

**Subject: ROFC COVID-19 No Play No Pay Guarantee**

ROFC understands that many of our families are watching their budgets closely during the continuing pandemic, and we are pleased to announce that we are keeping the 2020-21 Season pricing schedule the same as 2019-20! Most clubs raise their fees every year, but as a non-profit community club, we believe we can continue to offer the same top services for the same price this year. As a result, we again expect to be 1/3<sup>rd</sup> the cost of other local, comparable Michigan Director's Academy clubs.

ROFC also understands that our families have a lot of questions about what will happen if things get cancelled during this soccer season, and we are excited to announce that this year, because we can plan for the issues caused by Covid-19, we have created the **No Play No Pay Guarantee**. **If a season is cancelled before it starts, you do not pay for that season.** In the event of a mid-season cancellation, you would stop paying for that season and any costs that can be recouped from vendors, less expenses the club has incurred, will be returned.

The following diagram lays out how your fees are allocated - 20% goes toward fall, 60% winter and 20% spring.



As you can see, because of the costs of indoor training and indoor leagues, winter is far and away the club's most expensive season and accounts for 60% of your fees. It is also the most difficult to plan for since the indoor leagues want their first payment in September. Last year none of the fees we paid were refunded when the seasons were cut short in March. This year ROFC will attempt to negotiate a refund policy with indoor vendors such as Ultimate and Total. We will only participate in tournaments that have Covid-19 refund policies.

**The payment plan for this year will be the same as last year.** You will pay a non-refundable \$250 commitment fee when you accept your spot on a premier team. This fee holds your spot on the team for the entire year and covers the various fixed costs of running a soccer club. Your remaining payments will be divided into 8 monthly installments that coordinate with the three outlined seasons. Credits from the spring 2020 season can be used toward any payment, including the commitment fee.

Your player fees will be due as follows:

- **Fall Season** - Aug 1<sup>st</sup>, Sept 1<sup>st</sup>
- **Winter Season** - Oct 1<sup>st</sup>, Nov 1<sup>st</sup>, Dec 1<sup>st</sup>, Jan 1<sup>st</sup>
- **Spring Season** - Feb 1<sup>st</sup>, Mar 1<sup>st</sup>

**With this model, you only pay for the seasons that you play!** For example, you pay your commitment fee in June and if we can't play the Fall Season because of Covid-19, you **would not pay** your August and September payments at all, your first payment would be October 1<sup>st</sup> for the start of Winter Season. In the event of a mid-season cancellation, you would **stop paying** for that season and any costs that can be recouped from vendors, less expenses the club has incurred, will be returned.

We hope this helps our families with their planning. As a non-profit community organization our pricing model and financial decisions are always made with the goal of breaking even to ensure the club's viability for future generations of soccer stars.

Thanks for your continued support and we hope to see all of you on the soccer field soon!

Royal Oak Football Club