



May 23, 2011

Dear Rio Parents, Players, and Supporters,

The 2010-2011 season has flown by and the new fiscal year begins soon. Good luck to all of those teams participating in State Cup and Regionals! Tryouts for next year are June 1st and June 7th and registration opens June 12th. As always, our Directors of Coaching have been meeting regularly and are planning for the year ahead. Also, please remember our upcoming Rio events that include the 3v3 Summer League program (register by May 22nd), the Rio Open (August 26-28th), and summer camps (various camps and schedules). Information is provided on the Rio Vista FC (Rio or Club) website at <http://www.riovistafc.org>.

Understandably, questions arise concerning the Club's fees, finances, and accounting. The following information is provided to address some of the more frequently asked questions as well as to remind everyone of some of the general financial policies of the Club.

Fees for the 2011-2012 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 note that Rio has not increased its fees for any programs for the last four years! Please see the new rate structure, which is located on the Rio website indicated above.

Why do the fees seem so high?

We sometimes 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, fitness training, college recruiting assistance, and guidance etc.). Additional variables include 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 employs a part-time bookkeeper who works 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. The Club also employs an accountant to prepare our taxes and to provide general oversight of our processes and procedures.

However, as with most businesses, labor accounts for the largest portion of our budget. We offer a competitive 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. Additionally, we support continued coaching education, primarily by way of our coaches obtaining higher licenses. In addition to our members, 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; the Rio Open; and charitable contributions, including individual and corporate donations and those from United Way. Rio is responsible for organizing and administrating the Gaylord Shepard and the Sandia Cup for the league on a rotating basis with the five other member clubs in the Duke City Soccer League.

Next year (Spring 2012) it will be Rio's responsibility to run the Sandia Cup. The Club is able to keep a majority of the funds generated by the league tournaments after paying operating and advertising costs. This revenue offsets the costs associated with equipment purchases and leases, website maintenance, accounting and legal fees, and miscellaneous costs. Additionally, for the 2010-2011 season, Rio was able to provide just under \$40,000.00 in player scholarships based on family need. The Club's scholarship program is not subsidized by any membership fees and is funded primarily from Rio's fundraising efforts.

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, support of the Rio Open, the league tournaments, the 3v3 Summer League, and the United Way campaign.

Do Board members get paid?

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

What is the 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 one of our Age Group Directors or any Board Members if you have any other questions regarding the Club. We would be happy to share with you information regarding our financial structure and strategy.

Sincerely,

Greg Woodhouse
President

John Hix
Treasurer