & Girls, 12 Girls, 14 Boys and 17 Boys & Girls, unfortunately we did not have enough players register across Twin Rivers to host U21 Boys or Girls this season.
3. We had to deal with a large number of unexpected cancellations from families changing their mind, 42 in total. We had an additional 4 cancellations due to player's health, some were approved for a refund from the board because they were after the deadline, and 6 due to scheduling issues.
4. Ayr Soccer Clubs Board approved for two (2) families to receive requested financial assistance.

Director of Coaches (Jean Aoun)

2022

1. Struggled to fill Coaching roles for the younger age groups. We need to find a new director of coaches over the 2024 season who has a young child playing. A big part of knowing the coaches is watching kids play and watching coaches and assistant coaches.
2. We did receive complaints from some coaches about teams not being even. Not having player ratings was a problem in some instances.

2023

1. Auto drafts were done for all divisions. Going forward we need to note which players are goalies in order to separate them amongst teams during the auto draft.

Director of Equipment (Zack Faubert-Tetreault)

1. We need to add an equipment sign-out sheet in the shed for any coaches/referees/board members etc. so we can keep track of our inventory.
2. Our referee gear is old and could use an update. We used Pyzer plumbing many years ago as a sponsor for linesman jerseys so we might want to look at sourcing a new sponsor for new jerseys.
3. Ball bags need an upgrade, we did order some new ones last season but will need new ones again.
4. We will need new first aid kits for this season and our previous supplier can no longer supply the ones they had in the past.
5. A complete inventory of the shed needs to be done to determine exact needs for our 2024 season.
6. Some coach's polos were returned but we will need to order some more inventory again for next season.
7. The goalie gloves we currently have in stock don't hold up when we have a wet season. Many teams were given more than one set of gloves for sizing reasons.
8. Board of Director Polos were well received last year. They helped referees, coaches & spectators distinguish who we are and who to go to for assistance. We should add some screening (ASC Board) to make the jerseys stand out.

9. Referee Coordinators will need their own identifying jerseys for next season.
10. Shed inventory needs to be organized and labeled.
11. We have good partnerships with Tim Hortons and Soccer Fanatics who supply our uniforms and we will continue to use these suppliers for 2024.

Director of Sponsorships (Andrea Dust)

1. Our biggest issue this season was the collection of sponsorship payments. It has been decided that uniforms will not be screened until payment is collected.
2. We had a sponsor who was not able to pay by cheque and wanted to utilize e-transfer. As banking evolves to more electronic forms, should we consider etransfers or credit card payments?
3. After many years of static fees, sponsorship costs were raised to \$350.00 for a team and this did not have a negative impact in acquiring or retaining sponsors. The concept of sponsoring multiple teams for a lesser price (additional teams costing \$250 apiece) remains appealing and is a profitable way to ensure that all teams have coverage.

Unfinished Business

There is no unfinished business to discuss.

Amendments to the Constitution or By-Laws

No amendments to propose.

Election of Board of Directors

President – Rob Leone was nominated for a 1-year term and accepted; election was approved unanimously.

Vice President – Lisa Walsh was nominated for a 2-year term and accepted; election was approved unanimously.

Secretary – Alex Crasovan was nominated for a 1-year term and accepted; election was approved unanimously.

Registrar – Devin McDonald was nominated for a 1-year term and accepted; election was approved unanimously

Appointment of Directors

Directors at Large – Andrea Dust, Ryan DaSilva

Director of Sponsorships – Jason Querin

Director of Development – Zack FT

Director of Equipment – Zack Faubert-Tetreault & Alex Crasovan

Referee Administrator – Paula Ross

Director of Coaches – Jean Aoun

New Business

No new business to discuss.

Set Date for first Board Meeting of the 2023 Season

Monday January 15, 2023, at 7:30pm - Virtual

Adjournment 8:41 pm