

Board Minutes: November 11, 2024 | 701

Board Present: Chris Giese, Mike Cole, Sara Gjerdevig, Kory Jacobson, Samantha Jacobson, Cody Werlinger, Eric Whitehill, Jay Ysteboe,

Not in Attendance: Ben Gurney, Grace Voeller, Josh Weibye, Jake Elseth, Justin Radel

ACTIONS;

- **Action:** Chris Giese to work with bank on this.
- **ACTION:** Sara to print more postcards and stickers.
- **ACTION:** Jake please put on Website

- **ACTION:** Sara to get Foam Balls for the evening – looking at some other vendors (Bee See \$1.30 each (250), Polar logo)

- Polars Board Meetings moving to 2nd Tues each month starting in December
- **Financial Report** (Kory) - P&L and Balance Sheets are attached
 - Down about \$2500 YoY
 - Golf Scramble outstanding fees - \$4500
 - Tracking to be par maybe bit ahead for the Calendar Year. Should be on par for the year a possibly a little ahead of last year
 - **Motion** from Mike Cole to remove Ryan Kava and Stacy Stenerson off the First International Bank & Trust and add Kory Jacobson as the newly elected Treasurer. Sara Gjerdevig seconded the motion, vote all Yay
- **NPLL Report** (Mike) – No updates. Meeting coming up Wednesday
Weekends are being requested for NPLL season – still believe we will have State
- **TryLAX** (Chris and Grace) –
 - Nov TryLaX - good turnout, 20-30 kids – about 15 new kids.
 - Upcoming Dec 1 at Fargo Sports Center – Darcy is going to lead this one.
 - Dec 29, 4:00-5:00 | Fargo Sports Center
 - Jan 19, 5:00-6:00 | Fargo Sports Center
 - **ACTION:** Sara to print more postcards and stickers.
 - **ACTION:** Jake please put on Website

- **Current Polars Open Gym** on Dec 29 time before TryLAX, 3:00-4:00
- Marketing

- Fargo Force (Cody) Discussed options of game sponsorship (\$2500) and/or table (\$500)
 - Motion: Eric Whitehill motioned to do Two nights and the Fargo Force (1 Dec and 1 Jan in Jan) not to exceed \$1009, Mike Cole seconded, Vote all Yay
 - Dec 7 and Jan
 - **ACTION:** Sara to get Foam Balls for the evening – looking at some other vendors (Bee See \$1.30 each (250), Polar logo)
- Wahpeton Dasher (Sara) – thank you to Jay will get to Ben
 - KVLV Update (Samantha): Facebook campaign, 6 weeks - \$2500, Video and pictures, Analytics shared with us. Jay to talk to Marketing at ABM for insights.
- Billboard on hold
- Insurance Renewal (Kory)
 - Kory will set up meeting with the team regarding insurance from US Lacrosse policy and Board of Directors Insurance
- Golf Fundraiser - Josh and Jay to collect Sponsorship fees
- Fargo Sports Group (Chris) - nothing new to report- Chris to contact
- Committee Leads (Chris) - need a lead for each committee, recruit others to fill their Dibs
 - Host Weekend – Sara/ Samatha
 - Golf Fundraiser – Jay/Josh
 - Fields (WF Parks, Fargo Parks) – Justin/Jay
 - Marketing | Social Media – Eric Whitehill
 - Camera Committee - TBD
- Dibs Update (Mike) Does anybody need DIBS for 2024?
- Registration and 2025 Pricing (Jake) – look at the past years and will discuss at the December Meeting.
 - Want to have registrations live Jan 1.
 - Need to settle on pricing – analysis prior to next meeting
 - Early registration deadline
 - Keep Jerseys for \$x less?
 - Can we order the same jerseys to match?

- Action Contact Sponsors to see if they will renew - Jay and Josh
- Apparel (Sara) Holiday Store is live

Next meeting Dec 10

P&L October 2024

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Accrual Basis

Red River Valley Lacrosse Association
Profit & Loss Prev Year Comparison
 January through October 2024

