



FFC Board Meeting Notes

Meeting Minutes LOG

April 17, 2016

Present: Grover, Adam, Walt, Steve, Greg, Troy, Luis, Mike and Michele

Not Present: None

Meeting Start Time: 6:00 PM

Discussion Topics

1. **FFC BOD March Meeting**

- a. The FFC BOD discussed the final draft of the FFC BOD March Meeting Minutes.

VOTE: Greg motioned and Troy seconded to approve minutes and release them for distribution.

All present voted YES

2. **Financial Update**

- a. The FFC FD provided an update on club finances to the BOD. All outstanding financial commitments have been met and transactions have posted. The club financial health is in good standing. She has spent a vast amount of time building the draft 2016-2017 season budget, which will be presented to the BOD later in the session for discussion and approval.

3. **Club Update**

- a. FFC Way Programming- **Discussion:** FFC BOD President discussed a new program for U11-U15 age groups, trying to start this spring. The program will expose players to additional training with different coaches at intervals. The goal of this programming is to build players for elite competition.
- b. Sponsorship & Advertisement Packages- **Discussion:** The BOD discuss the idea of renting billboard space around the Fredericksburg area. The cost is roughly \$1,400 and normally run for 7-8 weeks. We might highlight individual players or teams on the billboard. This topic will be discussed at the next meeting.
- c. FXBG Card- **Update:** FFC BOD President provided an update to the BOD on status of the FFC fundraising discount cards. The commercial sponsorships have been completed

and the cards will go into production in the upcoming week. They will be available for purchase at the FFC office and there will also be an upcoming FFC newsletter. This and many other club items will be introduced at the upcoming coaches and team manager meetings happening next week. Cost will be \$20, of which \$10 will go to the club and \$10 will go to individual player accounts, as approved by BOD previously.

- d. 2016 Lamar Hunt U.S. Open Cup Ticketing- FFC BOD President provided an overview of the US Soccer policy for official matches, which does not allow for free attendance. He's looking for a way to FFC families & players to be exempt from the ticketing fees or purchase them at a discount. FFC NPSL team qualified and is hosting the first game on May 11th, with a potential for a second game on May 18th
- e. Visas & Personnel- **Update:** FFC BOD President provided an update on the visa status for some of FFC's personnel. There were major delays in obtaining the H2B visas this year, with some coaches having to travel to remote U.S. consulates to obtain visas. Coach Juan arrives on Monday and will re-join staff on Tuesday and Coach Mario arrives later in the week.
- f. WAGS Partnership- **Update:** FFC BOD President provided an update on the WAGS/FFC partnership for use of FFC park. The partnership spans 4 years and is valued at \$80,000, paid in annual increments as the facility is used for the weekend tournament. This is a great step towards FFC Park becoming a premier soccer facility in Virginia.
- g. DC Elite Cup- FFC BOD President provided an overview on the upcoming DC Elite Cup partnership. The Elite Cup is academy youth tournament, run with DC United. The partnership will be finalized shortly. This will be an arrangement similar to the WAGS partnership discussed above. Great news for our club!
- h. Futsal Center Project Update- **Update:** FFC BOD President provided an update on project status. Plans are in motion, Spotsylvania County has approved 36 parking spaces and next step is to decide field layout and office space. He's still optimistic about a May 2017 opening. Most of the FFC Park equipment being stored in garage.
- i. Concession Stand- **Update:** FFC BOD President provided an update on FFC Park concessions stand. A couple of volunteers spent time getting it stocked and organized. Now, it's in a position to be used on busy days at the park. More on its use to discussed at next BOD meeting.
- j. Maintenance Equipment & Plan- **Update:** FFC BOD President provided an update on the FFC Park equipment purchase. Some of the equipment purchased was changed around, but overall, the purchase stayed within budget. We ended up with one loan, payable back in 72 months, at a \$2,850 monthly payment.

