

January 23, 2011 – 2:00pm
Aurora Lodge



Cambridge Youth Soccer
Annual General Meeting

Agenda

Credentials Report (Registration Desk)

Acceptance of Minutes of Previous AGM

President's Address

Officer's Reports

Treasurer's Report

Budget

Auditor's Report

Appointments of Auditors

Other Reports

Unfinished Business

Amendments to the Constitution or By-laws

Credentials Report (Registration Desk)

Election of Officers and Directors

Other Business

Adjournment

In Remembrance

Of those who gave to the Game of Soccer as . . .

Volunteers,

Club and Team Officials

Referees and Players

Today, Cambridge Youth Soccer remembers

those individuals

who passed away this year

especially remembering

Patrick Duggan
Former CYS President

Treasurer's Report

Good afternoon,

First of all I would like to thank Gino Battistone for stepping up to help us with today's AGM. In the absence of a President I thought I would make a statement.

I would like to take a moment to again, thank all the people who have helped and supported this organization this year. We appreciate all the volunteers, as these are the people who are the foundation of our club. It would be very difficult to put on all the programs that we do without all the coaches, assistant coaches, managers and other volunteers that donate their time.

In addition, we have a great staff which includes everyone in our office, support staff which help us manage the dome and coaching staff. Our coaching staff have continued to expand and create new development programs for us to enhance our players' skills and results. Special thanks to Derek Bridgman our General Manager. He continues to be a strong asset to our organization and has been a great resource to the business side of CYS. On the soccer programming side of our organization, we have to thank Tony DaSilva for his commitment to us. Tony has helped us grow and provide development to more and more players over the years.

Another person who has an ongoing commitment and has worked many hours for us is Tony Amaral. Tony, our Head Referee, oversees a team of referees. Every year, he recruits new people to meet our growing needs. He also assists with training and is a crucial part of organizing all the referees for our annual Heritage tournament.

I would also like to thank the people at the district. They have been supportive and are working with us to make changes that will continue to improve the game.

Finally, there are those that volunteer as Board of Directors. This is not an easy task and is often a thankless role. This year we had a number of board members resign for personal reasons and their input will certainly be missed. I would like to thank Jim McKellar, Brian Gibson Jr., Annette Perri and Lori Matthews for all the work they did this year. Your contributions have made an impact on CYS and we appreciate all the time that you dedicated to making this a better organization. We must also acknowledge the spouses of the Board of Directors. Each of you have been very supportive and without you we would not be able to do it.

Now, let's look at our organization. Cambridge Youth Soccer continues to grow and provide both Indoor and Outdoor soccer programs to the children of Cambridge. Over the last several years I have had the opportunity to see the programs evolve and improve to meet the demands of our community.

When I started my personal journey with CYS we had to begin with getting the financial side of the business in order. Over the years we have made wise business decisions regarding uniforms, trophies and other needs of the club. We put procedures in place for getting quotes on items required, created budgets and analysed costs per player to ensure we were making informed and sound decisions. We have completed one full year of running the dome and have been able to ensure it is a cost effective area for CYS. For the last two years we have been able to keep our House League registrations fees flat. Although this year we did increase the fee for the Competitive registrations we are still in line with other clubs in the area. This has also minimized the negative impact these player's have on our bottom line.

With our business and financial side in order it is now time to look to the future. A year ago at our last AGM and through our website, we have asked for volunteers to help us with a strategic plan and a list of what goals we would like to achieve next. Today, I am again asking for people to step up and help us with our business plan.

Over the last year we have worked on strengthening our policies and procedures to add structure and consistency to the organization. We realize that some of these are still works in progress but they have provided us with a starting point that we can continue to build on.

The third area for us to focus on is the technical development side of our business. Being financially sound provides us the ability to invest in a person who can be a full time resource on the soccer side of the business. We are currently in the process of interviewing so we can have this person on board for our 2010 Summer season.

It has been a pleasure to be a part of this organization over the last few years. I won't say that that it's not challenging at times and we many not always have the right answers but we are here to do the best we can for everyone. At the end of the day, we balance out all the factors to ensure the needs of the majority are respected.

With this in mind, we are hoping that we will have some new people step up to join the Board today. We want you to understand that there is a time commitment involved to attend meetings and help with supporting our programs. We welcome new ideas and a fresh way of looking at things. But the very best part is that you will be contributing to your community in a positive way and helping CYS build a path to more new and exciting areas.

