

Keystone Nationals

Board of Directors Meeting Minutes

February 6th, 2022

OPENING

The meeting was called to order by President Josh Wilson at 3:35pm.

PRESENT

Josh Wilson, Creed Stammel, Mike Taylor, Kat Dinsmore, Steve Jeltz, George Stroud, Rob McCarthy.

Also present were Jon Erdossy (parent), Tony Dinsmore (10U White Admin), Joshua Zuvich (10U White Coach), Patrick Wood (parent), Mike Lebo JR (assistant coach & player development).

TREASURER REPORT

Mike Taylor presented the 2021-2022 budget, current as of February 6, 2022. There are 157 players registered for the current year. The budget is currently running at a deficit.

- 12 families selected “pay in full” at registration and have not paid in full yet.
- 35 families opt-ed for the payment plan.
 - Of those 35, 16 are current with the plan, and 14 still need to set up the payment plan and are now one month behind on registration fees.

Discussion focused on the increased time and effort it takes to manage payment plans and registrations not paid. Creed Stammel and Mike Taylor will work together to identify and reach out to families not current on registration fees through direct contact with the family and conversation with the coach(es).

Mike Taylor is working on setting up a 501(c)3 status independent of AAU Sports as well as working on any needed edits to the current bylaws. It was noted that Keystone Nationals can not apply for a small games of chance license until after being an approved 501(c)3 for at least one year.

A motion was made by Mike Taylor to use Keystone Nationals as the preferred name of the organization moving forward. This motion was seconded by George Stroud and passed unanimously.

Mike Taylor raised concern that the gas bill for the facility is hard to predict and there have been numerous times the thermostats have been adjusted and left running high, including overnight.

A motion was made by Mike Taylor for Mike Lebo JR to purchase and install a lock box for the three thermostats. The motion was seconded by Rob McCarthy and was unanimously approved.

ORGANIZATION STRUCTURE

Josh Wilson opened a conversation about the structure of the organization and areas for improved communication and collaboration. The three key branches of the organization are finance, player development, and administration. The conversation was had about the need for more volunteers and that it will be easier to have parents help with future endeavors if it is via committees and asking for smaller amounts of help from more families.

MONETIZING THE FACILITY

Tony Dinsmore shared information on eSoft Planner, a software program that will allow team practices, lessons, and all rentals at the facility to be managed online making it easier to see what is available and when. Tony Dinsmore and Mike Hancock have a software demo on February 7th and will share any updates.

Tony Dinsmore shared that with the current Google Calendar it is hard to know what is available for families to come in outside of practice to work out as a perk of their membership and registration to the organization.

Discussion was held on the ease of using the new software to schedule clinics to help generate income for the organization.

Discussion was held about the ability of the instructors to help generate income for the facility by paying cage/tunnel rental fees to the organization through eSoft Planner. Currently, no rental fees or instructional fees are paid by the instructors to the organization. Discussion was tabled to a further meeting pending a report back on eSoft Planning from Mike Hancock and/or Tony Dinsmore and a future meeting with Player Development.

Coach Rob McCarthy made a motion to extend the current softball clinics at \$5/player for 90mins. The motion was seconded by Mike Taylor and unanimously approved.

Coach Rob McCarthy brought up that some of the Facebook and website information need to be updated to include more mentions of softball. Kat Dinsmore agreed to work with the Facebook admins and web admin to make further changes to better reflect softball.

Creed Stammel made a motion to move forward with eSoft Planning. The motion was seconded by George Stroud and was unanimously approved.

Concern was shared that clear information needs to be presented to all renting the facility to not wear cleats on the turf, and helmets are required in all cages.

Josh Wilson is receiving a quote on a door keypad or FOB system to allow better access to the facility for members, security, and knowing who is using the building and when.

FUNDRAISING

Josh Zuvich shared information on ways to structure sponsorship packages. Ideas were presented about banners/signage inside the facility, cage sponsors, pole sponsors, website support, Facebook posts, etc.

PRACTICE SPACE AVAILABLE FOR TEAMS

A motion was made by Mike Taylor to clearly lay out the following for each team's practice: 4 tunnels closest to the turf, 1 hour of turf, cage 8B (against the wall) for batting practice. The motion was seconded by Creed Stammel and unanimously approved. The remaining 2 cages (closest to the entrance) will remain open for families to use as a perk of their membership. The space will be first come, first served with the intent that families and teams will work together to share the space and hop in and out as needed. The pitching\hitting tunnels 7 and 8a would be leveraged for rentals, lessons, and member usage.

Josh Wilson will share this information with coaches at the upcoming Coaches Meeting.

BOARD POSITIONS

A motion was made by George Stroud to recommend Josh Wilson to President, Mike Lebo JR to Vice President, and Kat Dinsmore to Secretary. The motion was seconded by Mike Taylor and passed unanimously.

The meeting was adjourned by Josh Wilson at 6:26pm.

The next Board of Directors meeting is TBD.

Meeting minutes presented by Kat Dinsmore.

Please note, on February 7, 2022, Mike Lebo JR tendered his resignation effective immediately.

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