



MANITOBA SOCCER ASSOCIATION

ANNUAL REPORT 2018



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At the 2017 Annual General Meeting of the MSA, a suggestion was made by the membership to adjust our ways of reporting to better reflect progress on the MSA's Priorities. The MSA Board and Staff now offer this new format of the annual report to showcase how we have advanced our priorities in 2018.

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PRIORITIES

At the June 2017 Strategic Planning Session, the MSA launched its priorities for the next 18 months, focusing on three core categories:

Governance & Leadership, Communication & Education, and Technical Development & Leadership.



PRIORITIES

NETWORKING

- Social media
- Community connection
- Membership connection
- Advocate

"The key to a successful organization"

✓ **Communication & Education**

EDUCATION

- Creating a soccer culture
- Provincial perspective

"An investment in knowledge pays the best interest"

PUBLIC RELATIONS & MARKETING

- Identity
- Relationships
- Sponsorship

"Grow the game"

MSA PRIORITIES
June 2017 – December 2018

PLAYER PATHWAY

- Grassroots
- Club development
- Player program development
- LTPD Education

"Player centered approach"

✓ **Technical Development**

COACHING PATHWAY

- Standards
- Coaching program development

"Developing soccer minds"

COMPETITION ALIGNMENT

- Holistic Standards
- Player centered approach

"Bringing the structure together"

OFFICIALS PATHWAY

- Implement LTOD
- Recruitment
- Retention
- Education and training
- Standards

"The best seat in the house"

MSA PRIORITIES
June 2017 – December 2018

GOVERNANCE & LEADERSHIP

MEMBERSHIP

- **Governance Reform, Standards, Accountability, Registration, Build Relationships**
 - Westman Regional Soccer Association (WRSa) accepted as a member
 - WRSa provided with governance and organizational support
 - TRI-S Soccer Club provided with organizational development and support
 - Hanover Soccer Club provided with governance and organizational development
 - Accepted Portage Cobras application for membership
 - Provided members with financial assistant to attend succession planning seminars
 - 50+ meetings with regions, leagues, districts, and clubs to provide leadership support and address standards, accessibility, and best practices
 - Continued working with Canada Soccer in the governance development of Club Licensing Program
 - Ongoing support to membership for online team and player registrations
 - Continue to work towards improving our online platforms for the future including electronic rosters, game sheets, identification's and discipline
 - Dealt with discipline, appeals and complaints related to member activities
 - Worked with members of CSA President's Forum, particularly with Ontario SA, on CSA By-Law amendments to protect PTSO rights

INTERNAL REVIEW

- **Governing Documents, Committees, Human Resources, Accessibility, Collaboration**
 - Hall of Fame Committee created
 - Match Official Development Committee created
 - Approved Action Plan for Match Officials Development Committee
 - Amended Nominations Committee Terms of Reference
 - Finance Committee began reviewing the financial reporting process to adopt best practices
 - Finance policy updated according to requirements from Sport Manitoba
 - MSA Rules and Regulations reviewed and amended
 - Out- of -Region procedures clarified
 - MSA Provincial Championship rules revised
 - Referee assigning services policy revised
 - Amended MSA By-Laws for membership consideration
 - Revising the Discipline and Appeals Procedures to comply with Canada Soccer's Discipline Code
 - Responded to Canada Soccer request for comment on proposed "Canada Soccer Connect" player identification and tracking system based on FIFA requirements
 - Ongoing comparison of recent CS Code of Ethics for consistency with earlier MSA Code of Conduct
 - Completed operational review of MSA staff structure
 - Hired new MSA staff member to replace staff resignation
 - MSA Board and Staff completed Respect in the Workplace program
 - Reviewed, updated and created MSA policies including concussion policy, game rescheduling policy, inclement weather, tournament sanctioning and others
 - Working on orientation manual for MSA directors

COMMUNICATION & EDUCATION

NETWORKING

- **Social Media, Community Connection, Membership Connection, Advocate**
 - Consistent social media growth via interaction with pictures, videos, and news sharing
 - Provided membership with regular updates on information received from Canada Soccer
 - Targeted communication to players, parents, and coaches related to MSA programs
 - Constant maintenance and upgrades to website to create a more user-friendly environment
 - Participated in Canada Soccer meetings representing the province of Manitoba
 - Connecting with membership via contests (MSA Jersey Day, Christmas Cheer Board Contest, World Cup Contest, and Blue Bombers Halftime Show Contest)

