



Rugby NorCal

Quarterly Board Meeting (BOD) Meeting Packet #28

Date: May 31, 2017

Time: 7:00 PM – 8:30 PM

Location: Teleconference

May 31 BOD Programming:

President's Report – Paul Kessler:

1. 2017 Year in review
 - a. Second success year of Premier League (Thanks Jon and Mark)
 - b. Youth program continues to grow 10 to 13% (Thanks Youth Committee and Coaches)
 - c. Year End and Playoff tournament in Stockton huge success – first year in the black financial (Thanks Marti & Nick)
2. Summer of 2017
 - a. Summer 7's – get ready
 - b. USAR Strategy Plan 2020 Conference in San Diego – provide feedback before June 30
 - i. www.rugbystrategy.us
 - c. Rugby World Cup 2018 – SF Team established lead by Rosie Spaulding (Super Bowl Experience) – Tickets go on sale July 2017 www.rwcsevns.com

Executive Director Report – Mark Carney:

1. Player Welfare Program
 - a. Marti will discuss the logistics of the program itself after my report. There are some things that need adjusting both from our side as well as from the Clubs.
 - b. We have received the preliminary data from the first year running the PWP and collecting injury data. The data supports initial hypothesis at the beginning of the year that many sustained injuries would be concussions and as a direct result of the tackle. While this was always thought to be the primary cause of injury, we now have the supporting data to back it up and can do something about it. Much of our injuries also occurred at the beginning of our HS season in February, and that tailed off quite dramatically as the season went on, further reinforcing the need for better coaching of the contact areas earlier on in the year before competitive games begin. Furthermore, over 2/3 of suspected concussions led to layoffs for more than two weeks. This shows that the medical staff were in more cases than not, correct in pulling the player from the field, and that the concussion was severe enough to be confirmed and require longer than the minimum 2 week stand down period required by World Rugby.
 - i. Advanced coaching development on teaching the tackle, introduction to tackle, and safety in the tackle will be discussed at length, and likely mandatory coaching sessions implemented before the start of next season.
 - c. Most severe injuries occurred on artificial turf fields. The data may be slightly skewed here because we don't know what percentage of all games were played on turf vs. grass, but we imagine it is a majority. Regardless, the quality of turf is becoming an issue with injuries that we may have to look at.
 - d. We will run a complete data review post 7s series this summer and have a full report for the AGM.

2. Season Recap:
 - a. The VPs will give their reports in more detail than I can do them justice, but from an organizational standpoint, it was both a good and frustrating year. The good is that our compliance with registrations, IDs, picture uploads, etc., has gotten a lot better over the last few years. Our enhanced disciplinary policies and additional policies and procedures that Clubs need to follow to participate are improving the product for the players and parents alike. The bad is that there are still too many (clubs and individuals) who see themselves as above the organization and think the rules and processes don't apply to them. This is unacceptable, and rugby will continue to be ranked as a secondary sport for the foreseeable future unless everyone buys into the idea that unless EVERYONE plays by the rules and follows the policies set forth, bigger organizations, and potential growth opportunity will go begging.
 - b. From an organizational standpoint, there are some things we need to do better in order to maintain a standard. We have been too lax with some persistent offenders and have not always been able to follow through on our own standards or enforcement of penalties. Next season will be the first time we place mandatory minimums on clubs, i.e. in order for your club to actually be put on a RNC schedule, your club must register X players per division by a certain date at least one month out from the official start date of the season. These controls will allow us to hopefully avoid many of the forfeit issues and constant schedule restructures mid-year.
3. All-Stars/HP – I will defer to Mateo Medrano to give the report detailed below:
4. Coach Development:
 - a. As mentioned in the first topic, we need improvement here. It is exciting that I can announce that on the weekend of August 5th-6th, Chris Brown, USA Eagles 7s Assistant Head Coach will be coming to Northern California to give a half-day long coach education session at San Francisco Golden Gate. This will be followed by the 2017 Rugby NorCal AGM that Saturday Afternoon at the SFGG Clubhouse. On Sunday, Chris will be giving a players clinic to boys and girls, ages 14/15 – 21 titled: "Train Like an Olympian". This will give our players the insight of what is necessary to compete at the highest levels in our sport. Coaches are welcome to attend this session also and see how Chris puts into practice what you have learned the previous day into a full player centric coaching session. We are hopeful of getting some of our own regional Olympians out to this session to work with the kids too.
 - b. We are taking requests for host sites for the 2017/18 coach and ref clinics that we run during the months of October-January. These usually take place on the first weekend of each month. If you Club is interested in hosting either, or both, please contact Marti ASAP so we can work with USA Rugby on getting educators assigned.
 - c. David Williamson Referee Scholarship: We are pleased to have partnered with the NorCal Rugby Referee Society to honor David Williamson and his continued dedication to youth referees. This scholarship is awarded to a referee aged 18-23 who started refereeing with Rugby NorCal, who has come through the pathway and now also accepts assignments from NCRRS. The referee must commit to continuing to referee for both organizations to be considered. The candidate will be sent on a 2-month exchange to Alberta, where they will be immersed in up to 5 matches a week, all with coaching. This is a fantastic opportunity, and gives our young refs a carrot, something to strive for upon graduating out of a local club referee program. This year's awardee is Andy Stockton, who started refereeing while playing for Danville 3-5 years ago, and was bitten hard by the referee bug. We wish him well and look forward to see how he develops in the years to come.

