



TIDEWATER VOLLEYBALL
ASSOCIATION

MEMBERSHIP MEETING

MARCH 7, 2010

AGENDA

- **INTRODUCTION**
- **TVA HISTORY & PROGRAMS**
- **FINANCIALS**
- **BUSINESS PLAN & FUTURE OUTLOOK**
- **Q&A**



INTRODUCTIONS

- STEVE BLEVINS – *Interim TVA President*
- GARY MOORE – *Interim VP*
- JIM NAQUIN – *Interim Treasurer*
- RUSSELL THOMPSON – *Interim Secretary*
- SEAN WREGGELSWORTH – *Interim Executive Director*



INTRODUCTION

- New Board Members:
 - *Bob Arnette*
 - *John Reid*
 - *Kevin Jones*
 - *Jody Jones*
 - *David Albis*
 - *Lee Severino*



TVA HISTORY

- Established in the 1960's
- Incorporated in 1987
- Non Profit 501(c)
- At Dean Drive Since 1992 – 2nd
Lease Term
- *Founded to “Promote Volleyball in
the Tidewater Area”*



TVA PROGRAMS

- **INDOOR ADULT LEAGUES - *Spring, Summer & Winter***
- **BEACH LEAGUES**
- **TOURNAMENTS – *Indoor & Beach***
- **YOUTH CAMPS / CLINICS**



TVA OPERATIONS con't

- **COURT RENTALS - *JO's, Non-Volleyball Activities (No JO Program)***
- **SNACK BAR**
- **PRO SHOP**



FINANCIALS



TYPICAL MONTHLY EXPENSES

RENT	\$13,500.00
UTILITIES	\$3,000.00
INSURANCE	\$1,500.00
SNACK BAR GOODS	\$3,000.00
LOAN PAYMENTS	\$1,000.00
<u>PAYROLL & REFS</u>	<u>\$9,500.00</u>
TOTAL	\$31,500.00



fy2009 GROSS INCOME

- Indoor Leagues (31.3%)
- Junior Olympics (26.7%)
- Membership Dues (10.9%)
- Tournaments (9.4%)
- Beach Leagues (7.3%)
- Snack Bar (6.2%)
- Court Rentals (3.0%)
- Youth Clinics (2.9%)
- Pro Shop (1.6%)
- Fundraising (0.4%)



