



## BFA State of the Association October 3, 2016

The 2016 season has come to a close. We are now quickly approaching our fiscal year end. In addition to closing out our books, the fiscal year end presents an opportunity for reflection and to acknowledge the hard work and dedication of our board members, volunteer coaches and members that continue to volunteer their time where and when needed to support BFA.

### TEAMS

Summer 2016 registration increased 8% from 2015 for a total of 173 players and 15 teams. Fall registration generated 13 teams with a total of 140 players, which is a 13% increase over 2015.

	Total Players	8U Teams	8U players	10U Teams	10U Players	12U Teams	12U Player	14U Teams	14U Player	16U Team	16U Player	Total Teams
Summer 2012	134	2		3		4		2		1		12
Summer 2013	165	3		4		4		3		1		15
Summer 2014	164	4	42	4	49	3	37	2	24	1	12	14
Summer 2015	160	5	54	4	47	2	24	1	11	2	24	14
Variance YOY	-4	1	12		-2		-13		-13		12	
Summer 2016	173	4	49	5	56	4	44	1	13	1	11	15
Variance YOY	13	-1	-5	1	9	2	20	0	2	-1	-13	1

BFA	Total Players	8U	8U Players	10U	10U Players	12U	12U Player	14U	14U Players	16U	16U Players	Total Teams
Fall 2012	146	3		2		3		3		2		13
Fall 2013	110	2	18	4	44	3	33	1	15	0	8 registered	10
Fall 2014	106	3	31	3	38	2	22	2	15	0		10
YOY Variance	-4	1	13	-1	-6	-1	-11	1	0	0		0
Fall 2015	124	3	34	4	47	3	31	1	12	0		11
YOY Variance	18	0	3	1	9	1	9	-1	-3	0		1
Fall 2016	140	3	31	5	53	4	45	1	11	0		13
YOY Variance	16	0	-3	1	6	1	14	0	-1	0		2

### FINANCIAL OVERVIEW

BFA approved an operating budget of \$173k for fiscal year 2015/2016. Our Treasurer Sarah Johnson is beginning the process of financial close out for the fiscal year end of 10/31/16.

Current Fiscal Year Income YTD: \$180k

Current Fiscal Year Expenses YTD: \$160k

Estimate Pending October Expenses: \$10-12k

Estimate Available Cash/Excess Funds Current Fiscal Year: \$8k

### FUNDRAISING

Under David Rau's oversight the Catch the Fire Fundraiser continues to be successful. The raffle fundraiser generated net revenue of \$16,400 in 2016 is up \$2600 from 2015 which was up \$1200 from 2014. In addition to the Catch the Fire raffle David partnered with Karen Johnson to apply for and successfully receive grants from Bloomington Convention & Visitors Bureau, Hennepin County, and UnitedHealth Group for total grant funds of \$5,483. Fundraising revenue growth continues to help BFA keep the cost to play Fastpitch affordable and will decrease our dependence on tournaments and the risk of poor weather to BFA's financial health.

## **TOURNAMENTS**

BFA 2016 tournament activity included the Bloomington BASH (60 teams participated), 8U Summer State (teams participated), and 10U NAFA (87 teams participated requiring the use of all fields at both Dred Scott and Kelly). NAFA has already contacted Bloomington to schedule the both Dred Scott and Kelly facilities to host 10U NAFA in 2017. Estimated net income from tournament activity is ~\$25k; NAFA at \$15k represents 60% of total net tournament income. Hired labor costs for the 3 tournaments combined increased \$500. It should be noted that BFA hosted 3 tournaments in 2016 compared to 5 tournaments in 2015. Clutch Hitters took over the BASH Elite tournament and we did not host 8U Fall State in 2016. Final Tournament accounting is in process as part of the financial closeout for the fiscal year ending 10/31/16.

## **PLAYER / COACH DEVELOPMENT**

At BFA we have many quality coaches dedicated to developing both softball and life skills in our athletes. We also have many parent helpers that provide support at practices and games. These volunteers, give up their time to help shape the culture of the BFA program. BFA could not be successful without the effort and dedication of our parent volunteers. Our coaches are committed to providing great opportunities for girls to develop versus coaching to the scoreboard. This dedication to the culture of the Double Goal Coaching philosophy is leading to results on the field and with our overall membership growth.

