HYS
Annual Meeting
Aug 30, 2026

Minutes:

Attendees: 118 Quorum met

Online meeting and online vote opened.

Subject – update on club – details of presentation attached.

Election Results:

18 Votes for candidates

Aliona Gorea: 5

Nico Dellelis: 3

Jennifer Gaze Suto: 6

Christina Nina Keating: 3

Oscar Bunoan: 1

Board will review results and determine next action – no clear majority winners.

Public comment was open at different times during the meeting.

Herndon Youth Soccer

Annual Board Meeting – 08/30/2026

Agenda

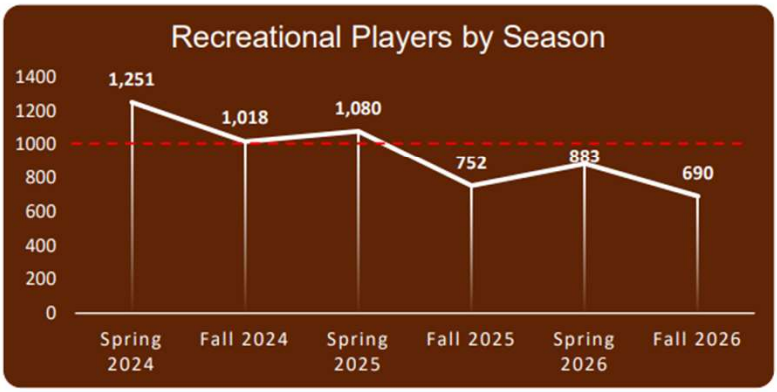
- What the Club Has Done
- Players Registration
- Financial Statement Review
- Forward-Looking Plan

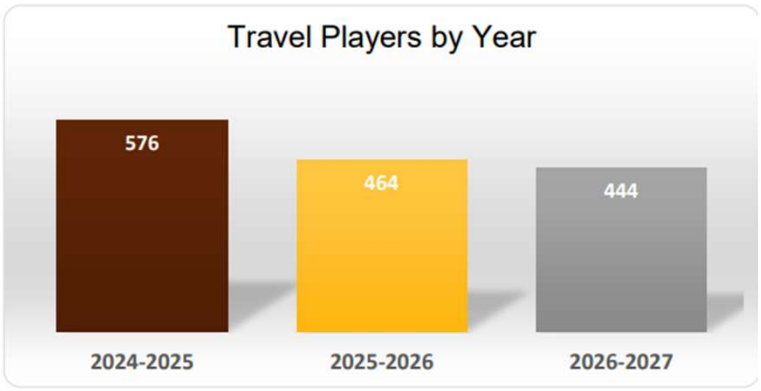
What the Club Has Done

Field Upgrades & Safety	Completed fencing at Bready Park, improving player safety and securing the field for practices and games.
Coaching Staff Expansion	Added new travel coaches to our coaching staff, strengthening player development across our competitive teams.
New Camera Technology	Switched to Veo cameras — a change that was well received by all teams.
Turf Tank Robot	Purchased a Turf Tank robot, cutting hours of manual field lining and reducing costs by eliminating spray paint purchases.
Equipment Manager & Volunteers	Hired an equipment manager and had volunteers help run a successful Community Event.
DNST Tournament Growth	DNST tournament participation keeps trending up — growing from 93 to 177 teams after outsourcing to Elite Tournaments in 2024.
Team Soccer Balls	Provided soccer balls to all travel teams, eliminating the hassle of players forgetting or losing their own.

Players Registration

Registration trends across our Recreational and Travel programs





Financial Statement Review

See Attachment at end

Forward-Looking Plan

New Complex Effort

Kicked off an effort with the county to turf Hutchison Fields 2 & 3 and create a new complex for the club.

Competitive Pathway

Contemplating other competitive leagues that will provide a better development pathway for our players.

Program Restructuring

Restructuring and organizing our programs to grow registration back to 2024 levels and higher.

Community Outreach

Putting more emphasis on community outreach to grow awareness and participation across Herndon and neighboring areas.

