



May 2020

# Kirkwood Soccer Club



Annual Update

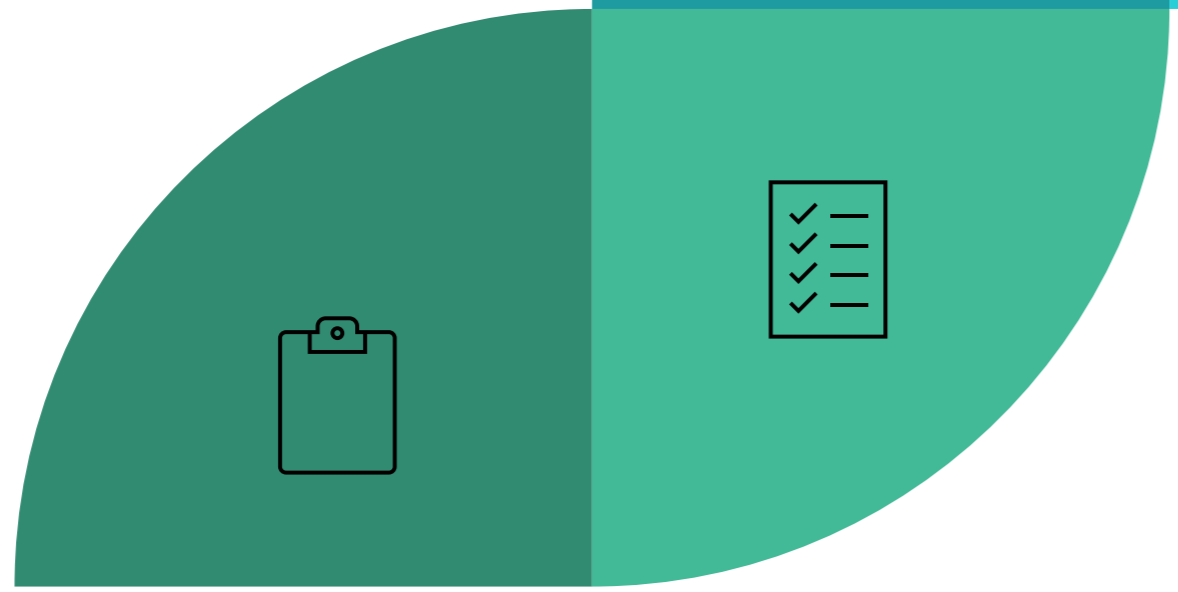




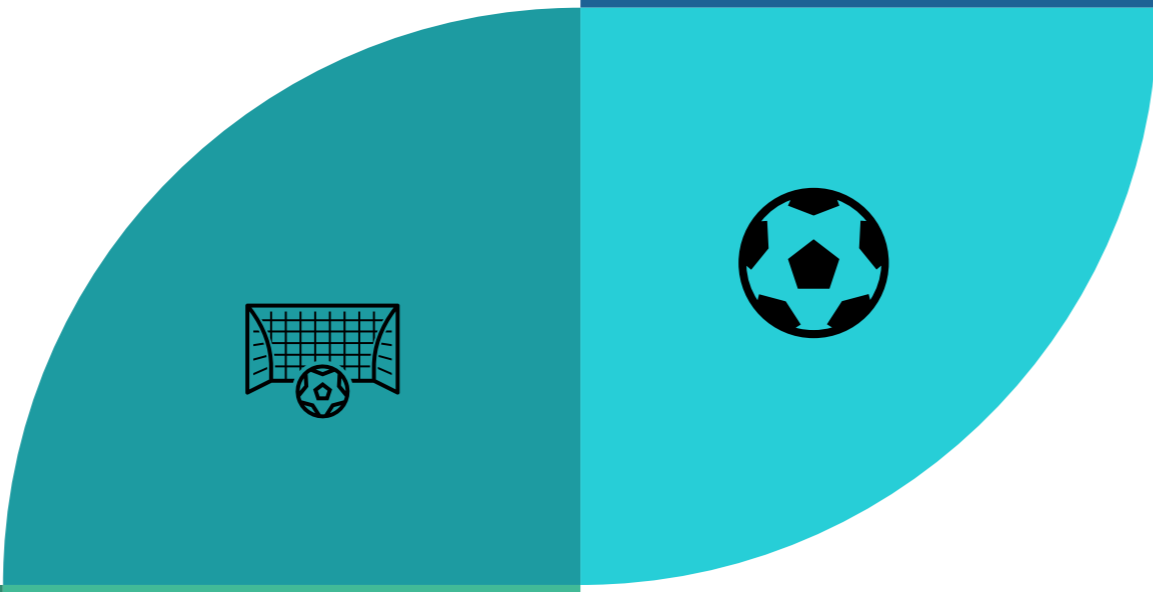
# Agenda



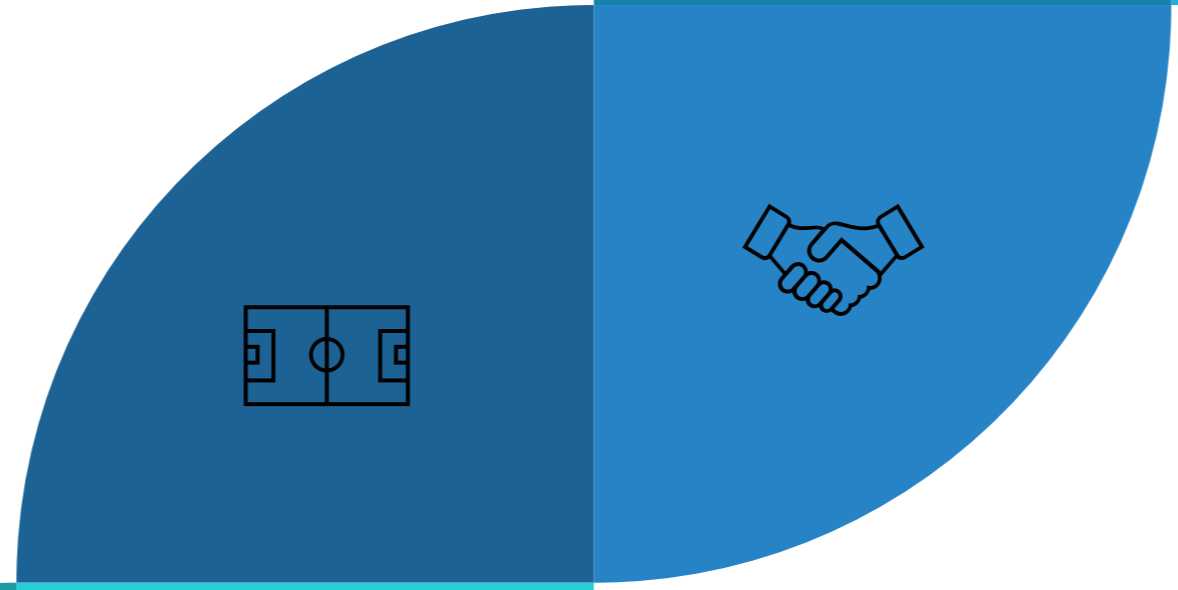
Survey



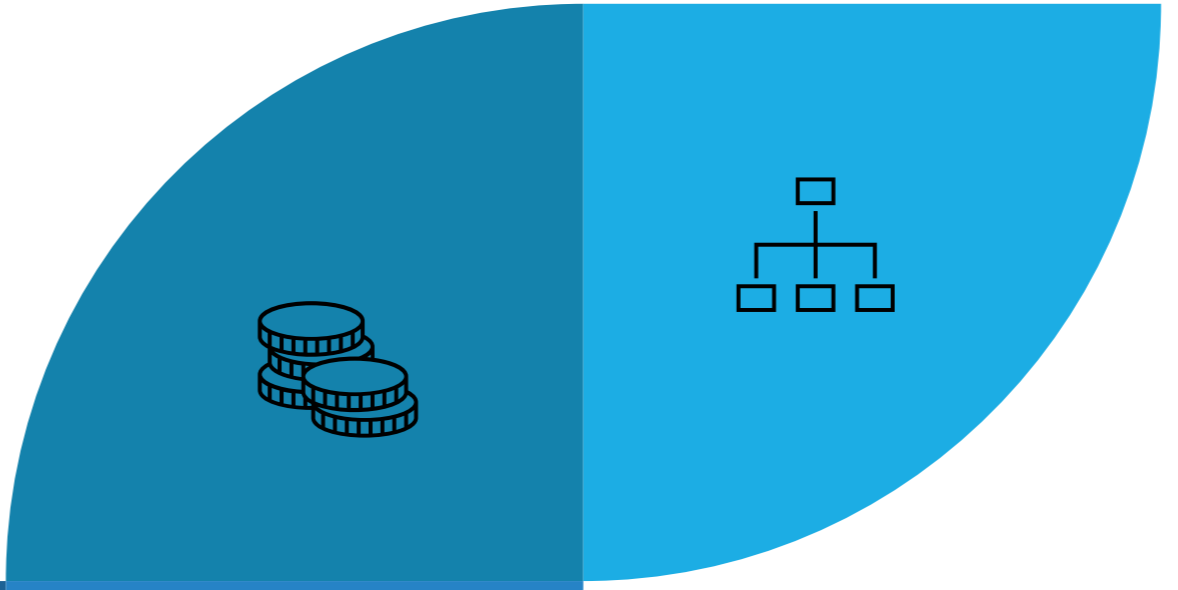
Program Facts



Facility Operations



Financial Focus



Administration

Business Partnerships

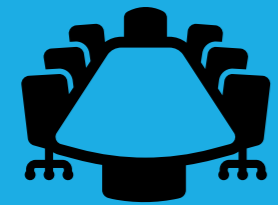
Recreational Spotlight

Elections



# Administration

MEET THE STAFF



## Executive Committee

Tom Pal – President  
Nick Chadick – Vice President  
Kumar Virani – Treasurer  
Laura Lee – Recording Secretary



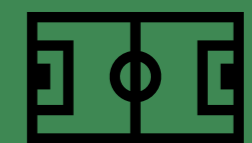
## Directors At Large

Andy Saxton – Todd Everett  
Danielle Hennessey – Bill Boland  
