



2019 Fees – Our Approach

- To keep fees as low as possible within our financial framework.
- Fees include a new breathable, SPF rated playing jersey (or full kit for SAP & FQPL) from our new supplier Kappa.
- All Komodo, SAP, QPL & U13-U16 teams have been allocated a paid coach to ensure that we are implementing the FFA youth development program.
- Other junior teams will follow the same FFA framework, but via volunteer coaches, who will be trained in the framework by our new Community Technical Director.
- Unlike AFL and Rugby League, Football receives no funding from it's governing bodies (contrary, we pay to the FFA, FQ and FB).
- The following slide details what makes up a player's fee;



2019 Fee – Cost Elements

COST DESCRIPTION	JUNIORS				YOUTH		SENIOR				MORE DETAIL
	in-house comp	football brisbane	komodo (dev)	SAP	football brisbane	FQPL	BWPL	City	FQPL men	Over 35s	
Costs charged to the Club, which the Club has no control over											
FFA player registration fee	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	fee charged by FFA per player
FB player registration fee	yes	yes	yes	no	yes	no	yes	yes	no	no	fee charged by FB per player
FQ player registration fee	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	fee charged by FQ per player
Competition Fees	no	no	no	yes	yes	yes	yes	yes	yes	yes	fee charged by competition body - includes referee fees and other competition specific costs & levies
GST & myfootballclub fees	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	10% GST and 2% myfootballclub fee
Net Costs, the Club has some control over											
Coaching Costs	no	no	yes	yes	yes	yes	yes	no	yes	no	cost of coach/no. of players in the team
Uniform Cost	yes	yes	yes	yes - full kit	yes	yes - full kit	no - sponsored	yes	no - sponsored	yes	base cost of 1 playing shirt or full kit (SAP/FQPL)
General Club Overhead Cost	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	general club costs - includes office costs, water, rates, electricity, phone, insurances
Direct Club Cost	no	no	no	no	no	yes	yes	no	yes	no	club costs which can be allocated more specifically - includes Technical Director, field maintenance, lighting, physio



Why Fees Are Different Between Clubs

Different Revenue Streams

Some clubs have access to extra revenue streams e.g. gambling revenues, long-term benefactors, facilities for hire, etc.

The Hawks FC, like many community clubs, generates the majority of its revenue from player fees, local sponsors, canteen, fundraising and uniform sales only. We compete with all other local sporting clubs for local supporters and sponsors.

Fee Comparison Need to be 'Apples to Apples'

Some clubs offer an initial low fee but players pay a per game fee of between \$8-\$12 which can add up to an extra \$150+ per season. Some clubs include uniform, some don't. Some offer paid coaches, some don't. All these things need to be weighed up when comparing fees between clubs.

Different Volunteer Base

In these modern times, all sporting (and non-sporting) clubs struggle for volunteers. However those clubs that have a large volunteer base are able to reduce their costs and therefore their fees. We continue to welcome all volunteers and are grateful for any time people can give.

Some Clubs Play at the Elite Level, others don't

In late 2017 it was decided that the Hawks would follow both streams. This means that we are able to offer greater playing pathways for youth above 8 years old. For those playing at the elite level, you will pay more than those playing at a community level.