Thank You

Herndon Youth Soccer, Inc.
Statement of Activity
July, 2025-June, 2026

	Total
Revenue	
Donation Restricted	24,600.00
Donations	7,332.59
Extra Tournament Registration Income	46,574.00
Fairfax County Youth Subsidy	75,170.60
Fundraisers	3,936.09
Raffles/Silent Auctions	169.00
Registration - Camp/Clinics	
Goalie Training Registration	793.40
Pre Travel / Premier Program	25,835.00
Rec clinics	2,000.00
Striker Clinic	4,469.13
Summer Camp Registration	5,713.79
Summer League Registration	59,259.46
Winter World Cup	709.61
Total for Registration - Camp/Clinics	**$98,780.39**
Registration Futsal Income	5,263.65
Registrations - HYS travel teams	1,135,896.47
Registrations DNST	120,550.65
Registrations Rec Program	192,275.30
Registrations-Allstars	141,350.39
Sponsorships	$0.00
Vendor Residuals	7,679.82
Total for Revenue	**$1,859,578.95**
Gross Profit	**$1,859,578.95**
Expenditures	
Accounting	12,000.00
Advertising	499.27
Background Checks	508.50
Bank Fees	1,239.19
Camera Subscription Expense	41,696.00
Coaches/Trainers	$110,817.42
Credit Card Fees	420.95
Equipment	21,228.71
Field Escrow Accruals	50,000.00
Field Maintenance/setup	9,118.71
Field Portable Toilets	13,347.20
Field Rental/Usage Fees Outdoor	83,807.50

Field Rentals-indoor	5,397.50
Got Soccer	685.10
HYS Events	800.00
Insurance	7,972.71
League Dues - ECNL R	41,693.25
League Dues - EDP	176.50
League Dues - NCSL	50,237.00
League Dues - REC	4,910.00
Legal	35.00
Melio Credit card fee	84.85
Office Supplies	3,315.57
Payroll Expenses	$931,444.95
QuickBooks Payments Fees	1,112.89
Referee fees	$118,063.85
Scholarships	1,000.00
Site Coordinators	15,085.00
Software Expenses	7,864.51
Tournament Coordinator	34,970.00
Tournament Registrations	$211,838.33
Training - Educational expenses	2,495.50
Trophies/Awards/Gifts	14,379.74
Uniforms/Apparel Cost	23,545.85
VYSA /US Soccer player fees	479.00
Website	19,164.00
Total for Expenditures	**$1,841,434.55**
Net Operating Revenue	**$18,144.40**
Other Revenue	
Interest Income	11,334.84
Total for Other Revenue	**$11,334.84**
Net Other Revenue	**$11,334.84**
Net Revenue	**$29,479.24**

Herndon Youth Soccer, Inc.
Statement of Activity
July, 2025-June, 2026

	Total		
	Jul 1 2025 - Jun 30 2026	2025 (PY)	$ Change (PY)
Revenue			
Donation Restricted	24,600.00	27,733.61	-3,133.61
Donations	7,332.59	7,604.18	-271.59
Extra Tournament Registration Income	46,574.00		46,574.00
Fairfax County Youth Subsidy	75,170.60	66,052.78	9,117.82
Fundraisers	3,936.09		3,936.09
Raffles/Silent Auctions	169.00		169.00
Registration - Camp/Clinics	$98,780.39	$48,302.87	$50,477.52
Registration Futsal Income	5,263.65	3,150.00	2,113.65
Registrations - HYS travel teams	1,135,896.47	1,181,430.79	-45,534.32
Registrations DNST	120,550.65	101,591.98	18,958.67
Registrations Rec Program	192,275.30	336,175.02	-143,899.72
Registrations-Allstars	141,350.39	145,462.50	-4,112.11
Sponsorships	$0.00		$0.00
Vendor Residuals	7,679.82	4,399.76	3,280.06
Total for Revenue	**$1,859,578.95**	**$1,921,903.49**	**-$62,324.54**
Gross Profit	**$1,859,578.95**	**$1,921,903.49**	**-$62,324.54**
Expenditures			
Accounting	12,000.00	8,400.00	3,600.00
Advertising	499.27	3,462.12	-2,962.85
Background Checks	508.50	1,467.30	-958.80
Bank Fees	1,239.19	1,219.69	19.50
Camera Subscription Expense	41,696.00		41,696.00
Coaches/Trainers	$110,817.42	$144,651.09	-$33,833.67
Credit Card Fees	420.95	50,635.14	-50,214.19
Equipment	21,228.71	22,567.25	-1,338.54
Fees & Licenses		445.00	-445.00
Field Escrow Accruals	50,000.00	50,000.00	$0.00
Field Maintenance/setup	9,118.71	30,200.00	-21,081.29
Field Portable Toilets	13,347.20	15,518.40	-2,171.20
Field Rental/Usage Fees Outdoor	83,807.50	84,992.00	-1,184.50
Field Rentals-indoor	5,397.50	462.75	4,934.75
Got Soccer	685.10		685.10
HYS Events	800.00	570.00	230.00
Insurance	7,972.71	4,363.00	3,609.71
League Dues - ECNL R	41,693.25	9,526.45	32,166.80
League Dues - EDP	176.50	9,256.00	-9,079.50

