

# Milan

**International Soccer  
Academy**

## **Financial Goals**



# Cost of Doing Business

Although cost of living has been increasing every year, Milan International Soccer Academy strives to maintain industry low fees.

Former **\$600** membership fee did not allow club to meet expenses and prevented us from providing revenue for future programs.

Annual \$150 player registration fee unchanged for 2022



# SMART Financial Goals

Standardized annual player fee facilitate club's ability to meet cost to operate financial obligations while continuing to provide member services.



# MISA Membership Policy

- ▶ Club and team business transactions will be with BBVA Compass Bank
- ▶ Groundwork is the on-line method to collect and manage dues
- ▶ All players pay club **\$150 annual membership fee**
- ▶ Annual membership fee covers *player ID cards*
- ▶ Managers continue to collect **team** player dues per Parent Agreement
- ▶ Player dues: Uniforms, tournaments, officiating, camps, *paid trainers*, etc.
- ▶ All players must pay \$150 annual membership fee to be in good standing with club to receive player ID



# Cost of Doing Business

## 2007-present

Annual club membership fee= **\$600**

\$25 player IDs for **\*16 players= \$400**

**Total team cost= \$1000**

**Cost to conduct official club business was unsustainable**

*\* Based on average number of 16 players per team, actual numbers can be more or can be less*



# Cost Increase Breakdown 2018

**\$100** per player registration fee

**\*\$1,600** Total collected by club

## **Player Registration Fee Covers:**

**\$700** Annual Club fee

**\*\$400** Player ID cards

**\$1,100** Club expenditures

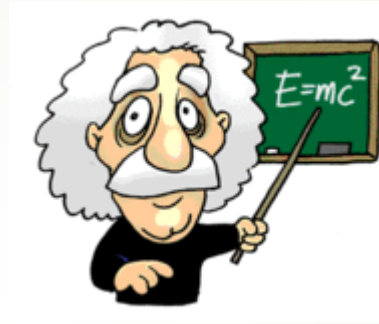
**\*\$500** Balance left to club to conduct business



*\* Based on average number of 16 players per team, actual numbers can be more or can be less*



# Relative Cost Increase Perspective



## A Reasonable Solution

- Annual player registration fee **\$150**
- Collected at Annual Player Registration Picnic
- Includes ID cards



# Decades of Community Service

- ▶ 501C3 non profit tax exemption to solicit businesses for sponsorship
- ▶ BBVA Compass bank account
- ▶ Reporting of finances to IRS
- ▶ Treasurer and CPA to conduct financial business with IRS and CA FTB
- ▶ \$300 reduced fee to participate in annual Raincross cup
- ▶ Game and practice fields
- ▶ Web site to advertise tryouts, cohesive coaching education and PDF files
- ▶ Affiliation to ChievoVerona a professional international club that provides local, national and international camps and in residence academy training
- ▶ A dedicated board of directors that works next to nothing to promote the club





# MISA

## FACTS to PONDER

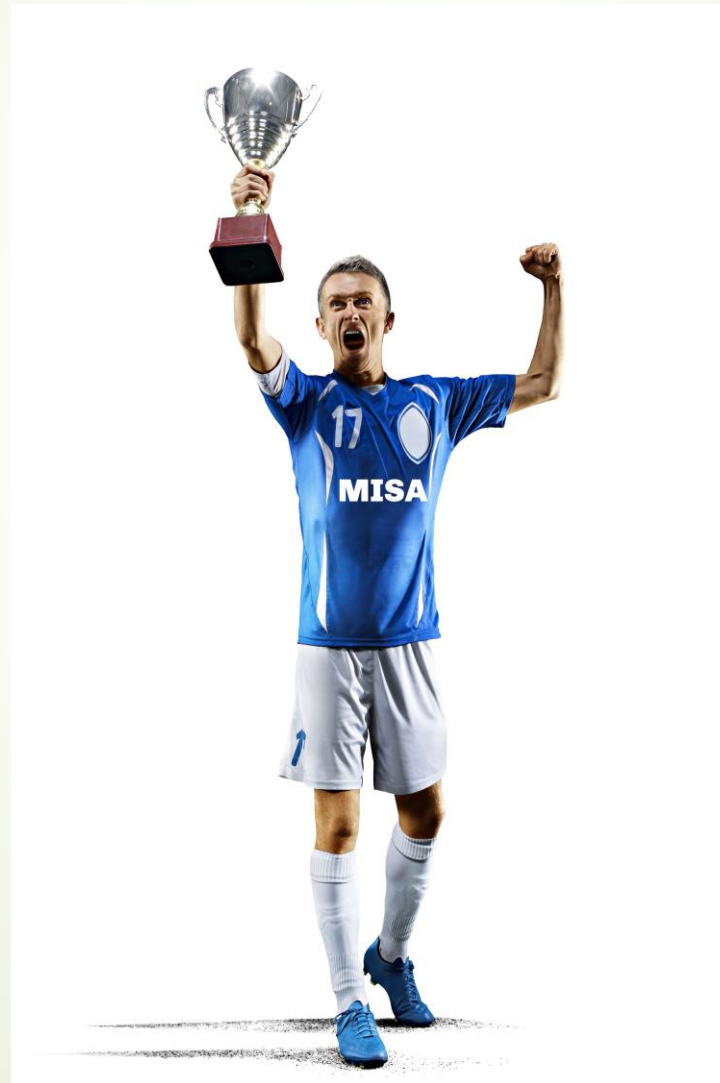
- ▶ Milan International Soccer Academy is still one of the best values for parents hard earned money; well below national average cost to play competitive soccer
- ▶ 95% of our players will make their high school team if they meet GPA
- ▶ MISA players have the same opportunity to make a college team as clubs charging 2X to 3X more for an illusive dream
- ▶ **Less than 1%** of all players nationally will get a full D1 or D2 scholarship
- ▶ **Less than ½ of 1%** will ever make it to the pro level
- ▶ Our international partnership with Empoli FC provides road for truly gifted players
- ▶ Showcase programs and connected staff help college age players recruitment

# PARTING THOUGHT

*We must be able to articulate why Milan International Soccer Academy is a wise choice*



# FORZA MISA





*The road to success is best achieved one step at a time*

# The End

