



## Board of Directors Meeting - Minutes

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Mission: Club Development of all our Players and Coaches

December 6, 2018

Location: Dakota Fields

1. **Call to Order**
2. **Roll Call/Determination of Quorum**
  - a. In attendance; Toni, Barrett, Chad, Doug, Buker, Mark, Derek, Dave
  - b. guests: None
3. **Adoption of the Agenda**
  - a. Motion: Barrett
  - b. Second: Chad
  - c. Approval: Passed unanimously
4. **Introduction/Recognition of Guests and Invitees**
  - a. Welcome
  - b. General Comments:
5. **Approval of Minutes**
  - a. Motion made by Toni to approve the October and November meeting minutes with the addition of;
    - a. The Board approved a motion during the November Board Meeting establishing a partnership with Ikon GK for Goalie equipment
    - b. The Board approved paying \$3,800 towards Dave's EUFAFA licensing. Chad made the motion, Barrett seconded the motion, and the board approved unanimously. It came after executive session.
  - b. Motion seconded by Chad and passed unanimously
6. **Soccer Report**
  - a. **Dave**
    - a. Winter Projects
      1. Inventory organization and clean up
      2. Goal clean up, remove zip ties and replace with semi-permanent clips. Dave will be purchasing enough of these for all of the goals.
    - b. Eric - Winterize, schedule, projects
      1. Doodle poll set up for space scheduling for indoor training
      2. Dave has sent reminders to the coaches to finalize space reservations so we can release the rest of the space and not be charged for it.

- c. Winter training schedule, tournaments and Spring schedules out and posted
  - d. Dave provided and update on Lexie Wood including a practice with University of Colorado
  - e. Dave discussed the DA tournaments and possible future tournaments and travel arrangements including bus travel.
  - f. Dave and Derek discussed registration fee increase to include practice space to begin in 2019.
- b. Josh**
- a. Equipment inventory needs to get completed - who and when can help complete?
  - b. National coaches convention registration sent
  - c. Yearly plan is completed, reported camp dates, tryout dates, etc with managers - everything is in calendar.
  - d. Set-up and updated the club calendar and shared all access with staff, board, and managers. Calendar is called "BHR Staff - Club Events"
  - e. Doodle poll used for indoor training space setup, draft sent to Dave, Bridgette, and Doug to share with others. Lots of space left.
  - f. Coaches equipment and corner flags were delivered and are at the complex now.
  - g. COE registration needs to be posted soon. Working with Steve.
- c. Bridgette**
- a. Past Due Registered Players
    - 1. Current rostered players have 108 accounts past due totaling \$18,428.92. Wreaths credits in December will help pay these off.
  - b. Collections
    - 1. Previously 25 players totaling \$3757.49.
    - 2. Currently 21 players totaling \$3,365.12. Two of these totaling \$77 have indicated they will pay this week.
    - 3. Will be sending the two largest accounts, from the same family, to Troy for formal collections. These two players total \$1,551.58
    - 4. Several collection letters came back as unable to forward. We do not have current address information for them.
  - c. Tournament Registration
    - 1. For the fall we had 74 tournament registrations
    - 2. As of today there are 12 tournament requests in my email to process.
    - 3. The managers were given a strict deadline of December 15 for our tournament. This allows me 3 days to meet Troy's deadline of December 18 for guaranteed entrance for BHR teams.
    - 4. The team managers were reminded that tournament registration fees were to be paid for by Bridgette and the Club
  - d. Fundraisers

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1. Safeway – November check was \$1,528.30
2. Scrip for 30 days totaled \$2,646.82.
3. Wreaths – Collected \$33,229 in sales so far. There are some extra items yet to sell. Invoices were received in the amount of \$19,042.48. Profit as of now is \$14,186.52. Goal is to post this to players in December to help take care of the past due accounts.
4. Rush ticket sales game date is December 29. They are all you can eat tickets. We pay Rush \$20 each ticket and are selling for \$27. We sold 52 tickets and players earned \$364.
5. Qdoba fundraiser for 2008 boys is in progress. \$9 profit for each coupon card sold. Sold 300 cards.
  1. Buker requested additional information on the Qdoba fundraiser to make sure we can maximize this fundraiser if they will allow more than one during year etc...
- e. Volunteer Credits
  1. Coaches, Managers, Fundraiser Coordinators and Board members were all credited as of November 30. I am working with Dave for a list of assistant coaches.
  2. Charged \$27,100 to player accounts, credited \$6,600 back for completed hours as of November 30.
  3. Will need to keep track of any new players to charge the fee. Received a list of three girls for Dave's group recently. Please send me any others that have joined since October 31.
  4. Doug discussed that working the concession stand for the DA program does not count towards Volunteer Credits since the DA players are getting earning money to pay for the DA program. The Board and Dave agreed with this.

## 7. Old Business

- a. Recreation Director
  - a. This will be discussed during Executive Session

## 8. New Business

- a. Update on Referee Contract
  - a. Doug provided an update on the status of this contract. Recently received a counter proposal that would result in savings for the club and have agreed with the rest of the contract terms BHR included. Doug is still waiting on the final/official proposal from them.
  - b. Doug will send the fee schedule to the Board for review. He also reported that they will hold a Q and A meeting for anyone who is interested in attending to discuss the Referee program and the fee schedule etc.

## J. Financial Report

- a. Derek reviewed the financial report for November and reported that some expenses are being miscategorized (eg: Office Expense) which is being corrected.
- b. Dave and Derek discussed how the DA money is being used and accounted for in the budget.

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- c. Derek discussed that Quickbook Classes are being established to help provide better reporting. This is expected to be completed in 2019.

## **K. ED Report**

- a. Convention
  - i. Doug reported that registration is complete and plane tickets have been purchased. Doug also reported on the approximate cost.
  - ii. These individuals are registered to attend;
    - 1. Doug Noyes
    - 2. Chad Williams
    - 3. Dave Sharp
    - 4. Jason Roe
    - 5. Josh Valder
    - 6. Cody Wellman
- b. Field Expansion
  - i. Doug discussed that some additional research has been completed but additional information about cost need to be gathered. Also concerns about available funds since we also need a new mower.
  - ii. Doug reported that the city wants us to fence the additional 40 acres which is estimated spend with Outlaw fencing of \$40k. Doug will reach out to city to discuss how quickly we need to complete this.
  - iii. Doug also reported that sprinkler heads may need to be changed and is also researching the cost of additional fields.
  - iv. It was discussed that a 10 year study should be completed before adding the additional fields. Dave also suggested that turf should be researched which is approximately \$1million for each field.
    - 1. Mark reported that he has study data for comparison of grass vs. turf and will send that to the Board.
- c. Telephone
  - i. Doug reported on costs for Verizon cell phone plan which is ~\$80 per month for Eric's phone.
  - ii. Barrett was able to obtain an iPhone 6 phone for donation to the club for Eric's use.
- d. Mower
  - i. Bid from John Deere and Toro, each around ~\$60K for new/demo units
  - ii. Models being researched;
    - 1. Toro 4000 and John Deere 1500
- e. Fundraising
  - i. Doug provided an update on fundraising and that Black Hills Ortho negotiations fell through.
  - ii. Doug will be revisiting sponsorship opportunities with Regional as well.

## **L. Executive Session**

- a. **Yes (Mark Averett request)**
- b. Toni made a motion made to leave Executive Session, seconded by LouAnn and approved unanimously

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- c. Following Executive Session the decision was made to table the Recreation Director to a future meeting.

**M. Next Meeting: January 10th, 6pm**

**N. Adjournment:** Meeting adjourned at 11:12pm

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