



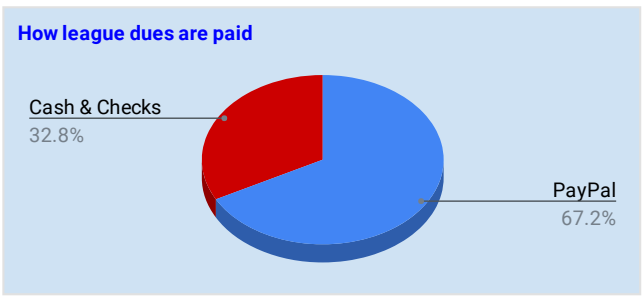
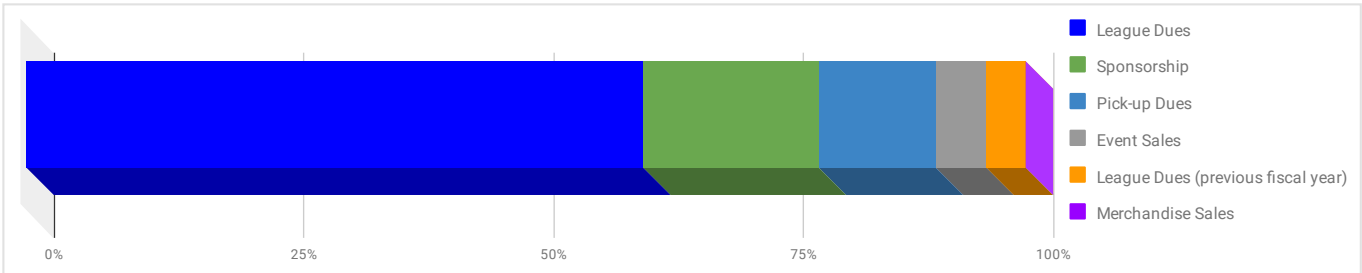
Indiana County Football Club **2018-19 Annual Report**

The Indiana County Football Club exists to develop, support, and promote organized soccer, and to foster local soccer culture for players and coaches of all ages in the Indiana County Community

July 2019

Revenue: \$29,380

Member-paid dues for ICFC leagues were 62% of fiscal year revenue and remain the primary means by which ICFC funds all programming and activities. The Club could also have not accomplished all it did this year without the substantial donations of our sponsors, at 18% of total revenue.



- PayPal transactions cost ICFC about 3.2%, but they...
- ... a) are secure for both payer and payee.
 - ... b) are far easier for ICFC administrators to manage.
 - ... c) provide documentation of the path of money.

Be it PayPal or another means, ICFC will continue to provide ways for members to pay dues via Debit or Credit cards, and will encourage members to use them to foster more secure league transactions.

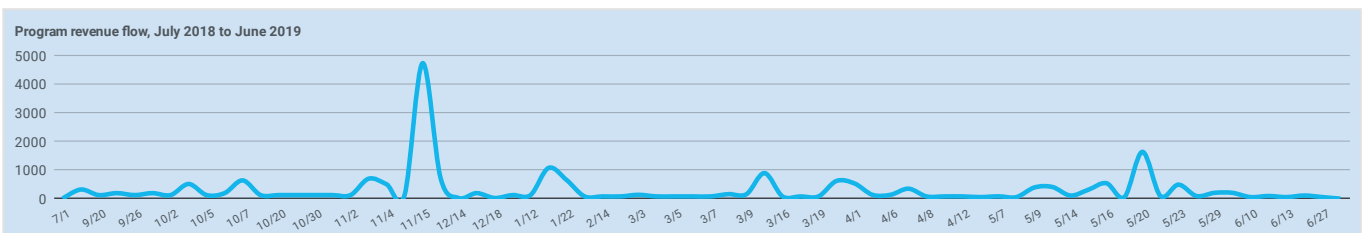
Dues Revenue

| | |
|----------------|-------|
| Winter Futsal | 9,700 |
| Winter Pick-up | 3,430 |
| Adult 7v7 | 3,880 |
| Summer 4v4 | 5,200 |