League Dues - NCSL	50,237.00	46,675.00	3,562.00
League Dues - REC	4,910.00	50.00	4,860.00
Legal	35.00	7,791.77	-7,756.77
Melio Credit card fee	84.85		84.85
Office Supplies	3,315.57	573.66	2,741.91
Payroll Expenses	$931,444.95	$711,373.10	$220,071.85
Payroll taxes		10,183.48	-10,183.48
QuickBooks Payments Fees	1,112.89	134.12	978.77
Referee fees	$118,063.85	$123,745.14	-$5,681.29
Scholarships	1,000.00	95,070.00	-94,070.00
Scholarships - Travel		58,300.00	-58,300.00
Site Coordinators	15,085.00	17,384.78	-2,299.78
Software Expenses	7,864.51	10,060.90	-2,196.39
Tournament Coordinator	34,970.00	30,631.00	4,339.00
Tournament Registrations	$211,838.33	$151,455.50	$60,382.83
Training - Educational expenses	2,495.50	1,987.50	508.00
Trophies/Awards/Gifts	14,379.74	19,396.30	-5,016.56
Uniforms/Apparel Cost	23,545.85	25,100.08	-1,554.23
VYSA /US Soccer player fees	479.00	21,514.00	-21,035.00
Website	19,164.00	7,974.00	11,190.00
Total for Expenditures	**$1,841,434.55**	**$1,777,136.52**	**$64,298.03**
Net Operating Revenue	**$18,144.40**	**$144,766.97**	**-$126,622.57**
Other Revenue			
Interest Income	11,334.84	13,660.86	-2,326.02
Other Miscellaneous Income		5,229.34	-5,229.34
Total for Other Revenue	**$11,334.84**	**$18,890.20**	**-$7,555.36**
Net Other Revenue	**$11,334.84**	**$18,890.20**	**-$7,555.36**
Net Revenue	**$29,479.24**	**$163,657.17**	**-$134,177.93**

Herndon Youth Soccer, Inc.
Travel
July, 2025-June, 2026

	Travel
Revenue	
Donation Restricted	13,500.00
Fairfax County Youth Subsidy	65,051.58
Registrations - HYS travel teams	1,135,896.47
Total for Revenue	**1,214,448.05**
Gross Profit	**1,214,448.05**
Expenditures	
Accounting	6,600.00
Advertising	349.49
Background Checks	355.95
Bank Fees	867.43
Camera Subscription Expense	41,696.00
Coaches/Trainers	65,279.59
Credit Card Fees	294.67
Equipment	9,641.99
Field Maintenance/setup	7,024.73
Field Rental/Usage Fees Outdoor	50,284.50
Got Soccer	685.10
Insurance	5,182.26
League Dues - ECNL R	41,593.25
League Dues - EDP	176.50
League Dues - NCSL	27,717.00
Office Supplies	2,320.90
Total for Payroll Expenses	**728,049.18**
Referee fees	17,863.68
Scholarships	1,000.00
Software Expenses	6,531.41
Tournament Registrations	144,121.89
Training - Educational expenses	2,495.50
VYSA /US Soccer player fees	479.00
Website	13,414.80
Total for Expenditures	**1,162,167.60**
Net Operating Revenue	**52,280.45**
Other Revenue	
Interest Income	7,934.39
Total for Other Revenue	**7,934.39**
Net Other Revenue	**7,934.39**
Net Revenue	**60,214.84**

