



MINUTES OF A MEETING OF THE BOARD OF DIRECTORS

May 11th, 2020

A meeting of the Board of Directors (the “**Board**”) of the Folsom Lake Soccer League (the “**League**”), was held on Monday, May 11th, 2020, via the *Zoom* video teleconference application.

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

Directors Absent: Jay Hendrickson, Joelle Conway and Bruce Magnani.

Guests:

CALL TO ORDER

FLSL President, Jody Silva, called the meeting to order at 6:03 pm and Francisco Stinnetti FLSL Secretary, recorded the minutes. A quorum of directors were present.

APPROVAL OF PREVIOUS MEETING(S) MINUTES

4/20/2020 Minutes Approved.

NEW BUSINESS:

Refunds: Kristin Lemay provided an overview as to player refunds.

Kristin: I worked out proposed refunds, taking into account field costs, coach pay, etc. Fritz and I met Friday and worked out the following proposed refunds: U9 – U10: \$100/player, U12 – U14: \$120/player. Elite Red: approximately \$45/player, based upon six (6) training sessions. Information will be send out via Google Docs. Request would be needed within 2 weeks.

Fritz: Where does that fit in with the Registration timeline?

Kristin: Within 2 weeks of reply, we could probably have refunds processed.

Kristin: The refunds will be processed as follows:

Pre-Academy 2013 – 2012	\$50.00
Academy 2011 – 2010	\$100.00
Premier 2009	\$105.00
Premier 2008 – 2006	\$120.00
Premier 2005 – 2001	\$140.00
Elite ‘09G Red (Garner)	\$37.50
Elite ‘08G Red (Fisher)	\$45.00
Elite ‘06B Red I (Hempenstall)	\$22.50
Elite ‘06B Red II (Nevarez)	\$45.00
Elite ‘06G Red (Black)	\$45.00
Elite ‘05G Red I (Fisher)	\$45.00
Elite ‘05G Red II (Gonzalez)	\$45.00
Elite ‘04B Red (Kennedy)	\$45.00
Elite ‘04G Red (Pauly)	\$45.00

** Jody Silva requested a motion be made to approve the sending out of refunds for competitive players. Frank Ford made the 1st Motion to approve Sending out the competitive refunds. Pete Phillips made the 2nd Motion. **MOTION APPROVED.** **

Budget: Amy Lehmkuhl provided an overview of the Budget for the 2020 playing season.

Amy Lehmkuhl: Relative to the 2020 playing season.. Kristin and I worked on the budget. We are seeing approximately a 50% reduction in players from last year to this year. (Reviewed approx. much cash will be needed). Registration fees are \$250/pp. Potential Refunds: Premier: \$34,000. Elite: \$6,400.

Kristin: Amy and I were attempting to show worst case scenarios. Hence the approximately \$30,000 cash loss.

Frank: Can we come to a consensus as to when we think we can resume outdoor play. I don't think tryouts can happen. As far as rec, I think there will be one. Other issues include receiving player passes late. But the season shouldn't be postponed as a result. Paper rosters can be utilized

Kristin: We will likely have a better idea near the middle of June, given an announcement by the Governor.

Pete: I agree. I think it is logical for our registrars to have the time needed to process their information in the system. I'm good with the end of July/Aug 1st to make that decision, and begin the season after Labor Day.

Frank: I'd be ok without having paper passes if that means less work for Kristin, in order to get the season rolling.

Kristin: Actually, the player passes are not bottlenecked at my level. Generally, if the registrars have the information, I can print the passes.

Amy: As a worst case scenario, I've projected almost a \$350,000 net loss for the season. We have a loss from Jan to April of \$200,000. Net cash outflow is approximately \$60,000 so far this year. Cash will be down. We sit at approx. \$631,000 of cash right now in the unrestricted accounts. By the end of the year we could be down to approximately \$285,000 in cash. It could be that our recreational programs see an increase of players.

Rey: What happened if the City directed us to wait until July? If we only used the Hub for training, could that impact our budget?

Amy: It would definitely impact the amount of tuition, regarding the amount we could charge. But it would decrease expenses on field rental, etc. Also, there would be an elimination of coach pay if we go past June, then there would be a reduction or elimination of pay.

Fritz: Coaches are being directed to develop a return to play plan, based upon our understanding of the state's direction. The HUB can come in to play, but that will not be enough. Online program apps and the fitness plans will continue. We are hoping that this is a compelling enough argument for the league to continue to charge tuition. Hopefully, we can continue registering players. We are moving forward based on the information that is coming in. I think our plan is solid; certainly relative to other clubs out there. I'm hoping to pivot quickly from fundraising to camps and clinics to generate addition funding, when applicable. My goal is to bring down the deficit with fundraising and some of these other ideas, when things open up, to be in a better place. I think it's important to be forthright with the parents at a town hall meeting, and be transparent as to our losses and what we are doing to mitigate these losses.

