

Board Meeting 05/01/2017

Attending: Maureen Delnicki, Kemp Bundy, Ryan Shaw, Amy Siewert, Shirley Cubanski, Wendy Blatchford, Anjie Emeka, Christina Lindheimer, Les Lawrence, Rob Blunt, Peter MacDonald, Dennis Ward, Christine McMaster, Jason Tenner, Glynn Chilton

1. Club Member Items - none
2. Financial reporting/Accounting – going to present on May 15 once we have passbook results are in as well as May Day.
 - a. Update of budget deficit – looking at \$30k deficit...but will be able to better update after May Day and passbook results.
3. Director of Coaching Report – neither attending this evening. Not sure of direction of Boys' DOC. Kemp recapped meeting with DOCs to review the past year. Vision would be that Juan would take on more of coach recruitment/selection, technical training, helping run U10 girls try outs, rec academy training, summer training and coach 2 teams next year vs the 1 this year. We would change the finances based on responsibilities. Peter has offered to step up and pick up some of the parent communication, try out schedule, rec academy organization, organization of activities on the boys' side as well. Jason would be doing all the same things in addition to being responsible for the organizing all Charb and practice schedules. They are proposing splitting the boys' DOC between Juan and Peter and would like to give Jason a bump for the additional organizational duties.
4. Registrar's Report – 7 new players, total 360 for the year, down 16 from last year. Rob asked what would be the cost for college players coming back to play for the remainder of the spring season. The cost for those additional players is \$35 to the club and Rob needs the players. Les was contacted about a U14 boy joining – cost at this point would be \$287.
5. Manager Proposal –
 - a. Manager application will be placed on website, add questions to parent survey on manager feedback (Jason), at tryouts potential managers would directed to application on website, in August meeting will take place between DOC, coaches and manager liaison and a dedicated review board. Managers will be matched to appropriate teams. Managers will be notified within 30 days of August meeting of their placement. Rob requested that maybe the date be a little later for the older teams as they aren't ready to commit in August.
 - b. Manager discount proposal – This year we offered a 20% discount which averaged \$170-280. In prior years we waived coaching fees which ranged from \$200-600. We would like to close that gap a bit...
 - i. Flat fee of \$500/team managed up to the cost of one child's registration fee
Pros – Covers indirect cost to club
All managers compensated equally
More of discount than last year's 20%
Cons – More cost to club vs last year
Potential impact to SWSC budget
Managers are getting paid the same amount despite higher registration cost of older teams
 - ii. Discount of 50% off registration fee of team they are managing.

Pros – More of discount than last year's 20%
Discount is more reflective of the level of managerial duties
Covers indirect cost to club

Cons – Discount amount varies per team
More of a financial burden on the club
For younger teams the 50% benefits the club vs. the older teams the 50% benefits the manager.

- iii. The cost to the club would be an additional \$7-8k. We could also offer that if they want to do the manager duties but don't require the discount – they may choose not to take the discount. This should be deferred to the budget conversation.

Rob Blunt proposes we accept the proposal for the application process, Tina seconds, all in favor.

6. May Day Updates & Needs – 107 teams registered. Need U12 Boys and U12 Girls...really need one more team (we had one back out).
 - a. Fundraising for May Day - 19+ companies sponsored a banner + field sponsors + basket raffle items. Last year we made \$4k in banner and we are already at \$9k this year. Last year we made \$3,200 for shoot outs...and we will be selling those tickets much more actively.
 - b. Volunteer spots – still need about 65-2 hour spots to be filled and we only have 17 people that haven't signed up. Maureen has sent an email to NHS...is also asking older teams to help. Saturday evening needs field marshalls. Christine has collected all bond checks.
7. Daniels Road – Skidmore is requiring some add'l coverage for title 9 - that coverage would cost us an additional \$3k plus costs of maintaining Daniels. Rob brings up that any turf field we may need to play at (union, skidmore, etc) to get outdoor games earlier. Maureen asked why we need Daniels – what else do we use it for...to rent Gavin for summer clinics would be \$37.50/field. Rob would hate to not have Daniels available when Gavin is closed or otherwise occupied. Maureen suggests looking at renting the Racino fields, Schuylerville...other options. Les would like to table Daniels until May 15 meeting. Peter is to ask about the piece of the contract that's costing \$2500 is necessary...and if so, could we consider starting that coverage starting Sept? Peter will ask Juan what scheduled games he has at Daniels.
8. Website update – Maureen will be stepping down. Side panel on the mobile version still needs to be fixed (comes up grey). Added paypal account to the website for donations.
9. Indoor facility update – no update
10. Paul Brock Scholarship – Rob has received all the applications. Amy, Christine, Rob and Anjie will be on the committee. Meeting after tonight's meeting to discuss our next meeting. Rob will send essays out.
11. Charbs' roof leaks
12. Approval of minutes – approved.
13. Passbook fundraiser report – received playbooks from all teams except U15 Boys revolution and U17 boys. Several teams have 1-2 players who haven't turned in their unsold playbooks. Kemp asked if we could keep bond checks until we received them back. Peter mentioned some