PUBLIC RELATIONS & MARKETING

- **Identity, Relationships, Sponsorships**
 - Continuously built on relationships with current partners and sponsors (Sport Manitoba, Adidas, Winnipeg Outfitters, Norwood Hotel, Beaver Bus Lines, and Vancouver Whitecaps)
 - Renewed relationship with Whitecaps Football Club
 - Worked on finding additional sponsors/partners with same mission, vision, and values
 - Participated in the Winnipeg Blue Bombers Halftime Show

EDUCATION

- **Creating a Soccer Culture, Provincial Perspective**
 - Annual Awards Banquet format changed and renamed “Soccer’s Night of Excellence”
 - Manitoba Soccer Hall of Fame created, and first class inducted for 2017
 - Grassroots Practice Plans available weekly on manitobasoccer.ca for coaches
 - #MSAWHYILOVETOPPLAY campaign launched
 - Promotional videos created and shared to showcase MSA programs, events, and competitions
 - Monthly meetings with players and parents in MSA programming
 - All Board Members and Staff completed a Respect in the Workplace seminar



5,300+ COMBINED FOLLOWERS



TECHNICAL DEVELOPMENT

PLAYER PATHWAY

- **Grassroots, Club Development, Player Program Development, LTPD Education**
 - MSA Grassroots Festivals in Selkirk, Dauphin, and Steinbach
 - Free Inner-City Youth Festival held for newcomers to Canada
 - Girls Festival held during U SPORTS Women's National Championships
 - Youth Futsal Festival held with player participation from across the province
 - Community Outreach visits to various communities across the province throughout the year
 - Currently working with clubs to develop futsal programming
 - Three Manitoba players selected to attend National Futsal ID Camp
 - Meetings with First Nations communities to explore partnership opportunities
 - Pre-Prospects program runs throughout the year with players from across the province
 - REX/Prospects program ran from September through April
 - REX/Prospects program was streamlined to provide a best with best atmosphere
 - One female player was identified for Super REX
 - REX program continues to integrate with local universities (U of Manitoba and U of Winnipeg)
 - Provided seminars to players on bullying, harassment, nutrition, and sport psychology
 - Canada Soccer and Vancouver Whitecaps Staff made various visits to Manitoba
 - Working with Valour FC of the Canadian Premier League to create accessible player pathways
 - Preparations for the 2019 Western Canada Summer Games has begun
 - Extensive preparation and discussions for the implementation of Canada Soccer Club Licensing (skill centres, academies, inclusive environments, standards)
 - Canada Soccer's Jason De Vos and Dave Nutt visited to discuss the Club Licensing Program
 - Working with neighboring provinces (OSA/Kenora) to provide accessibility and opportunities for players
 - Met with GCWCC and community centres to provide education, awareness and support
 - Coordinated with clubs on player identification
 - Held regular and ongoing meetings with club technical leaders
 - Collaborating with clubs to manage player schedules and needs
 - Constantly reinforcing LTPD principles to membership



16,505 REGISTERED PLAYERS IN MANITOBA IN 2017/2018

5,818 SENIOR, 10,687 YOUTH



TECHNICAL DEVELOPMENT

COMPETITION ALIGNMENT

- **Holistic Standards, Player-Centered Approach**
 - Inaugural Senior Men's Provincial Futsal Championship was held
 - Manitoba representative sent to Canada Soccer Futsal Nationals
 - Preparations ongoing for 2019 Provincial Futsal Championship
 - Plans for Youth & Women's Futsal Festivals ongoing
 - 2018 MSA Cup had twelve senior men's teams & sixteen youth teams compete
 - Created an integrated MSA Cup schedule with member leagues to best fit players needs
 - Competition structure was altered to allow more time to prepare for Nationals
 - In the process of reviewing competition structure so that future competitions become more inclusive
 - In the process of reviewing tournament sanctioning policy

MANITOBA PROVINCIAL CHAMPIONS

U15B: BONIVITAL SC

SENIOR MENS: FC WINNIPEG LIONS

U15G: BONIVITAL SC

MASTERS MENS: ROVERS FC

U17B: BONIVITAL SC

MASTERS WOMENS: CLASSICS SC

U17G: FC NORTHWEST

SENIOR MENS FUTSAL: ROVERS FC



752 PLAYERS TOOK PART IN A PROVINCIAL CHAMPIONSHIP

441 SENIOR, 311 YOUTH



TECHNICAL DEVELOPMENT

COACHING PATHWAY

- **Standards, Coaching Program Development**

- 300+ coaches trained in 2018
- Both community and licensing stream courses ran from April to September
- Provincial B-License course ran in Winnipeg (11 trained and 5 certified)
- C-License courses ran in Winnipeg, Brandon, and Kenora (84 trained and 15 certified)
- Mentorship provided to coaches wishing to meet national standards
- Financial support provided to coaches meeting national standards
- Assisted membership in acquiring National Levels (5 National B and 4 National A)
- Integrated with NCCP and The Locker to streamline databases and coaching records
- All current facilitators trained to meet Canada Soccer standards
- Invitations have gone out for recruitment of facilitators wishing to meet Canada Soccer standards
- Clinic on coaching female soccer players ran during U SPORTS Women's National Championships
- Worked with Canada Soccer and Sport for Life to integrate "Movement Preparation" module into coaching courses
- Integrated "Making Headway" module into coaching courses
- Preparations for Canada Soccer's "Child & Youth License" rollout in 2019 underway
- Working with Canada Soccer to implement online modules for upcoming community courses
- Working to create a more accessible program delivery



