

# White Bear Area Fastpitch Softball Association Board Agenda

January 5, 2025 at 6 pm White Bear Lake High School Field House

1. Call To Order: C. Rivard called meeting to order at 6:04 PM
2. Roll Call: Lindsey Shellenberger, Heather Larson, Brianna Olivierus, Josh Oldham, Carrie Rivard, Lindsay Lacktorin, Genna Wade, Sheila Evans, Gerritt Scheenman, Dawn Coudron
3. Visitors: Gregg Larson
4. Approval of the Preceding Meeting Minutes: J. Oldham makes a motion to approve December Minutes. L. Lacktorin 2nd motion. All approved - motion passed
5. Approval of Agenda of Current Meeting: J. Olham makes a motion to approve. L. Lacktorin 2nd motion. All approved - motion passed
6. Public Forum: None Present
7. Reports of Officers:
  - a. President
    - i. Ben Bovee has placed in an application for the At-Large Position for the Board Position. He would like to have a voice especially with the 10U group. Has heard concerns of the parents that he has talked to regularly, wants to help improve the program and grow the association.
      1. J. Oldham made a motion to bring B. Bovee onto the Board as an At Large Member. L. Shellenberger 2nd the motion. Vote - All Yays. Motion passed. B. Bovee new At Large Board Member. - Andy to remove the position application on Website? Pending - needing confirmation that one At Large member wants to stay on or not.
    - ii. Pitcher/Catcher Clinic Numbers down
      1. (2023 - 10 catchers, Open Gym for pitchers), (2024 - 16 catchers, 14 pitchers), (2025 - 7 catchers, 4 pitchers)
        - a. The Pitching Clinic needs to change. It seems very basic and isn't helpful for experienced pitchers. Maybe the Pitching Clinic needs to be for more beginner pitchers. Discussion around all Winter training to be added to March Meeting to start prepping for Winter Training options. Also looking at a 2nd yr. 8u pitching clinic. Also many 8U coaches may need some help as well to learn basics around pitching to start helping girls learn the skills.
        - b. Potentially use the HS/16/14U's for clinics and training for future options.
        - c. **2 & 3 to place on March Agenda**
      2. ~~Cost? Is Cost a Hinderance? (2023 - \$125, 2024 - \$140, 2025 - \$140)~~
        - a. ~~\$35 an hr is the set cost from Optimize for the player.~~
        - b. ~~We are just passing through, can we make it more affordable? Are there other considerations such as advertising more, the need to review the structure of the clinic if feedback has been less positive about the skills being taught, time of night, need for more pitcher and~~

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~~catcher grooming at the younger levels to encourage them as they get older?~~

### ~~3. TIME?~~

#### ~~a. Length of clinic (4 weeks enough??)~~

~~i. Optimize offers a 6 week program at their facility (\$30 an hr for the player)~~

#### ~~b. Time of evening~~

~~i. Is it too early?~~

#### ~~c. Overlap with other sports??~~

iii. Attendance at Board meetings: Nothing in our current bylaws. The request is then to just have as many board members try and make as many as they can in order to help the association.

### b. Vice President

#### i. Catcher Clinic - 2 groups total 1-10u (5-6) and 1-12U (4-5)

1. 7 total confirmed and signed up. We needed 8 to run it, so the association will just have to pay for the empty spot in order to continue to allow the registered players to be in the clinic.

ii. Pitcher's Clinic - 1 group total 10/12U (5-6). Didn't have enough for two groups.

#### iii. Tryout Prep Update (Begin with 10s)

1. Auxiliary for warm-ups - We would need to use two nets in the Auxiliary Gym but maybe the rest will be used for warm-ups. Further discussion on all tryout details in the February meeting.

a. J. Oldham to buy some 'machine' balls to try and see if those will be working better and not be destroyed in the machines.

2. We need to consider eliminating bunting for 10U for Spring tryouts as well as eliminate sliding for all levels for Spring tryouts. We are finding that 10U may get hurt at bunting since many don't know how to bunt properly and sliding is hard inside compared to the actual fields when Fall tryouts occur outside which varies so much and is not ideal for evaluating skills indoors.

a. G. Schneeman made a motion to remove bunting for 10U spring tryouts and remove sliding for all Spring tryouts. G. Wade 2nd. Yays - 8, Nays - 1. Motion passed

#### iv. Equipment Needs for Tryouts

1. Softies for machines or dimple balls. Last year the machines destroyed all the softies as well as many hard balls but we can't use the hard dimple balls on the wood floor due to school restrictions. J. Oldham made a note that there are 'machine balls' so we are going to purchase a couple boxes and trial them at next week's open gym time.