Herndon Youth Soccer, Inc.
REC
July, 2025-June, 2026

	REC
Revenue	
Fairfax County Youth Subsidy	10,119.02
Registrations Rec Program	177,367.59
Total for Revenue	**187,486.61**
Gross Profit	**187,486.61**
Expenditures	
Accounting	3,600.00
Advertising	149.78
Background Checks	152.55
Bank Fees	371.76
Coaches/Trainers	7,532.09
Credit Card Fees	126.29
Equipment	7,365.61
Field Maintenance/setup	2,093.98
Field Rental/Usage Fees Outdoor	25,142.25
Field Rentals-indoor	160.00
HYS Events	300.00
Insurance	1,993.18
League Dues - NCSL	22,320.00
League Dues - REC	4,910.00
Office Supplies	994.67
Payroll Expenses	
Total for Payroll Expenses	**118,381.96**
Referee fees	34,158.00
Software Expenses	1,333.10
Tournament Registrations	-
Website	5,749.20
Total for Expenditures	**235,191.92**
Net Operating Revenue	**(47,705.31)**
Other Revenue	
Interest Income	3,400.45
Total for Other Revenue	**3,400.45**
Net Other Revenue	**3,400.45**
Net Revenue	**(44,304.85)**

Herndon Youth Soccer, Inc.

FirstTouch & Summer Leaugue

2025-2026

	Total
Revenue	
Registration - Camp/Clinics	
Summer League Registration	31,821.74
Total for Registration - Camp/Clinics	**$31,821.74**
Registrations Rec Program	15,062.50
Total for Revenue	**$46,884.24**
Gross Profit	**$46,884.24**
Expenditures	
Coaches/Trainers	$11,400.00
Field Rental/Usage Fees Outdoor	6,100.50
Payroll Expenses	$16,837.48
Uniforms/Apparel Cost	4,533.18
Total for Expenditures	**$38,871.16**
Net Operating Revenue	**$8,013.08**
Net Revenue	**$8,013.08**
	17.09%

Herndon Youth Soccer, Inc.

DNST P&L

July, 2025-June, 2026

	Total			
	Fall 2025	Fall 2024	$ Change (PY)	
Revenue				
Registrations DNST	120,550.65	101,591.98	18,958.67	
Vendor Residuals		100.00	-100.00	
Total for Revenue	**$120,550.65**	**$101,691.98**	**$18,858.67**	
Gross Profit	**$120,550.65**	**$101,691.98**	**$18,858.67**	18.54%
Expenditures				
Bank Fees		103.70	-103.70	
Coaches/Trainers				
Athletic Trainers	3,574.24	0	3,574.24	
Total for Coaches/Trainers	**$3,574.24**	**$0.00**	**$3,574.24**	
Field Portable Toilets	4,897.20	8,204.40	-3,307.20	
Field Rental/Usage Fees Outdoor	12,440.00	8,880.00	3,560.00	
Office Supplies	481.70		481.70	
Referee fees	24,894.00	22,887.00	2,007.00	
Tournament Coordinator	23,970.00	24,631.00	-661.00	
Expense	5,088.00	4,440.00	648.00	
Travel Reimbursements	2,417.98		2,417.98	
Total for Tournament Registrations	**$7,505.98**	**$4,440.00**	**$3,065.98**	
Trophies/Awards/Gifts	4,730.60	3,050.58	1,680.02	
Total for Expenditures	**$82,493.72**	**$72,196.68**	**$10,297.04**	
Net Operating Revenue	**$38,056.93**	**$29,495.30**	**$8,561.63**	
Net Revenue	**$38,056.93**	**$29,495.30**	**$8,561.63**	29.03%
	31.57%	**29.00%**		

Herndon Youth Soccer, Inc.

ALLSTAR

July, 2025-June, 2026

	Total		
	2025-2026	2024-2025	$ Change (PY)
Revenue			
Registrations-Allstars	141,350.39	145,462.50	-4,112.11
Vendor Residuals	3,679.82	4,299.76	-619.94
Total for Revenue	**$145,030.21**	**$149,762.26**	**-$4,732.05**
Gross Profit	**$145,030.21**	**$149,762.26**	**-$4,732.05**
Expenditures			
Credit Card Fees		54.95	-54.95
Field Portable Toilets	8,450.00	7,314.00	1,136.00
Field Rental/Usage Fees Outdoor	14,220.00	16,920.00	-2,700.00
Office Supplies	633.29		633.29
Payroll Expenses			
Payroll Wage Rec & Girls	2,200.00		2,200.00
Taxes	125.90		125.90
Total for Payroll Expenses	**$2,325.90**	**$0.00**	**$2,325.90**
QuickBooks Payments Fees		4.95	-4.95
Referee fees	40,531.00	48,687.00	-8,156.00
Tournament & Site Coordinators	26,085.00	23,384.78	2,700.22
Tournament Registrations			
AllStar Tournament Registration Expenses	13,923.09	13,923.09	0.00
Total for Tournament Registrations	**$13,923.09**	**$13,923.09**	**$0.00**
Trophies/Awards/Gifts	9,576.00	16,345.72	-6,769.72
Uniforms/Apparel Cost	6,277.65		6,277.65
Total for Expenditures	**$122,021.93**	**$126,634.49**	**-$4,612.56**
Net Operating Revenue	**$23,008.29**	**$23,127.78**	**-$119.49**
Net Revenue	**$23,008.29**	**$23,127.78**	**-$119.49**
	15.86%	15.44%	