300+ COACHES TRAINED IN 2018

210 COMMUNITY STREAM COACHES

95 LICENSING STREAM COACHES



TECHNICAL DEVELOPMENT

OFFICIALS PATHWAY

- **Implement LTOD, Recruitment, Retention, Education & Training, Standards**
 - 35+ Entry Level, Small-Sided and Refresher clinics ran in March, April, and May across the province
 - Referee Prospects Program held three times per month during the indoor season
 - Referee Clinic with FIFA referees Michelle Pye & Carol Anne Chenard held during U SPORTS Women's National Championships
 - MSA Referee Camp was held with instruction by Michelle Pye and Hector Vergara
 - Referee Mentorship program created to offer practical help to officials during matches
 - District Youth Referee mentoring provided to all districts
 - Regular educational sessions with referees continued throughout the winter
 - MSA supported National Assistant Referees with morning training sessions
 - Worked with partner organizations regarding development and referee assignments
 - Currently working with online platform to develop a more efficient reporting structure
 - Two MSA National Assistant Referees received professional appointments
 - One MSA official selected for Canada Soccer Next Generation program
 - Three MSA officials appointed to the upcoming 2018 National Club Championship
 - Two MSA assessors appointed to the upcoming 2018 National Club Championship
 - One MSA official sent to the 2018 Futsal Nationals Competition
 - One MSA official attended a Provincial Upgrade course as part of the Canada Soccer National Pathway
 - MSA instructor participated in 2018 FIFA World Cup seminars, competition, and referee instructor courses



