

Bloomington Fastpitch Association Board of Directors Minutes  
September 9, 2018 7pm-8p:15pm  
Chadwick Room, Bloomington City Hall



1. Call to order  
Molly Belmont called to order the monthly board meeting of the Bloomington Fastpitch Association (BFA) at 7:01 p.m. on Sunday, September 9<sup>th</sup>, 2018.
2. 7:00-7:05 Housekeeping
  - a. Attendance  
Board Members present: Molly Belmont, Kathy Love, Tiffany Shermak, Tammy Tessier Kealy, David Rau, Preston Renstrom, Daren Anderson, Jenn Hembd, Jim Leicht, Megan Bernard, Jessica Musta and Jenn Herron  
  
Other attendees: Greg Westendorf (past VP of Development and parent), Sarah Johnson (past Treasurer and parent), Sarah Pieper (parent), Amy Christiansen, Liz Frederich (parent), Erin Peterson (parent and Nomination Committee), Tod Deming (Clutch Hitters), Jim Hanson (Clutch Hitters)
  - b. Approval of August meeting minutes  
Molly Belmont made a motion to approve August Minutes with changes. Motion seconded by Lisa Bruins. MOTION APPROVED
  - c. Notification of upcoming meetings- Monday October 1, 2018 7pm-Year in Review and Annual Board Elections.
3. 7:05-7:10 Shed (David)
  - Gaylen Fraenkel donated his time to paint the shed
  - Electrical is being done by MJ Electric, power will be done by Excel – city is taking care of that
  - Rendering and actual match what was presented to the city
  - Daren will form a group to help move everything from all the locations to the shed
4. 7:10-7:15 Heritage Days (Molly)
  - 8U's will be doing scrimmages for people to watch; there will be t's for girls checking it out to try
  - Mark Musta made a postcard for us to hand out with seeds during the parade and at the table
  - Will be a drawing for all new girls interested for 1 free spring registration
  - Need booth coverage from 12-1, 1-2, 2-3 and 3-4. Kim Christiansen volunteered to take the 12-1 shift. Kathy will be sending a sign up genesis to all board members.
5. 7:15-7:20 Nomination Committee (Erin Peterson & Molly)
  - Most positions are filled – except for Corporate Sponsorship
  - Names will be submitted to the Secretary 10 days before the vote for the creation of the ballot. Vote is Oct 1<sup>st</sup>

6. 7:20-7:25 Surveys- In House and Traveling (Kathy)
  - 110 vs 130 parents filled out a survey and 39 vs 59 players filled out a survey
  - Coaches have received 100% of all surveys they received
  - Kathy read some of the comments that the players had written
  
7. 7:25-7:35 Off Season Development (Jim L.)
  - Changing how pitching and catching clinics are run and offering more gym times for them to practice in the off season
  - 12U's will have a more structured off-season practices
  - Striving for a uniform approach between all age levels and coaches
  - Sunday Clinics are in the process of planning, but will be doing more clinics for the coaches
  
8. 7:35-7:40 Clutch Blast (Jim H.)
  - 14U Clutch Blast team is a proposed idea and will be revisited in the spring – it is not official. The 14U program would go from BFA to Clutch, that way the girls who want to continue to play will be able to play – with the resources of Clutch they will be able to fill in the positions needed. The players will continue receive training and game play.
  - 12U – has two spots open. Need pitching. Will be having evaluated practices. The coaches for the team are enjoying the experience and are college players.
  
9. 7:40-8:05 Board Reports
  - a. President: Molly Belmont
  - b. VP Admin: Kathy Love-
    - LOTS of tickets left for Twins game
  - c. Treasurer: Tiffany Shermak – To Date Budget Status
    - The Statement of Financial Position is our Balance Sheet - which basically presents our cash balance, a little bit of ball inventory - and shows what has been designated by the board to be spent on specific things. Cash has been reconciled as of 8/31/18. Our cash balance is healthy. I did pay DDK Construction for the shed in September - and that was a big one - \$25,000. We do have some expenses for fall to yet pay.
    - Budget vs Actuals - Tourneys Only. Report indicates we made a profit of \$29,600 on tourneys. We do still have over \$1,000 in income from Maui Wowi to record. This total profit exceeded budget by over \$13K. Over half of this is due to concessions performing far better than expected. We were able to improve our actual margins on sales as compared to budget, while having very minimal inclement weather. And the bad weather we did have seemed to spur sales (families a little "stuck" at Dred) as we did not have to cancel any tourney play. As I've said before - weather is one of our very large risks we assume -the fortunate weather this summer contributed to the strong financial results. We also did well with having more teams than expected at the BASH and 10U MOA tourneys. Great job to Jessica and her volunteers on tournaments this year!! And please thank Monica Kremer when you see her - for stepping into 8U state tourney role.
    - P&L Comparison - basic P&L through the 10 months ended 8/31/18 - to see how this year has been stacking up against last year. Overall, we're sitting at a net profit of nearly \$39K. The year will not end this high. The shed's \$25,000 will reduce the net profit - along with our remaining expenses for the year. We also still have pitching, catching and hitting reimbursements to make to players who worked with private instructors outside of BFA in those areas. Not sure how much that will be yet.

