

Saratoga Wilton Soccer Club Board Meeting Minutes

June 13, 2022 @ 8:00pm

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

- Approval of [May](#) Meeting Minutes
 - Ed motions, Brandon approves
- Member Business
 - SWSC Summer Camp
 - (50) U8/U12, (30) for U14+. May do some paid social media (in addition to 2 that were done with decent success). We may see a rush of sign ups the week before.
 - COVID Protocol review
 - No change in SWSC policy needed at the moment.
 - Open board positions
 - Possible 3: Michele Battle, Rachel Uccellini, +1 more.
 - Consensus Building Meeting
 - Meeting went well, coaches and board were mostly aligned, lots of positive feedback. Coaches focused more on field-related stuff and board was more big picture.
 - We all ended on the same core values and mission.
 - Next steps are to solidify the core values/cultural pillars/mission (character, community, coaching and culture). We need to get this posted to the WWW and social when we do.
 - Does this become a standalone document or part of our bylaws?
 - [Paul Brock scholarship](#)
 - No applications. No awards to grant.
 - 2022-2023 meeting schedule
 - Change start time to 8pm
 - Possible switch to alternating in-person vs. virtual.
 - ACTION ITEMS: Sarah to schedule in-person meetings at Harvey's and send out annual schedule to the group.
- Treasurer's Report – Brandon
 - Posted the latest set of financials from Reinhart.
 - All of our bank accounts are held at ADK Trust. He's dealing with the various payments and income to be coded. What Reinhart does is take our financials, extract our details from the bank accounts, run them through Quickbooks. They drive the financial statements. It takes them over a month to get them (June will likely take the longest). Fiscal year ends June 30th. We're still waiting on May.
 - Latest in-hand is April. It's becoming increasingly clear that we're going to have an above-average year for Fiscal 2021-2022.
 - Through the end of April, total program income (all types of receipts: registration fees, May Day, rec, fundraising, etc), we are way ahead. Compare \$562k in 2022 with \$400k in 2021. Forecast was conservative and confident we could make.
 - Our expenses are up YOY, but not nearly at pace with our income. They're up \$40k+ at the end of April.
 - Brandon is anticipating that May will be really strong.
 - May need to consider getting the QB import from Reinhart.
- Registrar's Report – Tina
 - From Spring, we are going to get hit with a few fines this year.

- Tina asking Steve to send Managers a heads up re: possible fines. Whoever has canceled/rescheduled outside of COVID protocol, we should expect a fine.
 - \$ will depend on the # of days lead time. You're ok up to 10 days and weather changes. Forfeit games you pay the ref fees. Fees from 2021 were above \$1k. Preference is that teams account for this.
 - Guest passes
 - Based on COVID, rosters were more readily used and guest passes weren't used as much.
 - Guest player policy still applies.
 - If you have an age 8 player who is rostered on a U10 team, that player cannot play on a U8 team. While he meets the age requirements, he cannot play down if he's been rostered as such.
 - If you are U8 rostered, you can guest up to U10.
 - You cannot do that within Divisions either (U16 Division 1 cannot guest on a Division 2 team).
 - All in, we saw 388 travel, ~270 Fall Rec, ~290 Spring Rec. Winter Academy was 20.
- Coaching
 - Rec – Kyle
 - Last days of Rec are this week, ice cream parties, trophies and good fun. Spring rec was a great success.
 - Rec Budget posted to Google Drive.
 - We'll take in just under \$6k.
 - Great program, but way short on coaches. Had to combine some teams to account for it.
 - Moving forward, we may make a few changes to the practice format so less of the actual session work is on the coaches (run it like Technical Training). Hoping this salvages/encourages more coaching.
 - Travel - Adam
 - Coaching Slate Appointments & Budget 2022/2023
 - Great coaches, compensation suggestions reflect that. We are thinking we'll have 2 extra teams. Hope is to provide a 5% COL increase. That along with a buffer for misc coaching needs make up the coaching budget.
 - Younger teams have about 5-6 floating coaches now, we have 4 officially slated for U8 (we may need fewer).
 - VOTE: Ed motions to increase coaching budget per [proposal from Adam](#), all in favor.
 - Placements
 - We have 322 registered for tryouts. May have near 500 as we get closer.
- Tournaments and Events – Adele/Tina
 - We're missing a bunch of r/e from 2022 May Day to provide an accurate picture. Still waiting for totals from some of our vendors. Generally 20-28% YOY increase, offsetting our 18% expenses increase.
 - Scheduling challenges and trying to accommodate anything and everyone needs to be reviewed. We've been monitoring Nordic and Needham and we'll likely take a hybrid approach. They put out the schedule and a window of opportunity to make changes, after that the schedule is set. That would eliminate a lot of issues we saw. This would help us push it sooner. Policy/protocol will be changed and comms will be sent earlier to avoid this.
 - We reached out to GotSport to address the scheduling issues we experienced. We have the contact info for a contact there.
 - Re: 2023 May Day schedule (5/5-7), we have submitted the preferred schedule and asked for no refs to be scheduled and no CDYSL games. We've not heard anything back. Tina will follow up w/ CDYSL (it may need to go to August AGM meeting for a vote).