306 REFEREES IN MANITOBA

5,740 MSA REFEREE ASSIGNMENTS

222 MALES, 84 FEMALES

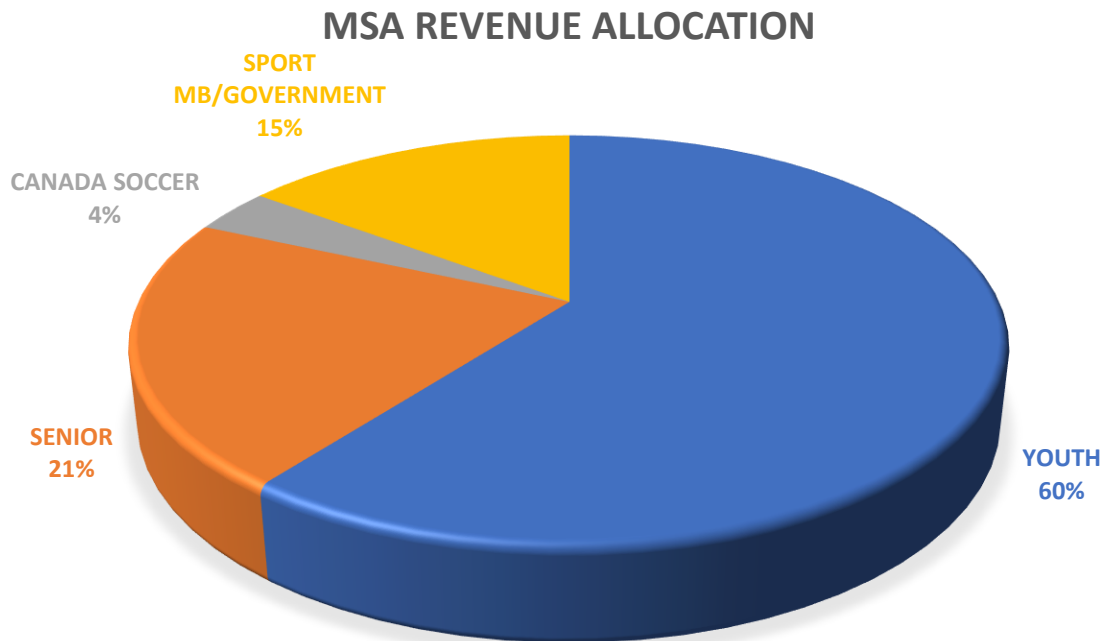
2,206 INDOOR, 3,534 OUTDOOR



FINANCE & ADMINISTRATION

AUDIT & FINANCE

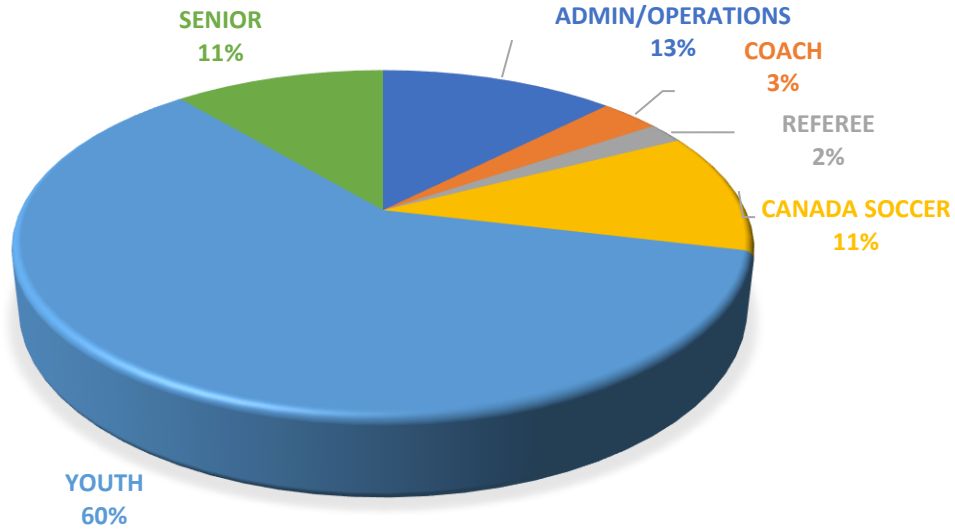
- Provided monthly financial reporting to the Board of Directors to provide them with detailed, timely and accurate information.
- Through the Sport Manitoba Base Grant and Directed Funding Program the Association was able to secure funds for our program areas. We also received funding through the Manitoba Lotteries Bingo Event Allocation, which in turn was allocated to our Regional Excel Centre and Residency Prospects Centre and the clubs traveling to CSA Club National Championships to offset their program costs. Furthermore, the Association was able to secure additional funding from Sport Manitoba to support the programs being implemented.
- The 2017 - 2018 Audit has been completed with the Audited Financial Statements included as part of this report. The Association had a \$562 surplus for this fiscal year.
- The 2018 - 2019 Budget was presented with minor fee increases and essentially a break even profit for the current fiscal year. Our Operating Budget is approximately \$1.5 million and includes Membership Services, Youth and Senior Player Services, Youth Player Development, Special Events and Competitions, Coaching and Referee Development programs.
- Operating Budget Revenue includes Registration Fees, Player Development Program Fees, Sport Manitoba Grants, Referee and Coaches Development Fees.



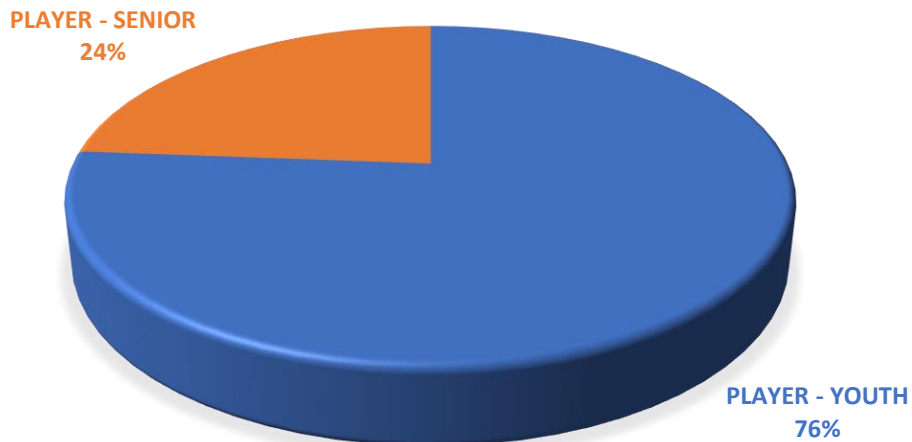
FINANCE & ADMINISTRATION

- Expenditures from the Operating Budget include Membership Services, Youth Player Development, Youth Player Services, Senior Player Services, Coach and Referee Development.

MSA OVERALL EXPENSE ALLOCATION



MSA EXPENSES PLAYER PROGRAM DISTRIBUTION



Manitoba Soccer Association Inc.
Financial Statements
March 31, 2018

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Independent Auditors' Report

To the Directors of
Manitoba Soccer Association Inc.