Operations Manager Report – Marti Blum:

1. Player Welfare Program
 - a. All in all, the program was a great success this season. 95-100% of the matches from U8-Varsity were covered with medical staffing, either through a club contracted individual/group or through the RNC partnership with ATvantage. At times, the scheduling was hectic with time changes, location changes, ATCs not being available on certain days, etc. This is something that we have discussed and will look forward to adjusting for future seasons. The weather was a huge issue this year, as all of you know, and the last-minute changes made communication even more difficult.
 - b. Quick run-through of the process from start to finish of PWP assignment, injury reports, follow up, etc.
 - c. RNC Changes to be made:
 - i. Better communication with ATCs about requirements and expectations
 - ii. Better communication with ATCs about assignments and changes
 - iii. Education to clubs/parents/coaches/players about the role of ATCs
 - iv. Identify ATCs on sidelines – different color shirt, vest, location
 - d. Club Changes to be made:
 - i. Contact/Email addresses in CMS
 - ii. Communication with ATCs prior to match date
 1. Led to chaos on game day searching for ATC contact info
 2. Led to overpayments by clubs and RNC – time/location/date changes
 3. Led to ATCs not willing to work for the rest of the season
 - iii. Medical Kits and Ice
 - iv. Parent/Spectator involvement
2. Summer 7s
 - a. All Summer 7s registration links are up on the Rugby NorCal website (except for Week 6 – July 18, which will most likely be in Gridley instead of Dixon, just confirming details now)
 - b. The Girls 7s Tournament in Gridley is still being finalized, and the registration link will be out shortly
 - c. Bellarmine tournament this weekend 6/3 is canceled!
3. Rugby NorCal AGM
 - a. As mentioned above, the Rugby NorCal AGM will be Saturday, August 5 at SFGG, following the coach clinics by Chris Brown. Save the date to follow.
 - b. At least 4 positions on the RNC Board of Directors that must be filled for 2018. If you would like to run for any of the following positions, please contact me.
 - i. President, VP of Competitions, VP of Operations, VP of Discipline
4. USA Rugby National Development Summit
 - a. January 19-21 in Denver, Colorado – Denver Marriott City Center
 - b. Registration info released soon
5. USA Rugby Summer Conference
 - a. September 15-17 in Denver, Colorado
 - b. This conference is for SRO offices to get together once a year and discuss growth and development and best practices around the country
 - c. Will be discussed again at AGM
 - d. Call to action: If there is something you'd like us to discuss at the Summer Conference, please let us know and we can bring up different topics to the rest of the country's SROs and USA Rugby

VP Competitions Report – Jon Straka:

