

## 3/21/2021 HFC Board Meeting Minutes

### HFC United Mission Statement

HFC United Soccer is a non-profit organization that is committed to providing a quality soccer program in Hastings and the surrounding community. Our focus is to develop each member, whether they are a player, coach, referee, manager, or parent to their fullest potential at all levels of participation.

**Voting Board Members:** Ceil Strauss (President & Indoor Rec), Brandon Scholl (Vice President), Vinnie DeGrote (Secretary), Adrienne Haugen (Director of Recreation), vacant (Travel Director), Pam Onnen (Treasurer), Jason Wenisch (Director of Communication and Marketing)

**Non-Voting Board Members:** Immediate Past President (Jeremy Reuter), Jessica DeGrote (Interim Volunteer Coordinator), Shannon Elliott (Uniform Coordinator), Susie Stoltz (Webmaster), Heder Olanda (Field Coordinator), Erin Stewart (Team Manager Coordinator), Yander Sanchez (Referee Coordinator), Jennifer Lentz (Fundraiser Coordinator)

**Staff:** Amber Salzman (Girls Director of Coaching and Player Development), Vacant (Administrator), Westley Dayus (Boys Director of Coaching and Player Development),

**Attendance:** President Ceil Strauss, Vinnie DeGrote (Secretary), Adrienne Haugen (Director of Recreation), Pam Onnen (Treasurer), Jason Wenisch (Director of Communication and Marketing), Amber Salzman (Girls Director of Coaching and Player Development), Westley Dayus (Boys Director of Coaching and Player Development), Heder Olanda (Field Coordinator), Shannon Elliott (Uniform Coordinator), Aaron Lundeen, Mo McNearly Sieben,

- 6 pm - Call to order, & approve minutes for 2/21/2021
- Jason Motions Adrienne 2nd motion approved 4-0
  
- 6:05 Comments from club members None
  
- 6:10 Vacant Administrator position update (Ceil)
  - Interim responsibilities - HFC Board met to help with assignments that were covered by Mike.
  - Plan/timing to replace administrator - HFC is going to post something on the website that we are looking for an administrator for the club. Pam and Adrienne recommend that we find someone outside of HFC. Vinnie recommends just getting the position. Shannon recommended hiring a company if its strictly administrator duties.
  
- 6:30 Uniform update (Shannon) We are not going to make it to fall season. Teams may have to wear white shirts for the season. Shannon went through all the options for a new soccer vendor. Her recommendation is to go with Soccerloco and add something in the contract that if there is any issues that John will handle it immediately.

Soccerloco could also make signage for the fields out at vets.

The soccer Kit would include 2 jerseys (home and away) shorts, and socks.

- o Action requested: Vote on proposed Soccerloco agreement

Jason made the motion to go ahead with Soccerloco with modifications to the contact ( being able to get out of the contact if customer service is not up to par, using for recreation is optional, if there are any issues with kits that John will handle the situation personally.) Adrienne 2nd the motion. Motion passed 4-0

Shannon also said that gotsoccer no longer has our white jerseys and that John would be willing to help us out with jerseys. Jason is going to send an email out to the club again with the need for jerseys. Included with the email will be the sizes needed for jerseys.

- 6:50 Budget discussion and approval: Pam went over the numbers of what Mike had already had down with a couple modifications. (Budget after notes)
- 7:10 Refund(s) U14 player decided they were no longer going to be playing soccer. Official notification to the club was Feb 18th. (before teams are registered with TCSL) Vinnie motion to refund minus the \$25 admin fee. Adreienne 2nd motion passed 5 -0.
- 7:15 Financial updates (Pam)  
**Liquid Financial Position 2/21 Board Meeting**  
Checking \$57,867.25 Savings \$40,435.65 Total - \$98,302.90  
**Liquid Financial Position 3/21 Board Meeting**  
Checking \$90,451.46 Savings \$40,435.65 Total - \$130,887.11

Investment Current Value \$130,887.56 down 3.3% from 2/21/21

- **Activity since the last HFC Board Meeting**  
Revenue \$26,909.56  
Total Expenditures (\$4,780.38)  
\$26,909.56 Revenue Breakdown of largest items  
Registration \$14,091.31 (Travel registrations)  
Sponsorships  
\$2,000 In Motion Realty  
\$2,000 Miller Orthodontics  
Grant/Loan \$15,000.00 (Dakota County Small Business Grant)

## Program) \$4,780.38 Expenditures Breakdown of largest items

Payroll (approx.) \$2,900.00

MYSA/TCSL Membership fee \$1,985.00

- 7:30 DOC updates (Amber & Westley)
- Amber: team updates: Teams are set with everyone moved to where they need to be. Amber reached out to the coaches and the team managers. Amber and Westley have been getting complaints about having access to gotsoccer and then not having the access. There is a potential of getting more younger players at the U9 and U10 teams. There may be some adjusting if more players sign up.

Wednesday training is done. Average number of players that attended was 30 -40 players. Friday training has started. 9 players at the High school level attended due to covid reasons. In a couple weeks when the younger U9/u10 players attend, Amber plans on running it as a jamboree style to get them ready for soccer. Amber would like to do more goalie training this spring with getting help from maybe Shane. The plan is to also have coaches training.

Amber is asking for board approval for the TCSL end of season tournament and Jamboree.