Herndon Youth Soccer, Inc.
REC + PreTravel DIRECT EXP ONLY
July, 2025-June, 2026

	Total
Revenue	
Registration - Camp/Clinics	
Pre Travel / Premier Program	25,835.00
Total for Registration - Camp/Clinics	**$25,835.00**
Registrations Rec Program	177,367.59
Total for Revenue	**$203,202.59**
Gross Profit	**$203,202.59**
Expenditures	
Accounting	3,600.00
Background Checks	331.80
Coaches/Trainers	$15,544.26
Equipment	11,190.01
Field Maintenance/setup	2,093.98
Field Rental/Usage Fees Outdoor	15,876.62
Field Rentals-indoor	5,397.50
HYS Events	300.00
Insurance	1,153.00
League Dues - NCSL	22,320.00
League Dues - REC	4,910.00
Payroll Expenses	$121,778.10
Referee fees	19,198.00
Referee Assignor	14,960.00
Total for Referee fees	**$34,158.00**
Trophies/Awards/Gifts	73.14
Uniforms/Apparel Cost	7,753.84
Total for Expenditures	**$246,480.25**
Net Operating Revenue	**-$43,277.66**
Net Revenue	**-$43,277.66**

Herndon Youth Soccer, Inc.
BUDGET
July, 2026-June, 2027

	Total
Revenue	
Donation Restricted	25,000.00
Donations	15,000.00
Extra Tournament Registration Income	45,000.00
Fairfax County Youth Subsidy	75,170.60
Fundraisers	5,000.00
Raffles/Silent Auctions	500.00
Registration - Camp/Clinics	
Goalie Training Registration	2,000.00
Pre Travel / Premier Program	30,000.00
Rec clinics	2,000.00
Striker Clinic	5,000.00
Summer Camp Registration	10,000.00
Summer League Registration	40,000.00
Winter World Cup	7,500.00
Total for Registration - Camp/Clinics	**$96,500.00**
Registration Futsal Income	7,500.00
Registrations - HYS travel teams	1,154,686.60
Registrations DNST	130,000.00
Registrations Rec Program	230,000.00
Registrations-Allstars	145,000.00
Sponsorships	$0.00
Vendor Residuals	8,000.00
Total for Revenue	**$1,937,357.20**
Gross Profit	**$1,937,357.20**
Expenditures	
Accounting	12,000.00
Advertising	1,000.00
Background Checks	1,500.00
Bank Fees	1,500.00
Camera Subscription Expense	41,696.00
Coaches/Trainers	120,000.00
Credit Card Fees	450.00
Equipment	30,000.00
Field Escrow Accruals	50,000.00
Field Maintenance/setup	15,000.00
Field Portable Toilets	15,000.00
Field Rental/Usage Fees Outdoor	90,000.00

Field Rentals-indoor	7,000.00
Got Soccer	1,000.00
HYS Events	1,500.00
Insurance	12,000.00
League Dues - ECNL R	35,000.00
League Dues - EDP	2,000.00
League Dues - NCSL +N1	55,237.00
League Dues - REC	4,910.00
Legal	4,500.00
Melio Credit card fee	500.00
Office Supplies	6,000.00
Payroll Expenses	$908,514.30
QuickBooks Payments Fees	1,500.00
Referee fees	$120,000.00
Scholarships	1,000.00
Site Coordinators	15,085.00
Software Expenses	9,500.00
Tournament Coordinator	38,970.00
Tournament Registrations	$190,000.00
Training - Educational expenses	2,495.50
Trophies/Awards/Gifts	18,000.00
Uniforms/Apparel Cost	25,000.00
VYSA /US Soccer player fees	1,000.00
Website	18,500.00
Total for Expenditures	**$1,857,357.80**
Net Operating Revenue	**$79,999.40**
Other Revenue	
Interest Income	11,334.84
Total for Other Revenue	**$11,334.84**
Net Other Revenue	**$11,334.84**
Net Revenue	**$91,334.24**