

Nashua Youth Soccer League (NYSL)

Board Meeting Minutes

September 21, 2021, 7:30 PM

Zoom Meeting

Meeting called to order at 7:35 PM

Attendees:

Deena Hewson – Chair Nick Symonds – Vice Chair (proxy for Rachel Symonds, Nicole Roma) Jessica Gott – Secretary Kristin White – Director of Coaching Rick Watts – Director of Fields Jonathan Ulery – Director of Purchasing Matthew Joyce – U7 Director Allan Graves – U6 Director	Janelle Davis – U8 Director Todd Sullivan – Director of Travel (has Larry Hawkins proxy) Jessica Bean – U10 Director Cindy Sullivan – Treasurer
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Old Business

Rick motioned to approve the August minutes. Seconded by Todd. Approved all in favor

Update with the State

Taxes have been submitted. We are in good standing with the Department of Justice. The Secretary of State is not okay yet. Needs just a bit more info. We've paid fees. We are waiting for final approval from the state.

Taxes done by CPA firm.

Nick made motion to accept the 2020 Form 990 and Rick seconded the motion. All in favor and approved.

Nick Financial Report:

Current Cash on hand is \$107,037.88

Rec Revenue is \$40,822.61

Rec Expenses are \$4,178

- Player Development \$150 for U6-U7-U8 coaches meeting
- Req Equipment \$148.60 for First Aid Kits and Icepacks.
- Rec Professional Fees \$230 for \$75 fee to state, \$75 fee for revival, 40x2 for QuickBooks
- Rec Occupancy \$3,300 for the year for the storage unit
- Rec Stationary \$146.58 for Main D and MF signs and paper for Gear Flyers
- Rec Bank Charges \$202.50 for bank fees

Travel Income is \$51,000

Travel expenses are \$20,314.50

- Travel Registration NHSA \$100 registration
- Travel Registration NHSL \$6,235 team registration
- Travel Tournaments \$6200 Natick Tournament

- Travel Equipment \$2,500 payment to rec
- Travel Lights \$3,504.70 lights for MF3
- Travel Training \$20 Coaches certification
- Travel Misc \$1754.80 Credit Card fees from registration.

For more detail see the end of the minutes.

Recap of registration and rostering

The last week of registration was very busy. A lot of directors started planning teams early and then had to scramble at the last minute to find more coaches and build more teams.

Rostered 658 players. U19 is still open and accepting new players.

Jessica Bean: Maybe we should not have deadlines because sometimes players want to add when they see it is fun. It is a hassle to have to reopen the registration so many times. Rostering can also be tricky because some parents request teams.

Nick: Need to be careful with preselecting teams, so good compromise is to allow parents to request 1 other player. We could use the Notes section on the registration form to allow for this request.

Jon U and Allan: We need to be reasonable when accepting these requests. Last minute registrations will be handled as best we can.

Jessica Bean: Had to rearrange schedules when players couldn't go to certain practice days. If we are able to have people choose the practice days, that might help. But this might also complicate things.

Nick: we need to advertise that there are practices for U10 because parents didn't know

Matt: Set a date when registration is going to close and enforce the wait list. Then we can restructure things at the end. This helps us be more organized. Can wait list the people after registration closes and wait list the players all the way up through the 2nd week.

Janell: Worked really hard to make balanced teams but then the last minute registrations threw those off. She used the video Nick made.

Nick proposes: U6,7,8 – can register up to the Wed before the first game, and U10 and up can register the Friday before the first practice. The wait list would be up to the 2nd week. We can have people pay for registrations to be on the wait list and refund their money if we cannot roster them.

Need to revamp the registration wording to make clear, when and where each age level plays and what the expectations are for practices, games, and required/suggested equipment. Jon U suggested putting out the uniform distribution day and any other known dates on the registration form too because communicating dates early is helpful. Nick is going to start revising as soon as U19 registration closes.

Recap of week one

Deena: Weather was beautiful. Everything was smooth. All the Division Directors did a fantastic job! Thanks for all your hard work. Mines Falls went well.

