



Board Meeting

October 4, 2018

Meeting Start Time: 8:01 Meeting End Time: 9:25

Board Members Present: Fred Clarke, Rob Freytag, Lucy Campbell, Corinne Crowley, Larry Holden, Cesar Garcia, Kurt Fluegge, Pete Koo, Nathan Regan, Soren Llanes, Chris Freer, Mike Garrett, Lu Zhang, Michael Edwards, Lucy Campbell, Lucy Regan, Erika Satterlund, Jack Chao, Tim Chin, Elisabeth Carroll

Financial Report

Michael shared Profit & Loss Budget vs. Actual Statement

Our registration income was significantly less than budgeted, but we are still collecting corporate matching. Hopefully \$3700 will still come in.

Interesting Notes:

- Winter training fundraising netted \$1800 that almost completely paid for Stods.
- Lu did a great job returning unused field times and saved us tons of money. He saved the budget! Field rental costs went down because we had less teams.
- Training expenses were down because we didn't spend as much as budgeted.
- Umpire fees were \$7000 less than projected. Yay Cesar!
- Baseball equipment fees were low since we had baseballs that were reused.
- Youth scholarships paid for umpires were less than expected. We would like to have more youth participation and give out more of these scholarships. It would be nice if we could encourage families with financial hardship to take advantage of scholarships that weren't used.
- We finished the year in the black.

The Bellevue City Council has a Thunderbird alum who would like to donate \$5000 to us. They would like to present a big check to us at Opening Day.

Discussion about this exciting opportunity...

- Fred proposed that we use the funds encourage more t-ball players – maybe decrease registration fees? We usually get around 80 t-ball players. Would we break even if we charged \$20-\$30 instead? Whatever the number, we would like to drop it to something lower than this year to increase registration.
- What if there was no registration fee? Our program would need to be very fun, with families who are willing to commit to being at games even though they didn't pay. When we tried this last time with low registration, there was very low reenrollment the following year when the fee was higher.
- Maybe we use some of the money for scholarships to drop the price up to \$50 and use other funds to increase advertising. It is important to think about how to reach families with five year olds who are exploring programs beyond those at the preschool level like

the Little Gym. Lucy wants to chair a new outreach team to brainstorm ideas. Meetings will be lots of fun. Kevin, Soren, Erika, and Corinne volunteered to join the new committee.

- Motion made and approved for registration fees: Maintain last year's pricing except: T-ball will be reduced to \$50 or less (to be decided later), A, AA, AAA, Coast will be same. Majors will be reduced \$25 (we will probably have 4 teams). Intermediates, juniors, seniors (All big diamond programs) will have a \$50 discount.
- We don't know how much our expenses will be so we should be cautious about dropping fees too much. This year we will be losing a lot of Boeing corporate matching volunteers. We will vote on e-mail about the intermediate fees? We need to know about projected field and umpire expenses.
- We will offer an early registration discount for the older kids – ages 12, 13, 14 before the regular registration time. Anyone who registers before January 15th has received a \$25 discount.
- Maybe we can offer people \$5 off registration if they like us on Facebook. The accounting part of this might be tricky, we might have to do this manually and give refunds.
- Projecting costs for our intermediate/juniors games is different because of big diamond rules. Last year we paid for Umpires Northwest for the regular season at these levels. This was part of the reason registration fees were higher. The 90-foot fields are also more expensive than the smaller ones. We had charged \$300 for intermediate and \$250 for majors. It would make sense to charge \$250 for coast, majors, and AAA since they also use volunteer umpires.

Other Discussion:

We could have an equipment exchange. This may encourage families who reluctant to sign up for the first time. Baseball is expensive since players need pants, mitts, belts, socks, and bats. It would be nice to offer discounted gear and help families sell unneeded items. A different idea would be to provide three helmets and a bat for each team. This way players would only need clothing items and a glove.

Our registration numbers are expected to be lower this year because we had a huge pool of 12 year olds last year. It would be great if we could recruit these players into two teams at the intermediate level.

We used to have 145 players at Somerset and now are down to 45. Newport Heights enrollment is also really low. We can encourage families to wear Thunderbird gear to school prior to registration. Erika has a contact in the office at Somerset that may be able to figure out how to distribute information to students about our program.

Newport Heights, Jing Mai, Puesta, Eastgate, Somerset, and Newcastle are the schools within our attendance boundaries. We sometimes also get kids from Hazelwood.

Newcastle PTSA has requested we donate a baseball scholarship for their fundraising. They have a December fundraiser online and an auction in March. Maybe we can give a registration credit and a hat in December. The PTSA could potentially mention our registration opportunities in their newsletter. Michael moves that we donate one registration credit to Newcastle and any other elementary school that asks. (For example as an auction item to fundraise). Approved.

