

Keystone Nationals

Board of Directors Meeting Minutes

February 27th, 2022

OPENING

The meeting was called to order by President Josh Wilson at 5:01pm.

PRESENT

Josh Wilson, Creed Stammel, Kat Dinsmore, George Stroud, Mike Hancock.

Also present were Tony Dinsmore (10U White Admin) & Joshua Zuvich (10U White Coach)

OPENING

Josh Wilson opened the meeting by sharing an update that Mike Lebo Sr. and Rob McCarthy both tendered resignations for their board position. The board is grateful for their work on behalf of the facility as members of the board.

Mike Taylor, Treasurer, was not at the meeting so a financial report will be provided at the next board meeting.

RAFFLE

Josh Wilson shared contact information to pass on to families and the coaching staff for Brad Perva, who is hosting the raffle to benefit the organization. Everyone was reminded to please turn in their tickets to Brad as well as to pass the information to families. The board is grateful to Coach Perva for hosting this raffle and to all of our families participating.

INSTRUCTORS

Discussion was had about the current finances and need to bring in more money per month to cover operating costs. The overall expenses went up significantly with the move to the new facility so the money coming in to keep our budget balanced needs to also significantly increase. Discussions also centered around the desire to support our older teams and college bound players more moving forward and the board wanting to keep the facility fees as low as possible for next year's players & teams.

Mike Hancock led discussion on a partnership with Teed Wertz of RAK Baseball. Teed and RAK Baseball work with both softball and baseball players from across Central PA and are interested in doing lessons as a partnership with Keystone Nationals. Teed comes highly recommended from other facilities and instructors in the Central PA and toured our facility with Mike Hancock. All lessons and events from RAK Baseball will be scheduled through eSoft. Discussion was held surrounding the need to maximize our usage of the facility and monetize the facility where possible through lessons and space rental. The board felt it was important to bring in instructors for both baseball and softball and that work with all ages so our teams and families are supported for lessons if they choose to participate in lessons.

RAK Baseball frequently works with some of the biggest name players to come through Central PA and works a lot with high school and older players, as well as younger players. Having Teed to share his knowledge will be beneficial for all teams but especially our older teams. A partnership agreement with RAK Baseball will allow the organization to start generating an income from any lessons done in the facility.

Mike Hancock made a motion to move into a partnership with Teed Wertz and RAK Baseball as follows, which was seconded by George Stroud, and was unanimously approved. Moving forward, Cage 7 inside the

Keystone Nationals facility will be designated for use by only RAK Baseball and instructors. As space is available, RAK Baseball may reserve additional space within the facility. A percentage of income generated by RAK Baseball will be paid to Keystone Nationals as a payment for the space usage, including both events inside and outside the facility. Teed Wertz agrees to host at least three summer camps, May 1 - October 1, for players in Central PA. All other instructors will be able to rent the facility with a percent of income generated through lessons going back to the facility after receiving board approval. The Board agreed to a one year agreement with RAK Baseball beginning March 1, 2022.

Kat Dinsmore will update a page on the Keystone Nationals website for RAK Baseball, instructors and eSoft (as ready). Kat will also work with Teed to cross promote RAK Baseball and Keystone Nationals via Instagram and to help market any summer camps hosted by RAK Baseball.

ESOFT SCHEDULING SOFTWARE

Mike Hancock has another call with eSoft to determine how soon the software can be set up and rolled out to the public. Utilizing eSoft will allow the organization to know how the facility is being used and when and will help with monetizing the space and security for the facility. Teed Wertz, RAK Baseball instructors, and any additional instructors approved by the board will utilize the software to schedule facility space once it is live. The software will also be made available to the public to reserve space in the facility at set market pricing. Using eSoft will help the organization balance the existing team schedule along with rentals and lessons.

BOARD POSITION

A motion was made by Creed Stammel and seconded by Kat Dinsmore to fill the vacant Vice President position with Mike Hancock. The motion passed unanimously.

SUSQUENITA HIGH SCHOOL

Josh Wilson shared information from Bill Quigly on swapping space inside the facility at an unused time with space for both baseball and softball teams at Susquenita High School.

A motion was made by Mike Hancock to allow Bill Quigly and team to utilize the facility Mondays, Tuesdays and Thursdays from 3p - 5pm for the month of March in exchange for our teams being able to use the fields at Susquenita High School after the high school season ends, through the fall. The motion was seconded by Creed Stammel and passed unanimously.

MONETARY CONVERSATION

Creed Stammel shared an update on a possible rent deduction based on improvements the organization has made to the facility. Discussion with the landlord is ongoing.

Information was shared that Vince Leone, coach of 10U White, volunteered and is running a clinic with volunteer assistance from additional coaches & current Nationals players. The four-week clinic will profit \$1,575 for the organization. The board greatly appreciates the clinic from Coach Leone and the volunteer hours that went into it. We've had great feedback so far from the participants.

Mike Hancock is looking into possibly adding a hitting clinic to the calendar.

Discussion was held about the potential to monetize our great parking lot and frontage along a busy road possibly through a flower sale, BBQ sale or similar. Kat Dinsmore will email parents asking if anyone has info on flower sales.

FACILITY UPDATE

Creed Stammel shared an update on the parent seating area that Steve Jeltz will be installing a wall and swinging gates surrounding the parent seating area to designate a lounge area for parents to enjoy. Discussion was had that a threshold needs to be installed under the main player door entrance to prevent rodents from entering the facility. Parents and players need to clean up after themselves in the facility, including all food in the parent seating area and empty plastic water bottles. Creed Stammel will be the point person for the facility moving forward. He will work with others in the organization to complete and schedule tasks around the facility as needed.

Further facility maintenance discussion has been tabled to the next board meeting.

The meeting was adjourned by Josh Wilson at 7:03pm.

The next Board of Directors meeting is TBD.

Meeting minutes presented by Kat Dinsmore.

###