We have audited the accompanying financial statements of Manitoba Soccer Association Inc., which comprise the statement of financial position as at March 31, 2018, and the statements of financial activities and net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Independent Auditors' Report - continued

Basis for Qualified Opinion

In common with many not for profit organizations, the association derives part of its revenues in the form of fundraising, registration and related revenues which are not susceptible to complete audit examination. Accordingly, our verification of revenue from these sources was limited to accounting for the amounts recorded in the records of the association and we were not able to determine whether any adjustments might be necessary to fundraising, registration and related revenues, excess of revenues over expenditures for the year, and net assets.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of Manitoba Soccer Association Inc. as at March 31, 2018, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.



Winnipeg, Canada
August 22, 2018

Chartered Professional Accountants

Manitoba Soccer Association Inc.
Statements of Financial Activities and Net Assets

Year Ended March 31 2018 2017

Revenues			
Membership Services (Page 9)	\$ 877,451	\$	862,323
Youth Player Services (Page 10)	86,461		125,621
Senior Player Services (Page 11)	38,613		51,162
Youth Player Development (Page 12)	495,047		408,981
Coaches Development (Page 13)	31,148		25,416
Referee Development (Page 14)	37,395		39,775
Special Events Management (Page 15)	<u>340</u>		<u>8,190</u>
	1,566,455		1,521,468
Expenditures			
Membership Services (Page 9)	828,049		827,452
Youth Player Services (Page 10)	82,975		122,519
Senior Player Services (Page 11)	32,979		47,686
Youth Player Development (Page 12)	547,332		411,270
Coaches Development (Page 13)	44,528		48,859
Referee Development (Page 14)	29,690		45,419
Special Events Management (Page 15)	<u>340</u>		<u>12,787</u>
	1,565,893		1,515,992
Excess of revenues over expenditures	<u>\$ 562</u>	<u>\$</u>	<u>5,476</u>

	Unrestricted Net Assets	Internally Restricted Net Assets	2018 Total	2017 Total
Balance, beginning of year	\$ 309,252	\$ 44,314	\$ 353,566	\$ 348,090
Excess of revenues over expenditures (Note 7)	<u>163</u>	<u>399</u>	<u>562</u>	<u>5,476</u>
Net assets, end of year	<u>\$ 309,415</u>	<u>\$ 44,713</u>	<u>\$ 354,128</u>	<u>\$ 353,566</u>

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Statement of Financial Position

March 31

2018

2017

Assets

Current

Cash	\$ 193,765	\$ 189,034
Short term deposits	227,347	224,826
Receivables	76,086	61,509
Inventory	1,000	1,000
Prepays	19,115	19,740

517,313 496,109

Equipment (Note 6) **5,482** 7,113

Internally restricted asset (Note 7) **44,713** 44,314

\$ 567,508 **\$ 547,536**

Liabilities

Current

Payables and accruals	\$ 183,945	\$ 139,697
Government remittances payable	323	569
Unearned revenue	29,112	53,704

213,380 193,970

Net Assets

Unrestricted **309,415** 309,252

Internally restricted (Note 7) **44,713** 44,314

354,128 353,566

\$ 567,508 **\$ 547,536**

Commitment (Note 8)

Approved by the Board

_____ Director

_____ Director

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Statement of Cash Flows

Year Ended March 31

2018**2017**

Cash derived from (applied to):

Operating

Excess of revenues over expenditures	\$ 562	\$ 5,476
Amortization	<u>1,630</u>	<u>2,149</u>
	2,192	7,625

Change in non-cash operating working capital

Receivables	(14,577)	(10,852)
Prepays	625	(4,567)
Payables and accruals	44,248	81,641
Government remittances payable	(246)	(1,714)
Unearned revenue	<u>(24,592)</u>	<u>23,341</u>
	7,650	95,474

Investing

Increase in short term deposits	(2,521)	(2,425)
Purchase of short term investments	(44,713)	(44,314)
Redemption of short term investments	<u>44,315</u>	<u>43,921</u>

Net increase in cash

4,731 **92,656**

Cash

Beginning of year	<u>189,034</u>	<u>96,378</u>
End of year	<u>\$ 193,765</u>	<u>\$ 189,034</u>

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Notes to the Financial Statements
March 31, 2018

1. Nature of the organization

As the Sport Governing Body, the Manitoba Soccer Association (the "association") provides responsible leadership and opportunities to participate in organized soccer through quality programs and services for players, coaches, officials and volunteers. The association is a not-for-profit corporation pursuant to The Corporations Act (Manitoba) and is tax exempt under the Income Tax Act.

