



HAERE TONU KI RUNGA AKE NGĀTAHI ONWARD UPWARD TOGETHER

2023 Northland FC Football Whanau
[sent by email]

NORTHLAND FC YOUTH FEES 2023

Kia ora koutou katoa,

1. I hope this letter finds you well.
2. At the recently held parent meetings, the club provided some initial information on the 2023 youth fee invoice and payment processes. As a follow-up to that, and in response to some questions raised at those meetings, please find below some clarification and additional detail on these important areas – please read carefully as some **new** options (shown in **green**) have been added since the presentation.

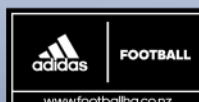
2023 Youth program recap:

3. Northland FC will deliver two youth programs in 2023 – the NZ Football Talent Development Program (NZF TDP) competing in the NRF Premiership (13th Grade Mixed) and Lotto NRFL Youth (14th-17th Grade Mixed & Girls) and our Northland Youth Development Program (NYDP) competing in the NRF Championship (13th-17th Grade Mixed). Significant details on these two programs was provided at the parent meetings, and a copy of the presentation given at those meetings forwarded to all parents. A very quick summary of the programs is noted below:

- (i) NZF TDP: 3 trainings + 1 game per week. 28 week program. Fee = \$1860.00
- (ii) NYDP: 2 trainings + 1 game per week. 28 week program. Fee \$1260.00

2023 Fees plans:

4. As noted above, the fees for the two 2023 youth programs at the club will be \$1860.00 and \$1260.00.
5. An invoice related to program placement/selection and one of the above fees amounts will be sent to every player/parent in early-December 2022. Options for invoice payment are as follows:
 - A. **'Early Bird discount - full payment'**: A single one-off payment made on or before 20 January 2023 of \$1700.00 for the NZF TDP or \$1100 for the NYDP. Under this option the player/parent has the option not to participate in any of the other fundraising actions noted later in this correspondence however, if they do participate they can either keep any funds raised or donate any fundraising balances to the club or another players fees. Once a payment of \$1700/\$1100 is received, the account will be credited the 'early bird discount' and cleared. Please take a moment to read our [Northland FC Helping Hand Fund](#) proposal below.
 - B. **'Early bird discount – monthly repayment'**: Monthly repayment regime that starts on 10 December and continues on the 10th of the month for 6 months (December to June). For NZF TDP \$290 per month (for a total of \$1740 for the season) and for NRF Championship \$190 per month (for a total of \$1140 for the season). If all payments are made, Northland FC will credit off the last \$110 as a discount. If any payments are missed, Northland FC will have the option to waive the discount value and to seek full payment.





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- C. Monthly payment plan [default plan]: A deposit payment of \$620 for the NZF TDP or \$420 for the NYDP on or before 20 January 2023. Monthly payment from February to September (on the 20th of the month) of \$155 per month for the NZF TDP and \$105 per month for the NYDP. The payer will be responsible for setting up/making their monthly payment. Under the clubs 'no pay no play' policy, non-payment for 2 months will result in a player being stood down from training/games.
- D. Alternative payment plan: The club, at its discretion, may agree to other payment plans however as a general rule a deposit will be required on 20 January 2023 to cover core costs and then a monthly arrangement. Again non-compliance with any agreement will result in a player being stood down.

Fundraising support for fees:

6. As presented at the parent meetings, Northland FC believes that '*Our fees are not your problem, they are a shared problem*'. To this end, the following fundraising ideas and support is offered for fees payments offsets:
- (i) Individual shirt sponsorship: For season 2023, players will be responsible for purchasing their own Northland FC playing kit through the clubs online store (will be available in early January 2023). Players will have the option to 'sell' the back area (dimensions and logo/advertising requirements available) above their shirt number to a sponsor. The recommend sponsorship value for this is \$400 (excluding GST). A draft agreement outlining this arrangement is included at enclosure 1. Shirt sponsor funds should be paid to the player (not the club) who can then utilize fees to pay their fees as per the fee payment options detailed earlier. Any costs associated with embroidery or other expense are to be borne by the player/covered by the sponsorship. It is recommended that a local embroidery company be engaged for any required work.
- (ii) Northland FC raffle: A club wide raffle fundraiser will be held early in 2023. Tickets will be \$10 each and available in books of 10. Some great prizes are normally available. All players (including seniors) will be expected to sell tickets in the raffle. Revenue from ticket sales will be split 50/50 between the players fees and club revenues i.e. if a person sells 2 books of tickets (\$200), \$100 will be offset against fees and \$100 received by the club as revenue. In 2023, the club will introduce a lucky seller process where the seller of any winning ticket will also receive a \$50 credit off their account.
- (iii) Club fundraisers, corporate events & team events: The club is aiming to hold 2 fundraising events in 2023. At this stage a golf day early in the year and a mid-season casino night are planned (more detail to follow). Tickets for these activities will be available for sale and again a 50/50 split between player fees and club revenues offered i.e. if a person sells a team entry to the golf tournament for \$200, \$100 of this will be allocated to their fees and a \$100 transacted as club revenue. Any sponsorship or other support for these events will also be split on a 50/50 basis. **Corporate events can be bought to the club with any revenues from such activities again split 50/50 between the player/team and club.** Individuals/teams may also hold their own events, utilizing the clubs venues if available, and can apply any funds raised from those to fees/costs as they decide. The club will not take any portion of funds raised this way (as long as there is no cost/expense to the club).
- (iv) Pitch signage at Trigg Sports Arena (TSA): Signage packages at TSA are available for purchase or sale to 3rd parties. Banner and other signage options are available. Base package is 3 years @ \$1000 + GST per year. The club can assist with the closure of such deals to interested parties. Revenues from this scheme will be split 50/50 between players and the club once costs (signs) are covered.
7. The above list represents current thinking/options and some previous activities such as stocktaking work and offset volunteering hours will also be investigated for 2023. Players/parents can also develop their own fundraising activities/actions, which again can use some of the clubs facilities and resources if they are available.