Nick: Uniform pick up was a success. Only had to distribute 64 at Greeley Park this was a huge improvement over having to distribute over 200. For future, we need some parents to volunteer to hand out uniforms. Need parent volunteers at Main Dunstable to help hand out uniforms there too.

Allan: Greeley was a success. There were big questions: field numbering, what team am I on. It was helpful to have the Nashua Soccer Girls team there.

Matt: Volunteered to redo some of the signs. Need some people with experience at Greeley with new Directors too. Having 4 red shirts at Greeley is really helpful.

Kristin: Passing out the jerseys ahead of time for the U6, U7 was so helpful because the coaches got to have pretty much a whole session of play and the stress level was much lower. This is especially important for fall. The U6, U7 the coaches training was really helpful. They were using the plans and the techniques that Laura Ray shared. It was more evident which coaches did not come to the training because they didn't know much of what to do.

Janell: Printed the map of Main Dunstable to have it handy. Signs were helpful. Parents were looking for the signs the second week. For U8, some coaches noticed the balls were not pumped up, so they were pumping when players were arriving. – Deena mentioned next time sending an email about the fact that people need to pump up the balls ahead of time.

Kristin: Asked if everyone has ball pumps? Nick is going to bring some to Main Dunstable to be sure everyone has one.

Outcome of coaches training

Deena: This was very successful and lots of coaches from U6-U8 were there.

Janell: coaches training was helpful and amazing. Would like to see more information about running a game. Helping the coaches "ref" a game would be helpful to integrate into the training.

Recap goalie training

Going well overall. Younger sessions have about 20-25 players. Good mix of girls and boys. Older session is boys only (9 boys). Need to think about why there are no girls in the older sessions. Need to get the coaches to encourage girls in U12 and U14. It works well to do this goalie training with Travel players too.

Nashua South Girls and Boys team want to put on a middle school clinic U12 and U14 from 10-12 in the morning on Sunday Oct 10th. Kristin would like to put up a registration for this. Nick is going to try to set up a registration form for Kristin. Kristin will attend this too. Travel will be busy, but rec players could attend.

In need of more quality trainers so we can offer training to more kids

Where can we find more quality trainers?

Allan has a contact who might be interested in working with us. He is getting in contact with this person.

Deena had a website she used to look for trainers.

Todd might know some coaches from Travel who are interested. Lots of the good coaches we know are coaching this fall, so they are busy.

Kristin is thinking about U6 U7 training that is a coach/kid training at the same time. Kristin does not want to spend NYSL funds on mediocre companies/trainers.

Nick: We've spend \$25,000 on training between travel and rec. We don't need a big company to provide trainers. Agree with Kristin that if we build up our coaches, then we can develop our own in-house people.

Janell: Maybe there is a way to do some off-season training. Kristin and Nick think this is a good idea. Nick suggested the Grassroots program.

Jon U: Look at the NHSL to see what possibilities there are for training programs that are affordable for recreation. They did both training coaches and players. Reaching out to them might help.

Updating uniforms on our website to match our selection

Smallest size online is an adult XS – U6, U7, U8 all order XS. Ideally they want Youth S, Youth M, Youth L.

Deena explains that they are going to update the website so the website matches the sizes we have.

Nick wants to be able to say a Youth S is 6-8, etc. What we have from vendor is in inches. Nick wants to be able to link the size chart.

This will be figured out by spring registration so uniform ordering and handing out is not so hard.

Uniform order update

Jon U: emergency ordered another 100 youth small uniforms. It could be 2-3 weeks, but hoping to get them sometime next week but could be beginning of October. Already have socks. The 50 medium uniforms were backordered so they are a bit later than the smalls. It is okay to give out the socks to the people who have ordered them now.

Nick: asked for uniform update beginning of next week because picture day is October 2nd and without uniforms could be hiccups.

Nick has the list of which players still need a uniform.

Soccer ball required for fall 22?

