

# JGSA Board of Directors Meeting

December 13, 2020, 7:00 p.m.

Online via teleconference--Crown Point Community Center closed

**Members in attendance** – Jarod Haxton, Tom Cope, Eric Clark, Carson Hattel, Allan Janss, Morgan Halverson, Matt Clifton, Abby Hawes, Dusty Sowers, Lisa Thilges, Chad Mease, Jason Veeder, Kevin Hakert



**Call to order** - Jarod called the meeting to order at 7:03 pm

**Community Input** - None received

## Committee Updates

- **Executive**

- Treasurer Reports. Morgan presented the treasurer's report. Lisa moved to approve the treasurer's report, Carson second. Board approved. Morgan abstained.
- Morgan presented the proposed Budget for 2021. FY Jan 1 - Dec 31, 2021.
  - Will leave repayment EIDL advancement of \$1000 out of the budget as it is forgivable according to the SBA website. If it needs repaid, terms are 30 years at 2.75%.
  - Tom moved to approve the budget as drafted, Carson second. Board approved.
  - After approval of the drafted budget, Rec registration fees were discussed. Initial proposed budget included lowering fees in 2021 by \$4 to compensate for the expense of buying shirts through Nike. After further discussion it was decided to lower the 8U and younger fees by a total of \$14, which may help recruit a higher number of players.
    - 2021 rec registration fees lowered from \$129 to \$125 for 10U and older and \$119 to \$105 for 8U and younger. Higher fee for older players due to costs of umpires.
    - Tom moved to reapprove the budget at the lower 8U and younger rec fees, Lisa second. Board approved.
  - Discussion of JLL shared expenses. Last installment towards garage payment will be paid with check to be written in early January. No additional garage payments for 2021. Annual payment for JLL settlement will decrease by \$2000 for 2021, assuming no new expenses. Shared expenses include shared utilities, field maintenance expenses, mower and dragger expenses, golf carts, two tractors. A mower may need to be purchased in 1-2 years.
  - Discussed moving to daily deposits from weekly. Challenging to manually execute and manage daily deposits. Our bank is not supported by Money Minder's automatic reconciliation. Morgan will continue with the current system, but this may need to be reevaluated, especially after Rec registration ends. Solutions proposed would be either to change banks, which will allow for a more automated system, or to change to a different accounting software.
  - Reimbursement requests – No additional requests were received since the last board meeting. Clark family reimbursement will be considered at the January 2021 meeting.
- Indoor Facility

- Masks have been mandatory for the last several weeks and has had good compliance.
- Johnston High School Softball team using the facility weeknights in December from 8:00 to 10:30 p.m. They began using the facility last week. The high school coaches, parents, and players have been very grateful.
- Jarod emailed Dragon Select coaches about the Indoor Practice schedule for January and beyond. Jarod will continue to keep the practice schedule updated with coaches' changes.
- Kevin sent an email to JGSA select families regarding changes that have been implemented in order to decrease the number of people within the facility.
- Texas Roadhouse gift cards and advertising - \$1,100 in gift cards and in-restaurant advertising until end of May 2021 for \$1,000. We will have a total \$1,225 in gift cards once those are received.
- Two Signarama signs with Colby's Lawn & Landscape logo ready to hang. Need hardware for hanging.
- Jason presented an update on Battle in the Burbs 2021. BIB will be May 21-23 in 2021.
  - Ankeny and Altoona representatives met with Jason, Jarod and Dusty. Kelly from USSSA is recommending that Urbandale not be a host site, which was agreed upon by the group at that meeting. We may still rent fields at Urbandale, even if they are not a host. We also have the option of renting fields from West DSM. Waiting to hear from USSSA - Kelly and Bryce from Urbandale for final decision on whether or not they will be a host, then we may proceed with future plans for renting fields.
- Will need to finalize details of new contract with Mitch for Indoor Facility, as current deal expires at the end of January 2021. Tom and Jarod have started the process with Mitch, and met on Sunday, December 6. Jarod emailed the JGSA board the talking points that were discussed at this meeting.
  - Aim to keep rent at the current rate and five year lease without the large up-front payments that were made with the original agreement. To keep our rent at the current rate, we will need to give up use of portions of our space at predetermined times. These concessions will still allow us max use of our space during January-March when our organization's needs are highest.
  - If an individual lesson is given in the facility, Mitch wants the coach to pay a fee to use the facility. This still needs to be discussed in more detail between Jarod, Tom, and Mitch.
  - An email will be sent to JGSA Dragon Select and high-school families once the agreement is finalized to outline the schedule of when we do not have use of our space; also consider signage.
- Johnston Dragons Spring Spectacular - USSSA tournament April 23<sup>rd</sup> – April 25<sup>th</sup> in 2021. Registration is now open. 48 teams max. Dragon Select teams should start thinking about getting registered, only 8 teams per the 6 planned Divisions.
- **Rec/Select**
  - Ted Sandeen has taken Dragon Select pictures.
  - Discussion regarding the declining numbers of Rec softball players over the past couple of years. We have not been able to reach the younger elementary ages as we can no longer

send home flyers at the schools or represent the organization at the Purple Party. Focus may be made on how to recruit the younger players. Ideas discussed for recruiting players included an ad in Johnston Living, Social Media ads, and emails to parents asking for word-of-mouth referrals.

- We will attempt to get some parent feedback via an email survey. Lisa and Kevin to develop communication to parents.
- Rec Registration will open January 1, update costs and add in information about t-shirt that will need to be purchased later.
- We will work Covid Waiver and guidelines right into the registration for Rec. Follow CDC guidelines. Carson and Eric to draft something based on other youth sports groups (JBC & JVBC). Also apply the waiver to clinic participants and JGSA select team practices.
- We will put up yard signs to advertise rec registration. Lisa will price at Signarama and Vistaprint and develop a design.
- **Fundraising** – 2021 committee will meet to work on field naming rights for 2021 and beyond.
- **Strategic Planning** – no discussion.
- **Little League** – we are chartered for 2021 and insurance is paid for 2021 season already.
  - Abby submitted 2021 ASAP Safety Plan, which was approved by Little League.
  - New rule: minor league players not allowed to leave base until ball crosses plate, majors - older player can leave when ball leaves pitcher's hand.
- **Facilities** – We will purchase two Beacon Streamliner 354 Line Chalkers – like the smaller one we bought for Quads in mid-2020. Currently on sale for \$355, \$100 off regular price of \$455, plus shipping. Aim to purchase before the end of FY2020.
- **Clinics**
  - Catching Clinic with Ben Sherwood – scheduled for three Sundays in January, \$60 per participant. We'll give Ben some Texas Roadhouse gift cards at the end of the clinic. Seven girls signed up currently: five younger and two 2 older.
  - Strength & Agility Clinic with Dan Mennen – scheduled for eight weeks in January and February. \$100 for once per week, \$200 for twice per week. JGSA keeps 10% of registration, the remaining goes to Dan. Ten girls signed up currently - \$1,200, seven younger and three older.
  - Pitching Clinic with Carlye Satterwhite – scheduled for five Sundays in February and early March, \$65 per participant. \$500 per session to Carlye, might have enough interest for a second session each Sunday. Seven girls signed up currently.

Adjourn Meeting @ 9:14 p.m. Morgan moved; Chad second. Board Approved.

Next Meeting January 17 via teleconference