Mike Federico – Kamala Sutor  
Kristine Andres – Peter Jacob  
Jill Fryling



## Office Staff

Adam Flanigan – Director of  
Operations  
Diego Ruiz – Associate Director of  
Operations



## Facilities Staff

Nick Cocco – Facilities Supervisor  
Casey Fusco – Grounds  
Austin Mathis – Grounds



# FINANCIAL FOCUS

AIMING FOR FISCAL STABILITY

## SUCCESS AND OPPORTUNITY

Our recreational programs remain strong and effective. Facilities rentals from lacrosse and field hockey have increased significantly. Camps and training programs are doing well.

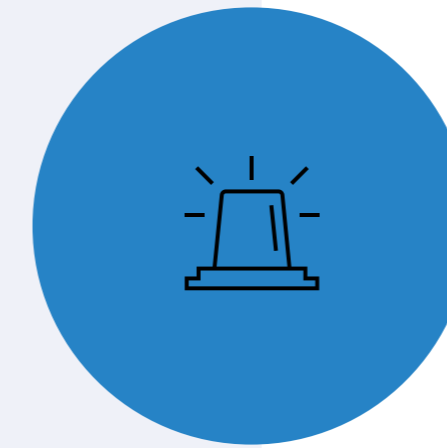
This year, we transitioned finances over to **Breakwater Accounting** for increased oversight, controls, and technology automation.

Going forward there is opportunity to do better. An independent non-profit audit is still outstanding, our travel delinquency is higher than forecasted, grants must be a focus, and successful tournament partnerships are a must.



## REVENUE

- \$700K (revenue vs. expense is net break even)
- Recreational Programs
- Facility Rentals/Partnerships
- Camps/Training



## CONTROLS

- 
- 
- 



## OPPORTUNITIES

- Independent Non-Profit Audit
- Travel Delinquency
- Grants
- Tournaments

# PARTNERSHIPS

SPONSORS – LACROSSE - FIELD HOCKEY - GOVERNMENT

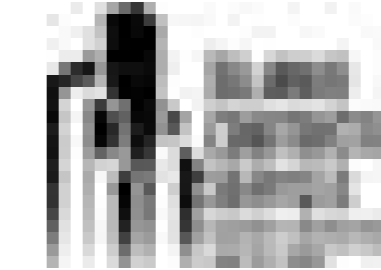


## MUTUAL RESPECT

We strive for positive interactions and long-lasting partnerships.