Thank you

Elizabete Pinho
CYS Treasurer

Cambridge Youth Soccer Inc.	
	2010 Budget
REVENUE	
Revenue	
Registration-indoor	\$ 100,000.00
Sponsors	\$ 40,000.00
Interest income	\$ 4,000.00
Heritage Olympic Tournament	\$ 15,000.00
Technical Income	\$ 50,000.00
Miscellaneous income	
Administration fees	\$ 1,000.00
Registration late fees	\$ 2,000.00
Registration-outdoor	\$ 657,700.00
Brick Campaign	
Net Sales	\$ 869,700.00
TOTAL REVENUE	\$ 869,700.00
EXPENSE	
Payroll Expenses	
Wages & Salaries	\$ 235,000.00
EI Expense	\$ 5,990.00
CPP Expense	\$ 9,670.00
WCB Expense	\$ 1,500.00
Employee Benefits	
Total Payroll Expense	\$ 252,160.00

SG&A	
Accounting & Legal	\$ 7,500.00
Advertising & Promotions	\$ 13,500.00
Annual General Meeting	\$ 2,000.00
Printing	\$ 6,000.00
Executive expenses	\$ 3,000.00
Courier & postage	\$ 5,000.00
Insurance	\$ 5,200.00
Credit Card Fees & Bank Charges	\$ 14,000.00
Office Supplies	\$ 1,500.00
Miscellaneous	\$ 7,000.00
Rent	\$ 11,500.00
Office Furniture	\$ 800.00
Repair & Maintenance	\$ 1,500.00
Telephone	\$ 1,800.00
Utilities	\$ 13,000.00
Software	\$ 10,000.00
Office Expense	\$ 8,500.00
House league expense	\$ 1,200.00
Tiny Tots Exp	\$ 7,000.00
Computer equipment	\$ 1,000.00
Staff Training	\$ 500.00
Total SG&A	\$ 121,500.00
Technical Development	
Technical Development	\$ 15,000.00
Clinics-coaches	\$ 8,500.00
Total Technical Development	\$ 23,500.00
Special Events	
Coaches Appreciation	\$ 2,000.00
Finals days - outdoor only	\$ 15,000.00
Competitive Dinner	\$ 9,000.00
Total Special Events	\$ 26,000.00
Other Operating Costs	
Fees and dues	\$ 80,000.00
Trophies	\$ 28,000.00
Team photos	\$ 16,000.00
Booking expense	\$ 44,000.00
Competitive Team Expense	\$ 15,000.00
Discipline - fines	\$ 2,000.00
Kids Can Play	\$ 10,000.00
Total Other Operating Costs	\$ 195,000.00

Referee Expenses	
Referee Outdoor	\$ 42,000.00
Clinics-referees	\$ 2,000.00
Uniforms-referees	\$ 2,000.00
Total Referee Expenses	\$ 46,000.00
Indoor Expenses	
Referee-indoor	\$ 9,000.00
Equipment Indoor	\$ 1,000.00
Uniforms Indoor Teams	\$ 10,000.00
Indoor Costs	\$ 20,000.00
Equipment & Uniforms	
Equipment-Outdoor	\$ 20,000.00
Equipment - Ball Program	\$ 20,000.00
Total Equipment	\$ 40,000.00
Uniforms- Outdoor teams	\$ 142,000.00
Extra Uniforms Reimbursed	\$ -
Uniforms- coaches	\$ -
Total Uniforms	\$ 142,000.00
Total Equipment & Uniforms	\$ 182,000.00
TOTAL EXPENSE	\$ 866,160.00
NET INCOME	\$ 3,540.00

INDOOR FACILITY	
Indoor Facility Rentals	\$ 185,000.00
Indoor Facility Expenses	
Property Taxes	\$ 15,000.00
Snow Removal	\$ 25,000.00
Utilities	\$ 50,000.00
Operating Supplies	\$ 5,000.00
Security/Insurance	\$ 2,500.00
Phone	\$ 3,000.00
Repairs & Maintenance	\$ 30,000.00
Indoor Equip. & Furniture	\$ 25,000.00
Wages for Indoor	\$ 15,000.00
EI & CPP Expenses	\$ 750.00
Indoor Misc. Exp.	\$ 14,000.00
Total Facility Expenses	\$ 185,250.00
Indoor Facility Revenue	-\$ 250.00