parents said they don't like these types of fundraisers and they'd rather donate that money. Christine suggested building it into the registration and when people sell their playbooks, they keep the money. It's all a trial at this point and will be evaluated.

14. Tryout dates – Jason has them almost set. Peter needs to discuss with Juan. Part of the discussion is the boys had single age and girls even age groups. Definitely need to have tryout dates by June 3 so we can relay that info at Rec Open House.

15. Older teams tournament fees -

16. Board member – Amy motions that Rob Blunt be elected as VP, Christine 2nds, all in favor. Need to add a resolution to add Ryan Shaw as Treasurer.

17. Upcoming board meeting schedule – at Harvey's – in the library – 5/15/17, 6/5/17

18. Calendar

5/1 Board meeting at Harvey's

5/1 Notify schools of scholarship recipient

5/3 Spring recreation soccer starts early May

5/6 & 5/7 May Day Tournament

5/8 Gavin Park Fields Closed – Maintenance/Fertilization

5/15 Mail survey to parents

5/30 Provide check to scholarship winner(s), get photo for announcement

5/30 Advertise try out dates in local publications

5/30 Reserve indoor space for winter

19. Maureen motions to adjourn, Wendy 2nds, all in favor.

Board Meeting 05/15/17

Attending: Les Lawrence, Ryan Shaw, Amy Siewert, Bill Leak, Christine McMaster, Maureen Delnicki, Anjie Emeka, Wendy Blatchford, Shirley Cubanski, Rob Blunt, Christina Lindheimer, Dennis Ward

1. Budget – going to lose money this year, we need to see where we can generate additional expenses to not be in the same position next year and recoup as much as possible. Ryan attached at income statement
2. May Day
 - a. Overview of weekend
 - i. What worked
 - ii. Areas to improve – hotels, we shouldn't be paying the surcharge for teams to pay on line...the teams should be paying that if they choose to pay that way.
 - b. Volunteer hours – increase parent's mandatory hours?
 - c. Club results
 - d. Financial results
 - i. Profitability – open items
 - ii. Discuss 2018 fees – Tina thinks we are low and raise the registration fee. Comparing to others...Guilderland rates are higher.
 - iii. Discuss expanding to older levels
3. Fund Raising
 - a. Financial results – netted \$10k (\$25/player...should parents be given the option to just pay their portion instead of selling it). We still need to make sure we can cover our costs to the fundraising company...need to ask parents what they would prefer to do. One team had 0-5 books/kid, one team had 5-6 books/kid. Difficulty of running program over break, tracking, motivating, etc. Averaged about 3 books/kid. If we had sold 5 books/kid, we would have netted \$20k. Do we have families pay up front, bump up bond fee...how can we encourage kids to sell more, or would families rather pay more? Christine suggested having families pay at time of registration and then they can decide whether to take those 5 books or sell them.
 - b. Involvement by age level
 - c. Discuss merits of continuing in '18
 - d. What worked
 - e. Areas to improve
4. Rec Program – break even endeavor. Dennis said the intention was always they would be two separate accounts; one is not meant to benefit the other financially. There are a lot of clubs that do subsidize travel from their rec program. Haven't raised fees in 3 years but expenses have increase. Ryan recommends raising Wilton resident from \$60 to 70. If we end up profiting, Dennis would not want that money to go to travel...remains steady that they should stay separate. Everyone is in agreement that they stay separate. If we spend that money to have coaches come in and offer clinics...we could put that money towards paid coaches for that time. Dennis did agree that rates should be raised to cover increased costs for the fall 2017. Maureen will send out sign ups for rec help.
 - a. Spring program
 - i. Player participation
 - ii. What works
 - iii. Areas to improve
 - b. Financial results

- i. Profitability
 - ii. Discuss fall fee
- 5. Finances
 - a. Overview of 2016-2017 financial condition
 - i. Major deviations from prior year
 - ii. Major assumptions remaining
 - b. Rent expense discussion
 - i. Solutions
 1. Schedule efficiency at Charbs
 2. Eliminate double booking
 3. Reduce length of practices?
 4. Reduce number of practices?
 5. Mandatory gym for U8-U12? Gavin, SS Rec
 6. One joint practice a week with competitive & select teams?
 7. Negotiate YMCA & Dome rates?
 - c. Budget Items
 - i. Treat May Day as a contingency fund? Unbudgeted for player costs
 - ii. Rental Income? Unbudgeted for player costs
 - iii. Fundraising assumption

Lost \$50k...and short paid the Dome by \$10k+.