2. Summary of significant accounting policies

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations. The significant accounting policies used are detailed as follows:

Investments

The short-term deposits are comprised of redeemable guaranteed investment certificates and are recorded at amortized cost, which approximates fair value. As at March 31, 2018, the effective interest rates range from 0.5% to 2.15% with maturity dates falling in the next fiscal year.

Inventory

Inventory is valued at the lower of cost and net realizable value. Cost is determined on a first-in, first-out basis.

Revenue recognition

Revenues are recorded on the accrual basis. Grants and other revenues received before year end that pertain to programs of the following fiscal year are recorded as unearned revenue.

Amortization

Amortization is provided on the declining balance basis at rates designed to write off the assets over their estimated useful lives as follows:

Equipment/maintenance	20%	declining balance
Computer hardware	30%	declining balance
Leasehold improvements	5 years	straight line

Accounting estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reported period. These estimates are reviewed periodically and are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

Manitoba Soccer Association Inc.
Notes to the Financial Statements
March 31, 2018

2. Summary of significant accounting policies - continued

Allocation of expenditures

The association classifies its expenditures by program and allocates general support costs to a number of programs to which the expenditures relate. The association allocates general support costs by identifying the appropriate basis of allocating each component expenditure and applies that basis each year.

3. Financial instruments

The association recognizes its financial instruments when the association becomes party to the contractual provisions of the financial instrument. Financial instruments are initially recorded at fair value with subsequent reporting at amortized cost.

It is management's opinion that the association is not exposed to significant credit, currency, interest, liquidity, market or other price risk.

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The association is exposed to less than significant credit risk.

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate due to changes in foreign currency rates. The association is not exposed to currency risk as all transactions occur in Canadian currency.

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate due to changes in market interest rates. The association is not exposed to interest rate risk as there is no external debt.

Liquidity risk is the risk that the association will encounter difficulty in meeting obligations associated with financial liabilities. The association has maintained positive working capital that minimizes its exposure to liquidity risk.

Market risk and other price risk are the risks that the fair value of future cash flows of a financial instrument will fluctuate due to changes in market prices. The association is not exposed to market risk as it is not exposed to currency or interest rate risk.

Management believes these risks are manageable and do not represent a threat to the association's ability to continue as a going concern.

4. Fundraising revenues

Fundraising revenues include travel contributions, clinic registrations and bingo revenue which are allocated to various programs administered by the association.

Manitoba Soccer Association Inc.
Notes to the Financial Statements
March 31, 2018

5. Economic dependence

The ability of the association to continue its operations is substantially dependent on grant revenues.

6. Equipment

	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>2018 Net Book Value</u>	<u>2017 Net Book Value</u>
Equipment/maintenance	\$ 44,205	\$ 40,181	\$ 4,024	\$ 5,030
Computer hardware	49,190	47,732	1,458	2,083
Leasehold improvements	<u>58,704</u>	<u>58,704</u>	<u>-</u>	<u>-</u>
	<u>\$ 152,099</u>	<u>\$ 146,617</u>	<u>\$ 5,482</u>	<u>\$ 7,113</u>

7. Internally restricted asset

The board of the association has restricted \$25,751 (2017 - \$25,521) for the purpose of providing financial assistance to those who cannot afford provincial programs as well as \$18,962 (2017 - \$18,793) to fund the ongoing awarding of the Archie Nunn Scholarship. Net transfers of \$Nil (2017 - \$Nil) were made from unrestricted net assets to internally restricted net assets in fiscal 2018. During the year interest income of \$399 (2017 - \$395) was earned on the restricted assets with no expenses being allocated to the internally restricted funds.

8. Commitment

The association entered into a lease agreement during fiscal 2010 on office space located at 211 Chancellor Matheson Drive. The base lease term expires December 14, 2019 with two 5-year option periods available subsequent to the base lease expiry date. The lease requires the association to make monthly payments of \$1,166.67 over the course of the base lease term.

Manitoba Soccer Association Inc.
Schedule of Membership Services

Year Ended March 31	2018	2017
Revenues		
Sport Manitoba grant	\$ 78,000	\$ 78,000
Bingo	21,900	16,400
Appeals fees and fines	3,263	1,300
Books, manuals and equipment sales	71	156
Fees - affiliations	38,127	35,908
Other	28,190	50,334
Apparel sponsorship	35,011	30,603
Registration fees	671,746	648,527
Project:		
Awards banquet	1,143	1,095
	<u>877,451</u>	<u>862,323</u>
Expenditures		
Accounting and audit	5,855	5,717
Advertising and promotion	1,938	3,208
Amortization	1,630	2,149
Bad debt	-	1,000
CSA players levy	135,549	138,195
Insurance	50,686	56,008
Office	81,388	109,881
Other	1,970	1,415
Apparel sponsorship	35,011	30,603
Legal	21,224	-
Project:		
Staff relations	437,642	425,217
Administrative equipment	36,378	40,812
Board of Directors	12,984	4,205
Annual general meeting	1,337	411
Awards banquet	4,457	8,631
	<u>828,049</u>	<u>827,452</u>
Excess of revenues over expenditures	<u>\$ 49,402</u>	<u>\$ 34,871</u>