1. High School Schedule
 - a. Less teams dropped out of the league after release of schedule than the past two years.
 - b. Later start was good for most clubs, based on feedback.
 - c. Later end and time between end of season and playoffs was an issue for some, especially proms. This was an expected issue thanks to the later Easter date this year, which fell after most spring breaks.
 - d. Forfeits continue to be a problem, but there seemed to be less than in year's past.
2. Competition Structure
 - a. Girls- needs tweaking, lack of competitive games when divisions are regional vs. a D1/D2 structure that encompasses all of NorCal.
 - b. Boys Premier/Top 5- 11 clubs in two divisions competed for the Premier Cup, Premier Plate, and Open Cup (made up of B sides and lower seeded A sides)
 - i. Plan for next year is to have 1 division with 7-8 clubs
 - ii. Clubs relegated will play Bay/Redwood or Sac Valley D1
 - c. Boys D1/D2- All teams outside of the Premier/Top 5 were technically considered D2 heading into the season.
 - i. 4 clubs clearly rose to the top of the Bay, Redwood, and Sac Valley divisions and were selected to compete for a D1 championship.
 - ii. 13 additional clubs signed up to participate and competed for the D2 Cup (6 clubs) and D2 Plate (7 clubs).
 - iii. Plan is to have Bay/Redwood and Sac Valley D1 and D2 divisions next year.
 - d. JV (Frosh/Soph)
 - i. Lack of JV sides outside of the Premier/Top 5 is alarming.
 - ii. Ideally clubs with varsity and JV sides would be D1, no JV would be D2 with some exceptions allowed.
 - iii. Suggestions welcomed.
3. Playoffs
 - a. Congrats to all the teams who participated and performed well in the playoffs.
 - b. Hope for greater participation from clubs next year to fill out all Cup and Bowl brackets.
 - c. Seeding process could be more transparent and less subjective.
 - i. Hopefully league structure with D1 and D2 leagues allows for this.
 - ii. Set seeds early in the season (e.g. Bay 1 is 1 seed, Sac 2 is 2 seed, etc.)
 - d. Stockton Soccer Complex worked very nicely for the championships.

VP Operations/Girls Committee Report – Karen Chance:

1. The season rap up for RNC VP Operations
 - a. Competitions Season went well with a restructure of the Youth schedule and some tweaking of both Boys and Girl's HS schedules
 - b. We need to help the Youth Committee next year coming up with a more equitable schedule incorporating both large and small clubs
 - c. I had hoped to get some youth rugby programs in the schools and or Parks and Rec of the El Dorado County area. I will be working towards that this coming season with Nick
 - d. The All-Star programs in progress for the GNC. Initial try-outs are well attended
2. Girl's League
 - a. 16 HS teams and 8 MS teams competed this season
 - b. Still have some clubs struggling with numbers in the HS division
 - c. First Annual RNC Girl's Tournament went well with Danville and Pleasanton hosting. Planning to send out invites this summer for next season's tournament

- d. Middle School didn't have finals due to weather and tournament cancelation
- e. Girls HS Championships; Amazons took 1st place, Land Park 2nd
- f. Three teams went to Nationals
- g. Gridley is having a 7's Tournament this summer for Girls' HS and MS

JY Report – Bob McCarty:

1. Rookie Rugby fairly successful for Bay's U8 division
2. Age Group Jamborees in Orinda successful again. Positive financial outcome, largely on the strength of revised fee structure and BBQ fund-raiser.
3. Middle School tournament another victim of the rains of 2017. Post-mortem discussion revealed few good alternatives.
4. Evaluating alternative schedule for 2018 – avoid USA 7s weekend.
5. Season scheduling for winter 2018 remains outstanding
6. USA Rugby keen to exploit RWC 7s as focus for development, focusing on Rookie Rugby camp weeks, school enrichment

Disciplinary Report – Matt Eason:

1. 2017 Incidents
 - a. 20 Red Cards – 60% related to dangerous tackles
 - b. 108 Yellow Cards – 78% related to dangerous tackles
 - c. 2 Coaches disciplined for violating RNC Code of Conduct
 - d. 1 Club fined for failing to adhere to cancelation/reschedule policy
2. Will be holding more clinics in regards to tackling so that we can lessen the number of dangerous tackles that lead to red/yellow cards and/or injuries

High Performance Report – Mateo Medrano:

1. Rugby NorCal will send a number of teams to the Great Northwest Challenge in Corvallis, OR on June 23rd – June 24th. The boy's teams are split between the Bay and Sac Valley; each will send a varsity/junior varsity/middle school team. There will be one NorCal girls team (combined Bay and Sac Valley).
2. The weekend prior to the GNC in Corvallis, we will host our annual Bay vs. Sac Valley games at the SFGG facility on Treasure Island. Games will start at 9:00am and go until 4:30pm. Boys MS will play first, followed by Boys JV and ending with Boys varsity. **Admission will be \$5 for everyone (kids under 12 are free). Players will pay to cover the cost of food (we will BBQ for the players).**
3. **Athletes selected from the RCT will move through the HSAA Winter Camp and eventually the Las Vegas Invitational, the qualifier for the US into the Youth Olympic Games in Rio in 2018.**

Regional All Star team coach and practice information

The 2017 All Star team's coaching contact information:

- NorCal Girls – Karen Chance, kmgchance@comcast.net
- Sac Valley Boys Varsity – Jason Divine, jasondivine@yahoo.com
- Sac Valley Boys Junior Varsity – Bob Ericksen, bobericksen@comcast.net and Steven Seifert, steven_seifert@sbcglobal.net
- Sac Valley Boys Middle School – TBD, reach out to Jason Divine and he will help you out
- Bay Area Boys Varsity – Jon Straka, jonstraka@yahoo.com
- Bay Area Boys Junior Varsity – Bob Benson, rwbenson@sbcglobal.net
- Bay Area Boys Middle School – Mateo Medrano, mhmedrano@yahoo.com

- Central Boys Varsity and Junior Varsity – Nathan Dalena, centralvalley.rdo@usarugby.org

The respective regions practice schedules are below.

IF YOU HAVE ANY QUESTIONS ABOUT YOUR REGION'S ALL STAR PROGRAM, PLEASE REACH OUT TO THE APPROPRIATE COACH. ALL PRACTICES AND SELECTIONS ARE HANDLED BY THE COACHES LISTED ABOVE.

Bay Area Varsity practice schedule

- Sunday 5/28- Open Selection Camp. 9 am to Noon. Phillip and Sala Burton High School. 400 Mansell St. San Francisco
- Tuesday 6/13- Team Training. 6:30 to 8 pm. Phillip and Sala Burton High School. 400 Mansell St. San Francisco
- Thursday 6/15- Team Training. 6:30 to 8 pm. Phillip and Sala Burton High School. 400 Mansell St. San Francisco
- Saturday 6/17- Bay Area vs Sac Valley Match. Afternoon, SFGG facility on Treasure Island.
- Tuesday 6/20- Team Training. 6:30 to 8 pm. Phillip and Sala Burton High School. 400 Mansell St. San Francisco

Bay Area Junior Varsity practice schedule

- Jun 01 - Thu - Stanford - El Camino Field (near Stueber Rugby Stadium) 6PM to 8:30 PM
- Jun 06 - Tue - Stanford - El Camino Field (near Stueber Rugby Stadium) 6PM to 8:30 PM
- Jun 10 - Sat - Stanford - El Camino Field (near Stueber Rugby Stadium) 12noon to 2:30 PM
- Jun 13 - Thu - Location and Time TBD
- Jun 15 - Tue - Location and Time TBD

Bay Area Middle School practice schedule

- Practice on Saturday May 20th @ Miller Creek MS (2255 Las Gallinas Avenue, San Rafael, CA 94903) 9:15 am – 11:00 am
- Practice on Saturday June 3rd @ Miller Creek MS (2255 Las Gallinas Avenue, San Rafael, CA 94903). 9:15 am – 11:00 am
- Practice on Saturday June 10th @ SFGG facility. 4:30 pm – 6:00 pm
- Annual Bay Area vs Sac Valley match on Saturday June 17th @ SFGG facility. 9:00 am – 11:00 am

Sac Valley practice schedule (Varsity, Junior Varsity, Middle School)