Jason motioned for HFC to pay for the TCSL end of season tournament/jamboree.

Adrienne 2nd. Motion passed 5-0

### Westly: HFC United Team Updates

We have added a new player to the U14 Boys team, and their roster is now full. I have continued to reach out to Red Wing Soccer club to see how we can assist them and place any players that may need a home. Any players that did reach out, I have replied to and supplied the information needed.

### HFC United Team Coaches/Managers Updates

Roster information went out this week to all boys' teams within the program. Coaches and managers were included and Ceil plans to send out Got Soccer logins to the team tomorrow so they can begin the reschedule process. Once an administrator or registrar is assigned this process will go a little smoother, so thanks to everyone involved for working on these items these last few weeks.

### HFC Training Updates

April team training assignments went out this week and we were able to get all teams a few sessions each during the month. Any free times that were open have been taken and Ceil may have some spare space available once Rec Indoor soccer schedules are completed.

Amber has been able to secure some extra space for Friday Rosemount Dome time and Ambers Wednesday team training sessions will end this coming Wednesday.

## Coaches Meetings

The HFC Coach meetings have been scheduled for two weekend sessions in April. Both Amber and I opted for a group setting with coaches of similar age levels taking part together. Information will be sent out prior to the coaching meeting with updates as we head into the summer season. Mike has received some coaching information that he plans to add to the website, so we have a place for coaches to go and find valuable coaching information.

## Moving Forward for April

I will continue to work on getting out team formations scheduled and work with Amber to see what offering we can provide during the summer for our members. We will continue to connect with our managers/coaches for any needs they have and attend team training to check in and see how the teams are doing.

- 7:50 Other updates by board/coordinators
  - The week of April 12th will be the team managers meeting
  - Ceil: Indoor rec status - Middle School teams selected; 4 teams at 5th/6th & 7th/8th similar to recent years. High School down from normal 8 to 6 teams; 3/24 team selections. A couple emails have been sent out to the club looking for more players for 5th/6th level.
  - Adrienne: spring rec status 237 registered players. 97- pre-k/k, 105 - 1st / 2nd grade and 35 4th/5th graders  
Rec still needs coach volunteers.
  - The city is hoping fields will be open the 1st or 2nd week of April. LaCrosse is hoping to share one of the bigger fields out at Vets, but we don't have space to share during spring/summer season. We can possibly consider options for the fall season.
  - Masks are going to be required for players during practice and games. Spectators will be required to wear masks and social distancing. Adrienne is going to follow up with Chris Jenkins with the city if rec will be required wearing masks.
  - The city is asking us to be more proactive with replacing the sandbags.  
Westley recommended looking into getting sandbags specifically for holding down goals.

The cardboard container out at Terry's Hardware will end March 31st for HFC.

Dibs opportunities for score board and for when photos will be taken

- Upcoming meeting dates: April 18, 2021; May 16th board meeting 6pm
- Adjourn Addrienne motioned to adjourn at 8:35. Jason 2nd. Motion passed 5-0

	Budget From 08/2020	08/31/21 YTD
<b>Revenue</b>		
Fundraising	\$1,000	\$386
Non-Volunteer Fees	\$4,600	
Donations Received		\$55
Grants Received		\$6,000
<u>Registration</u>		
Camp/Training	\$750	
Co-Ed Indoor	\$16,376	
Rec. Academy	\$15,849	\$1,088
Travel	\$116,618	\$46,171
Tryout	\$0	\$0
Sponsorships	\$4,000	
<b>Total Revenue</b>	<b>\$159,192</b>	<b>\$53,700</b>
<b>Expenditures</b>		
Accounting	\$1,220	\$425
Awards & medals		\$29
Advertising	\$800	
Bank Charges	\$50	
Donation	\$300	\$42
Education and Training	\$3,200	\$2,900
Equipment	\$4,200	\$1,121
Facilities	\$20,125	\$176
Field Supplies, Maintence & Materials	\$8,000	\$410
Payroll Costs	\$4,569	\$198
Insurance	\$1,500	\$2,467
Investment Fees		\$779
IT - Website etc	\$720	\$600
<u>Labor</u>	\$0	
Director of Administration	\$9,000	\$2,768
HFC Paid Coaching	\$2,000	
Referees	\$3,400	
Referee Assigning	\$16,710	\$3,192
Director of Coaching	\$36,000	\$6,570
Training & Player Evaluation Services	\$1,660	\$480
Technical Directors/Assistat DOC		\$1,250
Licenses, Permits and Memberships	\$500	
Leauge Membership Fees	\$17,577	\$5,896
Platform Processing & Merchant Fees	\$5,901	\$1,974
Registraton Refunds	\$1,238	\$5,058
Scholarship	\$500	
Storage	\$0	
Supplies, Postage and Printing	\$675	\$390
Uniforms	\$4,786	\$908
<b>Total Expenditures</b>	<b>\$144,630</b>	<b>\$37,632</b>
<b>Net Operating Revenue</b>	<b>\$14,562</b>	<b>\$16,068</b>
<b>Total Other Revenue</b>	<b>\$2,100</b>	<b>\$5,027</b>
<b>Total Other Expenditures</b>	<b>\$100</b>	<b>\$682</b>
<b>Net Revenue</b>	<b>\$16,562</b>	<b>\$20,414</b>