- Suggestion is that we do not attend the Rotterdam tournament going forward based on issue w/ our attendance at each other's events and CDYSL. The admin work seems excessive, some conflicts with coaches and teams. We will monitor the situation as we approach Winter session to get a pulse and advise teams accordingly.
- Post-mortem is being compiled for further analysis and course corrections.
- Suggestion is to raise registration fees to be more in line w/ other tournaments, \$150/team across the board.
VOTE: Ed motion, Tina seconds. All in favor, none opposed.
- Suggestion is to raise bond check to \$350.
VOTE: Ed motions, Tina seconds.
ACTION ITEM: Sarah to update any references on the WWW site for 2022-2023 season.
- Scheduling and Facilities - Kyle
 - Kyle reconciled the Afrim's time, it's all accounted for: both rentor (106 hours) and rentee (~98). Both sides are in our favor. Approx \$22k to be paid to us.
 - Scheduling conflicts on Wednesdays between travel and rec.
 - Ed spoke w/ Afrim and we asked how the relationship worked out, he said it went well. We asked if he'd like to make modifications. He mentioned taking over the East side once the lease is up and rent to us for \$160/hour. He indicated that he's paying \$90k for his side (we pay \$110k for our side). He may make a proposal to end our lease early w/ Charb's and renegotiate a rental through him. This seems consistent w/ Charb's avoiding our request for a lease extension. It breaks down to \$300/hour. Renting the East side from him could save us ~\$50k. There's a lot of flexibility in managing our own space. We would have right of first refusal for M-F, 5-9pm November to March. He gives Ballston Spa that same ROFR on the West side.
 - Question about sponsorship promises. Ed asked about signage and he confirmed that we could keep it. We'd want to ensure this was solid.
 - See Facility Development Subcommittee info below.
- Fundraising and Sponsorship – Jacqueline/Adele
 - \$5k coming from Town of Wilton for COVID relief.
 - Saratoga County needed an additional document to make their decision (meaning we are in the running for \$23,640).
 - She put in for AED.
 - Saratoga Casino Foundation, grant season opening July 1st. Cannot go for construction projects.
 - Malta Foundation opening August 31st.
- Communications and PR - Adam/Sarah
 - Nothing to report. We can probably move this off the agenda.
- Social Media and Website – Richie/Alex/Sarah
 - Figuring out some of the admin stuff for the Instagram account.
- Manager's Report –Steve
 - Future Manager May Day Volunteer requirement. See language [here](#).
ACTION ITEMS: Sarah to coordinate w/ Flight Creative the Manager Volunteer exemption until we have a decision on if we need to utilize them in the future.
 - Pinnies are in the shed. Distribution has been difficult. The need for them has been getting less and less, but need may be higher w/ newer members in the fall. Might need to consider how to do this better.
 - Suggestion is coaches can use what's left (70 youth, 30 adult). Any need can be coordinated through the coaches.
 - Steve's going to work on encouraging existing and recruiting next one.
- Subcommittees
 - Pricing and Fees

- Subcommittee agreed that a price increase is warranted and in line w/ the product we're offering.
 - We haven't raised fees for at least 3 years.
 - Move U8 to \$420
VOTE: All in favor, none opposed.
 - Remove the Select/Comp distinctions.
VOTE: All in favor, none opposed.
 - Increase 5% across the board at the current select program levels to cover increased coaching costs.
VOTE: All in favor, none opposed.
 - Correct misalignment for a la carte.
VOTE: All in favor, none opposed.
 - Communications needs to set clear expectations re: increase allocation to coaching budget.
ACTION ITEM: Need to update WWW for 2022-2023 registration fees.
- Facilities → Moved to Executive Session
- Consensus Building Follow Up
 - See above.
- New Business

Next Board Meeting: August 8th, 2022, location TBD.