- Practice on Saturday June 3rd. 2:00 pm - 5:00 pm @ Danny Nunn Regional Park 6920 Power Inn Rd, Sacramento, CA
- Practice on Tuesday June 6th. 6:00 pm – 8:00 pm. @ Danny Nunn Regional Park 6920 Power Inn Rd, Sacramento, CA
- Practice on Thursday June 8th. 6:00 pm – 8:00 pm. @ Danny Nunn Regional Park 6920 Power Inn Rd, Sacramento, CA
- Practice on Saturday June 10th. 11:00 am - 2:00 pm @ Danny Nunn Regional Park 6920 Power Inn Rd, Sacramento, CA
- Practice on Tuesday June 13th. 6:00 pm – 8:00 pm. @ Danny Nunn Regional Park 6920 Power Inn Rd, Sacramento, CA
- Practice on Thursday June 15th. 6:00 pm – 8:00 pm. @ Danny Nunn Regional Park 6920 Power Inn Rd, Sacramento, CA

NorCal Girls practice schedule

- Tryouts on Saturday June 3rd. 11:00 am – 2:00 pm @ Hall Park (450 Hall Park Dr, Mayes & S Fifth St, Dixon, CA 95620)
- Practice on Saturday June 10th. Time TBD @ Hall Park (450 Hall Park Dr, Mayes & S Fifth St, Dixon, CA, 95620)
- Practice on Saturday June 17th. Time TBD @ Hall Park (450 Hall Park Dr, Mayes & S Fifth St, Dixon, CA, 95620)

Central practice schedule (Varsity and Junior Varsity)

- Every Wednesday and Friday from 6:00 pm – 8:00 pm @ Holman Park (6522 N West Ave, Fresno, CA, 93711)

Central Valley RDO Report – Nate Dalena:

- 1. Completed Opportunities for NEW member registrations for Rugby NorCal and USA Rugby + Number of Actual Registered New Members**
 - a. City of Clovis Recreation Small Group instruction
 - i. 9
 - b. Fresno PARCS League
 - i. 15
 - c. Sunnyside Rugby Club
 - i. 26
 - d. Central Valley Rugby Club
 - i. 8
 - e. Kern County Rugby Club
 - i. 3
- 2. Scheduled Opportunities in 2017 for NEW member registrations for Rugby NorCal and USA Rugby**
 - a. City of Clovis Recreation Camp July 2017
 - b. City of Clovis Recreation League November 2017
 - c. Madera Parks and Recreation Clinic August 2017
 - d. Madera Parks and Recreation League November 2017
 - e. Sanger Parks and Recreation League November 2017
 - f. Selma Lane Park Independent League June 2017
 - g. Pegasus Rugby Club Clinic May 20th 2017
 - h. Milpitas PAL League June 2017
 - i. Modesto Rookie Rugby League June 2017
 - j. Fresno County Parks and Recreation League November 2017
 - k. Lemoore Parks and Recreation Clinics August, September, October 2017
 - l. Lemoore Parks and Recreation League November 2017
 - m. Reedley Parks and Recreation Fall 2017
 - n. Sequoia Middle School after school program Fall 2017
 - o. Edison High School Rugby Club December 2017
 - p. Sanger High School Rugby Club December 2017
 - q. Delano Rugby Club December 2017

3. Outreach Complete Over the last 11 Months

- a. Fresno Unified School District
 - i. 30 Schools
 - ii. 125 PE Teachers
 - iii. 20,000 Kids
 - iv. Registration Opportunity: Sunnyside, Roosevelt, Pegasus, Bullard, Central Valley Rugby Club, Fresno PARCS League, Clovis Rec League
- b. Fresno Christian
 - i. 2 Schools
 - ii. 2 PE Teachers
 - iii. 100 Kids
 - iv. Registration Opportunity: Pegasus Rugby Club, Bullard Rugby Club / Central Valley Rugby Club Fresno PARCS League, Clovis Rec League
- c. Merced Unified School District
 - i. 1 School
 - ii. 2 Teachers
 - iii. 60 Kids
 - iv. Registration Opportunity: Merced Rugby Club
- d. St. Anthony's School
 - i. 1 School
 - ii. 4 Teachers
 - iii. 150 Kids
 - iv. Registration Opportunity: San Joaquin Memorial Rugby Club, Bullard Rugby Club, Central Valley Rugby Club, Fresno PARCS League, Clovis Rec League