Deena: soccer balls are a huge expense for us. It is hard to bring balls around and they get lost. Wants to request that players bring own soccer ball. If someone cannot afford the ball, it is okay. We will still give a couple of balls to coaches.

Allan: Not sure if U6, U7 it makes sense because parents do not want to spend more money. The shed is right there at Greeley, so it is easier to manage the balls.

Kristin: At the U6, U7 age they are territorial about their soccer ball, so can cause conflict if they bring their own. Also it is hard for parents to know that they want a size 3 ball and this size is harder to find.

Nick: the overall goal is to reduce our expenses. Other groups require shin guard and soccer ball. The vision here is to save money: reduce storage, easier for coaches. This also allows us to put money back into the program. Soccer balls are about \$20 each. The coaches would get a game ball, icepack, first aid kit, clipboard in string bag – much more simple.

Jessica: U10 and up they can show up with their own soccer ball, many do anyway. This also suggests they should practice at home when they have a ball at home.

Nick: it is really hard to even purchase balls right now anyway because of supply. We are paying \$20 for a \$10 ball and these don't last.

This is up for continued discussion. Wanted to raise the issue now to think about.

Final figures for our first Fundraiser

Jon U: All combined we sold almost 200 items. We hit the minimum sales for each item other than the headbands. They are expected to go out the 2nd or 3rd week of October. We will get the rebate check.

The process was pretty smooth.

Deena: Suggests get rid of the headbands. Maybe need to change out the items so that people will order some more another time

Jon U: We can switch out the jackets for long sleeves and some other things

Kristin: Maybe there can be a post season, pre-holiday order again after everyone sees the gear on people. Maybe just do a smaller sale, with not many items

Nick: Likes the idea of the of smaller order

Jon U: Hoodies sold really well. Maybe focus on just hoodies?

Signs at MF'S and MD welcomed by all!

Signs at Mines Falls and Main Dunstable were a huge hit.

Allan: Greeley really needs new signs. They are too low to the ground and they are hard to see.

Nick: Staples gave a great deal for them to put their name on the back. Durability is a huge issue. These signs were retail \$450 and we paid \$150. Nick will try to get them made for the Spring.

Allan: suggested even doing yard sticks with laminated signs.

Everyone agreed that there needs to be different signage for Greeley for the spring and next fall.

Issues with shed at Main Dunstable

There are rodents chewing up the nets and we plan to put a trap in the shed to catch future rodents. No dogs or kids are allowed in the shed. This is a safety concern.

Kristin asked about goal bags. Jason said when we started the season we had 10 brand new bags. Rick said we have 2 nets that don't have bags because brought them over from Charlotte Ave. This was the answer Kristin needed.

Missing background checks and SafeSport Training

Background checks need to be done every year for all coaches, assistant coaches, directors, and board members. The process is the same as with travel. Nicole will be the one communicating about this process.

We need to address the few people who haven't done it and help them with the technology. Deena and Nick will follow up with email and help them complete these requirements so they can remain as coaches.

COVID-19 updated protocols

The updated protocol is very closely aligned with the Nashua School District. The Board will determine when a player can return. This is not a decision up to individual coaches.

Picture Day for U6-U10: Saturday October 2nd

Nicole put this on the Facebook page and the website. More communication is coming from Deena or Nicole.

Skipping over Columbus Day

We tried to have teams meet on Columbus Day, but we can't because we do not have the refs to manage this. Jason G. changed the schedule so we are ending rec on Nov 6.

Committee needed to look into launching U5

Deena said there is a lot of interest in launching U5. Some other clubs offer this. It can be difficult to start a U5. Need some volunteers for figuring out if this is worth it and that we don't miss anything. Need to think about curriculum and logistics. Kristin and Matt will join with Nick. Jon U offers to consult too.

Disciplinary committee needed

Disciplinary committee decides what happens when there are disciplinary infractions. Rick, Jessica Gott, and Jessica Bean will be on the disciplinary committee. If something happens we get a report from the ref that Jason sends out.

Open board positions:

U12 Director Is there a parent or coach from U12 who would like to do this?

