

# Weston Little League

ANNUAL MEETING 2020

PRESENTED BY RONEIL ICATAR, PRESIDENT

**WESTON**



**LITTLE LEAGUE**

# Board of Directors

- Roneil Icatar - President
- Mark Carioto – VP Baseball
- Dennis Jung – VP Softball
- Deusdedi Merced – Secretary/Player Agent
- Pat Murphy – Treasurer
- Dave Wallace – Coaches Dev.
- Jeremy Masters – Safety
- Tim Lawler - Equipment
- Jake Makmale - Fields
- Erin Flink – Webmaster
- Kevin Bailey – Scheduler
- Ray Banks - Softball
- James Scribner – Softball
- Howard Schragin – League Dev.
- Paul Wolt - Scheduler



# Agenda

- President's Report
  - 2020 Highlights
  - Financial Report
  - 2021 Plans
- General Election
- Board Meeting
  - Officer Election
  - Role Assignments
  - New Business



# 2020 Highlights – Spring

- Spring Season Cancelled
  - Offered refunds for all registrations
  - Spring season planning and expenses had already started
    - Field upgrades and preparation
    - Equipment and uniform purchases
  - No sponsors
  - No special events (Opening Day, Memorial Day Tournament, Golf Outing)
  - Requested donations from the community



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# 2020 Highlights – Summer

- Summer Season
  - Offered at no cost (optional donations accepted)
  - 70% participation compared to Spring 2019
    - Needed to combine some divisions
  - Minimal expenses
    - Cancelled Field Maintenance Contract
    - Youth umpires (no patched umpires)
    - No Pro D coaching
    - No uniforms/trophies
  - Free clinics by High School players
  - Travel program offered at additional expense
  - 10s and 11s participated in the LL District Tournament
  - Softball participated in the LL Softball District Tournament for the first time ever!



# 2020 Highlights – Fall

- Fall Season
  - Offered at regular costs
  - Same participation compared to Fall 2019
    - Needed to combine some divisions



# 2020 Lesson Learned

- More Efficient Operating Expenses
  - Don't need expensive fields contract
  - Youth umpires are good!
  - Update our refund policy
- Player Development
  - T-ball clinic style preferred to "teams"
  - We need to catch up on 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> graders development (reconsider teams vs. clinics for the younger kids)
- Need to focus on alternative revenue (non-registration)



# 2020 Financials - Income

	Oct 2019 - Sep 2020	Oct 2018 - Sep 2019 (PY)	% Change
Income			
Donations			9721%
Registration			-50%
Total Baseball Registration			-72%
Total Clinics			-33%
Total Softball Registration			-77%
Total Registration			-65%
Sponsorship			-74%
Total Income			-44%

- Income decreased 44% due to COVID-1
- Sponsorships declined another 74%; 89% decrease from fiscal year 2017-2018.





# 2020 Financials - Expenses

Expenses	Oct 2019 - Sep 2020	Oct 2018 - Sep 2019 (PY)	% Change
Charter & Insurance			-6%
Total Clinic expense			-7%
Total Development			-55%
Total District 1 Fees			-35%
Total Field Improvements			-16%
Total Game Equipment & Supplies			-53%
Total Maintenance			-70%
Total Umpire Expense			-61%
Total Tournament Exp			-95%
Total Admin			-29%
Total Expenses			-41%
Net Operating Income			83%

- Expenses decreased 41%
- Net Operating Income decreased from -\$5K to -\$9K
- Field upgrades done
- Looking to increase Pro D in 2021



# 2020 Financials – Balance Sheet

	As of Sep 30, 2020	As of Sep 30, 2019 (PY)	Diff
ASSETS			
Current Assets			
Baseball Operating			-98%
Endowment Fund			603%
Softball Operating - NEW			-91%
Total Current Assets			-25%
TOTAL ASSETS			-25%
LIABILITIES AND EQUITY			
Total Liabilities			
Equity			
Opening Balance Equity			0%
Retained Earnings			-4%
Net Income			-753%
Total Equity			-25%
TOTAL LIABILITIES AND EQUITY			-25%

- All payments are being paid out of First County Bank
- Aside from cash on hand, WLL has no real property on its books
- 25% less cash on hand than 2019



# 2021 Plans

- DEVELOPMENT
  - Player
    - Bridge the gap from LL to High School
    - Focused clinics (pitching/catching) at earlier age
    - Create club-like program for travel program
  - Coaches
    - More Pro D at younger levels
    - Coaches certification program
  - League
    - Revamp sponsorship program
    - New fundraising opportunities
- FIELDS
  - Evaluate more 50/70 fields (B2 or Morehouse)
  - Live streaming games



# General Elections

- Retiring Board Members
  - Dave Wallace
  - Tim Lawler
  - Jeremy Masters
  - Ray Banks
  - Howard Schragin
  - Paul Wolt
- Re-election
  - Mark Carioto
  - Deusdedi Merced
- New Candidates
  - Seelan Pather
  - Chris Cotronei
  - Kate Worrell
  - Darrel Grigerick
  - Brandon Gutman
  - Geoffrey Topalian



# Officer Election

- President
- VP Baseball
- VP Softball
- Secretary
- Treasurer

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Questions



Thank You!

