



A Merger of Great Falls Soccer Club and Reston Soccer Association

Proposed Merger Fact Sheet

A merger of Great Falls Soccer Club (GFSC) and Reston Soccer Association (RSA) has been proposed by their respective Boards. According to each club's bylaws, there needs to be a vote by the general membership of each club to approve a merger. Parties from both clubs have created this document to answer some of the questions members may have about the upcoming vote and what the benefits are to a merger.

Benefits

- The ever-changing landscape of youth soccer in the United States has seen smaller clubs like RSA and GFSC get swallowed up by much larger soccer clubs. A combined club would allow us to compete with bigger clubs both on the soccer field as well as financially.

For example, McLean Youth Soccer and Herndon Youth Soccer clubs have roughly 3,250 and 1,800 active players, respectively.

- GFSC has about 1,130 players and RSA currently has 1,500 players. Theoretically, we would see a very competitive and robust club of some 2,630 players.

- A combined House/Recreational program would number about 1,720 players. A merged and combined Travel program would have about 730 players. There are currently 150 adult players and 80 Washington Spirit Academy players also playing in RSA.

A combined club would allow each club to showcase its strengths

- RSA has a strong House/Recreational Program with a consistent number of returning players. GFSC has an organized Travel Program with emphasis on competitive performance and quality coaching. The combined entity would leverage the strong qualities of each club and create a more complete and competitive club going forward.
- In 2018, approximately 40 experienced travel-level coaches would provide coaching to players of a combined club.

Economies of scale

- Cost savings would be realized across all club-based operations, including field maintenance, player registration and administration, website management, coaching, and banking costs.
- Additional cost savings would accrue from greater leverage of supplier connections for player uniforms and game/field equipment procurement.
- Cost savings would allow more working capital to be invested back into the House/Recreational and Travel Programs.

Fee Structures

- Some changes to the Recreation and Travel fee structure for both RSA and GFSC will be implemented.
 - House/Recreational fees for GFSC players are expected to be appreciably lower.
 - For RSA players, House/Recreational fees are likely to increase marginally.
 - There should be little or no change in fees for GFSC Travel players.
 - Travel fees for RSA players would likely rise as tournament and uniform costs would be separate from player registration and training fees.

Geographically Desirable Merger

- The geographic location of both clubs makes a merger easy as we already play on most of the same fields. The north/south travel makes getting to practices easier than a merger with clubs to our east and west during heavy traffic times (although some of you might disagree!).
- Access would be secured to all fields currently permitted for GFSC and RSA use through Fairfax County and the Reston Association (a total of some 35 fields).

Next Steps in the merger process

- A special meeting of the GFSC membership will be held on Tuesday, February 6th to provide a forum for questions from our membership and to hold a membership-wide vote to approve a merger between GFSC and RSA. A similar meeting will be held by RSA.
- Should the merger be approved by the membership of both clubs, it is the objective to complete the merger by March 31, 2018.
- This schedule would allow the May 2018 Travel Tryouts to be run as a GFSC/RSA combined event with registration taking place for both the House/Recreational and Travel programs starting on June 1, 2018.
- Initially there will be an 8-member Board comprised of 4 GFSC and 4 RSA representatives. All other board members from each club will resign.
- Future board officers will be voted in by the sitting Board.
- Three-year terms will be held by the sitting members.
- Bylaws, club name and board make-up are subject to legal counsel.
- The branding/identity of the new club will be Great Falls-Reston Soccer Club (GFR).
- A new logo will be created and the club's colors will remain blue and white depending on uniform brand and availability.
- The merger talks have made it very clear that both clubs have very similar cultures and objectives. We anticipate that the transition will be very smooth.

Both Boards feel that they have done extensive due diligence and trust that there is a very solid financial plan for a newly-merged club.