

# **FGSA Monthly Meeting Minutes**

**Date:** Thursday 10/08/15

**Time:** 7:04pm

**Location:** Keystone Villa

**Call to Order:** President Kevin Manmiller

**Attendance / Roll Call:**

President-Kevin Manmiller

Vice President-Chris Malinowski

Treasurer-Keith Santangelo

Secretary-Brad Kessler

Coaches/Assistant Coaches:

15U-Red: Chris Malinowski, Kevin Manmiller

15U-Black: Mike Lazar, Dave Conner

12UR: Eric Robuck, Steve Smith

12UB: Kevin Pavlick

10UR: (Not represented, had a game night of the meeting)

10UB: Keith Santangelo

8U: Jon Chwatek (was in the wrong room)

Parents/Others: McKenna Kessler

**Review of the Minutes from Last Meeting:**

Requesting a motion for approval of the meeting minutes:

Motion #1 –Steve Smith

Motion #2 – Chris Malinowski

Approval – Yeah

## Treasurer's Report (Keith Santangelo):

### *New Financial Business*

- Balance in Saving & Checking as of October 8th, 2015:

	Date	Num	Name	Memo	Amount	Balance
Cash Checking						\$ 439.29
transfer from savings	8/20/2015				\$ 1,000.00	\$ 1,439.29
deposit	8/21/2015		concessions spring 1060	fall reg 240, uniform 200, photo 241.65	\$ 1,741.65	\$ 3,180.94
check 391	8/21/2015		BCGSL	fall reg 1 8u, 2 10u, 2 12u, 2 15u	\$ (415.00)	\$ 2,765.94
check 392	8/23/2015		Kathryn Katering	golf tournament food	\$ (493.00)	\$ 2,272.94
check 393	8/23/2015		Rich Maiden	golf tournament players	\$ (1,290.00)	\$ 982.94
check 394	8/23/2015		Keith Santangelo	\$300 deposit for golf, 128 beer, 42.39 peanuts	\$ (470.39)	\$ 512.55
deposit	8/29/2015			golf tournament proceeds	\$ 5,144.00	\$ 5,656.55
check	8/29/2015		Fleetwood school district	Hs aux gym fee, caf rental for meetings	\$ (228.00)	\$ 5,428.55
deposit	8/31/2015		pay pal	deposit from pay pal for 3 golfers	\$ 210.00	\$ 5,638.55
deposit	9/25/2015		439 uniforms, 200 fall reg	25 fgsa pool day, 100 check for coach vs kids	\$ 764.00	\$ 6,402.55
withdrawal	9/26/2015		umpire fees for fall		\$ (1,496.00)	\$ 4,906.55
deposit	10/3/2015		coach vs kids deposit		\$ 2,493.00	\$ 7,399.55
Total Cash Savings			prev \$4122.78	1000.00 transferred to checking		\$ 3,122.78
Total Savings and Checking						\$ 10,522.33

- Over the last few years, expenses have far exceeded our income, as a result exploding interest. All of our 10U, 12U and 15U teams are now going to 1 or 2 tournaments every year, which was not the case 3-4 years ago. 15U teams are now using 2 umpires instead of 1, and umpire fees have gone up in general. (Because we have so many teams, FGSA spends - literally - THOUSANDS of dollars on umpire fees.) As a result, we need to find a way to source the additional expenses. It also isn't fair that the lower age groups spend as much as the 12U and 15U's since 12U and 15U is where most of the additional expenses now are. We will be going with a tiered registration fee system: 6U (Free), 8U (\$35), 10U (\$50), 12U (\$60) and 15U (\$75).
- Additionally each girl will be required to sell (3) \$20 Lotto Calendars instead of (2).
- The raising of the registration fee plus the additional calendar sales only allows us to break even on our basic expenses, and doesn't cover any "extras" that the organization has typically needed funds for. (e.g. Equipment upgrades/replacements, field needs, clinics, open gym perfect attendance gift cards, coaches' shirts, etc.)

### *Old or Unfinished Fund Raising Business*

- In August Keith investigated the progress of our tax-exempt 501C3 status, and found that on-line it is listed as "Revoked" noting that no 990 forms had been filed. We were unaware that 990 forms had to be submitted because the whole idea is that being 501C3 makes you tax-exempt. Apparently you still need to submit a 990 form. So at this point, we will likely have to resubmit and start the process over. Until we get the actual paperwork, it makes it difficult to solicit for sponsors who will need a copy of the 501C3 form for tax purposes.

