PER PARTICIPANT FEE STRUCTURE:

ITEMS:

1. Why is the field rental fee structure changing?
2. What is it?
3. When will it be implemented?
4. Impact on user groups and participants
5. Other key points for 2021
PER PARTICIPANT FEE STRUCTURE:

WHY IS THE FIELD RENTAL FEE STRUCTURE CHANGING?

1. Transparency
2. Viability
3. Uniformity
PER PARTICIPANT FEE STRUCTURE:

TRANSPARENCY

1. Parents and players will know what their field costs are for each season
2. BSPF will publicize infographics to help participants understand the change
3. Any questions about field rental costs will be easily answered
PER PARTICIPANT FEE STRUCTURE:

VIABILITY

1. The current hourly structure does not cover annual expenses
2. New structure moves bulk of field rental costs from user groups to participants
3. Organic user group growth adds revenue to assist with incremental increases to BSPF expenses
4. Some of the new revenue is budgeted to add new part-time help to better serve user groups and participants
PER PARTICIPANT FEE STRUCTURE:

VIABILITY – hourly rental structure does not cover annual expenses

PROJECTED 2021 EXPENSES = $378,360

- Debt Repayment, $94,687
- Turf Replacement, $100,000
- Payroll, $87,180
- Maintenance, $62,000
- Operations, $34,493

2019 Rental Revenue: $150,620
Projected 2020 Rental Revenue Was: $205,435
Projected 2021 Field Revenue Is: $380,650
PER PARTICIPANT FEE STRUCTURE:

UNIFORMITY

1. BSPF, user groups and participants alike will easily understand field costs
2. Participants will pay a fee based on age range, which accounts for wear and tear on the fields...
### PER PARTICIPANT FEE STRUCTURE:

**WHAT IS THE NEW STRUCTURE?**

<table>
<thead>
<tr>
<th>Participant Age</th>
<th>Fee Per Season</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 – 6</td>
<td>$40</td>
</tr>
<tr>
<td>7 - 10</td>
<td>$65</td>
</tr>
<tr>
<td>11 – 13</td>
<td>$85</td>
</tr>
<tr>
<td>14 and up</td>
<td>$125</td>
</tr>
</tbody>
</table>
PER PARTICIPANT FEE STRUCTURE:

WHEN WILL THE NEW STRUCTURE BE IMPLEMENTED?

For activity beginning January 1, 2021
PER PARTICIPANT FEE STRUCTURE:

IMPACT ON USER GROUPS AND PARTICIPANTS

1. User groups eliminate budget for field rental costs related to training and league play
2. User groups will have a bit of legwork with their backend provider to add the line item and player conduct form
3. Participants will know exactly what their field rental costs are for each season
4. Current hourly rates will not need to be raised to exorbitant amounts to cover expenses
5. Better service and experience on and off the field
6. Low hourly rates keep the fields available and accessible...

EXAMPLES:
Average hourly cost for a 5-year-old that spends 6 hours on our fields in a season is $6.67.

Average hourly cost for a 14-year-old that spends 84 hours on our fields in a season is $1.49.
PER PARTICIPANT FEE STRUCTURE:

OTHER KEY POINTS FOR 2021:

1. Field rental costs for tournaments, camps and clinics will be priced separately
2. Field priority will be determined by a combination of per participant fees and rentals for tournaments, camps, and clinics
3. Refunds for weather related cancellations will no longer be provided
4. Line painting will be a premium service except for tournaments and league play