



AGENDA Board of Directors Monthly Meeting

Time: 6:30pm

Date: December 10, 2018

Location: Marian University – Stayer Center Room 212/213

FDLSA Executive Officers:

Chad Collett, President • Luke Newman, Vice President • Andy Gill, Secretary • Bob Van Kirk, Treasurer

Agenda:

- Call to Order / Roll-Call – 6:36pm Start
 - Present: Chad Collett, Dan Gerred, Josh Rieder, Justin Szatkowski, Ryan Hilbert, David Hammes
 - Absent: Andy Gill, Luke Newman, Diane Riley, Bob Van Kirk, Jillian Saiberlich, Lawrence Foster, Bryan Henslin
- Guest Open Forum
 - Jess Ruch
- Approval of BOD Meeting Minutes & November Meeting Minutes - Motion by Justin to approve minutes, second by Josh, All approved.
- Approval of Financials - Will be emailed to Board Members
- Treasurer's Report – Bob
 - Overall the FDLSA is looking very healthy, especially for this time of year. The club had a net income of nearly \$13,000 in November despite soccer being over, but that is due to High School Select Boys registration and payment plans for other select members which spreads our revenue over time. We do have a big invoice coming in December for lawn care that will land though. Starting late Dec/Jan we will begin to see revenue for rec league registrations.
- President's Report – Chad
 - Fond du Lac hosted a Select League Coaches Clinic on Saturday at the Fondy High School. 9v9 in the morning and 11v11 in the afternoon. Approx 33 coaches signed up for each session. Great venue and appreciate the High School allowing us to use the facilities. The Club will be receiving a payment from WYSA for hosting. Chad is working on adding another set of classes in the spring (possibly 4v4 and 7v7). Will also add another 9v9 and 11v11 if Field House is available.
 - This past weekend was the WYSA Women in Soccer Symposium in Milwaukee. Representing our club was Jillian Saiberlich and Jess Ruch. Jess provided an overview of

the conference and how positive it was. They are looking to expand it next year to a two-day event.

- Program Reports

- Select League – Chad

- Select Winter trainings at the Lenz Field House for U11-U14 has begun and will take place each Saturday in December (started on the 8th) and will conclude January 26th. They also will be offering 2 goal keeper sessions during that time, dates are TBD.
 - Chad is working with Jillian to identify Field House time we can get in and she and her staff will run trainings for the High School age girl's teams from last fall. We are looking at 5-6 trainings. Since the girls lost one tournament last fall, this would offset that and provide them valuable training to prepare for their spring HS seasons.
 - The YMCA has opened up for winter training for the Phoenix players from 4pm – 6:30pm on Sundays. We have access to most Sunday's from December until end of March. They do this for our club at no charge since we do not charge them for holding their fall program at the complex.
 - We held an open forum Select Program meeting on December 5th and had a dozen coaches and board members attend. The discussion included an overall look at our program; current evaluation and where we want to be in the future. Another meeting will be scheduled for Jan/Feb timeframe. The purpose of the meeting was to look at what we are doing well, where improvements can be made, and how we can grow both in numbers and in player/coach development. One key takeaway from this meeting was that we need to ensure more parents are aware of the program and the value it brings for the players. Local High School coaches added that they can definitely see a difference in their players of those who came from the club program vs those who just played rec or did not participate at all.

- Academy Program – Chad

- We held an open forum Academy Program meeting on December 5th and had a dozen coaches and board members attend. The discussion included an overall look at our program but current and where we want to be in the future. The program structure was heavily discussed and we like the continued focus on training vs season games, however are looking to add tournament game(s) for U9 and U10 players. Another meeting will be scheduled for Jan/Feb timeframe.

Similar to Select, we need to do a better job of marketing this program's value and purpose to parents.

- Recreation League – Luke
 - Luke and Chad met to review the timeline for the upcoming rec league season from December 2018 – July 2019
 - Registration will open late December. Discussion on using Sports Engine (current) vs Demosphere (new direction of WYSA and what we use for Select/Academy) and we will use Demosphere. It provides additional options for payments, to align accounting codes to the registration, and easier for parents to register multiple players.
 - Payment plans will be available for rec for first time to ease burden. Chad will set up options.
 - Will hold two in-person sign ups at Buffalo Wild Wings in Fond du Lac. One in January and One in February.
 - Coaches will register via Demosphere so it ties to the system to direct them to submit their background checks.
 - Pricing will remain \$75 till end of January, increase to \$90 till mid-March, and then \$100 through rest of season.
 - Discussion on including Volunteer Buyout fee up front and refund after they volunteer. This is due to many people signing up to volunteer and avoiding buyout and not doing either. It was decided to keep buyout at \$25 per player which is tremendously less expensive than other sports in our area.
 - Age Structure to remain the same and nights of play
 - End of Year Tournament Structure TBD – table till January Meeting
 - Luke is coordinating styles, pricing, and order dates with Byran from Jack's Team Sports.
- Adult League - Bryan
 - No Report
- Coaching Report
 - Coaches that have expressed interest in attending United Coaches Conference are Erik Parker, Jillian Saiberlich, Craig Peltonen.
 - Congrats to Erik Parker for obtaining his 'D' Coaching License
- Referee Report

- Chad is working on scheduling both a new certification course and a re-certification course in Fond du Lac for January and February. Chad started the process of scheduling back in February but hasn't heard from Alyssa Miller our regular contact so Chad has reached directly out to WisRefs head assignor and their coordinator to see if we can get dates on the calendar. Chad will work with the Fond du Lac High School to secure the room once we hear back.
- Concessions Report
 - It is closed. We hit \$50k in the account and plans for expansion are in motion. Chad, Dan, Luke, and Andy met with Tom Leu to go over the concession stand expansion plans. We have those back and are evaluating. Will provide to Board in January for review and possible approval. We are also exploring option to include Fundraising Bricks in the expansion plan to raise funds for the project and additional needs we have .
- Soccer Complex Maintenance & Grounds Report
 - Complex is currently closed for winter.
 - Andy met with Signarama to get a quote for the new signs. We are waiting to hear from the owner regarding pricing and potential discounts. Andy will be approaching local businesses over winter to sponsor cost of signage.
- Capital Campaign Drive Report
 - Fundraising / Sponsorship Opportunities
 - Andy submitted a request for \$2250 to an organization to sponsor background checks on the rec coaches. Waiting to hear back from them.
- Marketing & Communications Report
 - Will begin working on Flyers and Graphics for the upcoming rec league season registration.
- Old Business
 - None
- New Business
 - Banners Sale for Inside of Premier Field and along the outside (except for along Campus Drive). Chad proposed a new banner sale program we do with our parents, plus with the High Schools and others who play at our complex. Graphic Design Marketing has created templates with the Phoenix, Cardinals, and Vikings logo on them. We would sell during winter months and all orders go in at one time prior to season start (we would also do another sale in summer for fall season). Graphic Design Marketing is donating 15 banners and will do additional banners at \$45 each. In exchange we will hang a banner up for them at no charge. The cost to 'sponsor a banner' for one year is \$200 including

the cost of the banner. All banners would come down at the end of the year, or if people want them at the end of the season they may also take them. We will give HS's option to sell for over \$200 and they get \$ for their booster club. Chad will solidify the process for the sale of these banners.

- Next Meeting: January 14th at 6:30pm at Marian U.
- Adjourn – 7:35pm