



MINUTES OF A MEETING OF THE BOARD OF DIRECTORS

July 19th, 2020

A meeting of the Board of Directors (the “**Board**”) of the Folsom Lake Soccer League (the “**League**”), was held on Sunday, July 19th, 2020, via the *Zoom* video teleconference application.

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

Directors Absent: Amy Lehmkuhl and Bruce Magnani.

Guests: Lisa Davis

CALL TO ORDER

FLSL President, Jody Silva, called the meeting to order at 10:04 am and Francisco Stinnetti FLSL Secretary, recorded the minutes. A quorum of directors were present.

APPROVAL OF PREVIOUS MEETING(S) MINUTES

May 2020 Minutes *APPROVED*

June 202 Minutes *APPROVED*

NEW BUSINESS:

Recreational Soccer Update: Jo Studley provided an overview as to the status of recreational soccer.

Jo Studley: Following our meeting on Thursday, there was agreement not conducting in normal Fall play, as we still do not have confirmation from the state, and Cal North will not cover any insurance until the state is allowing for soccer to be played. Hopefully, in late September or early October, Fall play may resume. Rancho has chosen not to participate in Fall Play, and are hopeful for a Spring league option.

Fritz Libby: Who is getting that communication out to the members?

Jo Studley: We didn't want to send anything out to the membership until after this Board Meeting. So we will be relaying that communication on Tuesday. Also wanted to get an idea of any additional options?

Pete Phillips: Does Folsom Soccer Club plan on adjusting its registration accordingly, based on the reduced playing options for recreational soccer? Because that is something that we, Orangevale, will have to do.

Kristin Lemay: Likely, the best plan at this point is to refund the approximately 100 players that have already paid the registration fee. Then, once we are able to offer something, then we can set up a new registration event at that time.

Jo Studley: Once we draft something, we can send something out to you.

Pete Phillips: We were waiting until today's meeting to send something out. Additionally, it appears that Cal North has figured out a way to cover the liability insurance, setting the parameter that would allow a CCSL program starting September 12th.

Kristin Lemay: Governor has not released the guidelines for *youth sports*. However, he has released the guidelines for school this week, so I'm hopeful that the guidelines for youth sports are forthcoming.

Fritz Libby: NorCal came out with the statement that there may be a September 13th start date. However, that really depends on the state and County guidance.

Pete Phillips: It's important for the parents/membership understands that this is not arbitrary, and although we as a Board are preparing for several eventualities, it's completely out of our hands.

Budget Update:

Kristin Lemay led a discussion as to the Budget

Kristin Lemay: We had a meeting Wednesday night to look over the financials. Specifically, examining how the lack of a rec program would affect the overall FSC and Surf budget. Effectively, instead of spreading hard fixed costs over 3000 players, we are spreading those same costs across 625 players. As such, we are looking at a possible shortfall of approximately \$175,000, by running the competitive program and some fixed costs on the recreation side. This is actually slightly lower than our projected worst case scenario a few months ago, but clearly it is still a huge hit. Additionally, the Hub is operating on a \$9,500 deficit through June. This figure includes a deficit of almost \$32,000; however, we were able to apply \$22,000 of the PPP loan, bringing the deficit down to \$9,500. We originally agreed to an approximately \$30,000 deficit, however, that was agreed to prior to Covid-19.

Fritz Libby: The Hub is back open, but with restricted class sizes. If we can still operate under the "camps" guidelines, we expect a ton of inquiries. The camps and classes are currently full, largely because school is out, due to COVID-19. We continue to meet on the Hub side and brainstorm. We have never been able to use the Hub on weekends because of games during the Rec season, but that will likely change due to Covid-19. When we are full, although with lower class sizes, we will fall short of covering rent and overhead. However, adding weekends will help push us over. We also rent out the facility, which does provide additional revenue.

Kristin provided an additional on-screen/visual overview of Surf Operating Expenses through June 2020.

REPORTS

FAA [KRISTIN LEMAY]

FAA was cancelled, due to COVID-19. However, the fireworks participation was great. We don't have the final figures; however, it is likely we will be receiving close to \$60-70/hour. Parents participated as a way to satisfy their volunteer hours.

DISTRICT VI [KRISTIN LEMAY]

The Executive Meeting occurred last Wednesday, where the decision was made to cancel play at the U-15 – U19 age groups. The next meeting will likely occur in September.

NORCAL [REY HARRIS]

We sent out information to the coaches on the timeline that NorCal is looking at, which is fluid. We are waiting to see what happens, overall. I spoke with Jo regarding the impact the lack of a recreational season would have on the competitive side. I put out information in our last staff meeting. We have to develop something that we can sell to our members. It can't be the same thing as we have been doing. Specifically, we need something that the parents will feel is of value, given their outlay for uniforms, etc., so they are comfortable with what they have paid, to date. Some parents are already inquiring about refunds; the expectation is so high. We should begin thinking about developing possible alternatives to the traditional 11 v 11 sided game. That may look like a 7 v 7, or something else, but we should develop alternatives in the event that guidelines do not allow for the traditional 11 v 11 under a return to play scenario from Nor Cal. The important thing is to develop one or more contingency plans, to offer parents/members with extremely high expectations, as opposed to sitting back and hoping NorCal allows us to return as normal. Expectations equals investment, and we have to have a plan to sell to our members that balances out training, league, etc. Otherwise, we will have parents requesting refunds, en mass. Most importantly, we need to develop that plan now.

SURF EXECUTIVE DIRECTOR [FRITZ LIBBY]

Nothing to report at this time.

VICE PRESIDENT [JAY HENDRICKSON]

Nothing to report at this time.

TREASURER [AMY LEHMKUHL]

N/A

BUSINESS OPERATIONS MANAGER [KRISTIN LEMAY]

Nothing to report at this time.

DIRECTOR OF SOCCER OPERATIONS [REY HARRIS]

Nothing to report at this time.

RECREATIONAL DIRECTOR [JO STUDLEY]

TOPSoccer committee decided they would like to postpone until the 2021 season.

COMMUNITY RELATIONS/OUTREACH [JOELLE CONWAY]

Nothing to report at this time.

REFEREE MANAGER [BRUCE MAGNANI]

N/A

FSC MANAGER [JOSE RODRIGUEZ]

Nothing to report at this time.

RCSC MANAGER [FRANK FORD]

Nothing to report at this time.

OYSC MANAGER [PETE PHILLIPS]

Nothing to report at this time.

ACTION REQUIRED BUSINESS (AR's) FOR JULY

N/A

NEXT MEETING SCHEDULED

8/17/2020 at 6:00 pm located at the FLSL office (or, via Zoom video teleconference)

Meeting adjourned at 11:02 am

Francisco Stinetti | FLSL Secretary