4. Outreach Scheduled for the rest of 2017

- a. Peach Workshops July 2017
 - i. 500+ PE Teachers
- b. Madera Unified School District August 2017
 - i. 24 Schools
 - ii. 49 PE Teachers
 - 1. 19,000 Kids
- c. Registration Opportunity: Bullard, Central Valley Rugby Club, Madera Parks League
- d. Sanger Unified School District
 - i. 1 School
 - ii. 4 teachers
 - iii. 150 kids
 - iv. Registration Opportunity: Sanger Rugby Club, Sanger Parks League
- e. Fresno Unified School District
 - i. Ongoing Outreach
 - ii. Registration Opportunity: Sunnyside, Roosevelt, Pegasus, Bullard, Central Valley Rugby Club, Fresno PARCS League, Clovis Rec League
- f. Merced Unified School District
 - i. 4 Schools
 - ii. 5 Teachers
 - iii. 400 Kids
 - iv. Registration Opportunity: Merced Rugby Club
- g. Kastner Middle School
 - i. 1 School
 - ii. 2 Teachers

- iii. 200 Kids
- iv. Registration Opportunity: Central Valley Rugby Club, Pegasus Rugby Club, Clovis Rec League, Fresno Rec League
- h. Diocese of Fresno
 - i. 1 School
 - ii. 1 Teacher
 - iii. 250 kids
 - iv. Registration Opportunity: San Joaquin Memorial Club
- i. Turner Elementary
 - i. 6 Teachers
 - ii. 500 Kids
 - iii. Registration Opportunities: Sunnyside Rugby Club, Roosevelt Rugby Club

5. Other Geographical Opportunities for 2017

- a. Silicon Valley
- b. Central Coast
- c. Redondo Beach School District
- d. Upland School District
- e. Tulare Unified School District

Sacramento Valley RDO Report – Nick Freitas:

1. I personally have introduced Rookie Rugby to 2,800 kids
2. Rookie Rugby in 12 middle and elementary schools in Cordova and San Juan. PE teachers teaching the curriculum
3. Set up flag league in Rancho Cordova.
4. Rio Linda Parks and Rec summer camp
5. Possible flag leagues in Rocklin and Rio Linda for 2018, ran through parks departments
6. Developing a relationship with YMCA of Sacramento. Goal is to have a flag league that they would run.
7. Intro to rugby clinic in Boys and Girls Club of Sacramento summer camps. Possible flag league ran through their after-school programs starting in fall of 17 or spring of 18
8. Rookie Rugby summer camp and possible league ran through Yolo County YMCA
9. Created partnership with American Academy of Athletics to run intro to Rugby summer camps mainly in bay area
10. Creating a partnership with Olympus Sports complex. Will be introducing rugby in their multi-sport summer camps.
11. Created contacts in Elk Grove USD. Big push fall of 17 to get rookie rugby in PE.
12. Summer push to get into Folsom/ Granite Bay schools for Fall of 17
13. Connecting with sac state coaches to start getting players in the coaching pipeline
14. Creating new media material to help promote the game
15. Given newspaper and morning show interviews about rugby development in the area
16. Working on getting into STARS after school programs for fall on 17 (need coaches for this)
17. Working with the mayor of Sacramento office to bring rugby to low income areas
18. Developing relationships with the Juvenal Halls and troubled kid's camps
19. Summer rugby tackling clinics for 3 high school football teams

Other Items on the Table?

Adjourn!

