



# KEYSTONE NATIONALS

## FREQUENTLY ASKED QUESTIONS

1. What is the estimated opening date for the new facility?

Answer: The lease allows us to occupy the facility September 1, pending completion of the improvements to get an Occupancy Permit from Hampden Township, installation of the turf floor and hanging of the nets/cages.

2. Will the folks who already paid for the 2021 calendar year have access to the new facility through 12/31/21?

Answer: Yes

3. Has a final decision been made on enrollment fees? I heard \$1000 with a \$250 fundraiser buyout; is that accurate?

Answer: Yes. The 2021/2022 fee will be \$1,000 per player.

4. Why is there such a HUGE increase in registration fees?

Answer: We were able to lease our previous facility WAY under market value. During our search for the new facility, we had certain criteria that was deemed the most important factors for our new facility. (This information was received from the organization wide survey that we sent emailed to our members). Using this criteria, this was the best building available to us. We were able to secure this building under market value....just not WAY under market value. Also, this facility will be a big step forward for the Nationals.

5. What does the increased fees provide to players?

Answer:

- a. The new turf will cost \$75,000-\$100,000 and will provide a safer more realistic playing surface.
- b. KN is in the process of completing and implementing a Strategic Plan that includes Player Development initiatives. Coach Lebo and Coach Jeltz will be directly involved with each team, player and coaches to provide best possible development.
- c. KN is considering facility scheduling and access alternatives that would provide players better access to the facility outside of their regularly scheduled time slots.
- d. KN is negotiating with a trainer for athletic performance training that would be provided periodically to players, and a potential discount to Nationals members.

6. How many practice hours are teams guaranteed per week?



Answer: This will need to be determined upon knowing the total number of Keystone National teams we will have for the '21-'22 season.

7. How many cages will there be?

Answer: Six (6), same ones we had before.

8. Will there be new technology... i.e. HitTrax?

Answer: KN could and would invest in new technology if the budget provides for it.

9. Will there be facility equipment... i.e. balls, tees, training aids, etc?

Answer: Yes, KN anticipates purchase of new equipment as the budget allows.

10. Is the organization willing to expand fundraising to allow games of chance to offset cost (these are easy and raise A LOT of money)?

Answer: Yes, the KN Board has authorized pursuit of a not-for-profit status that would allow KN to do games of chance.

11. Will there be position specific winter conditioning available as groups (part of enrollment fees)?

Answer: Yes, as noted in Answer 4.d above.

12. Will there be a monthly payment option available?

Answer: That has been discussed and it is likely to be an alternative to a one-time fee. Consideration is being given to provide a discount for the one-time fee however.

13. Will fees decrease over time (economies of scale)?

Answer: Fees will be determined annually based on budget needs. KN is engaging in a comprehensive fundraising strategy that we anticipate will assist significantly with revenue. However, costs will be reviewed on an annual basis and a budget/fees determined accordingly.

14. The relationship with Mizuno is below average at best. Is there any discussion of relaxing the requirement to use their jerseys?

Answer: All existing sponsorship/vender relationships are under review and new sponsors/vendors will be considered as appropriate. The KN Board has discussed the need to solidify the Keystone Nationals brand, and uniforms is one way to do that. Whether it is Mizuno or another vender, consistency across all teams is expected.