

Saratoga Wilton Soccer Club Board Meeting Minutes

September 13th, 2021 @ 7:00pm

Attending: Ed Cubanski, Corbin Olsen, Kemp Bundy, Adam Costello, Kiersten Owen, Kyle Quinn, Brandon Querbes, Jacqueline Miller, Sarah Schenone, Adele DeCrescenzo, Alex Ballesteros, Richard Snyder, Steve Lapp, Kasey Lemos

- Approval of [August Meeting Minutes](#)
 - Ed motions to approve, Brandon seconds.
- Member Business
 - NYCFC Summer Camp - Raul Santos (Prioritized as Member Business)
 - TABLED DUE TO EMERGENCY
 - [Board Member/DOC/Coach Contact Sheet update](#)
 - ACTION: Sarah to close it out.
 - By-Law Updates - Brandon
 - Updated the play up policy (terminology and phrasing)
 - A redlined version was circulated
 - Board Members shouldn't be compensated, but not clear re: Board Member who is also a Coach (paid in the capacity of a Coach). Brandon has suggested language that looked good.
 - Coaches should abstain from votes that are related to Coaches compensation (which is already accounted for in the PROHIBITED clause).
 - Need to add that Coaches can't be majority Board Member count.
 - ACTION: Brandon to work on revised language for this and updated language for Board Member terms and limits.
 - Board for 2022
 - Kasey Lemos
 - He's from Wichita, KS, which carries a different physicality from our local clubs. He's an avid soccer fan and player. He's helping Liam coach the BU14. He thought he could impart some different perspective. He's interested in sharing how he feels about playing the game. He enjoys helping kids and sports.
 - Brandon and Richie provided some support.
 - He'll attend in October so we can vote.
 - ACTION: Sarah to add vote to October agenda.
 - Elections for Board Officers
 - Need to formalize President, 2nd Vice President and 2nd Vice President members.
 - ED: Brandon motions, Corbin seconds
 - KEMP: Steve motions, Adele seconds
 - ADELE: Jacqueline motions, Tina seconds
 - Question re: the public transparency to the club re: open Executive Officer positions.
 - ACTION ITEM: Sarah to connect w/ Alex to update [WWW page](#). Need to schedule future club announcement re: open Officer positions.
- Treasurer's Report – Corbin
 - PNL - Early in the season, not a lot to review.
 - \$600 grant from the Community Foundation of Greater Capital Region. It specifies it has to be used for families in need of assistance.
 - May Day income from Halpern.
 - Membership dues (including both Travel and Rec).
 - Balance Sheet
 - Discussion about transferring funds to account for registrar needs as necessary.

- 2022-2023 pricing structure and implementation plan
 - TABLED FOR PRICING DISCUSSION
- Per-player costs and expenses
 - TABLED FOR PRICING DISCUSSION
- Registrar's Report – Tina
 - Registration numbers looking good! Tina seeking birth certificates to finalize rosters for the fall. Coaches/managers have both been notified.
 - 93 are not on a roster; roughly 80 are U14 and above of which she has not placed on a roster yet (they are deprioritized behind U8-U12).
 - A la carte pricing for U12 vote
 - TABLED FOR PRICING DISCUSSION
 - Bond check solutions
 - Jumping up to \$300 for 2022 May Day.
 - Tina motions, Corbin seconds.
 - Coach advocacy to encourage more participation.
 - Allow people to get compensated for taking on additional hours (costs covered by those people who forfeit their bond check).
 - Possible parking space compensation.
 - Passes will be more aggressively pulled if no bond check is made.
 - Desire is to collect them prior to January.
 - Adopt 2020-2021 fee schedule for 2021-2022.
 - Brandon motions, Kyle seconds.
- Scheduling and Facilities
 - Lease vs ownership of a (winter) space
 - Nov - April (23 weeks), approx 500 hours.
 - Total facility costs is currently just over \$100k.
 - Charb's:
 - Current lease with Charb's is up in May 2023, whereby it turns to a common lease arrangement. Annual costs would go up to about \$110k (w/ COLA increases every year, we'd absorb maintenance, inspections).
 - Affirm's has built out the other side of the building and wants to assume our contract (\$150/hour, flexible contracts). Cost to us for the hours we need would be about \$70k (a savings of \$30k/year).
 - Cost to purchase the soccer complex is \$4.5 million because of the adjacent buildings that come along w/ it.
 - Explore offering to lease OUR space to Affrim's (for \$150 plus the renovation of the space).
 - Renovations he wants to perform would occur 11/1.
 - Saratoga Rec is \$80/hour, Gavin is \$40/hour, Charb's \$110-\$130/hour.
 - YMCA has been approached with a partnership for an exclusive facility (thanks, Kiersten!)
 - Interested but it comes down to filling the off hours w/ programming to cover the costs. They need info re: space dimensions, donors, very preliminary.
 - Long term planning: Need to talk about a capital campaign or endowment to start to secure a space in Saratoga.
 - ACTION ITEMS:
 - Need to establish action committee focused on this.
 - Ed and Kemp to reach out to Affrim's contact.
 - Our current lease doesn't allow subleasing and would need to be adjusted if we envision using it for this or other subleasing.

