



2016 Annual Report

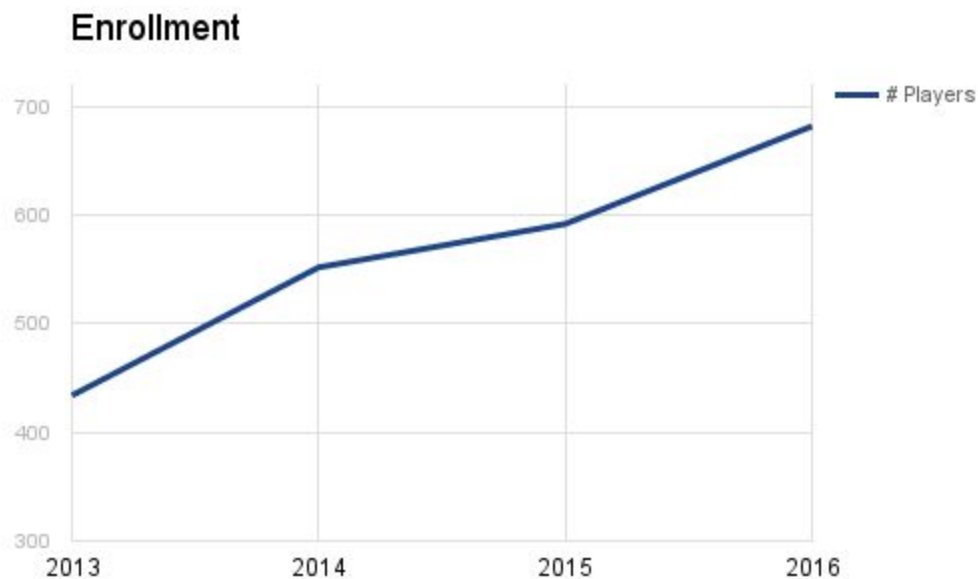


What a fun year it's been! From a great opening ceremonies (that ran on-time!) to a state championship finish, we provided our community's kids lots of life lessons and new friends through the most fun & memorable sports experience of their wonder years.

Here are some of the highlights from the 2015 season.

Achievements

- 682 kids participated in our baseball and softball program, playing an average of 20 games.



- Over 2,000 people attended opening ceremonies. We think it's the fourth largest gathering of Ahwatukeeans besides Easter Parade, Red White & Boom and Tukee Bowl.
- About 250 volunteers (directors, officers, coaches, team admins, concession workers, umpires, etc.) donated time to help operate the league. That makes us the largest volunteer org in Ahwatukee.
- Our kids learned from special guests Albert Pujols of the LA Angels, Luis Medina of the Cleveland Indians and Kansas City Royals, Scott Kingery of U of A and Philadelphia Phillies, Colby Woodmansee of ASU and New York Mets, and Shaun Chase of the University of Oregon.

Performance

- Customer surveys say our coaching, caliber of play, and environment for learning is outstanding.
- Three of our tournament-teams reached district finals. Our 11u baseball all-stars won district & state championships (first time in 10 years!). And our 12u softball team was a finalist in their interleague tournament.



- The following organizations recognized A.L.L. for its accomplishments:
 - Little League International located its western region umpire clinic in Ahwatukee to highlight the effectiveness of our all-volunteer umpiring program.
 - Kyrene School District and Arizona Diamondbacks celebrated our state championship with special recognition ceremonies.
 - Ahwatukee Chamber tagged A.L.L. as a finalist for its Nonprofit of the Year award.
 - Ahwatukee Foothills News and Ahwatukee Foothills Living Magazine ran several articles on A.L.L.'s achievements in 2016.

AHWATUKEE FOOTHILLS NEWS



Other noteworthy activities

- Hosted a homecoming reunion for our 2006 Little League World Series team.
- Introduced baseball camp over winter break camp. 81 kids attended. Raised \$6,000.
- Held our first used gear drive for kids who need equipment.
- Conducted our inaugural coaching clinic where we trained 45 coaches.
- Made \$23,000 of improvements to the field at Ahwatukee Park.
- Commemorated the life of departed alumnus Chase White.
- Helped 50 special needs children play Champions League baseball.



Financial Health

In fiscal 2016, enrollees paid participation fees of \$86,000, net of scholarships granted. In the prior year, that amount was \$79,000. Average participation fee per player is \$125.

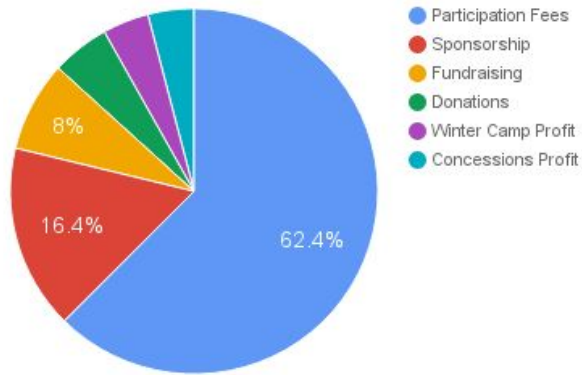
The cost to operate baseball & softball in 2016 was \$108,000. That's an average operating cost of \$160 per player, meaning the costs of field use, uniforms, equipment, etc. is \$35 per player *more* than the participation fee. Hence the need for sponsorship, fundraising, etc. which totaled \$52,000.

One method of generating additional funds is operation of concessions stands. We sell pizza, snow cones and the like to families attending our games. We usually generate about \$2.40 in revenue for every \$1.00 in food/bev cost. But in 2016, that revenue was only \$1.32. We discovered some problems in the collections process and have involved local police to help pinpoint the issue. We'll keep constituents posted as results become available. In the meantime, for 2017, we're looking into instituting a point-of-sale tracking system and more segregation of money-handling duties as well as potentially outsourcing the entire operation to a professional concessionaire company.

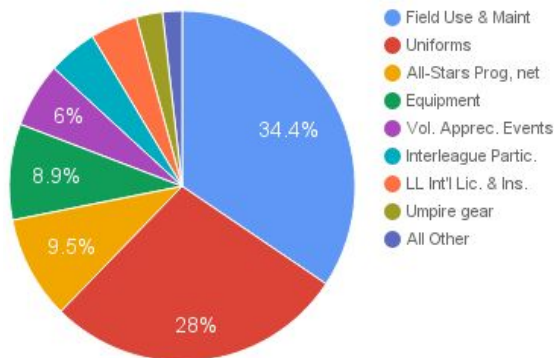
After all aforementioned revenue and expenses, our net income for 2016 was \$7,000, an \$18,000 increase over prior year. By fiscal year-end, we had boosted our cash position to \$10,000 in checking and \$80,000 in savings to fund special projects like field improvements/additions and major equipment purchases.

Graphically, our financial performance looks like this:

Income



Expenses



You can see not only that your Little League devotes over 98% of all spending to non-administrative operations but also that the organization is very fiscally healthy.

We sincerely appreciate our participants, sponsors, donors and volunteers whose efforts make us so successful. Specifically, we'd like to thank a few key constituents whose generosity is outstanding: Team Orthodontics, Suzuki Law Firm, Woolaver ClearSmiles, as well as the corporate matching programs of Intel, SRP and Honeywell. You help make lifetime friends and memories for the kids of Ahwatukee.



“Summer of memories that will last a lifetime!”

-Jennifer Swenson, mom of 11-year-old player

In service of our community,

Your Little League Board of Directors: Geoff Ball, Michael Boucher, Dave Bittner, John Fedyski, Rob Lowe, Heather Powers, and Brady Smith

Certain photos courtesy of Steve Brown and Kim Stoddard.