Additional Handouts/Attachments: YTD P&L, YTD Balance Sheet

Rugby NorCal

Balance Sheet Prev Year Comparison

As of May 31, 2017

	May 31, 17	May 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Checking - WF				
SVYRO Account	0.00	2,402.22	-2,402.22	-100.0%
Checking - WF - Other	212,965.93	192,027.22	20,938.71	10.9%
Total Checking - WF	212,965.93	194,429.44	18,536.49	9.5%
Savings - WF	15,156.68	15,148.95	7.73	0.1%
Total Checking/Savings	228,122.61	209,578.39	18,544.22	8.9%
Accounts Receivable				
Accounts Receivable	2,774.80	0.00	2,774.80	100.0%
Total Accounts Receivable	2,774.80	0.00	2,774.80	100.0%
Other Current Assets				
Adept Software LLC Receivable	955.00	1,500.00	-545.00	-36.3%
Undeposited Funds	839.48	0.00	839.48	100.0%
Total Other Current Assets	1,794.48	1,500.00	294.48	19.6%
Total Current Assets	232,691.89	211,078.39	21,613.50	10.2%
Fixed Assets				
Accumulated Depreciation	-1,021.00	-247.00	-774.00	-313.4%
Furniture and Equipment	4,470.99	4,470.99	0.00	0.0%
Total Fixed Assets	3,449.99	4,223.99	-774.00	-18.3%
TOTAL ASSETS	236,141.88	215,302.38	20,839.50	9.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	3,402.65	0.00	3,402.65	100.0%
Total Accounts Payable	3,402.65	0.00	3,402.65	100.0%
Other Current Liabilities				
Payroll Liabilities	3,694.04	3,007.63	686.41	22.8%
Total Other Current Liabilities	3,694.04	3,007.63	686.41	22.8%
Total Current Liabilities	7,096.69	3,007.63	4,089.06	136.0%
Total Liabilities	7,096.69	3,007.63	4,089.06	136.0%
Equity				
Temp. Restricted Net Assets	5,266.87	5,266.87	0.00	0.0%
Unrestricted Net Assets	191,690.17	133,172.38	58,517.79	43.9%
Net Income	32,088.15	73,855.50	-41,767.35	-56.6%
Total Equity	229,045.19	212,294.75	16,750.44	7.9%
TOTAL LIABILITIES & EQUITY	236,141.88	215,302.38	20,839.50	9.7%