a. J. Oldham to buy 'machine balls'

2. Catcher's gear (2 set's of each size

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- a. J. Oldham to bring from storage
- 3. Tees (2-3) and Bow Nets (6-7)
  - a. J. Oldham confirmed we will have these as well
- c. Treasurer
  - i. ~~Research on operating funds. From the National Council of Nonprofits~~
    1. ~~“The board of a nonprofit has a fiduciary responsibility to protect the assets of the nonprofit and ensure that the assets are used to further the nonprofits mission.”~~
    2. ~~“Nonprofits are often advised to keep between 3 and 6 months of operating funds as cash reserves, if possible.”~~
    3. ~~“Many nonprofits maintain a day to day “working capital” fund for routine expenses and transactions, plus an operating reserve that is built up for a rainy day or an unexpected expense.”~~
    4. ~~After consulting with a non-profit CPA, the board should determine what level of funds we want to keep in reserves based on analysis of operating expenses and sinking funds needed for maintenance and then set an operating floor.~~
    5. ~~Other 990’s for local associations show similar balances held:~~
      - a. ~~Stillwater Area Fastpitch Association ended 2022 with bank balance of \$92,805, ended 2023 at \$49,987. Their 990 appears to show they do not own the fields but can’t confirm.~~
      - b. ~~Lakeville Fastpitch Softball Association ended 2021 with bank balance of \$85,288, ended 2022 at \$117,657. Their 990 appears they may own the fields.~~

Part VI Land, Buildings, and Equipment.				
Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.				
Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land . . . . .				
b Buildings . . . . .				
c Leasehold improvements				
d Equipment . . . . .		53,824	23,167	30,657
e Other . . . . .				
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				30,657

- e. ~~St. Peters Girls Fastpitch Softball Association ended 2021 with \$49,020, ended 2022 at \$34,664 Their 990 appears to show they do not own the fields but can’t confirm.~~
- e. ~~Minnetonka Girls Softball Association ended 2022 with \$106,430, ended 2023 at \$198,769. Their 990 appears they may own the fields.~~

Part VI Land, Buildings, and Equipment.				
Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.				
Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land . . . . .				
b Buildings . . . . .		16,000		16,000
c Leasehold improvements				
d Equipment . . . . .		52,000		52,000
e Other . . . . .				
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				68,000

- f.

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- ~~ii. Future brainstorming on the following as we determine our operating floor and reserves.~~
  - ~~1. 2025 - 1 year plan - What would we like to accomplish by the end of this year?~~
  - ~~2. 2027 - 3 year plan - What would we like to accomplish by the end of this year?~~
    - ~~a. All decided to push to March or April meeting hoping that some of our fundraising ideas can come to fruition and see if that helps define these goals better.~~
- iii. Restricted Giving - We have a donor that contributed funds to the association restricted to a particular team. We should consult legal counsel to make sure we don't have an inurement and private benefit issue that would jeopardize the tax exempt status.
  - 1. Add this question to the legal list as well as what a fundraising structure should look like for teams to gather funds.
  - 2. J. Oldham has multiple emails/options for potential help to re-do our fields and other volunteer/fundraising opportunities
    - a. If there is a list of things we need to do for the volunteers or specific things for donations would be ideal for board members to provide to J. Oldham.
- iv. Fundraising Considerations - recommend we consult legal for proper fundraising structuring.
  - 1. Selling goods (ie chocolate bars) likely can benefit individual players as the goods being bought are not a charitable tax deduction and families pay for the chocolate and then have to sell on their own to earn back the fundraising.
    - a. Pizza selling only offered to elite teams may be an inurement issue as the fundraising is directly benefiting individual players and a class of players vs the greater association.
  - 2. Fundraising by requesting tax deductible contributions - these funds need to benefit the association as a whole and cannot be restricted to one player or team.
  - 3. Fundraising via discount cards or other crowdfunding measures- these funds need to benefit the association as a whole. We would have issues if we allowed the proceeds earned to only benefit those individuals who raised the funds. See law article.
    - a. <https://schaublelawgroup.com/resources/amateur-sports-or-ganizations-fundraising-structure-leads-to-revocation-of-status/>
- v. Interest income - not taxable, interest income earned is excluded from unrelated business income.
- vi. DIBs for registration:
  - 1. Buyout for Summer DIBS - \$500 for 10U and up and \$200 for 8U