Mike Lazar mentioned that there appears to be a discounted 501C3 fee for "social clubs". The IRS has a lengthy definition of "social clubs" but lists "softball associations" in their definition. So we may be able to save some money on this by simply registering as a "social club." Per Mike, this is a "990 Form" for only \$400.

**ACTION ITEM:** Keith Santangelo to continue to pursue the 501C3 status.

## Fund Raising Committee Report (Eric Robuck, Steve Adam, Nikki Bowers)

### *New Fund Raising Business*

- Discussed the goals of the organization. Do we want to raise as much money as possible to be able to provide our girls with as much extra coaching from experts (camps, guest coaches, tournaments, etc); or is the goal just simple continue with the plan as it has been for the last few years?
- **Spaghetti Dinner:** Eric Robuck continued the discussion which began at the last meeting about spearheading an effort to put together a "Spaghetti Dinner" fundraiser, using FGSA players to serve in hostesses while in uniform. Discussing holding this event at the Keystone Villa or Fleetwood Boro Hall.
- **50/50 Raffle Tickets:** Continued conversation that began at the last meeting about selling Raffle Tickets as an easy way to make a little extra. At the August meeting the consensus was not to do this during multiple game days as it would start to become redundant. However, doing it during "FGSA Day" (aka "Opening Day", the day when all teams 8U thru 12U play a game in early May on the same day on our home field) would be a good idea. Raffle tickets could be sold throughout the day resulting in a very large pot ... However, during this meeting the idea of doing this at various home games was discussed.
- **FGSA Skills Camp:** Kevin Pavlick suggested having a 1-day camp/clinic that we could advertise throughout Berks County and beyond. Pay for numerous "experts" to run the camp. Our FGSA girls could attend for a very minimal fee, and non-FGSA would pay full amount. The result would be a fun and educational day for our FGSA girls, while we'd raise money for the organization at the same time.
- **Donation Jars:** Eric suggested the possibility of placing Donation Jars for FGSA at local businesses.
- **Coaches vs. Kids:** Gretchen Manmiller has said she won't be able to spearhead the Coaches vs. Kids Fund Raiser next year. If we want this tradition to continue for the 4th consecutive year, others are going to have to step up to make it happen.

### *Old or Unfinished Fund Raising Business*

- The **On-line Spiritwear store** has been up and running for about the last 6 months or so. Need to find out from Gretchen Manmiller how we obtain the proceeds for orders placed.
- Investigate the issue of procuring sponsors throughout the greater Fleetwood area, by sending to businesses a paper encouraging businesses to donate at different levels with the intention of acknowledging said business at different intervals depending on the amount of donation. These letters would be mailed at the beginning of the calendar year, during the open gym periods.
- **Advertisements on Outfield Fence:** Eric Robuck to attend Maiden creek township meeting to pursue the endeavor of placing advertising signs on the outfield fence at the Blandon Fire Company field. It should be discussed with the township for both approval, and to be sure they don't have concerns about the weight of the material (on windy days, could the signs cause the fence to topple?)
- **Games of Chance Permit:** FGSA should really have a "Games of Chance" permit just to be safe. The permit is only about \$25, and would cover us for the sale of our Lottery calendars, and if we chose to have the Raffle Ticket sales on FGSA Day.

**ACTION ITEM:** **Kevin Manmiller** to ask Gretchen to find out how we obtain our profits from Spiritwear sales.

**ACTION ITEM:** **Eric Robuck and/or Kevin Manmiller** to contact Maiden creek Township about placing advertisements on OF fence.

**ACTION ITEM:** **Need a volunteer** to look into obtaining the Games of Chance permit.

**ACTION ITEM:** **Fund Raising Committee** to continue to compile list of local businesses with plans to send out letters asking for donations in early January.

**ACTION ITEM:** **Kevin Pavlick and Eric Robuck** to continue working on plans for Spring "Skills Camp".

## **Concession Stand Committee Report (Mike Lazar)**

### *New Concession Stand Business*

- Mike will report on Fall season concession stand profits at the November meeting.

**ACTION ITEM: Mike Lazar** to tally concession stand finances and provide earnings and data to Keith Santangelo.

## **Facility and Equipment Committee Report (Kevin Manmiller)**

### *New Facility and Equipment Business*

- The limer that we have keeps getting jammed. And the drag has seen better days. Both should be budgeted for replacement in 2016.
- Mike Lazar raised a concern about not having a batting circle / on-deck area during games. We've had a number of near misses over the years. We should approach the township about removing (not relocating, REMOVING) the bleachers behind the back stop on both sides. That will open up an area where we can install a fenced in "on-deck" area for the sake of safety.