	Jan - Oct 24	Jan - Oct 23	\$ Change
Ordinary Income/Expense			
Income			
430 · Direct Public Support			
431 · Corporate Contributions	10,000.00	10,475.00	-475.00
435 · Individ Business Contributions	4,112.50	0.00	4,112.50
Total 430 · Direct Public Support	<u>14,112.50</u>	<u>10,475.00</u>	<u>3,637.50</u>
440 · Fundraising			
442 · Fundraising Income	12,882.00	26,136.26	-13,254.26
445 · Fundraising Expense	-8,400.90	-12,027.46	3,626.56
440 · Fundraising - Other	0.00	361.50	-361.50
Total 440 · Fundraising	<u>4,481.10</u>	<u>14,470.30</u>	<u>-9,989.20</u>
470 · Program Income			
473 · Membership Dues	45,222.01	50,217.90	-4,995.89
Total 470 · Program Income	<u>45,222.01</u>	<u>50,217.90</u>	<u>-4,995.89</u>
Total Income	<u>63,815.61</u>	<u>75,163.20</u>	<u>-11,347.59</u>
Cost of Goods Sold			
500 · Cost of Goods Sold	0.00	106.52	-106.52
Total COGS	<u>0.00</u>	<u>106.52</u>	<u>-106.52</u>
Gross Profit	<u>63,815.61</u>	<u>75,056.68</u>	<u>-11,241.07</u>
Expense			
620 · Program Expenses			
621 · Coaching Staff	12,600.00	9,290.00	3,310.00
624 · Equipment & Uniforms	17,422.91	7,655.79	9,767.12
625 · Facilities	7,750.00	7,363.53	386.47
626 · Insurance	0.00	859.00	-859.00
627 · Marketing	3,256.09	4,454.13	-1,198.04
628 · Member Dues & Registration Fees	9,372.41	10,214.35	-841.94
629 · Officiating	4,305.00	90.00	4,215.00
630 · Other Program Expenses	316.63	1,226.00	-909.37
633 · Staff Apparel	0.00	-129.97	129.97
634 · Storage	715.66	1,756.00	-1,040.34
635 · Team Events	2,671.72	0.00	2,671.72
636 · Travel	2,651.40	696.41	1,954.99
640 · Video Expenses	2,996.37	3,310.06	-313.69
620 · Program Expenses - Other	805.00	0.00	805.00
Total 620 · Program Expenses	<u>64,863.19</u>	<u>46,785.30</u>	<u>18,077.89</u>
650 · Operations			
651 · Accounting & Legal Fees	1,500.00	1,000.00	500.00
652 · Business Dues & Fees	215.00	240.00	-25.00
657 · Processing fees	61.95	85.65	-23.70
662 · Supplies	61.01	825.04	-764.03
665 · Telephone, Telecommunications	0.00	-24.00	24.00
670 · Website	0.00	669.85	-669.85

Total 650 - Operations	<u>1,837.96</u>	<u>2,796.54</u>	<u>-958.58</u>
Total Expense	<u>66,701.15</u>	<u>49,581.84</u>	<u>17,119.31</u>
Net Ordinary Income			
-2,885.54	25,474.84	-28,360.38	

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Accrual Basis

Red River Valley Lacrosse Association
Profit & Loss Prev Year Comparison
January through October 2024

	<u>Jan - Oct 24</u>	<u>Jan - Oct 23</u>	<u>\$ Change</u>
Other Income/Expense			
Other Expense			
899 - Clearing	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>-2,885.54</u></u>	<u><u>25,474.84</u></u>	<u><u>-28,360.38</u></u>

Balance Sheet October 2024

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Accrual Basis

Red River Valley Lacrosse Association
Balance Sheet Prev Year Comparison
 As of October 31, 2024

	Oct 31, 24	Oct 31, 23	\$ Change
	0.00	1,800.00	-1,800.00
	0.00	1,800.00	-1,800.00
	40,550.95	47,726.05	-7,175.10
	40,550.95	47,726.05	-7,175.10
ASSETS			
Current Assets			
Checking/Savings			
100 · 1st International	40,550.95	45,926.05	-5,375.10
Total Checking/Savings	40,550.95	45,926.05	-5,375.10
Other Current Assets			
120 · Undeposited Funds			
Total Other Current Assets			
Total Current Assets			
TOTAL ASSETS			
	0.00	2,778.94	-2,778.94
	0.00	2,778.94	-2,778.94
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
20000 · Accounts Payable	0.00	2,778.94	-
Total Accounts Payable			2,778.94
Total Current Liabilities			
Total Liabilities	0.00	2,778.94	-
Equity			
300 · Opening Balance Equity	23,516.79	23,516.79	0.00
320 · Unrestricted Net Assets	19,919.70	-4,044.52	23,964.22
Net Income	-2,885.54	25,474.84	-
			28,360.38

Total Equity	<u>40,550.95</u>	<u>44,947.11</u>	<u>-4,396.16</u>
TOTAL LIABILITIES & EQUITY]	<u><u>40,550.95</u></u>	<u><u>47,726.05</u></u>	<u><u>-7,175.10</u></u>