



MINUTES OF A MEETING OF THE BOARD OF DIRECTORS

April 20th, 2020

A meeting of the Board of Directors (the “*Board*”) of the Folsom Lake Soccer League (the “*League*”), was held on Monday, April 20th, 2020, via the *Zoom* video teleconference application.

Directors Present: Jody Silva, Francisco Stinnetti, Amy Lehmkuhl, Pete Phillips, Jay Hendrickson, Joelle Conway and Jose Rodriguez. Non-voting: Kristin Lemay, Fritz Libby, Rey Harris, and Jo Studley.

Directors Absent: Frank Ford and Bruce Magnani.

Guests: Lisa Davis

CALL TO ORDER

FLSL President, Jody Silva, called the meeting to order at 6:04 pm and Francisco Stinnetti FLSL Secretary, recorded the minutes. A quorum of directors were present.

APPROVAL OF PREVIOUS MEETING(S) MINUTES

4/1/2020 Minutes Approved. *Directors Present* heading adjusted to reflect Bruce Magnani and Joelle Conway as present during the 4/1/2020 Zoom conference call.

NEW BUSINESS:

PPP Loan update: Amy Lehmkuhl provided an update as to the Personnel Paycheck Protection (PPP) Loan. PPE Loan approved for \$142, 000. We expect to have some funds leftover that we will have to pay back after 2 years at 1 %. Loan funded on 4/18.

Jose Rodriguez added that SBA determines payback guidelines. Very few guidelines at this point. SBA is just trying to get the funding out as quickly as possible.

Pete Phillips: Can we apply for this more than once?

Amy Lehmkuhl: No, only once.

Jose Rodriguez: You can only use one of these loans to cover payroll, and some expenses. However, you can apply for another loan to cover types of expenses via CARES. So you can apply for multiple loans, just not more than PPP loan.

Fritz Libby: Are there any other loans that may apply for our purposes?

Jody Silva: Are we thinking we may need to apply for an economic disaster loan?

Fritz Libby: It may be worth just applying for it.

Jose Silva: It is worth applying for.

Amy Lehmkuhl: What is the rate on the economic disaster loan?

Jose Rodriguez: 2.5% at 10 years, with no prepayment penalty on the Economic Disaster Loan. You can apply online at the SBA website.

Fritz Libby: Yes, it is free money. However, would we want to pay it back through our reserves, since we do already have it, to avoid the interest?

Amy Lehmkuhl: I'm not sure if that's the worst idea, and we could use that money for other expenses, if need be.

**Jody Silva called for a Motion to apply for the Economic Disaster Loan.

Jose Rodriguez made the first Motion. Amy Lehmkuhl made the second Motion. **MOTION APPROVED**.

Coaches Pay: The Board discussed the issue of payment of coaches.

Amy Lehmkuhl: I believe we should, in fact, continue to pay our coaches.

Fritz Libby: If tryouts are not able to occur, then there is no revenue coming in. Things will get interesting at that point. Taking out the loan will help, but it stipulates that we continue to make payroll. Expenses may increase. Ideally, tryouts will occur May 1st. If we add teams, that will cost additional money, which will mean we may have to consider cutbacks at some level.

Amy Lehmkuhl: The loan stipulates that approximately 75% of proceeds must be used for payroll.

Fritz Libby: Because of the loan, we have to continue to pay the coaches.

Rey Harris: Are we saying we are paying the Coaches for the month of May?

Kristin Lemay: The coaches that are staying on; yes. Those who are moving on; I would say no.

Rey Harris: So for the coaches that I am bringing on May 1, do they get paid?

Fritz Libby: As long as there is a season and a team to coach; yes. We have to make it clear in the new Agreements that if things stretch out and there is no soccer in June, then we will have to make a different decision.

Rey Harris: I believe our Coaches will understand that.

Fritz Libby: Additionally, we are planning on growing by approximately 2 teams, which will require an additional coach. Is this covered in the loan?

Amy Lehmkuhl: I'll check, but I believe it works off of head-count.

Fritz Libby: I'll want to hire any new coaches in May.

Amy Lehmkuhl: If we add head-count, we can't use that. But we should still add coaches.

Jody Lehmkuhl: So are we going to extend coaches pay through May?

Kristin Lemay: We would need a vote.

**Amy made a motion to continue coaches pay through May, acknowledging that if things don't open up before June, that June pay is subject to change/suspension. Board members voted unanimously.

MOTION APPROVED

REPORTS

FAA [KRISTIN LEMAY]

FAA was cancelled, due to COVID-19.

DISTRICT VI [KRISTIN LEMAY]

District VI will continue to have the Capital Playing league which will include the recreational players in the U15-DU19 age groups.

NORCAL [REY HARRIS]

We are meeting Friday, at which time we will know more about tryouts, refunds, etc.

SURF EXECUTIVE DIRECTOR [FRITZ LIBBY]

We are working hard on marketing for the Surf website for player retention and recruitment. We continue to find a channel for Rec players to come over to Surf, while continuing to provide great service to existing customers. Now the challenge is having to pivot to the next season. I believe we have to prepare for the cancellation for the Spring League, and a modification of the transfer window. If/when the announcement comes out and we don't have a plan in place, we may lose coaches and players to other teams. Additionally, I'm anticipating that parents will begin requesting refunds for prepaid spring league registration, and/or monthly tuition refunds.

VICE PRESIDENT [JAY HENDRICKSON]

Nothing to add.

TREASURER [AMY LEHMKUHL]

I looked at the March Financials. We are running at a loss for the league, but not too far off from February. Holding steady with the infusion of cash from the PPP. From a financial perspective, we are ok at this point

BUSINESS OPERATIONS MANAGER [KRISTIN LEMAY]

Nothing additional.

DIRECTOR OF SOCCER OPERATIONS [REY HARRIS]

We will meet tomorrow to discuss new coaches. We are doing a QA with the parents to answer some of their questions.

RECREATIONAL DIRECTOR [JO STUDLEY]

We are currently in a holding pattern, as the city closed the fields. We continue to update the TopSoccer website. Season wouldn't begin in August.

COMMUNITY RELATIONS/OUTREACH [JOELLE CONWAY]

Unable to get spring Scholar Athletes. Perhaps we could do something to pump up the athletes for the winter campaign.

REFEREE MANAGER [BRUCE MAGNANI]

N/A

FSC MANAGER [JOSE RODRIGUEZ]

Nothing to report.

RCSC MANAGER [FRANK FORD]

N/A

OYSC MANAGER [PETE PHILLIPS]

We have approximately 70 registrations, to date. We may enable the online registration process, much like Folsom. We are currently waiting for a decision whether there will be a fall Recreational season. Hopefully, Cal North will make a decision within the next 60 days.

ACTION REQUIRED BUSINESS (AR's) FOR MAY

N/A

NEXT MEETING SCHEDULED

5/11/2020 at 6:00 pm located at the FLSL office (or, via Zoom video teleconference)

Meeting adjourned at 7:54 pm

Francisco Stinnetti | FLSL Secretary