DATE: March 17, 2019 (Sunday)
TO: HLL Board of Directors
FROM: Dom Argento
CC: HLL Board of Directors
SUBJECT: Board of Directors March 2019 Agenda

Location: Hershey Medical Center, H-1059

Time: 6:30 p.m. – 7:30 p.m.

Present: Dom Argento, Matt Bolton, Matt Coulter, Aaron Fackler, Jason Garver, Mike Gingrich, Doug Hummer, Steven Hartzfeld, Pat Meister, Larry Nelson, Dan Schauble, Jessica Umbrell-Sevenack

Absent: Eric Callahan, Brad Morgan, Brian Puza, Scott Smith, Matt Wildasin

Guests: *None*

Call to Order: Meeting called to order by Dom Argento at 6:30 p.m.

Secretary's Report (Matt C.):

Board of Directors Attendance Report

- No Board members are at risk of missing three straight meetings as of right now

Update: New Volunteer Application/Background Check Process for 2019

- Reviewed spreadsheet showing which coaches have completed their required background checks and which ones have not; Commissioners will continue to work with coaches towards completion with the understanding that a coach cannot take the field until he/she has completed all required background checks

Update: Positive Coaching Alliance (PCA) and First Aid Training for 2019

- Reviewed spreadsheet showing which coaches have completed their required PCA and First Aid training and which ones have not; Commissioners will continue to work with coaches towards completion with the understanding that a coach cannot take the field until he/she has completed both of these required items

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President's Report (Dom A.):

Registration Update

- There are one or two late registrants; Commissioners will work to see whether they can still be registered for this season
- A date will be soon determined whereby no additional registrants can be added this season
- We are currently at 380 players for this season (down about 25 players from last year)

Spring 2019 Update

- Practice schedule(s) to be loaded to the website early this week with official practices beginning this Wednesday (03/20), weather and field permitting

Field Update

- All fields are ready and playable at this time; Township fields are currently closed at this time but both North and South are ready to go; Township to update on field status this week and notifications will be made accordingly

Concession Stand Update

- Larry has arranged a team to help coordinate the concession stand this season; He urged all Board members to be willing to help out as needed this season to keep it up and running
- Doug H: Advanced Insurance will donate water again this season; He also has a few volunteers who will help with picking up and dropping off food and supplies
- Discussion held on how to best coordinate volunteers to run the concession stand each night was held amongst the Board members present; It's better to have it open most nights (and possibly miss a night or two due to rainout or schedule issues) than not have it open at all this season

Opening Day

- Three vendors are currently scheduled
- Texas Roadhouse has volunteered to be at Opening Day and offer food and other items; Need to determine whether we should have concession stand open or not; Discussion held amongst Board members present and it was determined the concession stand should be open and that Texas Roadhouse – while we thank them for their interest – does not need to be present as a food vendor
- A Sign-Up Genius was created for the bake sale; Please sign up to bring an item if possible
- Volunteers will be needed for skills competition since High School team cannot be there due to a game that is scheduled the same night
- Volume of speaker system is always hard to hear; DJ that is going to be there will allow us to use his/her speaker system so the acoustics are (hopefully) better than in previous years
- Doug H: Is it possible to have softball or boys/girls basketball teams come down and help with skills competition? It would take some pressure off the adults helping out and would allow a different team to earn some money for its booster club.
- We need to determine the Jeff Hahn Coaching Award and the Wayne Jewell Service Award

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Joy of Sports Foundation

- The Board agrees to again sponsor the Joy of Sports Foundation's Annual Dinner at a cost of $500 for the sponsorship; Volunteer to be recognized to be determined as soon as possible

Summer Slam

- Dates are set for June 21-23, 2019 and June 28-30, 2019
- The Summer Slam website will be brought live soon to start the process of recruiting teams for the Summer Slam Tournament(s)

Vice President's Report:

Tee Ball

- One of the tee ball head coaches that agreed to coach (see approved list below in the Old Business section) has since backed out so a replacement head coach needs to be found
- Dan S: I am trying to work to find a new head coach but may have to reach out to the team that's already in place and see if any parents/guardians are able to step up and coach so that the kids on the team do not have to be moved to other tee ball teams (increasing the numbers for each team, which is a major drawback)
- More information to come this week once we come to a resolution on this issue

Treasurer's Report:

Budget Update

- Review of 2019 budget [see attached]

Sponsorship Update

- As of this meeting, 35 confirmed sponsorships; All regular season teams covered as well as a couple of the teeners teams
- Additional sponsors still needed to cover All-Stars teams; Please keep reaching out to additional sponsors who have expressed interest

Old Business:

Tee Ball coaches for spring 2019 season were reviewed and approved by majority email vote of the Board of Directors on 03/04/19. Approved coaches listed below:

2019 HLL TEE-BALL TEAMS AND COACHES

Coaches	Email Address	Sponsor	Team	Notes
Brad Yacisin	yacbra@gmail.com		1	
Bernard Blosky	bblosky@hbgsd.us			
John Jones	jjones@psea.org		2	
Punit Jhaveri	punitjhaveri@me.com			
Sean Kelly	kellygreen830@gmail.com		3	
Matthew Dean	msdean140@yahoo.com			
Jason McDermott	mcdermott.jason@gmail.com		4	
David Glunz	dmg023@yahoo.com			
Daniel Newman	dcnewman333@gmail.com		5	
Candace Nelan	pjflop2013@yahoo.com			
Eleanor Reynolds	elholey@gmail.com		6	
Emilee Priar	emilee.kimmel@gmail.com			
Jonathon Stine	jonathan.stine@gmail.com		7	
Mark Rivas	rivas169@outlook.com			
Nathan Weldon	naweldon@sbgtv.com		8	
Aran Rhoades	arhoades20@gmail.com			

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One additional Majors team was added (due to late registrations) after the initial coaching approvals were completed. The extra coaching pair was approved by majority email vote of the Board of Directors on 03/06/19. Approved coaches listed below:

- Andrew Redmond – Head Coach
- Brad Strohm – Assistant Coach

New Business: *None*

Adjournment: Appropriate motions made and meeting adjourned at 7:19 p.m.

Next Meeting: April 14, 2019, at 6:30 p.m.

Minutes recorded and respectfully submitted by Matthew Coulter (HLL Secretary)

Minutes approved by majority email vote of the Board of Directors on March 18, 2019

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2019 HLL Budget As of 03/16/19

	2019 Actual	2019 Budget	2018 Actual	Comments
Concession Income				
Concession Income	$ -	$ 17,000	$ 18,714	
Total Concession Income	$ -	$ 17,000	$ 18,714	
Other Types of Income				
Interest Earnings	$ 11	$ 25	$ 23	
Misc Revenue - Late Fees	$ -	$ -	$ -	
Amazon Smile	$ 31	$ -	$ -	
Fundraiser	$ -	$ 1,000		
Photographer	$ -	$ 500	$ -	
Spirit Wear	$ -	$ 800	$ 391	
Tee Shirt Sales - Sectional Tournament	$ -	$ -	$ 371	
Total Other Types of Income	$ 42	$ 2,325	$ 785	
Program Income				
Legion Sponsorship	0	500	**500**	
All Star Uniforms	$ -	$ 1,800	$ 1,880	4 teams x 12 players x $30 per player.
Field Improvement - Spring	$ -	$ 17,341	$ 16,871	
Registration Fees Spring	$ 38,005	$ 40,494	$ 33,480	
Registration Fees Fall		$ 7,600	$ 7,200	
Sponsorship	$ 9,425	$ 14,135	$ 14,135	
Summer Camp Registration				
Summer Slam Registration	$ -	$ 7,400	$ 7,458	Budget = 17 teams x $350
Summer Slam Sponsorship				
Total Program Income	$ 47,430	$ 89,269	$ 81,524	
Total Income - Excluding Field Improvements (Memo)	**$ 47,472**	**$ 91,254**	**$ 84,152**	
Total Income	**$ 47,472**	**$ 108,594**	**$ 101,023**	
Expense				
American Legion				
Registration Fees, Insurance and Baseballs	$ -	$ 1,700	$ 1,677	
Umpire Fees	$ -	$ 1,200	$ 1,149	
Uniforms	$ -	$ 1,100	$ 1,188	
Bats and Equipment	$ -	$ 500	$ -	
Total American Legion Expenses	$ -	$ 4,500	$ 4,014	
Concession Expenses				
Concession Supplies	$ -	$ 6,340	$ 6,979	32% of concession revenue
Total Concession Expense	$ -	$ 6,340	$ 6,979	
Facilities and Equipment				
Equip Rental and Maintenance	$ -	$ 700	$ 710	
Small Equipment and Supplies	$ 183	$ 4,000	$ 4,730	
Field Prep Labor	$ -	$ 2,700	$ 2,542	
Sanitation Services	$ -	$ 2,900	$ 2,859	
Rent, Parking and Utilities	$ 550	$ 600	$ 600	In The Net - Assesments
Total Facilities and Equipment	$ 733	$ 10,900	$ 11,441	
Field Improvement Capital Expense	**$ -**	**$ 16,000**	**$ 18,992**	
Insurance				
Insurance - Liability D and O	$ -	$ -	$ -	
Property Insurance	$ 4,878	$ 4,651	$ 4,651	
Total Insurance	$ 4,878	$ 4,651	$ 4,651	
Operations				
Printing and Copying	$ 136	$ 150	$ 283	
Supplies	$ -	$ 100	$ 104	
Postage	$ 87	$ 50	$ 28	
Quickbooks 2018	$ -	$ -	$ -	
SportNgin Website	$ 965	$ 965	$ 965	$370 (Next Phase Web Design), $595 Sportngn
Survey Monkey	$ -	$ -	$ -	
Scheduling Software	$ 99	$ 200	$ 200	
Total Operations	$ 1,287	$ 1,465	$ 1,580	
Other Types of Expense				
Bank Service Fees	$ 1	$ 165	$ 161	