In 2016, 11 of 15 BFA Teams won or placed in the top 3 in tournament activity. In addition to tournament wins the players, coaches and parent fans of the 12U Blue team won the Youth 1<sup>st</sup> Sportsmanship Award at the Farmington Frenzy tournament. This award is received based sportsmanship scores turned in by game umpires. A complete listing of BFA tournament results is attached as an appendix.

The Board approved renewing BFA's membership with Positive Coach Alliance (PCA) for 2016. A PCA speaker was invited to the April 2016 parent meeting and led a 45 minute workshop titled the "Second Goal Parent", which was well received.

BFA provided coaches with three coach clinic opportunities in 2016. In January, JHS head coach Jim Hanson, led a clinic, all coaches had the opportunity to attend the Glazier Softball Clinic in February and in March Greg Westendorf led a clinic prior to the start of the summer season. BFA in partnership with TRIA will be leading a clinic addressing player safety, how to respond to an on field injury (practice or game) and will review and update our dynamic warm up routines.

Coaches were again invited to assist with winter clinics and receive hands on experience working with various practice drills in the winter skills clinic setting. The age levels rotated between JAC with a focus on fielding and throwing skills and the batting cages at Game Changes with a focus on hitting skills. BFA will follow this format again this winter to include inviting BFA coaches to assist with the clinics.

BFA partnered with S&C Sports Services to offer a Skills Clinic in June at Dred Scott, but there was insufficient participation and the clinic had to be cancelled.

## *Looking Forward.....*

Fastpitch Softball, like other youth sports continues to change and evolve.

PCA, Change the Game Project, and Youth First.....these are only 3 of the many organizations focused on expanding the grass roots effort to give youth sports back to the kids and reverse the trend in youth sports for earlier specialization, and/or an entertainment vehicle for us as parents.

The governing league continues its efforts to preserve community associations with strict enforcement of the league policy on closed age levels (12U and below). However, expansion of club teams in response to parent demand continues. While some of the previous start-up clubs have folded over the past 12-18 months, other clubs have picked up the slack adding additional teams at varying player skill levels. Winter development teams within the various clubs are being offered to younger age levels to include options for 10U players to join development teams and continue to play through the winter.

BFA as a community team will need to continue and as expand its efforts to train our coaches to ensure we continue to deliver a quality program. This includes coaching our coaches, as well as our players and continuing to provide the added value of a youth first, double goal, culture within the organization.

# Appendix 1



## **BFA 2016 Team Tournament Standings**

### **Summer 2016 Reported Tournament Results**

**8U Black** – Minnetonka 1<sup>st</sup> place gold bracket; BASH 2<sup>nd</sup> place, 8U State Gold Division consolation champs

**8U White** – Eagan Down & Dirty 3<sup>rd</sup> place, BASH 1<sup>st</sup> place Red Division; 8U Summer State 1<sup>st</sup> place Gold Division

**10U Red** – BASH 1<sup>st</sup> place Silver Bracket, MMFL Tier 5 State Tournament 1<sup>st</sup> place, NAFA Bronze Bracket Champions

**10U Black** NAFA 4<sup>th</sup> place Bronze Bracket

**10U White** Burnsville Fireball 2<sup>nd</sup> place Gold Bracket, Top 10 finisher in Tier 3 State Tournament

**10U Silver** Burnsville Fireball 3<sup>rd</sup> place Gold Bracket, BASH Gold Bracket Semi-finalist, 1<sup>st</sup> place League play, NAFA 1<sup>st</sup> place Silver Bracket.

**12U Blue** Farming Frenzy 3<sup>rd</sup> place Silver Bracket and Youth First Team Award, BASH Consolation Champion Gold Bracket, Viva Las Dells Tournament Champions

**12U Black** Red Wing 3<sup>rd</sup> place

**12U White** MMFL Tier 4 State Tournament Consolation Champions

**12U Red** Burnsville Fireball Silver Bracket 2<sup>nd</sup> place, BASH Silver Bracket 1<sup>st</sup> place, Shakopee Fathers' Day tournament Silver Bracket 3<sup>rd</sup> place, MMFL Tier 6 State Tournament 4<sup>th</sup> place