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Schedule of Youth Player Services

Year Ended March 31	2018	2017
Revenues		
CSA Club Nationals Airfare	\$ 27,624	\$ 51,319
Sport Manitoba grant	4,700	3,200
Bingo	8,000	13,500
Clinic fees	2,375	6,525
Registration fees	12,000	12,000
Project:		
U-14 provincial championship	-	8,723
U-16 provincial championship	7,491	7,003
U-18 provincial championship	4,761	5,785
Summer soccer schools	<u>19,510</u>	<u>17,566</u>
	<u>86,461</u>	<u>125,621</u>
Expenditures		
Travel grant	8,000	13,500
Archie Nunn Scholarship award	700	1,000
CSA Club Nationals Airfare	27,624	51,319
Instructors' honouraria	2,725	5,000
Project:		
U-14 provincial championship	-	8,542
U-16 provincial championship	5,094	7,169
U-18 provincial championship	4,693	5,909
CSA national club champion delegate	5,627	7,651
Summer soccer schools	<u>28,512</u>	<u>22,429</u>
	<u>82,975</u>	<u>122,519</u>
Excess of revenues over expenditures	<u>\$ 3,486</u>	<u>\$ 3,102</u>

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Schedule of Senior Player Services

Year Ended March 31	2018	2017
Revenues		
CSA Club Nationals Airfare	\$ 8,274	\$ 23,007
Bingo	4,000	4,000
Registration fees	5,000	5,000
Sport Manitoba grant	5,400	5,400
CSA travel subsidy	2,500	-
Project:		
Men's provincial championship	9,839	9,358
Women's provincial championship	<u>3,600</u>	<u>4,397</u>
	<u>38,613</u>	<u>51,162</u>
Expenditures		
Travel grants	8,500	4,000
CSA Club Nationals Airfare	8,274	23,007
CSA Club Nationals Delegate	4,757	3,126
Other senior player services	2,600	2,400
Project:		
Men's provincial championship	7,949	10,768
Women's provincial championship	<u>899</u>	<u>4,385</u>
	<u>32,979</u>	<u>47,686</u>
Excess of revenues over expenditures	<u>\$ 5,634</u>	<u>\$ 3,476</u>

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Schedule of Youth Player Development

Year Ended March 31	2018	2017
Revenues		
Sport Manitoba grant	\$ 52,900	\$ 54,400
Bingo	12,000	12,750
Registration fees	29,332	29,322
Project:		
National Development Centre	114,020	89,776
Pre-university program	156,431	76,982
Regional development	37,900	66,584
Canada Games - Boys	17,564	12,247
Canada Games - Girls	17,650	12,247
Pre-prospects	<u>57,250</u>	<u>54,673</u>
	<u>495,047</u>	<u>408,981</u>
Expenditures		
Sport Manitoba athlete assistance	-	2,000
Project:		
National Development Centre	194,175	183,175
Pre-university program	159,971	69,418
Regional development	42,133	74,183
Canada Games - Boys	45,655	12,618
Canada Games - Girls	45,048	13,029
Pre-prospects	55,693	53,417
Bad debt	<u>4,657</u>	<u>3,430</u>
	<u>547,332</u>	<u>411,270</u>
Deficiency of revenues over expenditures	<u>\$ (52,285)</u>	<u>\$ (2,289)</u>

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Schedule of Coaches Development

Year Ended March 31

2018**2017**

Revenues

Sport Manitoba	\$ -	\$ 1,500
NCCP registration fees	26,155	17,898
Mentor coaching fees	-	1,500
Symposium clinic registration	4,243	2,010
Coaching Manitoba	750	2,508

31,148

25,416

Expenditures

Accommodations - per diems	-	1,003
Apparel	2,384	-
Bad debt	17	201
Database	3,806	2,806
Instructors' honouraria	18,140	11,560
Manuals	275	-
Miscellaneous	2,483	14,031
Professional development	8,619	15,514
Rentals - facilities	4,602	1,690
Special events	343	2,054
Travel	3,859	-

44,528

48,859

Deficiency of revenues over expenditures

\$ (13,380) **\$ (23,443)**

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Schedule of Referee Development