- On a side note -this report shows the % increase of concession revenue (82% increase) vs concession expense (32%) shows and how well concessions performed this year! So the revenue increased at a far greater rate than the related expense - yielding a much stronger net profit on concessions. We thank Tona Fierro and her crew for this work -thank Tona when you see her!
- Budget vs Actuals - Fundraising. Report indicates we had a net profit of over \$27K on fundraising efforts - this includes both cash AND noncash donations and activity. I would note that the actual net profit is closer to \$21K as \$6,300 in noncash donations is expensed elsewhere in the BFA budget - not expensed to Fundraising. Such things as Tria's donation of trainer time at our tournaments is expensed to the tournament line items - and impacts the tournaments' net profit, not the fundraising's. We also had donations of 1st aid kits, softball equipment, and sheet cakes from Sam's for the Blast Off event in April - all these items were expensed to areas other than fundraising - but the in-kind donation revenue is reflected in the fundraising dept. David's tireless and amazing work on both the raffle and grants/sponsors was right on track with budget - realizing really no variance in actual vs budget in looking at those cash sources of income. Both the raffle and grants/sponsors netted over \$10K each for BFA! Many thanks to David for another strong year of fundraising for BFA!
- Budget vs Actuals - Full Report. This report will show ALL of BFA activity for the 10 months. It's the hardest of all the reports to read - sorry for that. But really the only way to produce 1 report to show you all activity as compared to budget in a level of detail that's useful! You might have to do some scrolling back and forth and up and down to view.
- **Closing out the year:** We only have 2 months left of our fiscal year (which ends 10/31) and I need ALL expenses turned in prior to October 15 - in order to include them in the current fiscal year. This includes anything BFA owes to any vendors, board members, coaches, etc. Give me a heads up if you know there are outstanding bills to pay with anyone and we'll need to work to get it all paid by October 31.
- 10U MOA sent a \$1000 check to Jessica Musta for being the Tournament Director. Jessica turned the check over to BFA. Tiffany Shermack made a motion to allow Jessica Musta to keep the check from MN Softball for all the time and work she put into that tournament and the others this year. The motion was 2<sup>nd</sup> by Jenn Hembd.  
MOTION APPROVED           Vote was 9 Yes and 3 No – motion passed
- Molly Bellmont made a motion for a family to have some extra time to pay the rest of their fall fees in four installments of \$20 each, in not paid in full before Spring registration, the player will not be allowed to play in the spring. The motion was 2<sup>nd</sup> by Jessica Musta.  
MOTION APPROVED
- d. VP Strategic Planning: David Rau
  - Received \$1500 from the Bloomington Convention & Visitors Bureau
  - Working on the Twins Marketing grant summary
  - Dave has written up a step by step process for the Fundraising position
- e. Corporate Sponsorship Director: Vacant
- f. Director of Communications: Jenn Hembd
- g. Facility Director: Preston Renstrom
  - Need winter gym times/schedule so can get them reserved
  - Winter clinics at both JAC and KAC
  - Coaches Appreciation Happy Hour – Oct 11<sup>th</sup> at Joe Senser's or Sports Page, will

send out the details once everything is finalized

- h. Equipment Director: Daren Anderson
    - o Once electrical is complete, will move everything out of Crestview, 5 and Jessica's garage
  - i. Secretary: Tammy Kealy
  - j. Coach Development: Steve Hofer
  - k. Player Development: Amy Munsinger
  - l. Tournament Director: Jessica Musta
    - o Extra meat is in my freezer, what should we do with it? Suggestion was made to use it for the ribbon cutting ceremony for the shed
  - m. Marketing Director: Jenn Heron
  - n. Member Services: Lisa Bruins
  - o. Brandon Peterson: VP of Development- Jim Leicht
  - p. In House Director: Megan Bernard
10. 8:05-8:15 Open Comments
- Tod Deming will be representing BFA in the interview process for a new High School Varsity coach
  - Minutes on the web site need to be updated. Missing July and August.

**8:26- Adjournment**

Molly Belmont made a motion to adjourn at 8:26pm; it was seconded by Jessica Musta