

May 13, 2008

Dear Rio Parents, Players, and Supporters,

The new fiscal year begins soon and the 2007-2008 season has flown by. Good luck to all of those teams participating in State Cup and Regionals! Briefly, on-line registration has been up and running for a year now and I think Dawne Setteceri (Rio Vista FC Registrar) and I have streamlined this process. Upcoming events include the 3 v 3 program, Golfing for Goals Tournament, the Rio Open, and of course, our camps. As always, our Directors of Coaching have been meeting regularly and are planning for the year ahead.

On the financial end, some of the questions that you have concern the fees, finances, and accounting for next year. So let me address some of the questions that generally come up as well as remind you of some of the policies implemented last year.

### **Fees for the 2008-2009 Year**

The Board is in the process of approving the budget for next year. Along with the Directors of Coaching, we have been discussing our current fee structure for the last several months. It was determined that rising insurance costs, the need for more coaches, and generally the cost of doing business requires the Club to raise its fees this year. Please see the new rate structure, which is located on the Rio Vista website at [www.riovistafc.org](http://www.riovistafc.org).

### **Why are the fees so high?**

We often hear that Rio's fees are the highest of all of the clubs in Albuquerque, yet ours are the only ones posted on our website, which makes it difficult to have a true comparison. Additionally, the clubs use different ways of determining fees and/or offer different services (e.g., skills, goalkeeping etc.). Additional variables include things such as tournament costs and professional coaching. We continue to believe that Rio Vista provides the best value of all the soccer clubs in New Mexico, with very competitive prices in comparison to other 'full-service' soccer clubs. Additionally, we offer a very flexible structure from completely voluntary coaching to full-time professional coaching. So, when you are comparing the costs, please make sure you consider all those variables.

### **What are the fees used for?**

This is a non-profit organization and all of the revenue collected pays for the direct costs associated with our employee and contract coaches. **The Board of Directors do not get paid!** The Club recently hired a part-time bookkeeper who will work directly and closely with the Treasurer and the Assistant Treasurer (and others as appropriate) to ensure that all revenues and costs are correctly identified and accounted for. For the last almost two years we have been lucky enough to have had a wonderful volunteer bookkeeper.

Labor costs accounts for the largest portion of our budget. We offer a competitive, but hardly extravagant, salary and benefit package for our full-time employees. This includes wages, a medical and dental insurance plan, and use of cell phones for business purposes. Our coaches are the most valuable asset the Club has to offer, and we are committed to doing our best to keep our staff happy, healthy, and connected!

### **How do we pay for the other costs associated with the Club?**

Along with registration revenue, our Club benefits from income from our 3v3 program; camps; fundraising events such as the Golfing for Goals tournament; the Rio Open; and charitable contributions, including individual and corporate donations and those from United Way. This revenue offsets the cost of running the 3v3 program, equipment purchases and leases, website maintenance, accounting and legal fees, and miscellaneous costs. Additionally, this year we were able to provide just under \$16,000 in player scholarships as a result of our fundraising initiatives.

**Is there mandatory fundraising for the Club?**

There are no mandatory fundraising requirements but the Club appreciates all of the support that we get from our membership for the Golfing for Goals fundraiser, support of the Rio Open, and the United Way campaign.

**Do Board members get paid?**

No. When we state that Board positions are for volunteers, we mean it!

**What is the refund policy?**

Last year the Club implemented a no-refund policy. As a non-profit, we count on every penny. When players sign up, that money is allocated and there is little to no buffer when the Club has to return any fees. Some of the reasons for requests included injuries sustained that precluded players from playing; over commitment of time and players not being able to commit to soccer; changes in coaches; players deciding after they had signed up that they did not want to play; moving out of town; and not being able to make practice times. **After much discussion and research of other clubs' policies, it was determined that Rio will institute a no refund policy. Therefore, after registration, no refunds will be given.**

**Other Questions?**

Please contact me at my email address [shelly@marroninc](mailto:shelly@marroninc) if you have any other questions regarding the Club's finances. I am happy to share with you information regarding our financial structure and strategy.

Sincerely,

Shelly Herbst  
Treasurer