Due to a work commitment, Mike had to leave BOD meeting at 8:00pm

4. Recreation Program

- a. Tournaments- **Discussion:** FFC BOD President provided an overview on potential tournaments for the recreational program. FFC offered to pay for one tournament for the recreation high school teams. More on its use to discussed at next BOD meeting.
- b. Referees- **Discussion:** BOD held a discussion on the new in-house FFC referee program for the recreational program and U9 friendlies. Each referee had to take a class online and received one shirt. Program seems like a great opportunity for some our U14 & older players to solidify game fundamentals and adds a level of professionalism to our recreational programs.
- c. Register as New Business- **Discussion:** BOD held a discussion on the feasibility of separating the recreational program into a separate LLC. BOD held a discussion on the programming and an appointment of a site coordinator. BOD held a discussion on the 2016-17 Fees and proposed budget with a potential of \$55-65 fees for new year. More on its use to discussed at next BOD meeting.

5. Travel-

- a. Pre-NPSL & WPSL Programs- **Discussion:** FFC BOD President discussed a new program for U16-U19 age groups, preparing elite players for stage placement with the goal of being promoted to NPSL and WPSL teams. Club is to arrange an upcoming meeting with parents and players to provide overview and gauge interest from club members.
- b. 2016-17 Tryouts- **Discussion:** FFC BOD President discussed the tryouts for 2016-2017 season. Tryouts schedule has been posted to FFC site and additional communications will come out in the upcoming days. There will be no fee for trying out; there will be acceptance fee of \$75 per player. The 2016-2017 player commitment will be from June 2016 to May 2017. There has been a 24-hr acceptance deadline for a player to accept his or her team spot. BOD discussed if no player acceptance within 48-hrs, families will pay winter \$125/summer \$180 (optional if participating) fees, along with acceptance fee, which will be included in the 2016-2017 fees for players accepting within the 48-hr period.

VOTE: Steve motioned and Troy seconded that mandatory winter and optional summer training will be included in 2016-2017 fees when a family pays \$75 acceptance fee within 48 hours of offer. After 48 hours, the family will be required to pay mandatory winter training fees.

All present voted YES

- c. Custom Uniform Update- **Update:** FFC BOD President provided an update on the custom uniform jersey issue. FFC received the 205 jerseys ordered, but kit was wrong and did not match existing custom jerseys. Adidas acknowledged error and agreed to send 743 new custom shirts for the club, which will be available until 2018. The jerseys should arrive within the next 4-6 weeks. The club will select certain teams for a trade-in of the current custom jersey for a new one. That way, most if not all, teams will play the remainder of the 2015-2016 season with a custom kit. For the new arriving jerseys, which will debut in

the summer, there will be a \$10 customization fee (\$5 FFC Patch/\$5 numbers) for each jersey. FFC will still be required to fulfill 2017 buying cycle of two shirts, per current agreement.

6. 2016-17 Club Planning

- a. New Club Structure- **Discussion:** FFC BOD President discussed office structure for new season. The General Manager position will be retired and there will be 5 Program Assistants, responsible for lanes such as marketing, referee program, etc.
- b. FFC Vehicles & Transportation- **Discussion:** FFC BOD President discussed purchasing 2-3 vehicles for club use. He obtained quotes from Radley Chevrolet and vehicles will be offered to club at \$5,000 below MSRP and will have some sort of Radley sponsorship markings on them. Targeting \$15K-\$16K per vehicle.
- c. Personnel Additions- **Discussion:** FFC BOD President discussed new personnel additions to office staff. Nick Ritch will be joining club on June 1 and Mike Bennett has already joined the club.
- d. Player Fees- **Discussion:** FFC BOD President and FD discussed proposed player fees for all programs. Fees will be posted after BOD approval. Fees will be based on age group and will be specific for the selected program. There will be no tryout fee, but there will be an acceptance fee of \$75 per player. The Summer (optional) & Winter (mandatory) Fees are \$180/\$125, respectively and will be included in the proposed player fees. if the offered spot is accepted and the initial fee is paid within 48 hours.
- e. Budget- **Discussion:** FFC BOD discussed proposed 2016-2017 proposed budget at length. Budget covers all investments aforementioned and provides a training program that supports club vision to increase quality and become a top-tier club in Virginia by providing opportunities to players at all levels.

VOTE: Troy motioned and Greg seconded to approve proposed 2016-2017 budget for FFC operations.

All present voted YES

The Meeting adjourned at 10:26pm.

Board Minutes Approval: June 30, 2016