Rugby NorCal Profit & Loss Prev Year Comparison

September 2016 through May 2017

Accrual Basis

	Sep '16 - May 17	Sep '15 - May 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
Direct Public Support				
Corporate Contributions				
Canterbury	0.00	12,394.15	-12,394.15	-100.0%
Corporate Contributions - Other	21,000.00	16.89	20,983.11	124,233.9%
Total Corporate Contributions	21,000.00	12,411.04	8,588.96	69.2%
Fundraising Contributions	272.75	12.14	260.61	2,146.7%
Grants	16,752.51	23,085.24	-6,332.73	-27.4%
Individual Contributions	0.00	0.00	0.00	0.0%
Total Direct Public Support	38,025.26	35,508.42	2,516.84	7.1%
Fundraising Income				
Fundraising Event Revenue	2,433.90	1,149.00	1,284.90	111.8%
Fundraising Income - Other	0.00	0.00	0.00	0.0%
Total Fundraising Income	2,433.90	1,149.00	1,284.90	111.8%
Investments				
Interest-Savings, Short-term CD	1.52	0.00	1.52	100.0%
Total Investments	1.52	0.00	1.52	100.0%
Other Types of Income				
Miscellaneous Revenue	3,043.50	244.87	2,798.63	1,142.9%
Total Other Types of Income	3,043.50	244.87	2,798.63	1,142.9%
Program Income				
Parking Fees	8,501.28	0.00	8,501.28	100.0%
Medical Staff Fees	15,097.60	0.00	15,097.60	100.0%
Camp and Clinic Fees	0.00	220.00	-220.00	-100.0%
Concession Sales	2,329.47	300.00	2,029.47	676.5%
Membership Dues	245,803.85	241,756.20	4,047.65	1.7%
Sales of Clothing and Logo Item	0.00	1,699.45	-1,699.45	-100.0%
Tournament Fees	-1,525.00	1,311.00	-2,836.00	-216.3%
Total Program Income	270,207.20	245,286.65	24,920.55	10.2%
Total Income	313,711.38	282,188.94	31,522.44	11.2%
Gross Profit	313,711.38	282,188.94	31,522.44	11.2%
Expense				
Operations				
Accounting Fees	2,375.00	1,950.00	425.00	21.8%
Advertising	5,162.00	0.00	5,162.00	100.0%
Bank Fees	68.70	10.90	57.80	530.3%
Merchant deposit fees	171.57	0.00	171.57	100.0%
Business License and Taxes	75.00	76.05	-1.05	-1.4%
Contract Services	22,187.00	26,330.00	-4,143.00	-15.7%
Database fees	1,735.00	99.00	1,636.00	1,652.5%
Insurance - D and O	875.00	875.00	0.00	0.0%
Office Expense	920.15	2,489.85	-1,569.70	-63.0%
Postage, Mailing Service	384.79	98.00	286.79	292.6%
Printing and Copying	370.56	573.48	-202.92	-35.4%
Rent	4,600.00	3,718.75	881.25	23.7%
Telephone, Telecommunications	1,727.07	1,289.02	438.05	34.0%
Website fees	2,207.57	793.57	1,414.00	178.2%
Operations - Other	9.01	0.00	9.01	100.0%
Total Operations	42,868.42	38,303.62	4,564.80	11.9%
Other Types of Expenses				
Dues to USA Rugby	11,250.00	0.00	11,250.00	100.0%
Total Other Types of Expenses	11,250.00	0.00	11,250.00	100.0%
Payroll Expenses				
Salaries	89,452.55	69,045.60	20,406.95	29.6%
Health Benefits	6,138.89	6,964.24	-825.35	-11.9%
Mileage/Tolls	2,313.29	417.31	1,895.98	454.3%
Payroll taxes	7,819.02	6,142.45	1,676.57	27.3%
Payroll Expenses - Other	87.50	66.20	21.30	32.2%
Total Payroll Expenses	105,811.25	82,635.80	23,175.45	28.1%
Program Expenses				
Awards	219.98	1,092.06	-872.08	-79.9%
Banquets and Meetings	2,172.27	2,920.12	-747.85	-25.6%
Books, Subscriptions, Reference	5,036.06	2,962.00	2,074.06	70.0%
Coach and Referee Training	2,230.33	2,673.23	-442.90	-16.6%
Director/Coordinator	22.00	725.45	-703.45	-97.0%
Equip & field rental	5,727.70	12,695.47	-6,967.77	-54.9%
Medical support	44,395.24	5,912.50	38,482.74	650.9%
Player Camp/Training	1,050.00	0.00	1,050.00	100.0%
Referees & Coaches	17,241.69	20,868.53	-3,626.84	-17.4%
Supplies	6,130.99	981.09	5,149.90	524.9%
Tournament registration fees pai	3,710.00	0.00	3,710.00	100.0%

Rugby NorCal Profit & Loss Prev Year Comparison

September 2016 through May 2017

Accrual Basis

	Sep '16 - May 17	Sep '15 - May 16	\$ Change	% Change
Travel				
Lodging	6,141.26	4,893.31	1,247.95	25.5%
Meals	2,532.36	1,994.33	538.03	27.0%
Tours	0.00	250.00	-250.00	-100.0%
Transportation	2,110.21	11,417.74	-9,307.53	-81.5%
Travel - Other	17.64	447.39	-429.75	-96.1%
Total Travel	10,801.47	19,002.77	-8,201.30	-43.2%
Uniforms	0.00	3,381.43	-3,381.43	-100.0%
Total Program Expenses	98,737.73	73,214.65	25,523.08	34.9%
Total Expense	258,667.40	194,154.07	64,513.33	33.2%
Net Ordinary Income	55,043.98	88,034.87	-32,990.89	-37.5%
Other Income/Expense				
Other Income				
CIPP dues	0.00	11,395.00	-11,395.00	-100.0%
Restricted Support	0.00	1,000.00	-1,000.00	-100.0%
Total Other Income	0.00	12,395.00	-12,395.00	-100.0%
Other Expense				
Contributions	550.00	200.00	350.00	175.0%
Ask My Accountant	-3,941.19	0.00	-3,941.19	-100.0%
CIPP Paid	5,190.00	11,395.00	-6,205.00	-54.5%
Team Support	0.00	2,079.74	-2,079.74	-100.0%
Total Other Expense	1,798.81	13,674.74	-11,875.93	-86.9%
Net Other Income	-1,798.81	-1,279.74	-519.07	-40.6%
Net Income	53,245.17	86,755.13	-33,509.96	-38.6%