Christine asked if we could consider combining 1 practice/week for Select and Competitive of the same age group to better utilize practice space.

Dennis recommended maybe allowing the older teams coming off school soccer that need a break...giving them less practice time in the winter and more time to the younger teams in the spring.

Ryan – billing rate for Charb's \$100k. \$20k in rental income....we have our regular renters but don't have established contracts but there are other people requesting space that we don't have. Our teams pay \$125/hr. External teams pay \$150/hr prime time, \$100-135/hr non-prime time, Saratoga schools pay \$80/hr. Ryan going to work with DOCs to make sure we are on the same page for rental rates.

Shirley recommended charging extra for extra training sessions; ie goalie training, technical training, etc.

Bill recommended somehow allowing them at the time of registration that they could comment/check a box at that time to opt in or out of the fundraising. We need to sell at least 700 books, we sold 900 this year. The question would be how many would opt out (but then that would lower our pool and potentially lower the number we have to sell). We are agreeing not to include the fundraising in our budget...it will not affect our registration fees.

Jason –

Rental issues – rented time at the Y that was not used, the boys (spent an extra \$15-16k), the girls (\$5-6k) used the Dome. Going to 4 slots/night at Charbs, 2 rentals at the Y, 2 teams using the Dome next year (50 hours @ \$160/hr - \$16k)...just speaking for the girls, so we can assume \$16k more for the boys. Charbs will have some overlap of ½ hour for competitive teams. Rob

said we need the coaches buy in before we vote on that as part of the budget. We need to have a contract with the Dome this year that we are allotted a certain number of hours.

Coaching – any changes in cost. Jason says no changes in coaching fees on the girls side. The subcommittee was going to suggest a small increase to the girls DOC for extra duties of scheduling, etc. The DOC salaries were not budgeted in last year...obviously need to include that this year.

Manager proposal – costs not included in the current budget. We are talking an extra \$7-8k.

So, essentially we are talking an additional \$50/player....have to look at what that means for spring only players. Several people recommend changing the fee for full year players, not spring only (we are probably only looking at 20 spring only players). Ryan has the info he needs to come back with a budget proposal for the June meeting.

Our fall only is less than our spring only program. Les said the product is different...but Tina is saying there are not \$200 more in expenses. We also have to be careful as we want to encourage players to play the full year. We won't advertise a spring only in the fall...we will wait until the winter to deal with that.

League play will also need to be considered...do teams still intend to play EDP (\$1,000 one-time only fee). Ryan says if it's less than \$5k total, he's not worried. There is talk of EDP starting a league in the capital district which would keep travel down...so that would be a no brainer to do that. We also would need to submit our by-laws to US Youth Soccer.

Daniels Road – need \$3k to cover increased insurance costs. Dan Cogan said he had \$2k

FTFA charges U8 \$600, U10 \$850.

6. New Business:

- a. Approval of minutes – Tina motions to approve, Ryan 2nds, all approve.
- b. Tryouts – Peter and Juan were going to suggest the last week of school (June 19) the same times they currently have practices so space and such should work well. The boys' side said they would let players know in 1-2 weeks where they would placed.
- c. Volunteer hours – need to increase – TBD in June.
- d. Teams that won – Boys Barcelona sold the most as a team – pizza party, Ian Winchell sold 18 – most on boys' side, Abby Bundy sold most on girls' side 16. Vivian Frasier wins \$100 raffle prize.
- e. Coaches gear – we have \$2k to spend on soccer.com.
- f. We might want to charge for a certain number of sessions for goal training (participation isn't what it should be)....will people be more committed if they are paying for it, will he stay with us if he doesn't get enough kids? Or, is that something that differentiates us from other clubs by offering that? Should we send him to 2 team practices/week to work with the whole team vs just goal keeper training?
- g. Upcoming Board Meeting Schedule- Meetings will be at Harvey's in the Library – 6/05/17
- h. Les motions to adjourn, Wendy 2nds, all agree.