Motion made to purchase QuickBooks software for Soren – it will be around \$210. Approved.
Registration:

Larry notes that we have been on our current registration platform for six years. Last year Blue Star bought Bonzi and all customer service disappeared. The interface changed in the middle our registration. The appearance is very attractive now for families, but the back end/information we receive isn't working. Support can't be reached for trouble shooting.

We need to consider other options. Larry looked at Sports Engine and Team Snap (for 90 minutes each) and Dick's "free" system. Dicks is very immature and would mine our constituents for marketing. Larry notes that the two best choices are Sports Engine or Team Snap. Although they are very different, both of them could fit our needs. With Bonzi, we have an automatic tie-in for background checks. We would have to figure out how to add this in if we move to either of these new platforms. Sports Engine has a great looking website. Bellevue West uses Team Snap. Team Snap seems less expensive and may be the best mobile app out there. Team Snap is also user friendly in the back end of the system.

If we want to switch, we have to do it now because it takes a month to move things over. Larry would figure out data transfer from the old system. Larry proposed that he would put together a bullet list with pros and cons of both systems for us to look at. Motion made that after our e-mail analysis, Larry make a decision about which system to move forward with. Approved.

Board of Directors – open positions next year: President, Field Scheduling, Evaluations, Winter Training, Softball

- President: This person is responsible for attending monthly meeting at D9 with Bob T (the district president). There is a speaking opportunity at Opening Day, helping with the info@Thunderbird e-mails, reassuring softball parent, proving a little TLC with all-stars, making sure there are enough coaches, organizing the meetings and sending out updates. These duties could take between 3-5 hours/week, but the week of team formation/player evaluation may be 8 hours. Fred will chair one more meeting only. Our new president should maintain the philosophy that we are very different from the other little leagues in supporting all players by doing what is best for kids.
- Secretary: Elisabeth Carroll
- Registrar- Larry Holden
- Treasurer- Soren Llanes
- Umpire in Chief- Cesar Garcia
- League Safety Officer – Ryan Mullenix
- Player Agent Baseball – Peter Koo
- Player Agent, Baseball Lower Divisions – Lucy Regan
- Fundraising – Lucynda Campbell
- Opening Day – Chris Freer
- Equipment – Alan Wittman
- Uniforms – Jack Chao
- Training – Kurt Fluegge
- VP Upper Divisions Baseball – Fred Clarke
- VP Majors Baseball – Mike Garrett
- VP Coast Baseball – Corinne Tran and Erika Satterlund
- VP AAA Baseball –Erika Satterlund and Corinne Tran
- VP A/AA Baseball –Rob Freytag
- VP T-ball – Tim Chin

- Outreach - Fred will split this with Kevin Regan.
- Softball Player Agent – Lucy Regan volunteered to take this on. She will be sure that players are on teams. Communication with families about team assignments needs to be firm. Communication with softball coaches also needs to be firm in regard to providing a positive experience for all players. Softball coaches need to be flexible with their scheduling and team assignments. Paperwork for all-stars needs to be organized and completed.
- Evaluations – Open. This person will organize and facilitate player evaluations.
- Winter Training – Open. This person will organize 4-5 weeks at Stods and make sure stations are covered. Scott Collins will still handle winter training for the girls.
- Field Scheduling – Open. This position could be done purely from home. They will communicate with the school district and city then fill fields with the right number of teams. Fields must be returned to the city when we aren't using them to save a lot of money. Note: It can be hectic at All-Star time to make sure there are enough practice times. As soon as they know the number of teams, they should say, "I need these fields on these dates," then give back unscheduled fields. The spreadsheet can be time consuming during the first two weeks, but it gets easier after that. This person should be firm that coaches with weather concerns communicate with the VP at their level, NOT the field scheduler. Someone with an accounting background could be good at this. This person should be organized and doesn't necessarily need know anything about baseball.
- VP Softball Upper Divisions – Open. This person will attend a once/month meeting with Jan from D9 since all games are interlocked.
- VP Softball Lower Divisions – AA and down. Open. This job could be combined with VP Softball Upper Divisions

Things to do:

- **Elisabeth** will create a Facebook post mentioning that we had our first meeting and are still looking for a few more people.
- **Cesar** would like to suggest some changes for umpire incentives that he will e-mail out.
- **Lucy** would like to connect with Soren about some sponsorship things that have come in.
- Recruiting – our first need is to fill in our board positions.
- **Fred** will send out the board slate to currently registered volunteers for approval via e-mail. (Including a smaller audience will increase the likelihood for a quorum.)
- Our new Outreach Committee will meet on Monday at the Brewery near Stods on Monday October 8th.
- **Larry** will share information about the new registration options and make a decision.

2018-2019 Calendar:

Board Meetings – first Wednesday each month (Room 1113, NHS, 8pm) Next Meeting will be November 7th