

Bloomington Fastpitch Association Board of Directors Meeting Agenda  
August 2, 2020 7-8:30pm  
Online Meeting



1. Call to order

Chris Clifford called to order the monthly board meeting of the Bloomington Fastpitch Association (BFA) at 7:08 p.m. on Sunday, August 2<sup>th</sup>, 2020. Meeting was held via Zoom Video Conferencing.

2. 7:08 Housekeeping

a. Attendance

Board Members present (Bold): **Chris Clifford, Angie Salo, Jayson Knutson, Jodi Workcuff, Chris Nicholson**, Dave Powers, **Sean Skibbie, Kari Davies, Monica Kremer, Jim Leicht**, Allison Perske, **Molly Belmont**, Keith Oerther, **Chris Heisel**

Other attendees: Muriah Davis-Deuth, Chris Miller, Liz Friederich, Maggie Johnson, Justin Evans, Rob Heisel, Mark & Jenny Perez, Jim Gonnella, Mike Kopischke, PJ Anzalone, Amy Christiansen, Megan Bernard, Amy Keith, Sabrina Sievert, Luke Tierney.

b. Notification of upcoming meetings-Sunday, Sept 13th, 2020 7:00 p.m-8:30 p.m.

c. Approval of July meeting minutes-

Motion to approve By Chris Clifford, seconded by Chris Nicholson

MOTION APPROVED by BFA Board (Approved via Email on Aug 2<sup>nd</sup>, 2020. Added for Documentation purposes)

*d. Note-All guests are welcome to share their thoughts, concerns, questions but please wait until the end of the board meeting during "open comments" to share comments to ensure a productive meeting.*

3. Overall Discussion on BFA

- Angie Salo announced her resignation as VP of Administration position as of Sept 1, 2020. Motion by Chris Clifford to accept the resignation, seconded by Chris Nicholson. Board voted, resignation passed 11-0.
- Jodi Workcuff announced her resignation as Corporate Sponsorship Director position as of August 7, 2020. Motion by Chris Clifford to accept the resignation, seconded by Chris Nicholson. Board voted, resignation passed 11-0.
- Molly Belmont asked for open discussion on the new bylaws related to the scope of the Treasurer's ability to purchase items. It was suggested that BFA should consider a credit card to allow larger purchases but also to better track spending. Additional discussion on the check's and balances process regarding accounts. Any major purchases made by check or credit card by the Treasurer should be reviewed by the VP of Administration. If VP is not available before purchase, President should be advised. **More discussion on the process needs to be discussed with the Bylaws committee as to what amount will trigger a second review.**
  - Bylaws committee consists of Chris Nicholson, Angie Salo and Chris Clifford. With Angie Salo resigning, a replacement for the interim needs to be designated for both the Bylaws committee and as a bank account signer. **Chris Heisel volunteered to replace Angie upon her departure Sept 1, 2020.**

1. Board Reports:

a. President: Chris Clifford: N/A

b. Interim Treasurer: Angie Salo

- Reviewed Financial situation:

Current Account Balance \$22,431.

August deposits **\$13,045.12**

(SE \$6166.25 - fall ball)

(GFM \$165.87)

(other \$6713 - donations, fees collected for umpires/tournaments)

August Expenses

**-\$5550.21**

Zoom subscription \$161.18

Tournaments \$3815

Fee refunds for fall \$395.20

Copies \$44.73

Umpires \$355

Pitcher/Catcher Clinic Salary \$750

Reimbursements \$209.10

Upcoming/Outstanding expenses:

- Fee reimbursements - approximately \$33,000
  - BASH reimbursements
  - Accountant to recreate books (approx. \$3000)
  - MN Softball Fall Fees \$3350 (this includes \$1000 discount)
  - Order fall jerseys for girls without one (est. 12-15 needed) cost ???
  - If we need to repay fall fees, if season is cancelled by the Governor, these total approx. \$14,000, which would leave us with only about \$2000
  - Angie made a motion to allow our accountant, Boyum, read only access to our bank account at RBCU to assist with figuring out our financial position. Chris Heisel second's motion. Motion passes 11-0
  - Angie made a motion to allow our accountant, Boyum, access to BFA Sports Engine to assist with figuring out our financial position. Chris Nicholson second's motion. Motion passes 11-0.
  - Angie made a motion to allow our accountant, Boyum, access to BFA QuickBooks to assist with figuring out our financial position. Chris Heisel second's motion. Motion passes 11-0.
    - Molly concerned about moving forward with no money for training, domeball rental, winter clinic rental, paid training, subsidized training, etc.
    - Conversation turned to fundraising ideas. Jodi advised Dicks may offer us up to \$2000 donation and Rise Up Nutrition has offered an opportunity for BFA to earn \$1000. Jayson also reminded us of the offer from Ryan Schilling to make a donation to BFA for any referral he receives from a BFA member or mention of BFA for closing a mortgage loan. His contact info: Ryan.Schilling@supremelending.com 952-212-3217
    - Monica suggested an on-line auction with current raffle items on hand that could reach a larger audience
      - Molly commented about not wanting current members to fund their own refunds
    - Jodi encouraged us to consider creating a Fundraiser Director, Board member position. Chris Nicholson read from the Bylaws currently posted on the website citing that we currently have that position though it is not filled. Confusion as to if the current bylaws on the website are current.
    - Megan reviewed the Fundraising committee plan and discussed the success of the picnic and Go Fund Me strategies but also the challenges of the other ideas. Committee raised \$22,000
- Sean suggested we consider getting a loan. Some concern about putting that burden on the next Board. **Chris Heisel offered to look into it.**

- c. VP of Administration – Angie Salo
  - 104 Fall ball players, fees are paid to MN Softball
  - All board positions are open except President (two-year term)
  - Need to remove both Angie and Molly from the bank account before Sept 1, 2020
    - Chris Heisel was asked if he would accept the VP of Administration position for the interim until a new board member is voted in and takes over on Oct. 1, 2020 requiring his signature be added to the bank account. Chris Clifford made a motion to replace Angie with Chris Heisel, Chris Nicholson seconded the motion. Board voted: Angie abstained, Molly voted no, 9 board members voted yes. Motion passed.
    - Question was asked if a background check is required for this interim position. Answer was 'yes'.
    - Monica Kremer was also asked to be a second signer on the bank account until a new Treasurer is voted in Oct 1, 2020. Chris C. made a motion to replace 2<sup>nd</sup> signature on account to Monica, Chris N. seconded, Board voted: 11-0, motion passed.
- d. Corporate Sponsorship Director: Jodi Workcuff-provided spreadsheet of all the sponsorships, donations, raffle items (see attached) collected during her term. All items will be given to the President, Chris Clifford upon her departure, except for bike donation which is in the shed.
  - Kari Davies advised she has a leaf blower donation from Toro, in addition to a \$300 volunteer hours match from her employer, Toro and a BFA Spiritwear donation.
- e. Director of Communications: Jayson Knutson-N/A
- f. Facility Director: Keith Oerther - Absent
- g. Equipment Director: Chris Nicholson – reminder if you go into the shed to please put things back where you found them
- h. Secretary: Dave Powers- Absent
- i. Coach Development: Sean Skibbie- asked about off season development plan. Will we be looking to use TC Fastpitch again or are we going to research options again? Jim L advised he is discussing option with the former Edina coach.
- j. Player Development: Molly Bellmont
  - reviewed all the programs, activities, clinics, scrimmages and tournaments that we were able to offer our players even in a COVID environment.
  - Fall Ball will be beginning soon (hopefully, pending Governor's direction), which will be extended by 4 weeks
  - Fall ball teams:
    - 1 – 14U, 2 – 12U, 3 – 10U, 1 – 8U
- k. Tournament Director: Chris Heisel-N/A
- l. Marketing Director: Kari Davies N/A
- m. Member Services: Monica Kremer
  - Waiting to confirm if SportStar photography is willing to do team photos outside even if we do NOT have an indoor back up, as they requested.
  - Spiritwear should arrive in about 2 weeks.
- n. VP of Development: Jim Leicht
  - Concerned about training during the off-season. We need to show progress and offer programs to retain older girls in the program.
- o. In House Director: Allison Perske - absent

#### Open Comments

Muriah: disappointed with the Board/leadership, reminded that the girls should come first.

Rob H.: Concerned about 'finger-pointing' by Board members blaming eachother, concerned there is no

coach input on player development plan, suggests getting parent input on fundraising ideas, **volunteered to assemble a strategic plan for the organization to consider.**

Liz: Concerned about lack of communication about embezzlement, minutes on the website haven't been updated since May, suggested/encouraged parent survey needs to go out to get feedback.

PJ: Confidence in organization is shaken, concerned about lack of strategic plan, encourages transparency on our recovery efforts from embezzlement. Chris C responded the embezzlement still under investigation. No timeline has been offered by investigator as to when it will be completed. We have retained a lawyer regarding this situation.

