

New FASA Hotspur Updated Team Fee Program

New FASA Travel Team Fees – Starting in SPRING 2007

- **Per Team Model (Operational Fee + League/VYSA Fee = Total Fee)**
 - **U9 – U12 (small-sided teams)**
 - **Operational Fee to be set at \$1200**
 - Includes full payment for Fredericksburg Cup Tournament
 - See “Features & Benefits” list to see how team fees are used
 - **U13 & Up (11v11)**
 - **Operational Fee to be set at \$1425**
 - Includes full payment for Fredericksburg Cup Tournament
 - See “Features & Benefits” list to see how team fees are used
 - **League & VYSA Fees to be determined by each league (based on team / age / league)**
 - Note: VYSA fees are only due once per calendar year. They will be included in your league fee amount and will be a direct pass-through (whatever VYSA charges is the final amount)
 - League Fees due each season
- **Fee Collection Schedule** (broken up into 2 payments)
 - Payment #1 would be the exact League / VYSA Fee and due in December (spring) & June (fall) (subject to change – based on when FASA has to pay the leagues).
 - Payment #2 would be the Operation Fee – and due February (spring) & August (fall).
 - *Coaches payment is a pass through and would need to be paid to FASA in October & April (reason – so that we can fill out a 1099 for tax purposes)*

For example – if aU15 team had a \$650 League/VYSA fee – their payments would be as follows:

- A single check attached to the form of \$650 due in December (for the Spring season)
- A single check attached to the form of \$1425 due in February (for the Spring season)
- If there are 18 players on the team – the “per player” league and FASA operational fee would be \$115 (*many clubs our size – with our type of benefits pay up to \$1000 per player – some even more*)
- If the coach is paid – a single check attached to the coaches form the next month

Miscellaneous:

As a reminder – the FASA fee was \$245 per player (no matter how many were on the team) about 4 years ago – and that did not include 95% of the benefits you see in the attachment – OR the FASA tournament (FASA teams paid full tournament fees). This is significant – our benefits & growth have exploded and our fees have not increased (actually decreased)

Q. How will we handle adding player(s) to the roster?

A. The fee will be “pro-rated” (same as always)

Key Issue for the updated model:

- ◆ **GROWTH!** We have exploded over the past few years – added numerous benefits (see attachment) we need to review and adjust our fees accordingly.
- ◆ **Multiple Leagues:** FASA’s expansion from a single league (RMYSL) into all major leagues in the state (WAGS / NCSL / ODSL / VSLi). Each league fee is different – and even age groups within each league is different – so team league fees will continue to be charged accordingly under this format. You will be charged based on WHERE and what age group you play.

Tournament Fees Covered by FASA. Last year FASA voted to not charge FASA teams for the annual event. That is a huge benefit for the teams.

Additional Issue: Coaches Pay

I also took this opportunity to review our current recommended coaches pay scale. I gathered information from clubs all over the state and have come up with the following recommendations based on their license level.

The “typical” pay for travel clubs in Virginia (e.g. PWSI / Strikers / Kickers / CASL / FC Richmond / etc) ranges from \$1000 - \$3000 per season. There are exceptions (some coaches make more than \$3000) – but this is the most popular range for quality licensed coaches.

Based on the “license level” research – I recommend the following per season pay scale for coaches.

No License - \$250 - \$500

F- \$500 - \$600

E- \$600 - \$700

D (State) - \$750 - \$850

D (National) - \$750 - \$900

C- \$1,200 - \$1,600

B- \$1,600 - \$2,000

A- \$2,000 - \$2,800

This is the base salary. Travel & gas expense should be reimbursed separately – and is addressed in the coaches contract (meals on a daily per diem – hotels 100% (possible exception if they have a child on the team), gas (based on receipts – not on a per-mile basis)

Coaches are free to negotiate a higher or lower fee (can take no pay – but that is not recommend)