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2. 8 Hours for 12U and Up to 16Us and 4 hours for 8U
  3. Non-Compliance or unfinished DIBs is then \$600 for 10U and up and \$300 for 8U. We need volunteers during the season and need to be clear at the Spring Parent meeting that we want and need the volunteer time in order to continue to be a host location for tournaments and weekends. If we don't have volunteers then we can no longer be a host location and lose out on concession profits, registration fees and tournament site benefits from MN Softball.
    - a. J. Oldham made a motion to change dibs to the following:  
Add 16Us to Dibs requirements, Summer Dibs Hours for 12U and up will be 8 hrs and 4 hrs for 8U. Dibs Buyout at registration will be \$500 for 10U and Up and \$200 for 8U. Any non-compliance or unfinished Summer DIBs hours will be charged at \$600 for 10U and up and \$300 for 8U. G. Schneeman 2nd the motion. Vote - All Yays. Motion Passed
- d. Apparel Director
- i. 2025 Uniform Voting - Review PowerPoint prior to coming to meeting
    1. All teams will have the black pants from last year to stay the same. We have the correct sizing kit so this year kids can hopefully get the correct fit.
    2. White Pants for Elites will stay the same (12U and up)
    3. 10A discussion will need to be addressed in Summer for Fall 2025 and moving forward to 10A to 10 Elite
    4. Voting Results Provided Post Meeting via Email (See Appendix)
  - ii. Board Apparel: Do board members receive 1 t-shirt etc. Coaching Apparel: Continue to use last years logo, how many t-shirts, hat or visor or other items?
    1. Looking at doing one Orange Shirt and potentially able to review other 'packages' that coaches could choose from. We want to give coaches options instead of just adding more t-shirts to their apparel. B. Olivierius asked about a light rain jacket or even a sweatshirt instead of T-Shirts.
    2. D. Coudron to bring coach/board apparel package options to the February meeting. All packages will be around the same cost as we have paid for previous years and then the Board can review and approve.
  - iii. The new vendor on the East Coast has already been much more responsive and all products received so far have been much better than the current online vendor. The vendor also confirmed that we would continue to receive 10% back of whatever we sell on the website plus a few select items that we may get a discount or a larger kick back. Our

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Website will be updated as soon as the current vendor is notified that we are cancelling with them.

- e. Tournament Director
  - i. Did we book Tournament apparel co. - Completed and Confirmed, just need to confirm dates
  - ii. Confirm # of Teams for Each Bracket and is 10s going to stay A/B and B/C or fully B/C?
    - 1. Shelia wasn't at the last meeting and it was not clarified the number of teams and such. She would like to continue to have A/B and B/C for the 10U team. Discussion that we will continue to stick with the B/C tournament for all levels and have 16 B/C teams at 10U and 12 teams at 12U.
      - a. We will pay for 3 tournaments for all of our A/Elite teams with this change as this forces them to find another tournament for the Summer.
- f. Concessions and Fundraising Director
  - i. Stickers/magnets/car decals at Concessions & online
  - ii. Candy Bars will continue for now since we are still looking at other Fundraising options for the families. We will stick to the \$1 candy bars and then will purchase more for concessions stand sales as well.
  - iii. Concessions for weekday games - Dibs/highschool students -payment/NHS volunteer hours—reach out to HS for volunteer hours.
    - 1. Should we start with this option on select nights and just for a couple of weeks? Looking into this further. Also adding it to the list for the legal for Section VIII item 1. How would it work to have an executive director for concessions workers for week nights.
  - ~~iv. **Swag items** at tryouts/parent meeting - we will have swag items as well as old apparel that can be sold at the Spring parents meeting~~
  - ~~v. **Fundraiser ideas:** Fundraising Cards, Dominoes, burger/hot dog fundraiser, cornhole tournament with open concessions Otter Lake or partner with local business to host% of proceeds, raffles, spaghetti dinner, etc. For all girls and one for Elite.~~
  - ~~vi. **DIBS** management, determine board members contribution hours (waive standard registration fees and require dibs to be completed by ALL board members).— Will be brought further after discussion regarding.~~
  - ~~vii. **Highschool team/Elite team partnership with mentoring younger girls.**
    - 1. **Question regarding winter training.**~~
- g. Scheduling Director
  - i. Chippewa Valley Rapture Rumble Tournament will be posted soon according to tournament director
    - 1. 10A, 12Elite, 14Elite all registered to going as an Association together to try to get back to our tradition of having A/elite teams all going to an out of town tournament together

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2. Block of rooms has been reserved for these three teams as of 1/2/2025 at Holiday Inn Express Eau Claire North
8. Report of Committees: None today
9. Old and Unfinished Business: None Today
10. Next Meeting: February 2nd, 2025 4-6 PM at Jimmy's Bar and Grill Conference Room due to lack of Gym space/Time.
11. Adjournment: Meeting Adjourned at 8:29 PM