Luke: strategic plan is crucial, what is our forecast/financial report? **Luke offered to help with creating plan and forecast.**

Chris M: disappointed in the Board/leadership. They are newer to the organization. Need to put girls first.

Mike: strongly encourages non-parent, impartial board members. Though it might be difficult, looking outside to replace voting positions should be first choice.

Amy K: Concerned about the large 12U exit, morale and Board contention but especially concerned with the development of coaches and our ability to get better training from a Club partner for both player and coach skills.

Mark & Jenny – Mark expressed his concern about eval process and team creations. Molly addressed the process. Team formation is in the bylaws, but it is also difficult to locate on the webpage. Also concerned that the board has not been focused on the reason we are here, for the girls. Really need to do a parent survey to understand the reasons behind why people are leaving BFA. Jenny is the member that offered the fundraising opportunity with Rise Up Nutrition. Advertising should be done through Jayson and Keri. Jodi will assist.

Maggie: reminder to focus on the kids

Jim: what is our vision moving forward? What is our role with Club partnerships? What is the plan if we get loan money? What are our fundraising goals? Survey all parents for feedback. Chris C agreed. **A survey will be created.**

Megan: concerned about the direction BFA is going. Need to remember the younger players when talking about player off-season training plans.

Amy C – tried to comment but call connection was bad so she skipped it.

Board member comments:

Angie: I'm sad to resign and don't typically step down from a commitment, but find it necessary for the following reasons:

1. I am unwilling to serve on a board that allows for and tolerates verbal abuse and scapegoating of its board members
2. I am unwilling to serve a board that does not put the needs of an organization before the needs of its individual members on the board
3. I am unwilling to serve a board that does not value the expertise of its members
4. I am unwilling to serve a board that actively obstructs processes which leads to bylaws not being followed
5. I have great concern about our President's leadership and lack of communication and oversight

Monica: I wanted to share that the reason I am leaving the Board is because after two years, I felt the time was right to pass the torch to the next generation of parents. I also feel this board of volunteer parents did the best we could under the extremely difficult and unusual circumstances of COVID and embezzlement but some of the issues were too great for this group to handle and we, as the Board, did fail. We all have certain skills and experiences but we were not equipped to handle the issues before us which caused angst and frustration among us. I think it's time for some fresh parents, with fresh ideas, care and enthusiasm to step in the board positions, help it recover and take the organization to the next level.

#### 10. Adjournment

Chris Clifford made a motion to adjourn at approximately 10:02 pm. Second Chris Nicholson  
Motion Approved

\* Topic order may vary from the original Agenda due to Board member availability/attendance  
Minutes prepared by: Monica Kremer, in the absence of Dave Powers, Secretary

	<u>2020 Corporate Sponsors</u>				
SPONSOR	CONTACT INFORMATION	Previous Years	2019 DONATI ON	2020 DONATI ON	Notes
American Legion 550	Rick Warren - Commander American 952-884-9621 phone/fax Legion Post 550 311 West 84th St #C Blmgt, MN 55420 Matt Weigand (Treasurer) 651-528-9493	\$7000 for shed. Grand Slam sponsor every year.	\$2,500	\$2,500	Drop in person 1/10 spoke in person 1/31 meeting 2nd Monday 6:30 Picked up Check 2/26/2020
RBCU	Todd Barduson - 612-798- 7100 9550 Lyndale Ave S. Blmgt, MN 55420 Email: todd.barduson@rbcu.org	\$750- \$1500 yearly	\$2,000	\$2,000	In person 1/2 & emailed 1/18 Emailed 1/31 Met committed to \$2,000 2/21/20
EDINA REALTY - JIM Leicht	Jim Leicht 612-239-2740 email: jimleicht@edinarealty.com	NA	\$1,000	\$1,000	Emailed 1/15 Emailed 1/31 Committed 2/15/20
Cowboy Jacks	Misha Abbott - 2801 Southtown Dr. Blmgt, MN 55431 952-955-8137 Email: misha@theaftermidnightgro up.com Meghan -651-329- 1833 meghan@theaftermidnightg roup.com Website: theaftermidnightgroup.com	age group sponsor \$750 & glass sales at Blast off	\$1,000	\$500	Emailed 1/20 Stopped in spoke to Misha 1/24 Emailed Misha 1/31 Emailed Meghan 2/28
Twin Cities Orthopedics	Maria Gochenour 952-512- 5647 4200 Dahlburg Dr. Suite 300 Golden Valley, MN 55422 Email:mariagochenour@tco mn.com Website: tcomn.com	14u Age Group Sonsor \$750 past 3 yrs	\$500	\$500	Emailed 1/20 & spoke in person 1/25 Received Check 2/20