CURRENT DEBT

PAST DUE TAXES	\$22,500.00
UNPAID LOANS	\$19,000.00
<u>A/P</u>	<u>\$4,700.00</u>
TOTAL	\$46,200.00



CASH FLOW PROJECTIONS

	Feb 2010	March 2010	April 2010	May 2010	June 2010	July 2010	August 2010	Sept 2010	Oct 2010	Nov 2010	Dec 2010
TVA Member Fundraising	\$ 7,500.00	\$ 6,875.00	\$ 6,875.00	\$ 6,875.00	\$ 6,875.00						
TVA Spring League		\$ 35,000.00									
TVA Summer League					\$ 30,000.00						
TVA Summer Tourneys					\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00			
TVA Fall League								\$ 40,000.00			
TVA Winter League											\$ 35,000.00
TVA Member Registration								\$ 45,000.00			\$ 2,000.00
TVA Youth Camp			\$ 6,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00			
TVA 50-50 Raffle			\$ 10,000.00		\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00			
TVA Tee Shirt Fundraiser			\$ 3,000.00								
TVA Golf Tournament				\$ 5,000.00					\$ 5,000.00		
Court Rental		\$ 2,000.00	\$ 2,000.00	\$ 2,000.00						\$ 1,000.00	\$ 1,000.00
Snack Bar		\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00
Pro Shop		\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Coastal Fundraising	\$ 5,000.00	\$ 3,500.00									
Coastal Rent		\$ 4,900.00	\$ 4,900.00	\$ 4,900.00	\$ 4,900.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 4,900.00	\$ 4,900.00
Coastal Tournaments		\$ 1,500.00	\$ 1,500.00	\$ 1,500.00							
Coastal Juniors camps					\$ 1,500.00	\$ 1,500.00	\$ 1,500.00				
Total Revenue From all Sources	\$ 12,500.00	\$ 57,775.00	\$ 38,275.00	\$ 25,275.00	\$ 56,275.00	\$ 17,000.00	\$ 17,000.00	\$ 100,500.00	\$ 11,500.00	\$ 9,900.00	\$ 46,900.00
Lease Balance Owed	\$ (20,000.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)	\$ (13,450.00)
Payroll Expenses		\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)
Referees		\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (2,500.00)					\$ (5,000.00)	\$ (5,000.00)
Utilities		\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)
Permits		\$ (2,500.00)									
Loan Payments		\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (3,000.00)	\$ (500.00)	\$ (500.00)	\$ (3,000.00)	\$ (500.00)	\$ (500.00)	\$ (3,000.00)
Insurance		\$ (3,000.00)	\$ (1,500.00)	\$ (1,500.00)	\$ (1,500.00)	\$ (1,500.00)	\$ (1,500.00)	\$ (1,500.00)			
Miscellaneous		\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)
Phone		\$ (350.00)	\$ (350.00)	\$ (350.00)	\$ (350.00)	\$ (350.00)	\$ (350.00)	\$ (350.00)	\$ (350.00)	\$ (350.00)	\$ (350.00)
Past Due Taxes		\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (500.00)
Snack Bar Goods		\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)	\$ (3,000.00)
Total Expenses all Uses	\$ (20,000.00)	\$ (36,800.00)	\$ (32,800.00)	\$ (32,800.00)	\$ (32,800.00)	\$ (27,800.00)	\$ (27,800.00)	\$ (30,300.00)	\$ (26,300.00)	\$ (31,300.00)	\$ (33,800.00)
CASH FLOW PROJECTION	\$ (7,500.00)	\$ 20,975.00	\$ 5,475.00	\$ (7,525.00)	\$ 23,475.00	\$ (10,800.00)	\$ (10,800.00)	\$ 70,200.00	\$ (14,800.00)	\$ (21,400.00)	\$ 13,100.00
TOTAL	\$ (7,500.00)	\$ 13,475.00	\$ 18,950.00	\$ 11,425.00	\$ 34,900.00	\$ 24,100.00	\$ 13,300.00	\$ 83,500.00	\$ 68,700.00	\$ 47,300.00	\$ 60,400.00

BUSINESS PLAN

- **MAXIMIZE USE OF FACILITY**
 - *Court Rentals – JO's, Private Parties*
 - *Camps / Clinics / Tourneys / Open Gym*
 - *Bingo*
- **STREAMLINE OPERATIONS**
 - *Reduce Overhead*
 - *Payroll, Expenses*



BUSINESS PLAN con't

- RE-VAMP EXISTING OPERATIONS TO MAXIMIZE INCOME
 - *Pro Shop*
 - *Re-Image*
 - *Re-Inventory*
 - *On-line Store*
 - *Snack Bar*
 - *SIDEOUT GRILL*



BUSINESS PLAN con't

- **FUNDRAISING**

- *Set and **KEEP** BOD Fundraising Goals*
- *Corporate Sponsorships*
- *Member Initiatives*
 - *Finals Night*
 - *Golf Tournaments*
 - *Silent Auction*
 - *Member Banquet*
 - *50 / 50 Raffle*



FUTURE GOALS

- **PROMOTE VOLLEYBALL**
 - *Indoor / Beach / Adult / Youth*
- **ENHANCE MEMBER EXPERIENCE**
 - *Improve Leagues / Tournaments / Events*
 - *Take Back the Beach*
 - *Improve Member Communications / Financial Transparency*
- **RAISE \$\$ FOR FACILITY IMPROVEMENTS**
 - *New Floors, Nets, A/C, Bathrooms,*
 - *2nd Floor Deck, Work Out Area*



IMMEDIATE NEEDS

- **MEET FUNRAISING GOAL OF \$40K BY JUNE 30th**
- **SPRING LEAGUE!!!!!!!!!!!!!!!!!!!!**
- **MEMBERSHIP BUY-IN**



Q & A