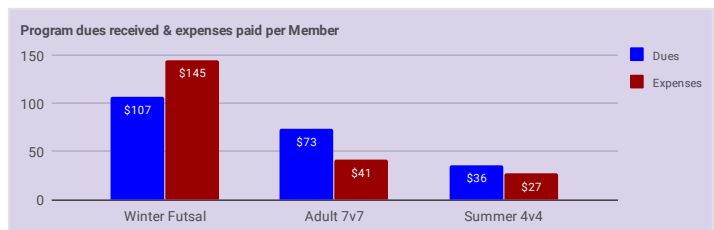
Sponsorships: 18% of revenue

As you go about your life and business in Indiana County, please first consider patronizing our 2018-19 sponsors, whose contributions this year were vital to our growth in events and programming:

| | |
|-----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Platinum Level | McNaughton Moving & Storage Brunzies Bar & Grille / Subs n' Suds |
| Gold Level | Levity Brewing Company Noble Stein Brewing Company Gingerbread Man Running Company First Commonwealth Insurance Agency Auto-Owners Insurance The Janessa Fleming Memorial Fund |
| Silver Level | Thomas M Frick Insurance Agency Venice Cafe & Pizzeria Indiana Sports Massage The 700 Shop Picasso Lures Alexander Specialty Contracting HCA Law Firm |
| Bronze Level | Mother Earth Farm McKelvy Works Colleen's Cuisine |



Due to the high cost of turf time, Winter Futsal remains The Club's most costly program, in fact operating at a deficit that we try to make up during other programming. By the end of the 2018-19 fiscal year, ICFC netted program operating revenues of -\$1.70 per participant (we lost money in programming!). This is a very tight budget -- every effort is made to use player dues efficiently.