<b>Riverview Spine</b>	<b>Rod Opferkew 952-884-1507</b> 5402 W Old Shakopee Rd. Blmgt, MN 55437 Email: drrod@riverviewspine.com Website: riverviewspine.com	<b>\$750 Age group</b> 8U	<b>\$500</b>	<b>\$250</b>	<b>Emailed 1/20</b> & spoke in person 1/22 collected check 2/3
<b>Joe Sensors</b>	<b>Steve Deziel 952-835-1191</b> 4217 American Blvd W Blmgt, Mn 55430 Email: Steve@sensors.com Website:sensors.com	<b>\$250 2018</b>	<b>\$350</b>	<b>\$350</b>	<b>Emailed 1/20</b> & spoke to Steve in person 1/24 emailed steve 1/31 Steve says mailed 2/9/20
<b>Veil &amp; Wild Orthodontist</b>	<b>Danielle Hegge - 952-903-9484</b> email: dani@veilorthodontics.com website: veilorthodontics.com 600 West 98th St. Blmgt, MN 55420		<b>\$250</b>	<b>\$250</b>	<b>Emailed 1/20</b> dropped folder 1/24 emailed 2/2
<b>Northstar Tavern</b>	<b>Jon Norine 952-405-6040</b> Email : northstartavernmn@gmail.com 5101 W 98th St. Blmgt, MN 55437		<b>\$250</b>	<b>\$250</b>	<b>emailed 1/22</b> & stopped in person 1/24 emailed 1/31 meeting this week. Meeting 2/7 Picked up Check 2/15
<b>TRIA</b>		<b>In kind sponsor 5</b> years \$3500	<b>In Kind</b> Sponsor \$3500	<b>4500 In</b> kind donatio n	<b>meeting 2/11</b> 10am Confirmed support 2/21

DICK'S	Matt Teske - 724-273-4121 8292 Tamarak Village Woodbury, Mn 55125 Email: Matthew.Teske@dcsg.com		\$3800 two year contract	\$1900 GC	In person & emailed multiple times. Mailing stuff this week. Received GC 2/20
IOS - In Sports Foundation	Andrew Deters 151 E Cliff Rd. Burnsville, MN 55337 320-309-9899	\$1,500	NA	\$1,000	Grant Application sent asked \$1500
Urban Landworks	Mike Bolinger mike@urbanlandworks.com	NA	NA	\$1000 in - house jersey sponsor	Asked \$2500 emailed 1/20 received
Ovation Orthodontics	Mary Beth Kennedy 952-666-7820 MaryBeth@ovationorthodontics.com 7825 Terry Pine Ct. #101 Eden Prairie, MN 55347	NA	NA	\$500	emailed Confirmation 1/30 Check arrived 2/10
Horizon Realty	Fong Her 651-755-7165 1090 Earl Street St Paul, Mn 55106 fong.her@herizonone.com	NA	NA	\$500	emailed Confirmation mailing check 2/2
Willy McCoys	Jon 952-456-8905 10700 France Ave S #118 Bloomington, MN 55437	\$400 MOA tournament	\$500	NA	Spoke to Jon in person 1/25 Spoke to Jon 2/1 new management susan doesn't sound good
El Loro	Alex Gomez 952-881-2151 8405 Lyndale Ave S Blmgt, Mn 55420 Email: Ellorolyndale@gmail.com	NA	\$500	no	Emailed 1/20 & stopped in person 1/24 emailed 1/31

Smiles Dentistry	Nancy Vang-Xiong 952-679-3531 10700 France Ave S Blmgt, MN 55437 Email: vang-xiongg@pacden.com Website: bloomingtonsmilesdentistry.com		\$250 & 3 - electronic tooth brushes	NA	Emailed 1/20 & stopped in person 1/24 emailed 1/31
Sam's Blub Blmgt	200 American Blvd Blmgt, MN 55420	2016 \$500 & 2017 \$750	3- sheet cakes from Bakery Mgr Bonnie	NA	Stopped and requested \$1000 1/20
MN Twins	Junior Twins Grant - Twins Community Fund	\$5,000	NA	NA	Aplication due in Nov!
BCVB	Todd Lehrke tlehrke@bloomingtonmn.org 952-278-8518 2131 Lindau Ln #420 Bloomington, Mn 55425	\$1500 2018/2016 & Raffle Prize	1500 & The Big Ticket \$100	Canceled because of Covid 19	Grant applied for 1/16 asked \$2500 interview 3/13
				\$12,500	