



HLL Annual Membership Meeting September 27, 2017

President's State of the League





Accomplishments

- 666 total players in the league; 675 in 2016 and 695 in 2015
- Second Season 50/70 Team for 13 year old's
- 50/70 team won District 52 Championship and D52 All Stars
- 11's All Stars Won D52 Championship, Section 3 Championship and placed 2nd in State Tournament out of 250 Teams
- 10's All Stars Won D52 Championship, Section 3 Championship and placed 2nd in State Tournament out of 250 Teams
- Hosted 9/10 All Star Section 3 Tournament to rave reviews
- Maintained a healthy reserve account for future capital improvements
- Continued coaches training program



Challenges

- 50/70 Division
 - Continue to have difficulty securing appropriate field space
- Hillsborough Rec Field Contract expires in 2021 – will need to look at extension discussions this year
- Demographics
 - Large class of 12's due to age change
 - Expenses are currently matching revenues from registration; May need to reduce expenses or increase revenue in a few years
 - Younger registrations have increase on a positive note
- Recruiting volunteers has become more difficult



Compliance

- Little League Charter filed early (12/2016)
- Little League Safety Plan filed before season began and approved by Little League
- Liability insurance procured to protect league and youth umpires
- Tax Returns are filed to date



Financials

- Net Loss for the year ~\$15K
 - Budgeted \$25K for capital improvements including, Majors Bull Pen, Majors Score Box, New “L” screens for all fields, and other various improvements
 - Budgeted \$5K for West field due to large AA enrollment
 - Spend was less so we ended up this \$10K less of a loss than expected
- Revenue below plan ~\$193K versus plan of \$196K
 - Actual registration was 666 versus plan of 716 (15 of the 50 difference due to only one 50/70 team – planned for two)
 - Sponsorships exceeded plan -- ~\$25K versus plan of \$22K
 - Thank you Kerns (again) -- \$3K league sponsor!
- Expenses under/favorable to budget by ~\$10K
 - Uniforms under budget by ~\$6K – in need of new uniforms so don’t expect this trend to continue
- Approximately \$102K in cash/reserves in Wells Fargo account



Financials-3 Year Balance Sheet

	<u>09/30/15</u>	<u>09/30/16</u>	<u>09/30/17</u>
	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>
ASSETS			
Current Assets			
Wells Fargo Checking	120,139	117,226	101,840
Total Cash	<u>120,139</u>	<u>117,226</u>	<u>101,840</u>
 Total Current Assets	 120,139	 117,226	 101,840
 ASSETS	 <u>\$ 120,139</u>	 <u>\$ 117,226</u>	 <u>\$ 101,840</u>
 LIABILITIES AND FUND BALANCE			
Equity			
Unrestricted net assets			
Board-designated net assets: Fields	50,000	50,000	50,000
 Total Unrestricted net assets	 50,000	 50,000	 50,000
 Unrestricted retained earnings	 41,028	 70,139	 67,223
Unrestricted retained earnings-Prior period adjustment	-	-	1,050
Unrestricted retained earnings-Current year	29,111	(2,916)	(16,433)
Total Unrestricted retained earnings	<u>70,139</u>	<u>67,223</u>	<u>51,840</u>
 Total Equity	 120,139	 117,223	 101,840
 TOTAL LIABILITIES AND FUND BALANCE	 <u>\$ 120,139</u>	 <u>\$ 117,223</u>	 <u>\$ 101,840</u>



Financials-3 Year P&L

	<u>09/30/15</u>		<u>09/30/16</u>		<u>09/30/17</u>
	<u>Actual</u>		<u>Actual</u>		<u>Prelim</u>
Income					
Registration, net of processing fees	\$ 155,016	\$	155,795	\$	157,030
Other	-		-		-
Total Program Revenue	<hr/> 155,016		<hr/> 155,795		<hr/> 157,030
Sponsorship	43,842		27,945		36,445
Snack Shack, net	-		-		-
Total Income	<hr/> \$ 198,858	\$	<hr/> 183,740	\$	<hr/> 193,475
Expenses					
Total Administration	3,041		1,687		1,521
Total Fields	45,613		54,837		75,272
Total Programs	121,093		130,132		133,115
Total Expense	<hr/> 169,747		<hr/> 186,656		<hr/> 209,908
Surplus (Deficit)	<hr/> 29,111		<hr/> (2,916)		<hr/> (16,433)



Financials-3 Year Program Fees

	<u>09/30/15</u>	<u>09/30/16</u>	<u>09/30/17</u>
	<u>Actual</u>	<u>Actual</u>	<u>Prelim</u>
Programs			
All Stars	14,567	14,292	14,978
Camps, Clinics, Training Aids	8,540	8,260	7,750
Charter and Fees	3,181	3,908	4,041
Product Cost	-	-	-
Coaching	-	-	700
Equipment	21,978	28,280	31,440
Equipment storage	1,008	10,260	10,276
Events	-	278	-
Insurance	5,382	3,878	4,257
Opening Day	646	2,406	755
Registration	-	-	-
Sponsorship Banners	491	934	1,428
Team Pictures	2,888	3,675	3,853
Tournament Fees	-	-	-
Trophies	3,513	3,168	5,404
Tryouts	61	81	-
Umpires	22,860	22,350	23,012
Uniforms	19,484	20,976	18,153
Website	-	-	-
Yearbook	7,207	7,386	7,068
Misc and Other	131	-	-
Total Programs	120,756	130,132	133,115



2017/2018 Prelim Schedule

- October 11 – First Board Meeting
- February 4 - Practices begin for Upper Divisions
- March 3 - Opening Day
- June 9 - Closing Day



Board Election

- Nominating Committee recommends 16 board members for 2017/2018
- Nominating Committee recommendations for Board Members
- Membership agrees to # of Board Seats
- Membership elects the new Board



**Thank you to our Members
and Volunteers.**