Outdoor Program Cost per player Analysis

	Tiny Tots	Micro U4 - U6	Mini U7 - U10	House U11-U18	Comp
Budget Players	361	1130	1230	1164	551
Players per team	5	8	14	18	
# Games	10	10	14	15	
Pure Costs					
Fees for					
Uniforms	\$ 11.40	\$ 23.37	\$ 23.37	\$ 23.37	\$ 118.66
Finals day					
Cost/Player	\$ 2.50	\$ 4.00	\$ 2.75	\$ 2.75	\$ 16.47
Equip					
Cost/Player		\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00
Trophies	\$ 4.50	\$ 8.50	\$ 8.50	\$ 8.50	\$ 6.50
Team Trophy					\$ 1.00
SW Fees	\$ 12.10	\$ 12.10	\$ 12.10	\$ 16.54	\$ 42.71
Book Validations					\$ 0.15
Player Books					
20%/50%					\$ 0.60
Coaches Books		\$ 0.37	\$ 0.21	\$ 0.33	\$ 0.86
Bookings/Games	\$ 0.88	\$ 1.30	\$ 6.75	\$ 7.70	\$ 68.67
Pictures	\$ 3.99	\$ 3.99	\$ 3.99	\$ 3.99	\$ 3.99
Ref fees/player	\$ 0.25		\$ 12.32	\$ 18.67	\$ 74.59
League					
fees/player					\$ 35.71
Discipline/player					\$ 2.00
Field or					
Gym/Tryouts					\$ 1.00
Cost per player	\$ 35.62	\$ 59.63	\$ 75.99	\$ 87.85	\$ 378.91
Contribution to					
overhead	\$ 34.38	\$ 40.37	\$ 49.01	\$ 60.15	-\$ 3.91
Percentage of					
fee to overhead	49.11%	40.37%	39.20%	40.10%	-0.01%
Total fee	\$ 70.00	\$ 100.00	\$ 125.00	\$ 148.00	\$ 375.00
Registration Fee	\$ 70.00	\$ 100.00	\$ 125.00	\$ 150.00	\$ 375.00

Only increase in 2010 is to Competitive registration

Indoor Program Cost per player Analysis

	Actual	Micro U5 & U7	Mini U9 & U11	House U14 & U18	
2009-2010 players	881	288	331	262	76 Tiny Tots not included
Players per team		8	13	15	
# Games		14	14	14	
Cost of field per hour		\$ 60.00	\$ 90.00	\$ 180.00	
Fees for uniforms		\$ 12.00	\$ 12.00	\$ 12.00	
Finals day cost per player		\$ 1.50	\$ 1.50	\$ 1.50	
Fees for Equipment per player		\$ 1.80	\$ 1.80	\$ 1.80	
Fees for trophies		\$ 6.00	\$ 6.00	\$ 6.00	
Fees for SW fees		\$ 11.21	\$ 11.21	\$ 11.21	
Fees for bookings/game		\$ 30.00	\$ 45.00	\$ 90.00	
Ref fees per player			\$ 14.00	\$ 21.00	
Staff/printing etc		\$ 4.00	\$ 4.00	\$ 4.00	
Cost per player		\$ 66.51	\$ 95.51	\$ 147.51	
Fee		\$ 100.00	\$ 125.00	\$ 150.00	
Contribution to Overhead		\$ 33.49	\$ 29.49	\$ 2.49	

Competitive Director Report

Over all I thought the 2009 season went very well. The CYS competitive program has come a long way in the past few years. We had a record 35 teams this year and for the most part, they were all very competitive and I believe 2010 will bring about one or two teams being promoted into the OYSL.

Our development program is starting to produce some good young talent. We expanded it to include 7 & 8 year olds and the response was tremendous. We had 45 boys and 26 girls train with our staff coaches throughout the summer. Working with these kids for 3 years getting them ready for travel soccer will be a real benefit to them and the club. Many thanks to our technical director Tony DaSilva and staff coaches, John Morgan, Shawn Soloman, Andrew Terry and Andy Pownall for all their work in the program.

I would like to thank all the travel coaches and their staffs for volunteering their time to coach the kids. Also, the Parents for getting their kids to practices and games. Last but not least, I want to thank all the players who represented our City and club and did us all proud.

It has been a pleasure serving on this board and working with all the current members. We put in a lot of hours but I think you would all agree, it was worth it. I would like to take this opportunity to personally thank Jim McKellar for not only helping me put out fires but, for the countless hours he has put into CYS over the years.

Tony Bellissimo
Competitive Director

Equipment Directors Report 2009

2009 was a very successful year for Equipment. Our uniform contract came up for renewal and after doing some Request for Quotation and having the suppliers come in and present their product and what kind of service each could give CYS.

At the end of the day Inaria was awarded a new 2 year contract with the option for a 3rd with guaranteed pricing for the 3 years. The quality of the uniforms is amazing and the kids will love the uniforms.

For the Rep and Select teams it was time to change the design of the uniforms. Once we selected Inaria as our supplier CYS was presented with 12 different uniform styles. We took these styles to the kids who would wear them and unanimously all the teams selected the uniforms we have for 2010 season.