	2019 Actual	2019 Budget	2018 Actual	Comments
501 C3 Filing	$ 15	$ -	$ -	
Other Costs	$ 200	$ 800	$ 873	HVFD and Joy of Sports
Total Other Types of Expense	$ 216	$ 965	$ 1,034	
Play Ball				
Advertising	$ -	$ 100	$ -	
Donations				
Baseballs	$ -	$ 3,010	$ 3,010	
Clinics	$ 400	$ 400	$ 400	Hershey HS Baseball Boosters
Equipment	$ -	$ 3,800	$ 3,846	
Instruction				
Positive Coaching Alliance	$ 1,060	$ 1,060	$ 1,380	
League Fees	$ 750	$ 2,175	$ 2,175	
Little League Charter	$ 122	$ 360	$ 360	
Opening Day Expense	$ -	$ -	$ 150	
Tournament Fees	$ -	$ 3,110	$ 3,110	
Trophies	$ -	$ 800	$ 763	J Hahn Coaching Awards
Umpire Fees	$ (126)	$ 11,427	$ 10,156	
Uniforms All Stars	$ -	$ 3,400	$ 3,364	
Uniforms - Spring	$ 248	$ 20,132	$ 20,179	
Total Play Ball	$ 2,454	$ 49,774	$ 48,893	
Sanitation Services - Fall Ball	$ -	$ 500	$ -	
Baseballs - Fall Ball	$ -	$ 420	$ 418	
Supplies - Fall Ball	$ -	$ 50	$ -	
Umpire Fees - Fall Ball	$ -	$ 1,672	$ 1,404	
Uniforms - Fall		$ 3,288	$ -	
Field Prep - Fall Ball	$ -	$ 500	$ 200	
Fall Ball Total	$ -	$ 6,430	$ 2,022	
Summer Slam Trophies	$ -	$ 360	$ 360	
Summer Slam - Sanitation Services	$ -	$ 425	$ 419	
Summer Slam Umpire Fees	$ -	$ 2,500	$ 2,709	
Summer Slam - Field Prep	$ -	$ 2,800	$ 2,979	
Summer Slam Baseballs	$ -	$ 250	$ 180	
Summer Slam Insurance	$ -	$ 510	$ 510	
Summer Slam Total	$ -	$ 6,845	$ 7,157	
Summer Camp Expenses				
Total Expense - Excluding Field Improvements (Memo)	**$ 9,568**	**$ 91,870**	**$ 87,771**	
Total Expense	**$ 9,568**	**$ 107,870**	**$ 106,763**	
Net Income - Excluding Field Improvements (Memo)	**$ 37,904**	**$ (616)**	**$ (3,619)**	
Net Income	**$ 37,904**	**$ 724**	**$ (5,740)**	

Bank Account Balances	This Month	Last Month	Inc/(Dec)	Inc/(Dec)
M&T Checking Balance	**$ 58,481**	**$ 45,601**	**$ 12,880**	**$ 12,880**
M&T Money Market Balance	**$ 15,988**	**$ 15,988**	**$ -**	**$ -**
M&T Concessions	**$ 15,964**	**$ 15,962**	**$ 2**	**$ 2**
Petty Cash Till	**$ 100**	**$ 100**	**$ -**	**$ -**
Total Bank Balance	**$ 90,533**	**$ 77,651**	**$ 12,882**	**$ 12,882**

Summer Slam

Revenue	$ 7,400	$ 7,458
Expense	$ 6,845	$ 7,157
Net Profit	**$ 555**	**$ 301**

Fall Ball

Revenue	$ 7,600	$ 7,200
Expense	$ 6,430	$ 2,022
Net Profit	**$ 1,170**	**$ 5,178**

Concession Income

Revenue	$ 17,000	$ 18,714
Expense	$ 6,340	$ 6,979
Net Profit	**$ 10,660**	**$ 11,735**