### *Old or Unfinished Facility and Equipment Business*

- FGSA could use some sort of covered trailer to keep all of our equipment. Presently everything is loaded and unloaded into whomever's vehicle will take it to and from the shed for each Open Gym. We continue to lose things, and never know exactly where or who has certain things. If we could keep everything in one trailer it would be much easier to keep track of everything and make it so much easier to move all of our equipment around.

**ACTION ITEM: Kevin Pavlick or Kevin Manmiller** to ask Barry Spayd if he had a chance to talk to Stony Creek Rentals to see if they have an old trailer they'd like to donate or sell cheaply.

**ACTION ITEM: Kevin Manmiller** to approach the township about removing the bleachers next to the backstop on both the 1<sup>st</sup> base and the 3<sup>rd</sup> base side.

## **Uniform Committee Report (Julianne Kessler) not present**

### *New Uniform Business*

- Chris Malinowski proposed nicer uniform jerseys for the 15U teams. The argument against nicer jerseys is that we're already planning to raise the registration fee significantly for the 15U age group as noted above. Do parents mind paying yet another \$20 or so just to have a fancier jersey with last name on the back? At this time it appears that we will let this be a team by team decision, and if a 15U team decides they want nicer jerseys, that team will raise the money themselves to afford the additional expense, rather than build it into the up-front cost.

**ACTION ITEM: Chris Malinowski** to research uniform concepts and costs to present as an option for purchase. This doesn't need to be done until the beginning of Spring. That should provide enough time to purchase them for summer league if this is the way we decide to go.

## **Webmaster Report (Joe Calamita) not present - [www.fleetwoodgirlssoftball.org](http://www.fleetwoodgirlssoftball.org)**

### *New Webmaster Business*

- Per Chris Malinowski, Jon Chwatek informed him this past summer that FABA may be interested in sharing their website with us so that people in our area would have 1-stop shopping for both baseball and softball.

**ACTION ITEM: Joe Calamita** to reach out to FABA or talk to Jon to find out who we should talk to to discuss this possibility.

## **Registration Committee Report (Chris Malinowski)**

### *New Registration Business*

- As noted above, we will be going with a tiered registration fee system for 2016: 6U (Free), 8U (\$35), 10U (\$50), 12U (\$60) and 15U (\$75). A flat rate made sense 4+ years ago when we weren't sending teams to tournaments, but now that 10U, 12U and 15U are sending girls to 1-2 tournaments each year, plus the 15U games use 2 umpires, it doesn't make sense for everyone to pay the same amount.
- It's time for the 2016 Registration form to be created and issued.
- Fall League has always been free for any girls who played in the Spring. There was discussion about charging a small fee to play in the Fall, but ultimately everyone agreed that we would continue to keep Fall Ball free for girls who already paid for Spring or Summer ball.

### *Old or Unfinished Registration Business*

- FABA offers some sort of discount on registration fees for selling \*more\* than the required number of calendars. Do we want to do that in 2016? It could be incentive for people to sell way more calendars. For example, each calendar sold beyond the required 2, you get \$5 off your registration?

**ACTION ITEM: Chris Malinowski** to prepare and issue 2016 Registration forms prior to November meeting.

## **General and Miscellaneous Business**

### *New Misc Business*

- FABA has offered to give us space for an advertisement on the fence at Smith Field. There are a lot of families with boys in FABA who may have daughters interested in FGSA. Smith Field gets a lot of traffic, so a banner there would be good advertising.
- Dave Connor discussed the possibility of taking our 15U teams and breaking them into a 14U and a 16U team. This would mean taking those age groups to the Tri-County League where they have 14U and 16U. Fleetwood would be the most northern association in that League, so it would mean a lot more travel. But it also would mean our 16 year olds would have a place to play.
- Eric Robuck discussed the possibility of having additional Open Gyms at the Fleetwood Boro Hall.
- We have only 2 more meeting dates scheduled at the Keystone Villa. Move future meetings to the Third Rail so Chris Malinowski can eat snacks while we discuss business?

**ACTION ITEM: Eric Robuck** to contact FABA before next Spring about getting an FGSA banner up at Smith Field.

**ACTION ITEM: Eric Robuck** to contact the Boro Hall about dates that the gym is available and reservation costs.

### **Scheduled Fun Events:**

(none at this time)

### **Adjournment:**

President Kevin Manmiller adjourned the meeting at 9:20pm

### **Future FGSA Meeting(s):**

Day	Date	Time	Location
Thursday	11/12/15	7:00 p.m.	Keystone Villa
Thursday	12/10/15	7:00 p.m.	Keystone Villa