Frank: I don't think the league should be charging a late fee.

PPP Update: Jose Rodriguez provided an update as to the PPP payback.

Jody: Jose, is there any update on the PPP payback?

Jose: No one has begun paying these loans back yet, so the guidelines are fluid. Forgiveness details will come soon.

Economic Disaster Loan Update: Kristin Lemay provided an update as to the Economic Disaster Loan.

Kristin: No use because the forgiveness would be deducted from the forgiveness of the PPP Loan, and the interest is also higher. We are only using the PPP to cover our expenses at this time. Only open to Agriculture at this time.

Additional:

Tryouts: June 6th through June 28th.

Jody: following up on the coaches..?

Rey: We are bringing in some new coaches and having meetings with them weekly. We held a meeting with kids from Rec to Comp U7-U9, and a Zoom Town Hall meeting U7-U19. Additionally, we are currently in the process of meeting with coaches to create a training plan by June.

REPORTS

FAA [KRISTIN LEMAY]

FAA was cancelled, due to COVID-19.

DISTRICT VI [KRISTIN LEMAY]

Changed meeting to 5/20 to provide updated information, because of a conflict with the Cal North meeting on the same date. Background check is possibly changing from Livescan fingerprinting to an online application. Online is not as ideal. Fingerprinting would come back with subsequent arrest history, whereas the online application would not. Online will be approximately \$30 and be good for two years. \$30 will be additional fee to clubs for coach screening. Alternative solutions include grandfathering in applicants who have already had their background check via Livescan. Additionally, Livescan fingerprinting is only through the state of CA. Clubs may have to end up paying for their own background checks, because it is due at the time of registration.

NORCAL [REY HARRIS]

We are still waiting to hear back regarding guidelines on giving refunds.

SURF EXECUTIVE DIRECTOR [FRITZ LIBBY]

Enacted a re-enrollment schedule. Taking advice from NorCal. Ensuring that any returning players have a place to play. Plan developed regarding tryouts. Spoke with Surf CEO. Required to purchase uniforms every year, and to use their proprietary software (ESC). I just wanted to make the Board aware that we are currently not in compliance with the uniform requirement, given the short season (potentially).

Looking at Return to play ideas from other clubs and other states, etc. I will have a retention report by next week. Marketing and Social Media platform is coming along well. I am trying to establish a league identity, instead of us just being a collection of individual clubs. Would like to institutionalize a plan to have the clubs working together. Particularly, a strategic plan between the Board Members from Orangevale (OV) Rancho Cordova (RC), Folsom Soccer Club (FSC) and Surf, going forward. Perhaps coming together quarterly to develop a strategic plan (2 yr, 3 yr, etc) on how to define the league and leverage our resources.

VICE PRESIDENT [JAY HENDRICKSON]

N/A

TREASURER [AMY LEHMKUHL]

Nothing additional.

BUSINESS OPERATIONS MANAGER [KRISTIN LEMAY]

Kristin: Field rental for Premier teams: Turf is \$100/hour, while Grass is \$70/hour. Elite and Rec are part of their fees.

Jody: Would the Surf platform (ESC) ever be able to communicate with US Soccer?

Fritz: ESC is used for camps and clinics and the HUB. They make money through an investment in that platform through a percentage of credit card transactions.

Kristin: Each organization has their own required registration system. US Club processes their passes through Sports Engine. I prefer using the same as our parent organization, b/c it saves time and does not double up the work.

DIRECTOR OF SOCCER OPERATIONS [REY HARRIS]

We are currently meeting with our Coaches and developing a plan.

RECREATIONAL DIRECTOR [JO STUDLEY]

We are awaiting further information to make decisions on Rec and TopSoccer.

COMMUNITY RELATIONS/OUTREACH [JOELLE CONWAY]

N/A

REFEREE MANAGER [BRUCE MAGNANI]

N/A

FSC MANAGER [JOSE RODRIGUEZ]

Nothing additional to report.

RCSC MANAGER [FRANK FORD]

We currently have 120 players registered. We sent out an email to our members advising they would provide full refunds, minus uniform costs, if the season is cancelled.

OYSC MANAGER [PETE PHILLIPS]

As of today, 156 rec player registrations. May registration requirement will be pushed out as far as I feasibly can. We are considering refunding any registrations received, to date. Basically, we are not cashing any checks we received.

ACTION REQUIRED BUSINESS (AR's) FOR MAY

N/A

NEXT MEETING SCHEDULED

6/15/2020 at 6:00 pm located at the FLSL office (or, via Zoom video teleconference)

Meeting adjourned at 7:41 pm

Francisco Stinetti | FLSL Secretary