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Northland FC 'Helping Hand' Fund:

8. Northland FC will operate a 'Helping Hand' Fund for 2023 and beyond. This Fund will operate separately to the clubs financial operations, have a separate bank account and be for the sole purpose of helping those in need to pay their football fees and costs (it will not pay for other club or football operational costs).
9. People/businesses/entities will be able to contribute/donate to the 'Helping Hand' Fund as follows:
 - (i) Make a donation direct to the fund.
 - (ii) Those choosing the 'Early bird discount – full payment' option can make full payment of \$1860 (instead of the discounted total of \$1700) and the discount amount of \$160 will be transferred to the fund.
 - (iii) Those choosing the 'Early bird discount – full payment' option can participate in fundraising activities and donate any funds they raise to the fund.
 - (iv) Any player/parent who raises excess fundraising funds that can not be used to offset fees i.e. all personal fees are paid can donate any excess value to the fund
10. Northland FC will dollar match all contributions to the 'Helping Hand' Fund with additional discounts e.g. if an individual donates their early bird discount (as per ii above) of \$160) Northland FC will also allocate \$160 of fees discounts = \$320 available to the fund to pay off fees. Northland FC are pleased to announce that the 'Helping Hand' Fund has been set-up already and that the club has donated \$500 to the account already. Please help if you can.
11. People will be able to apply to the 'Helping Hand' Fund in writing and applications will be reviewed by Northland FC management and decisions made on allocations. Further detail, account details etc available on request.

Some other things to note:

12. For further clarity and in response to questions raised during the parent presentation or in previous years, please note the following.
 - A. **Invoicing relationship:** The player fees relationship is between Northland FC and the player/parents not any 3rd party. Whilst some fundraising activities involve 3rd parties i.e. shirt sponsors, raffle ticket buyers, that relationship is between the player/parents and that 3rd party. For clarity payments for these items should be made to the player/parents who should then, in good faith, make those payments to the club through their chosen fee payment choice. Northland FC will not invoice 3rd parties for fees.
 - B. **Fundraising ceiling:** Players/parents cannot fundraise beyond the value of their fees and create a situation where Northland FC potentially owe them money e.g. if you are a NZF TDP player/parent with an \$1860 fee to pay and you successfully raise funds of \$2000 you can not seek payment from the club for the excess. Any such excess or additional fundraising income can be donated direct to the club or to the **Northland FC Helping Hand Fund** noted earlier.
 - C. **'No pay no play' policy:** Strict 'no pay no play' policy for 2023. At the time of writing, the club is still chasing considerable amounts of outstanding fees for 2022 and quite simply put we no longer have the resources or time to chase accounts. Given the considerable work done to create payment options for 2023, it is now the clubs very strict policy to not allow ongoing attendance at training or participation in games where fees are outstanding. Please note that any trainings or games missed for this reason will not result in any refund or credit.



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- D. Program withdrawal: Once a player has signed their agreement with the club there are several core costs that the club has to cover. Given this, and the considerable work that the club is required to undertake to organize programs, any withdrawal from a program (either by the player or by the club) after a player has signed their agreement will incur a non-refundable cost to be paid of \$200 for a NZF TDP player and \$100 for an NYDP player. Any other credit fees balance remaining will be refunded on a pro-rata basis depending on the time of withdrawal from the program e.g. if a person withdraws from their program at 14 weeks, the non-refundable value + 50% of fees due will be required. Withdrawal for injury will also be managed on a pro-rata basis.

Next steps...:

13. Actions moving forward are as follows:
- (i) Youth player offers have been sent out and a decision on those offers is required asap. If a player wishes to participate in either the NZF TDP or NRF programs they will need to sign and return their program offer. If a signed player agreement is not received by the set deadline, it will be assumed that the player does not wish to participate in the offered program and their place will be offered to the next candidate. If the next candidate accepts that offer, there will be no future reversal of that decision if the original player changes their mind.
 - (ii) Once the signed player agreement is received by the club, an appropriate invoice, either for the NZF TDP or NYDP program will be raised and forwarded to the player/parent.
 - (iii) On receipt of the invoice, the player/parent should consider which of the offered payment options they wish to choose and then they should ensure they take appropriate actions to comply with that option e.g. if they choose the 'early bird discount – full payment' a payment of \$1700 is required on 20 January (payment after this date will not yield the discount). Please carefully note the timing of each payment option especially the 'early bird discount – monthly payment' which starts on 10 December 2022.
 - (iv) Payments as per the player/parent selected option to be made. Note the clubs strict 'no pay no play' policy for 2023.
 - (v) Northland FC will provide information and detail on the planned fundraising activities and events. Parents/players will participate in activities as required.



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Summary:

14. I imagine the contents of this letter is somewhat overwhelming and potentially confusing however, at its most basic level it is simply meant to act as a clear guide on how fees will be charged and options on how those fees can be paid. This later activity includes both payment timeline options and opportunities for players/parents to offset costs through fundraising and other actions, potentially reducing their fees significantly.

15. I would request your patience and understanding as we roll out these various options and to bear with us if there are potential unforeseen challenges or issues we have not considered. As a club, we are attempting to share the fees burden and provide meaningful and tangible support and options but sometimes the mechanics of such work does not always go smoothly.

16. Should you require any further information or detail please do not hesitate to contact us.

Naku, na

Lee West
Chief Executive Officer
Northland Football Club Inc.

Enclosure:

I. Shirt Sponsorship information