Inaria has also given us more options for our fan wear and the display booth at the CYS head office is filled with lots of different items with the Cambridge United Logo.

CYS has maintained to go with the ball program for 2010 which all kids will receive a ball for them to bring to practice and can keep after the year is over. The idea is to keep the kids doing extra ball work when not at practice and CYS does not have the storage space to hold any extra equipment.

The last thing that has come up and has been debated and discussed at length is the netting for CYS. Year after year we spend thousands of dollars replacing torn and damaged nets that are left out over the summer at various parks in the City. The biggest concern is that do we continue to do this as a cost of doing business or do we put the nets up for the Heritage Tournament and then take down right after that weekend.

Hoping the kids love the new Uniforms for both travel and indoor / outdoor house league and that 2010 is another great year for CYS.

Dave McGoldrick

Junior House League Director's Report

Many young athletes got their first taste of playing on a team this year and judging by all the happy faces on the soccer fields this season; their first experience was a positive one. This is due to the efforts of a small army of people including the staff and directors at CYS, the volunteer coaches and most importantly the parents who enthusiastically support their children and teammates on and off the field.

Especially crucial to offering this special opportunity to our players is the willingness and hard work of our many dedicated parent coaches to provide a fun learning experience for our young soccer stars. It is always a struggle to find enough coaches for the beginning of the season but ultimately we had enough people step up to the pitch and volunteer their time. I would like to thank all the coaches and their assistants for taking on a team this year and I hope that you enjoyed it enough to come back and do it again next season.

CYS received many positive and some critical emails this season. We thank you for your input which is always helpful in directing us to improve the success of our program. We will continue to deal with conflicts as productively and as positively as possible. These issues should be quite simple to resolve if we keep the positive social and athletic development of our children as our guiding goal.

We will continue to pursue our goal of having the house league program be a place of positive learning, sportsmanship, and skill building where cultivating a love of the game and respect for opponents, coaches and referees is a priority. We will continue to look for ways to communicate to coaches and parents that positive sportsmanship, fair play and mutual respect are the top priority.

Thanks again to all of you who recognize the many benefits available to our children from playing soccer. We are very confident that we can continue to make CYS a great place for the kids to learn and play this great game!

Henry Bout

INDOOR/TOURNAMENT DIRECTOR REPORT FOR 2009

2009 CAMBRIDGE HERITAGE TOURNAMENT

2009 Cambridge Heritage Tournament had another successful year with 192 teams registered in 23 divisions. Despite the poor weather and a few delayed games, the tournament ran smoothly due to the CYS staff keeping everything under control. There were 12 Cambridge Rep teams that went to the finals with 8 of them winning their division.

To increase our tournament numbers we will have to look into securing more fields within the city. For 2010 we will be reviewing the entire tournament structure to make improvements in all areas so that we stay competitive against other tournaments in the area.

2009 CAMBRIDGE INDOOR SOCCER

2009 Cambridge Indoor House League was very successful with an increase of 8.8% in registrations. For 2010 Indoor we will be looking to improve development/practice time to increase the player's skill level.

Thank you

Dave Boyce

Insert Report from Tony D.

Proposed Changes to the Constitution:

Article 5: Board of Directors – should be read as:

"After an initial Board of Director has been appointed. The positions of President, Treasurer, Senior House League, Indoor and Tournament shall be elected at the AGM where the financials from years ending in even numbers are presented, while the Vice-President, Secretary, Junior House League, Competitive Teams and Equipment directors shall be elected at the AGM where financials from year end in an odd numbered year are presented."

Article 6: Meetings -- Board of Directors Meetings -- First paragraph should read as:

"Meetings of the Board of Directors shall be held a minimum of 10 times per calendar year. Fourteen days notice given by the President and Secretary of the exact date, at such place and time as the Board of Directors may determine. The date must be posted on the club's website no later than 10 days prior to the date of the meeting. Any member may attend."

Elections

<u>Positions to be Elected</u>	<u>Current Board</u>	<u>Board Nomination</u>	<u>Term</u>
President	Vacant	Elizabeth Pinho	1 yr
Vice President	Vacant	Henry Bout	2 yr
Secretary	Vacant	Dave McGoldrick	2 yr
Director of Senior House League	Vacant		1 yr
Director of Junior House League	Henry Bout		2 yr
Director of Indoor/Tournament	Dave Boyce (Appointed)	Dave Boyce	1 yr
Equipment Director	Dave McGoldrick		2 yr

** Please note: These positions may change based on approval and amendments to the constitution.