

Hartwell Board of Directors

Meeting Minutes

Monday, December 17th, 2012, 7:00 PM

Location – Mary Kay Brophy's house

Attendees: Mary Kay Brophy, Joan Norman, Erik Barbieri, Cathy Chisholm, Andy Pinkowski, Betty Davis, Tim Gourley, Jim Wadleigh, Sandy Gardner

Not Attending : Matt Tierinni, Dave Baker

Guests: Sue Traver & Laura Hecker

Meeting was initiated at 7:00 PM.

Uniform Update

Laura and Sue gave an update on uniforms. Basically our existing vendor (Challenger) can't handle a club our size or a package our size. They had to do multiple distributions to get the existing uniform needs met and Laura and Sue have been plugging holes to make things work. Some of the major issues/details are:

- On Adidas backpacks the patch is falling off (this is actually a patch issue)
- We had only 120 packages this year and they still couldn't meet the need
- White shirt is too sheer
- Socks cheap
- Shirt "itches"
- Not only do they not meet our order needs but they make substitutions without telling us.
- Online ordering isn't good (it's really just sending an Excel spreadsheet)
- They are piecing it together at best
- Communication is non-existent
- They yes us to death - but then don't follow through.

They are recommending going back to original Adidas option but use a different vendor. They are recommending using Mark Solomon.

They are recommending a 7-piece package that includes: 1 short, 2 jerseys (home and away), 2 socks, 1 jacket, 1 practice jersey. This package will cost \$150. She is recommending that we go with a 3-stripe alternative because while the style will change slightly, they almost always offer a 3-stripe alternative so it will be similar when the uniform is modified every 2 years.

Mark Solomon is willing to work with us to allow parents to order online with options to pay us or him directly. He will pre-order large quantities and we can pay when we want it. This gets rid of the issue of needing to order 7 months in advance. Adidas actually "holds" our stuff in a warehouse and we aren't actually buying it until we need it. Mark would need to pre-order in January. Mark doesn't overpromise. He's realistic and he is fussy with the quality so he is a good choice.

Someone asked if Adidas will give us a kickback again (like they did when they gave us tournament balls) and the answer was that it depends on what you negotiate and whether you sign a contract. Last time we received roughly \$20K worth of retail price merchandise.

Board voted to go with new uniform & vendor recommendation. Andy would like a 2nd practice jersey added to package potentially. Andy doesn't think we need to "explain" our change in direction because he didn't think club members will blink.

Sue would like help selecting the design of the back of the jacket which will include our full name. Joan and Sandy offered to help.

It was recommended that we send a note to travel families telling them not to order new pieces this spring. *Betty Davis is handling this communication.*

Should consider letting U13's keep their old uniform for last year of travel since they would only get 1 year out of new uniform.

We have a lot of extra iron-on patches that need to be used up (approximately 1K). They have to be heat applied. They really would only work on things that don't have to be washed. *We need to figure out what to do with them.*

Jim Wadleigh thinks it will be hard to get sizing information after tryouts because of summer vacations. He would like us to collect the information prior to try-outs. *We need to determine the best way to collect this.*

It was discussed what we would tell Challenger. Mary Kay indicated that we can tell them that we are leveraging multiple vendors but we don't have to tell them we are dropping them.

DOC Update

On the Boys High School Travel front, we need more boys. Sal Calafiore's team lost some good players to CFC. Sal wanted to play "his" team in the elite division of CJSA. He indicated that his comfortable with 14-15 players. Both his team and Tom Turvil's team need more players so there will be a spring try-out in February.

Tom Turvil needs to reach out and make sure people know we are having 2 teams so that players don't go off to a premier club this spring.

On the HS Girls side, only 4 girls showed up. We would need a 2nd try-out in early spring and need a communication to the Freshman and JV teams.

Erik will be making recommendations for try-outs based on a meeting he had with coaches. He needs rankings from coaches. He will provide sample evaluations to coaches. The comments section is the most important section to him. There were a lot of negative comments. Erik feels that the coaches need to refine their evaluations to make them more meaningful. He will be addressing the evaluations at the spring coach meeting.

Miscellaneous

- Cathy Chishold is no longer "interim" and it needs to be removed from website – she will still be co-tournament director with Andy.

- We still have a need for an equipment manager. We could actually use 2 for rec and 1 for travel. **Tim Gourley will call volunteers to see if he can fill these.**
- April 26-28th is the Hartwell Tournament
- We received a \$1K check for photo day
- **Need to send a note to Division Coordinators regarding coach plaques.**
- 119 people responded to the rec jamboree survey and 80% said it was either excellent or very good. 92% said to do it again.
- Reminder went out for spring registration and we are offering raffles for early registration.
- **Want to do a year in review and put on website**
- **The tournament warm-up communication is should be going out soon.**
- Erik suggested doing a player-of-the week section on the website where the winner gets a gift card.

Meeting adjourned at 10:06 PM. The Next Board meeting is Monday, January 14th.

Respectfully submitted,

Joan Norman

Secretary