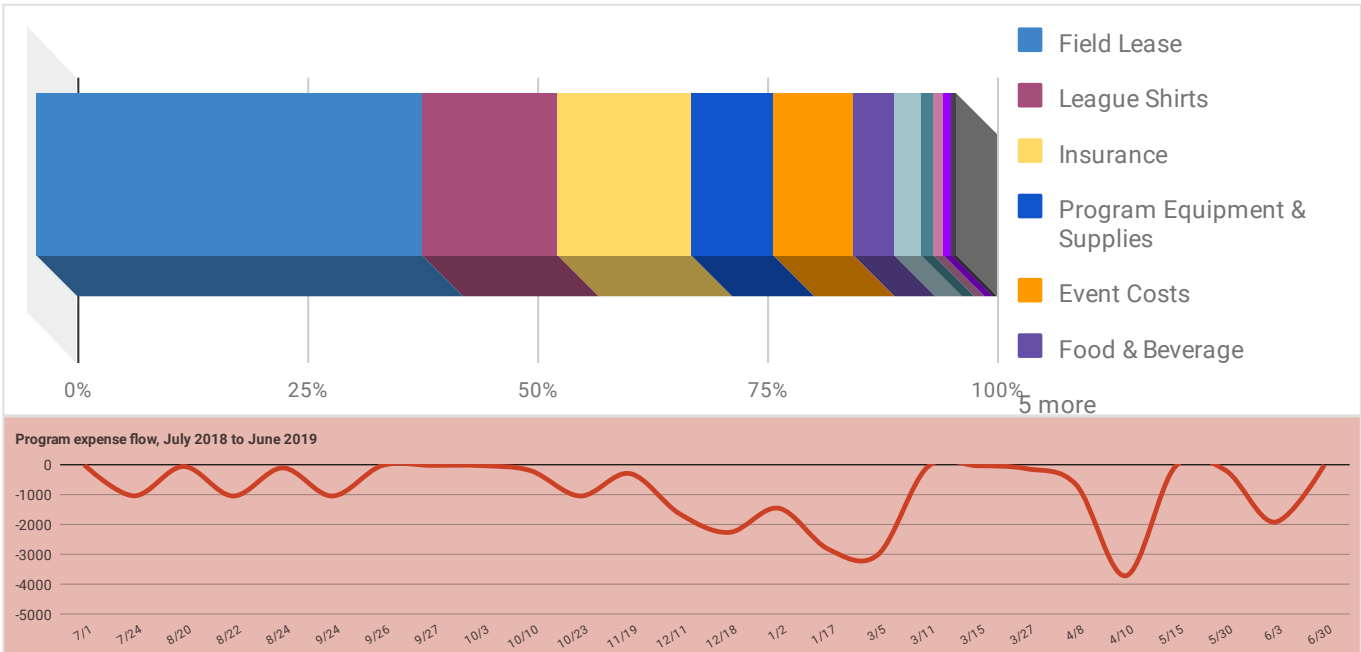


Board Notes on Revenues:

The revenue surplus this past fiscal year nominally came from our inaugural sponsorship campaign. It is The Club's intention to continue to operate programming in a self-solvent manner, whereby leagues are funded wholly by dues revenues without relying on sponsorships dollars to execute league play. Sponsorship revenue will help produce safety margins to mitigate future risks known and unknown, ensuring league operations in perpetuity. Our sponsorship program will also annually cover marginal expenses such as our upgraded league kits, equipment purchases, tournaments, assisting our own outside charitable initiatives, and club events for our members and their families.

Expenses: \$28,140

Field leasing, specifically turf time in the winter, was the largest expense for the club in 2018-19 at 42% of the total annual budget. Insurance the second largest expense at 15%. The club also made a substantial investment (for us!) in Program Equipment with new goals for winter futsal.

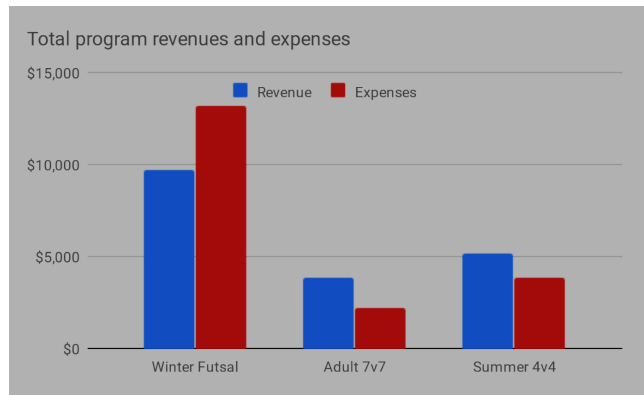


Specific Notable Expenses

| | |
|-------------------------------------------------------|--------|
| Winter turf leasing (league, tournament, and pick-up) | 12,210 |
| Annual program insurance | 4,140 |
| New goals for futsal | 1,630 |
| 2018 holiday party | 870 |
| Gifts (given): The Julie Sadler Treatment Fund | 250 |

Board Notes on Expenses:

Our grass field lease costs are comparably negligible to turf lease costs. Would there ever be a philosophical change at the Township level about how they lease Outdoor Space vs Arena Space, it would substantially impact our 7v7 and 4v4 league costs. This makes it important for The Club to cache annual surpluses to account for this and other future risks. Other notable future risks could include: Increased usage of our Household Dues option, dues nonpayment, damage to equipment, increases in insurance policy premiums, increases in the cost of league shirts and gear from international tariff wars, and changes in management personnel or policies among our business partners.



Thank You!

Executive Director, James Thompson, noted during recognition at the Indiana County Sports Hall of Fame banquet that "... the reason for the success of the ICFC is the community that supports it." We cannot emphasize this enough - from facilities managers to our event partners, from our sponsors and to (especially) our league members - an organization like ours does not work without public goodwill and a communal sense of shared stakes. To our league members, thank you for your time and participation! As you place your trust in the Board to conduct Club business, please also take time to notice and patronize the sponsors who've given us so much this year. We look forward to another year of growth in community competition!

↓ *Big Picture* ↓

| | |
|-------------------------------------------|--------------|
| Cash & Equivalent Assets, 6/30/2019 | 13,140 |
| Total Revenue | 29,380 |
| Total Expenses | 28,140 |
| 2018-19 Total Surplus (or Deficit) | 1,240 |

..... *The Bottom Line* ↑