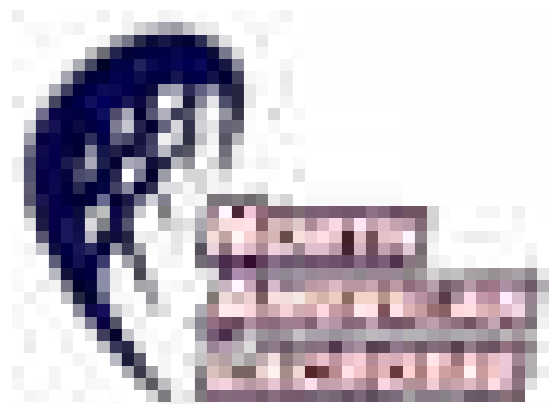
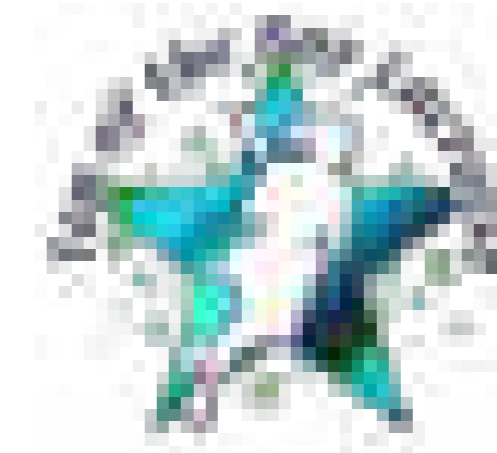
Together We Rise



Sheraton  
HOTELS & RESORTS



www.nxtlacrosse.com





### FIELD MAINTENANCE

- Topdressing of dirt to all fields
- Re-seeding of all cool grass fields
- Rolled all cool grass fields
- Cleared overgrowth behind fields 1-5

### OUTDOOR UPDATES

- New field number signage
- Fencing replacement
- Installed new goals
- Turf cleaning and repair

### INDOOR UPDATES

- Painted indoor field, perimeter, bleachers
- Handicap viewing added to indoor wall
- Multi purpose room renovation
- Café renovation
- Filtered water station installed



# FACILITY OPERATIONS

## REINVESTING

We continue to reinvest into our facility as resources become available. Kirkwood is a 20+ year facility with aging infrastructure. Steps we are taking now will ensure long-term stability and necessary updates.

Our fields are in excellent shape currently due to favorable weather, limited use, and continued maintenance during the lockdown. We will be focusing on updating our irrigation system, indoor facility, as well as adding additional parking where available. Lights are also a top priority to increase our night coverage for programs.