- Coaching
 - Rec – Kyle
 - Travel - Adam
 - Formal vote on U8 coaching addition?
 - Covering course fees for coaches.
 - Coaching Fees changes?
 - Rebranding of Select and Competitive terminology
 - League Play
 - Tech Training/GK Training
 - GU18 Team update
 - ALL COACHING ITEMS TABLED UNTIL OCTOBER
- Fundraising and Sponsorship – Jacqueline/Adele
 - Declined for Dick’s grant, Jacqueline wants to reapply for the Veo grant, which would be to purchase the 2 systems.
 - Initiate raffle for this year?
 - Tina motions, Adele seconds.
 - Veo video footage access. Charge parents for access to video footage content?
 - Offer footage through (increased) membership fees.
- Communications and PR - Adam
 - Slack
 - Brandon motions, Ed seconds
 - ACTION ITEM: Sarah to set up account.
 - Zoom or Microsoft Teams Account
 - ACTION ITEM: Sarah to work w/ Corbin to get Zoom account.
- Social Media and Website – Richie and Alex
 - [WWW Changes](#)
 - Ed motions, Kemp seconds.
 - ACTION ITEM: Group to be established to put together a proof of concept.
- Manager’s Report –Steve
 - All teams are registered.
 - Still waiting on the pinnies; Kemp says the delivery should arrive Friday.
- Tournaments and Events –Adele
 - ALL TOURNAMENT AND EVENTS ITEMS TABLED UNTIL OCTOBER
- New Business
 - Added services for players around ID participation and college recruitment.
 - Jason Tenner had created a presentation that Alex can re-post to WWW.
 - Our soccer.com Nike contract
 - Need to review revised contract w/ annual commitments for product support.
 - Year 1, Average club spend per year \$22k = \$3,500 in product support
 - Year 2, Average club spend per year \$8k = \$1,500 in product support
 - Year 3, Average club spend per year \$22k = \$3500 in product support
 - Year 4, Average club spend per year \$8k = \$1,500 in product support
 - Club Spend = \$ spent with Nike soccer authorized retailer
 - *Current jersey x2, short x1, sock x1 = \$80
 - 10% provided back to us for any Nike purchases. Tip is to remove anything non-Nike.
 - Nike is exclusive product for certain SWSC events and will that impact our May Day vendor agreements and NYCFC sponsorship for summer camps?

- ACTION ITEMS: Kemp to determine the extent of the exclusivity agreement. Need to also determine if we get Goal Club points (above and beyond the 10% back to us on Nike products).
- 2022-2023 SEASON TOPICS TO DISCUSS
 - Overall pricing
 - A la carte
 - Rebranding of Select and Competitive terminology
 - 2022-2023 pricing structure and implementation plan
 - Per-player costs and expenses
 - TABLED UNTIL OCTOBER

Next Board Meeting: Monday, October 11th, 2021 at 7:00 pm