Director of Registration We need to replace Kim.

Director-at-large for Greeley Need this role filled.

Other Info

Rick hasn't heard from soccer council. They want us to pay for Spring and next Fall all coming up now. We need an invoice.

Nick said we just paid them and not sure what it was for. We need an invoice from this. Jon says he thinks it was for an extended period of time.

We need to think about our relationship with soccer council.

Nick motioned to adjourn. Allan seconded motion. All in favor. Meeting adjourned at 9:32 PM.

Nashua Youth Soccer League		9/20 CASH ON HAND		\$107,037.88	
2021 / 2022 Budget		Budget 21/22	YTD Numbers	Notes (21/22)	
Revenues		Budget 21/22	YTD Numbers		
Rec Program Income		\$54,000	\$28,058.29	600 per season For \$54,000 income	
Rec Uniforms		\$21,600	\$10,264.32	40% needing uniform based on 20/21 registrations	
Travel Payment to Rec		\$2,500	\$2,500.00		
Rec Total		\$78,100	\$40,822.61		
Indoor Program Income		\$45,000	\$0	3 Sessions, 180 per session	
Travel Program Income		\$64,375	\$51,000	(130) \$400 for annual commitment, (55) \$225/season	
Total Income		\$187,475	\$91,823		
Expenses					
Program Rec Outdoor.					
Rec Refunds / returned checks		\$500		Based on ref checks	
Rec Gifts Grants and contributions		\$2,000		Contribution to Parks and Rec summer Fund	
Rec Program Field Usage		\$3,500		Soccer council of Nashua	
Rec Player Development		\$5,000	\$150.00	Players /coaches	
Rec Equipment		\$3,500	\$148.60	Size 3 and 4 balls, cones, pennys	
Rec Professional fees State		\$5,000	\$230.00	Website \$1000, bonding Fee \$400 CPA \$3,100 Quickbooks 500	
Rec Occupancy Rent Utilities		\$3,500	\$3,300.00	Lock up Rental \$3350 per year, PO Box fee \$150	
Rec Stationary / publicity		\$1,500	\$146.58	Flyers, stationary, checks	
Rec Bank Charges		\$1,000	\$202.50	Bank Fee to Citizens	
Rec Uniforms		\$24,000		To rebuild surplus	
Rec Trophies		\$5,000			
Rec Game officials		\$15,000		26% increase over CY / consistant with participant increase.	
Rec NHTA Registration / Background		\$6,500		\$11 per unique player from the year prior	
Rec Events		\$1,000		End of year event in 2022	
Rec Scholarships		\$1,000		Bromeo Family Scholarships 2 at \$500 each	
Rec Recruitment		\$1,000			
Rec Government fees		\$7,500		Potential Fees from IRS and State of NH	
Total		\$86,500	\$4,178		
Program Rec Indoor					
Indoor Team Fees		\$45,000	\$0	Registration fees	
Total		\$45,000			
Program Travel					
Travel Registration NHTA		\$3,250	\$100.00	Player Insurance	
Travel Registration NHSL		\$12,000	\$6,235.00	Team Registrations	
Travel Tournaments		\$14,000	\$6,200.00		
Travel Equipment		\$2,500	\$2,500.00	Money to rec for equipment	
Travel Field / facility rental		\$5,000	\$20.00		
Travel Lights		\$3,500	\$3,504.70		
Travel Training		\$20,000	\$0.00		
Travel Misc		\$3,125	\$1,754.80	Refunds and Bank Fees	
Total		\$63,375	\$20,314.50		
Total Expenses		\$194,875	\$24,492		
Expected surplus /deficit		-\$7,400	\$67,330		
	Net	% Spent	Income	Expense	
Program Rec Outdoor.	\$36,644.93	10.23%	\$40,822.61	\$4,177.68	
Program Rec Indoor	\$0.00	#DIV/0!	\$0.00	\$0.00	
Program Travel	\$30,685.50	39.83%	\$51,000.00	\$20,314.50	