



Pay What You Can (PWYC)

Policy & Q&A

What is Pay What You Can pricing?

Pay What You Can (PWYC) pricing is a **sliding scale** that empowers participants to select the payment option that aligns best with their financial situation and payment goals. By using a PWYC model, LI Ultimate ensures that every program we run is financially accessible. Everyone who wants to be a part of our community should be able to afford it.

Why are we moving to this type of pay scale?

In addition to making our programming affordable, we want to ensure that we are collecting our funding from the right sources. In the past, we have had flat registration costs for all players, but this does not align with the current equity goals and funding model of LI Ultimate. What we are realizing is that we should not be collecting equal fees from everyone who participates in LI Ultimate regardless of their financial status, but rather we would like to garner the bulk of our funds from people who are both financially able to contribute and willing to give back to ultimate on Long Island. All of LI Ultimate's revenue goes directly into our programming to support developmental resources like youth players, coaches, and other community events. The long-term goal is to create a larger and more diverse membership base; this is the only thing that will truly provide LI Ultimate financial stability, idealized programming, and a community representative of Long Island.

So how much do I pay for a LI Ultimate event?

Our business model is built upon larger programs raising money to support developmental resources like youth players, coaches, and other community events.

Most of our programs moving forward will operate on a three- or four-tier payment structure. Here is an typical example of one such structure:

Tier A: **Fully subsidized registration** (If you cannot afford to pay, email LIUltimate)

Tier B: **Partially subsidized registration** (Select this tier if you need help with registration costs)

Tier C: **Full price** (Select this tier if you can afford to participate in LI Ultimate events)

Tier D: **Growth rate** (Select this tier if you would like to further contribute to the growth of LI Ultimate and subsidize those who cannot afford to pay)

Can you explain further?

Of course! We have run trial programs and consulted a number of resources (which are linked at the bottom of this page) to arrive at this structure.

In the example above, if paying full price (**Tier C**) would be a financial hardship for you, consider registering at Tier A or Tier B pricing. “Financial hardship” can be difficult to define, but you can think of it like this: if paying for a program would lead to a harmful impact on your life, such as not being able to put food on the table, pay rent, or pay for your transportation to work, select **Tier A** registration. If paying for a program might be difficult or a slight financial sacrifice, but not a detrimental one, select a discounted registration at **Tier B**. If you are in a position where the cost of a full price registration makes no impact on your life or financial situation whatsoever, consider paying it forward with a **Tier D** registration. LI Ultimate relies on those who are in a position of privilege, financial or otherwise, to lift up the community and help guide us toward our goal of bringing together Long Island ultimate players of all backgrounds.

Is this change to payment structures permanent?

Not necessarily! We are in constant discussions about the best way to update and maintain all of our policies, and registration costs are no exception.

Who can I contact with additional questions?

If you have any further questions or feedback, please email liultimate@gmail.com. We’d love to hear from you.

Resources

For more information about Pay What You Can pricing, we recommend the following resources:

- [Aspen Institute: Youth Sports Facts - Challenges to Physical Activity](#)
- [Both/And: Individual Pricing Options](#)
- [Both/And: FAQ](#)
- [DiscNW: Sliding Scale Pricing](#)
- [Triangle Ultimate: Level the Playing Field](#)