**14U** BASH Consolation Champs, MN Irish Tournament Semi-Finals

**16U** Rosemount B Bash 2<sup>nd</sup> place

### **Fall 2016 Reported Tournament Results**

**8U Red** MMFL State Tier 4 Semi-finalist

**8U Blue** MMFL State Tier 1 1<sup>st</sup> place

**10U White** MMFL State Tier 6 Semi-finalist

**10U Blue** MMFL State Tier 4 Semi-finalist

**10U Black** MMFL Tier 5 Consolation Champs

**10U Red** MMFL Tier 2 participant

**12U Blue** Apple Valley Under the Lights Gold Bracket 1<sup>st</sup> place, MMFL Tier 1 2<sup>nd</sup> place

**12U Red** MMFL State Tier 10 2<sup>nd</sup> place

**12U White** MMFL State Tier 4 Consolation Champs

**12U Black** MMFL State Tier 9 participant

**14U Blue** MMFL State Tier 4 Champion

**Bloomington Girls Fastpitch Softball Association**  
**Statement of Financial Position**  
As of October 2, 2016

	Total	
	As of Oct 2, 2016	As of Oct 31, 2015 (PY)
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Bank Accounts</b>		
1000 Checking - US Bank	4,594.58	75,215.84
1010 Checking - RBCU	88,238.96	
<b>Total Bank Accounts</b>	<b>\$ 92,833.54</b>	<b>\$ 75,215.84</b>
<b>Accounts Receivable</b>		
1200 Accounts Receivable	0.00	0.00
1210 Tournament fees reimbursed by team	60.00	60.00
1220 Payment Plans	190.00	190.00
1225 All Star Team	1,170.00	
1230 Merchant Account Deposits	0.00	0.00
1240 Clutch Hitters	0.00	0.00
<b>Total 1200 Accounts Receivable</b>	<b>\$ 1,420.00</b>	<b>\$ 250.00</b>
1235 RBCU Refundable Deposit	25.00	
<b>Total Accounts Receivable</b>	<b>\$ 1,445.00</b>	<b>\$ 250.00</b>
<b>Other current assets</b>		
1050 Petty Cash - Cash Boxes	0.00	0.00
1250 Non-Cash Donations Received	0.00	0.00
<b>Total Other current assets</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total Current Assets</b>	<b>\$ 94,278.54</b>	<b>\$ 75,465.84</b>
<b>Other Assets</b>		
1500 Inventory - Clutch Socks	0.00	78.10
<b>Total Other Assets</b>	<b>\$ 0.00</b>	<b>\$ 78.10</b>
<b>TOTAL ASSETS</b>	<b>\$ 94,278.54</b>	<b>\$ 75,543.94</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
2000 Accounts Payable	520.00	520.00
2050 Accrual for Advertising Expenses	2,000.00	2,000.00
2060 Accrual for Coach Clinic Subsidized	343.00	540.00
2070 Accrual for Equipment	612.74	2,176.81
2080 Accounts payable - Bloomington Public Schools	0.00	0.00
<b>Total 2000 Accounts Payable</b>	<b>\$ 3,475.74</b>	<b>\$ 5,236.81</b>
<b>Total Accounts Payable</b>	<b>\$ 3,475.74</b>	<b>\$ 5,236.81</b>
<b>Other Current Liabilities</b>		
<b>2100 PY Funds Appropriate for CY Usage</b>		
2110 General Expenses	2,100.00	2,100.00
2120 Paid Coaches/Coach Clinics	1,500.00	1,500.00
2130 Pitching Clinics	1,700.00	1,700.00
<b>Total 2100 PY Funds Appropriate for CY Usage</b>	<b>\$ 5,300.00</b>	<b>\$ 5,300.00</b>
2300 Accrual for Shed	8,300.00	8,300.00
2400 Advanced Payments - Donations/Sponsors	0.00	500.00
<b>Total Other Current Liabilities</b>	<b>\$ 13,600.00</b>	<b>\$ 14,100.00</b>
<b>Total Current Liabilities</b>	<b>\$ 17,075.74</b>	<b>\$ 19,336.81</b>
<b>Total Liabilities</b>	<b>\$ 17,075.74</b>	<b>\$ 19,336.81</b>
<b>Equity</b>		
3100 Retained Earnings	56,207.13	47,868.10
Net Revenue	20,995.67	8,339.03
<b>Total Equity</b>	<b>\$ 77,202.80</b>	<b>\$ 56,207.13</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 94,278.54</b>	<b>\$ 75,543.94</b>