# RECREATIONAL SPOTLIGHT

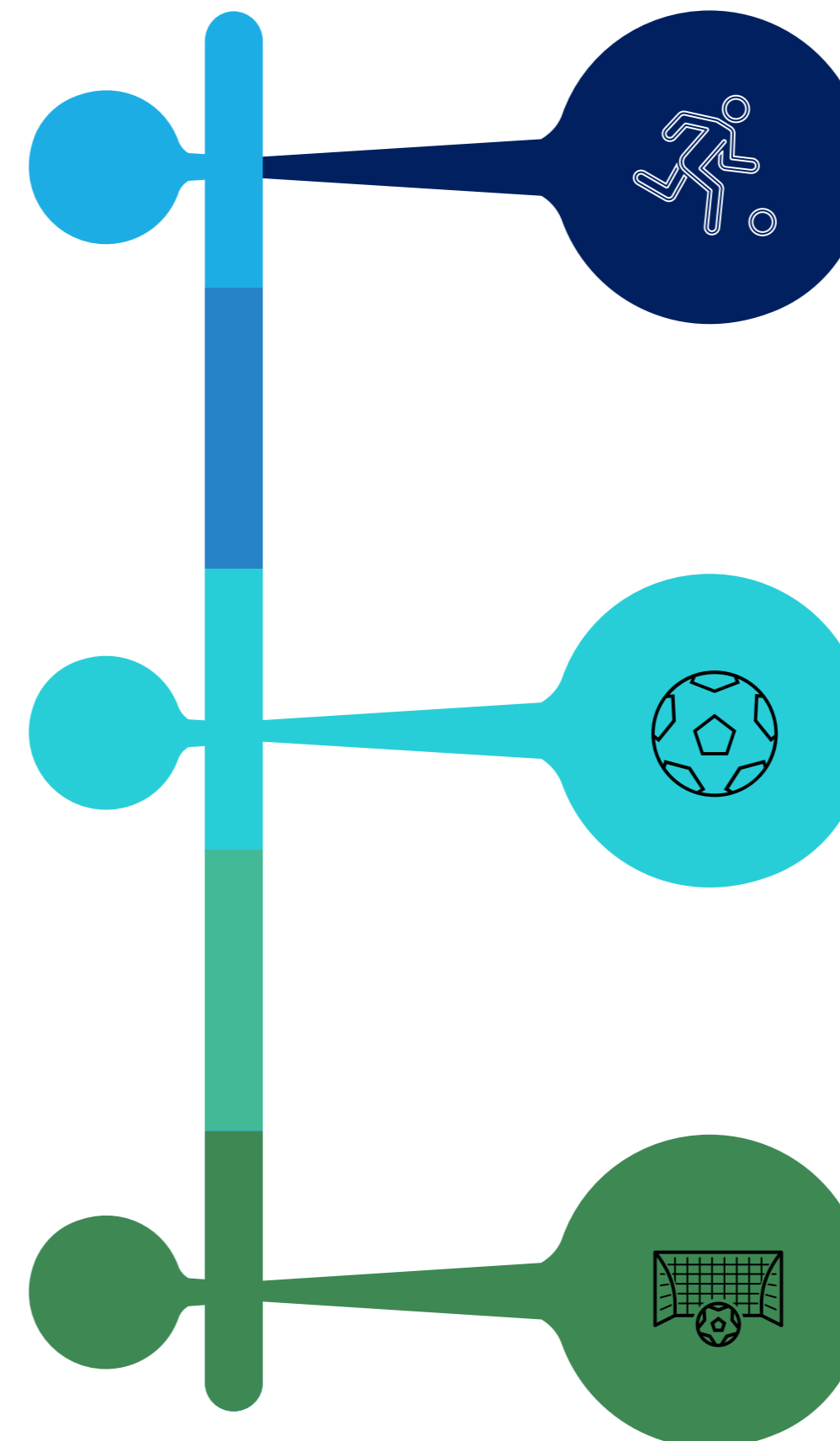
POSITIVE COMMUNITY IMPACT

This past year and continued going forward, we gave the recreational program additional focus to ensure all members, kids, and partners alike have a positive and fulfilling experience at our facility.

We added staff focused on member interaction as well as coaching education for all our volunteers.

Fun additions like the 3v3 tournament will continue to be expanded for the upcoming season.

Winter II and Spring Recreational programs affected by COVID can be transferred to now open, upcoming programs.



- **Dedicated member and coaching support staff**
- **Coaching clinics and demo drills**

- **Goalkeeper training pilot**
- **Skills clinic for each age group**

- **Free 3v3 tournament**
- **Opening day celebrations**

# PROGRAM FACTS

BY THE NUMBERS



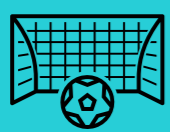
## RECREATIONAL PROGRAMS

For those interested in a soccer environment that is both fun and challenging.



## TRAVEL PROGRAMS

Competitive travel program, professional coaching, elevated play.



## HIGH SCHOOL LEAGUES

High school support for our local communities.

3,551

TOTAL PROGRAM REGISTRATIONS

1,145

RECREATIONAL PLAYERS (SPRING + FALL)

340

LIGA UNIDA REGISTRATIONS

186

TRAVEL PLAYERS

972

HIGH SCHOOL LEAGUE PARTICIPANTS

652

INDOOR REC PLAYERS

205

FOUNDATIONS (ITTY BITTY/KIRKAROOS)

51

PRE-TRAVEL PROGRAM PLAYERS





# OUR PATH FORWARD

EMERGE – PARTNER – SUPPORT THE COMMUNITY

Our path forward, at Kirkwood Soccer Club, is paved with opportunity and a chance to make significant changes to better serve our members, kids, and community.

We will continue to monitor the COVID impacts to our operations and open the facility along with all our programs with safety and compliance in mind. Programs are being considered for re-schedule, future credits, as well as refunds where it makes sense.

Partnerships will be expanded. We welcome working with returning and new partners on the travel soccer side, lacrosse, field hockey, and recreational programs. Kirkwood believes that together we are stronger and will succeed when collaborating.

Increase opportunities for girls. Kirkwood is committing to drive out initiatives to broaden focus, participation, and membership for girls of all ages at our facility.

**We want to thank ALL of you!** Kids, members, partners, and volunteers. Without your support, there is no Kirkwood Soccer Club. The future is bright, we will emerge stronger, and do our best to support our community!