

# WWLL BOARD MEETING FINANCIAL REVIEW

NOVEMBER 18, 2019



# ACCOUNT BALANCES - END OF FY2019

- WWLL:

■ Main Checking Account	\$ 38,213.55
■ Concessions Account	\$ 8,982.80
■ Savings Account	\$ 11,985.39
■ PNC	\$ 637.01
Total Cash on Hand	\$ 59,818.75

- CPLL:

■ Estimate from CPLL	\$ 47,000.00
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## INCOME/EXPENSES 2016-2019

FYE	Income	Expenses	Profit (Loss)
2016	\$213,144.15	\$241,274.27	(28,160.12)
2017	\$192,344.29	\$191,450.99	\$893.30
2018	\$173,134.57	\$176,930.89	(\$3,796.32)
2019	\$181,481.83	\$182,972.38	(\$1,490.55)

Note: FY2016 incurred Batting Cage Construction of \$35,881.63

## “THE BIG FOUR” 2016-2019

<b>FYE</b>	<b>PSEG</b>	<b>Fields</b>	<b>Property &amp; Work Comp Insurance</b>	<b>Uniforms</b>	<b>% of Overall Expenses</b>
2016	\$30,461.71	\$27,955.79	\$10,381.00	\$28,609.19	40.3%
2017	\$26,896.05	\$12,107.79	\$8,987.00	\$29,900.47	40.7%
2018	\$23,327.42	\$31,194.35	\$13,520.00	\$29,517.53	55.1%
2019	\$24,934.74	\$16,300.00	\$15,167.00	\$24,243.12	43.1%

# CONTROLLING MAJOR EXPENSES

## SHORT TERM AND LONG TERM

LIGHTS	Explore Short Term Bill Reduction via Third Party Energy Seller	Explore Installation Of LED Lights
INSURANCE	Shop Insurance Policy for better Premiums.	Review Insurance Premiums and shop Policy every 2-3 years
FIELDS	Continue to control budget with USAF. Explore other vendors.	Explore possibility of Turf Infields. Would it save any money at all?
UNIFORMS	Shop other vendors aggressively in next 45 days.	Consider switching Majors and Minors to multi year reusable uniforms.

# INDOOR SNAPSHOT

- Installed New LED lights
- Upgraded Security
- Initiated Cleaning Program
- \$75 per card

Total Revenue	\$ 6,965.00
Expenses	
Cleaning	\$ 817.50
Repair & Maintenance	6,184.72
Total Expenses	\$ 7,002.22
Profit/Loss	\$ (37.22)

# CONCESSIONS SNAPSHOT

<b>Concession Sales</b>	<b>\$ 11,790.63</b>
<b>Expenses</b>	
<b>Cleaning</b>	<b>\$ 1,350.00</b>
<b>Food</b>	<b>\$ 6,746.04</b>
<b>Labor</b>	<b>\$ 3,009.94</b>
<b>Supplies &amp; Materials</b>	<b>\$ 395.05</b>
<b>Total Expenses</b>	<b>\$11,501.03</b>
<b>Profit/Loss</b>	<b>\$ 289.60</b>

- Only 6.6% drop in revenue without grill.
- Lowered Labor Expense by 19%

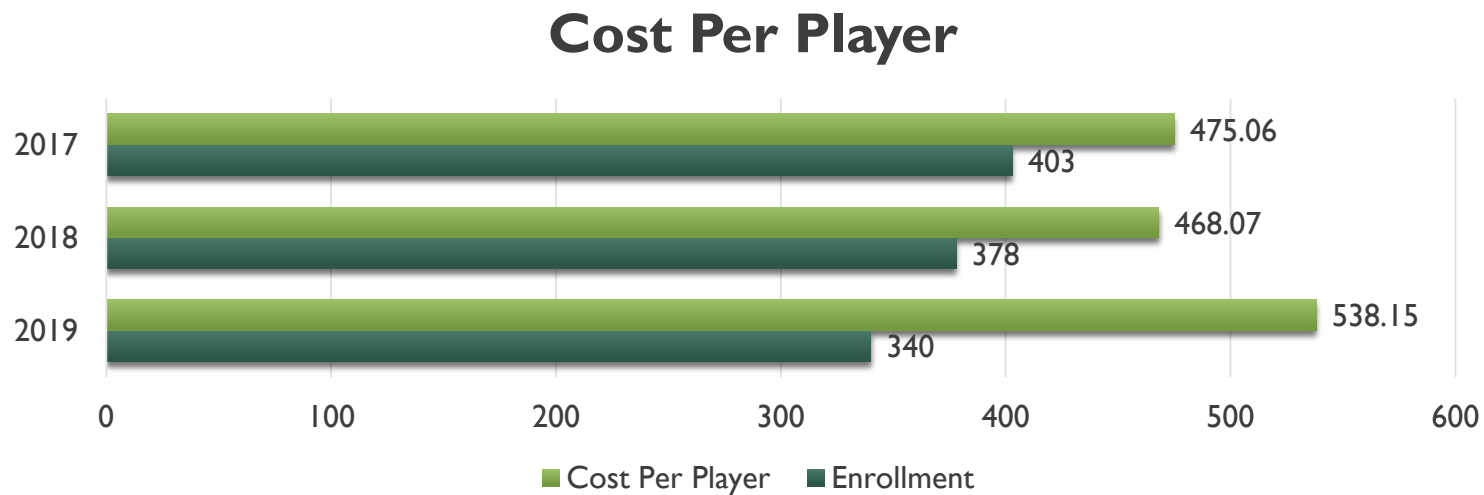
## ENROLLMENT NUMBERS 2017-2019

LEAGUE	2019	2018	2017
WWLL	340 (-9%)	378 (-9.4%)	403
CPLL	124 (-9.4%)	131 (-23.8%)	172



# COST PER PLAYER 2017-2019

	2019	2018	2017
Enrollment	340	378	403
Cost Per Player	\$538.15	\$468.07	\$475.06



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# 2019 Cost Per Player = \$538.15

## How do we fill the Gap?

- Volunteer Bonds – 30% Forfeiture Rate
- Sponsorships
- Indoor Facility Rental
- Concessions – Grill?
- Direct Public Support
- Fundraising – Yankees, WildWings Nights, Poker Night, Ellen's Retirement