Year Ended March 31	2018	2017
Revenues		
Sport Manitoba grant	\$ 6,500	\$ 5,000
Bingo	4,500	4,500
Assessment fees	650	223
Referee development levy	7,412	9,066
High school / U of M referee game fees	4,615	7,810
Project:		
Referee clinics	13,718	13,176
	37,395	39,775
Expenditures		
Apparel	-	959
Bad debt	-	306
High school / U of M referee game fees	4,454	7,227
Manuals	-	375
Miscellaneous	171	600
Professional development training	2,085	4,748
Recruitment / retention	574	2,897
Referee assessments	5,098	6,000
Travel	1,982	2,529
Project:		
Referee clinics	15,326	19,778
	29,690	45,419
Excess (deficiency) of revenues over expenditures	\$ 7,705	\$ (5,644)

See accompanying notes to the financial statements.

Manitoba Soccer Association Inc.
Schedule of Special Events Management

Year Ended March 31	2018	2017
Revenues		
Event hosting	\$ 340	\$ 8,190
Expenditures		
Event hosting	<u>340</u>	<u>12,787</u>
Deficiency of revenues over expenditures	<u>\$ -</u>	<u>\$ (4,597)</u>

See accompanying notes to the financial statements.

THANK YOU

BOARD OF DIRECTORS

PETER MUIR - PRESIDENT

ERIN POLCYN SAILER – VICE PRESIDENT

BILL MARR - TREASURER

BARB MILLER

LINTON SELLEN

ANGELE YOUNG

JANE FROESE

STEVEN FERREIRA

JORGE CABRAL

STAFF

HECTOR VERGARA – EXECUTIVE DIRECTOR

MATT THOMAS – TECHNICAL DIRECTOR

PAUL THOMPSON – ASSISTANT TECHNICAL DIRECTOR

SCOTT ANSELL – REGIONAL GRASSROOTS MANAGER

SEBASTIAN GOLDSTEIN – FINANCE MANAGER

ROCHELLE DZIADEKWICH – PROGRAMS MANAGER

KEVIN CARON – PROGRAMS MANAGER

TIM KOZAKEWICH – MEMBER SERVICES MANAGER

OUR PARTNERS



THANK YOU

COMMITTEES

NOMINATIONS

JUSTIN WILSON - CHAIR

MARTIN EGAN

DR. PARAMIJIT TAPPIA

KELLY MCLURE

AUDIT AND FINANCE

BILL MARR - CHAIR

ELEANOR FARRANT

TERESA PATHAMMAVONG

ANGEL REMPEL

GOVERNANCE

JANE FROESE - CHAIR

ERIN POLCYN SAILER

LINTON SELLEN

OAI TRUONG

APPEAL

RENEE LEMIEUX HOWARD -CHAIR

RAMONA ROHRINGER

DANNY SPENCER

SCOTT BIRSE

DISCIPLINE

RAMONA ROHRINGER -CHAIR

JUSTIN ZARNOWSKI

RENEE NICHOLS

JAMES O'BRIEN

CURTIS KNUDSON

STACY SWANSON

MICHELE CATALANO

JUSTIN WILSON

RICHARD LOCHEAD

ANDREW STAMBROOK

REGIONAL REPRESENTATIVE

LINTON SELLEN

HALL OF FAME

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ANDREW STAMBROOK

DAVE ZACHARIAS

BOBBY MCMAHON

MATCH OFFICIALS DEVELOPMENT

BARB MILLER - CHAIR

LISA SANSREGRET

KEVIN CARON

CODY BALDAUF

MARIO PERRINO

LARRY ELOY

CARLO BRUNEAU

LIFE MEMBERS & HALL OF FAME

LIFE MEMBERS

CHRISTINE O'CONNOR

FRANK CAPASSO

MARIO PERRINO

RALPH CANTAFIO

DAVE ZACHARIAS

VICTOR BATZEL

FRANK MAJOR

FRED STAMBROOK

VALERIE RUDGE

PAUL RUDGE

TED HOTCHKISS

WALTER MCKEE

LYNDA MCLEISH

PAT ROE

HALL OF FAME

CHRISTINE O'CONNOR

FRANK CAPASSO

MARIO PERRINO

RALPH CANTAFIO

DAVE ZACHARIAS

VICTOR BATZEL

FRANK MAJOR

FRED STAMBROOK

HARRY HARWOOD

LORRIE THOMPSON

AWARD RECIPIENTS

FEMALE PLAYER OF THE YEAR: HAILEY LAVARIAS

MALE PLAYER OF THE YEAR: DAMIAN TRUONG

TEAM OF THE YEAR: BONIVITAL U17 BOYS

OUTSTANDING OFFICIAL AWARD: GRAHAM FORSYTH

BUILDER AWARD: BOB WINKLER