



**Davis Legacy Soccer Club**  
Meeting of the Board of Directors  
August 31, 2022 at 7:00 PM  
Zoom Meeting

Zoom Info  
<https://us02web.zoom.us/j/85936983530>  
Meeting ID: 859 3698 3530

**AGENDA**

**CALL TO ORDER:** 7:27pm

**ROLL CALL (Establish Quorum):**

Voting Members: Josh Lutzker, Tiffany Kim, James Brusca, Jeremy Bailey, Jose Mas, Jesse Catlin, Jennie Green, Scott Morris, Victor Briscoe, Yoana Toriche, Nicole Dillingham, and Carrie Cloud. Voting Members Not-Present: Jessica Duarte. Non-Voting Members Present: David Robertson and Justyn Howard.

**CLOSED SESSION BOARD MEETING:**

Closed Session Items (if any) – n/a

**PUBLIC BOARD MEETING:**

Address Board/Public Comments - Any member of Davis Legacy Soccer Club who would like to address the Board may do so at this time for up to three minutes.

Stacey Scarborough – 3 players in Legacy, 1<sup>st</sup> year as team manager, shocked that the manager position does not count for volunteer hours. She has spent at least 20 hours setting up games, ordering uniforms and everything else. If she volunteered, she only has to do 6 total shifts required as a parent for her 3 kids. Board should consider being managers as covering their volunteer hours. She finds it disrespectful to managers that this is asked of them. She's heard that other clubs outsource team manager positions. Using parents saves Legacy money. She hopes this will be a discussion.

Scott Morris – Stacey is not alone in her opinion, lots of Byga chat about it

Josh – happy to add this to the agenda for discussion

Justyn – volunteer policies are set when budget/finances for club are set. Managers all work to a different extent. Everything costs money and has a financial impact. There is a paper a previous board wrote with a pros/cons list. It's impossible to track what each manager does compared to others.

Tiffany – Byga shows how much every manager is doing, only good thing about Byga is the manager chat. This is something interesting to look at going forward.

Justyn - It is worthy of conversation. He's interacted with all managers and there is a wide variety of effort being put into the manager position.

Josh – we will have more discussion about this in later meetings. We'll put on agenda and can email about it more before the next meeting.

Justyn – clarifies that level of effort as in coach responsibility vs managers and what that should be.

## **UPDATES:**

*President Update (Josh Lutzker)* – level of engagement with coaches, idea sharing between them is great, thanks volunteers for help with tournaments in summer, recognizes it's a long, hot summer. Volunteers drive the club and keep costs down. Paved parking lot is best thing to happen to club. The speed bumps are very big, don't need to paint them, idea is to keep people from driving fast. He's looking forward to working with new board. He thanks the board for their time and efforts, He's looking forward to the 2022-23 season. He needs to leave the meeting and passes it along to Tiffany Kim to take over.

*Referee Update* – n/a

*Executive Director of Coaching Update (David Robertson)* – acknowledges and appreciates the work managers do. He fully endorses the amount of work. Held a coach's meeting a few weeks ago and they went over heat policy. The club uses the *US Soccer Heat Guideline Index* (based on heat degree and humidity). It's important that the club makes the decisions to cancel trainings, not coaches. Likely will cancel the 5:30pm trainings in the days to come but 7pm trainings might be ok. There isn't an exact science to it. Club tries to communicate as early as possible when cancelling trainings. When teams are borrowing members, internally the coach needs to be aware and approve before sharing players happens. Brought back Coach's monthly log (paused during COVID). Asks coaches what they are doing for the month; needed coverage/gave coverage, any issues, any support needed? The logs help the club be proactive and to give coaches tool for support and feedback. The logs help leadership be aware. Legacy has 52 teams, there's a lot of communication needed. Skills training started this week for U9-U14 with positive feedback. Almost 200 players came out each night. These trainings will continue until almost November. The trainings give every player the option for 3 training a week. Players cannot come for just ½ session, need to come to the whole session as the coaches and trainings are planned according to those who stay the whole time so players should come on their off training days. Also spoke about resources to help players with mental health. Coaches brain stormed about specialists who can come

present but so far this has quite a cost. If the board wants to put money toward it, we can look for someone. He's meeting with a social media safety officer for ideas about being social media safe. At this past tournament for U9-U12, Brian Siefert, technical director, was on every bench to brainstorm ideas for coaches and give feedback specializing on younger age groups. Good of game recognition goes to Team Davis which starts tomorrow. This is the Adult Special Olympics team who is preparing the next 6 weeks for the Special Olympics hosted by Legacy in October. They are on field #9 with our senior players to help. It's fun and games, refreshing to see the joy for the game. Come to the event, it brings people together. Special Olympics is October 15. The Chinese National Team were here for 2 weeks, they were appreciative of our accommodating them. The game vs Storm brought 2,000 attendees. They also played against the boys team. It was a great environment. He received two signed jerseys; 1 for Barefoot action item and 1 for in the clubhouse. Storm won WPSL National Championship, Janae Gonzalez, captain, won MVP (also is a coach at Legacy. There is signage on fence and media coverage by KCRA and Sac Bee – Storm press helps Davis Legacy. Coach Jorge Nieves is back at coaching, said soccer is the thing that has kept him sane. Coach Ollie comes back next week. He will be working with Ollie in the next few weeks to make sure he's ok coaching 2 teams again. Both coaches appreciate the love, support, goodwill and generosity during the tough times for both of them

*Technical Director of Coaching Update* – recorded above, given by David Robertson

*DLSC and City Fields Update (Justyn Howard)* - working with field maintenance staff will need to be assigned to a board member to help out with. Playfields is getting new turf and will be unavailable this winter and spring when Legacy typically uses it. We will not have turf fields as a back-up. The City hasn't sent final dates but has only allowed rentals until the end of October. It's unfortunate but the new turf will be top quality and should be better. Legacy fields are looking ok. There are labor issues on the maintenance side, primarily struggling to find help and maintain workers for our fields. Mark Carroll will continue to help but they need staff. Caring for the fields involves watering, sprinkler system, irrigation and mowing. Tony been around for a while, he helped build and install the original fields. Legacy contracts out for his help, he maintains Sac Republic, Nugget fields and more school fields in this area.

*Financial Update (James)* – as of the end of July, income is about \$500,000 with resuming player dues and from tournament fees. Normal expenses, equally a little over \$500,000, are expenses for referees, salary for club employees, registration fees and travel fees. We did have to dip into our reserve to cover the completion of surfacing the parking lot. Majority of that cost was financed by a SBA loan, but the remaining balance came from our reserve. Overall cash position reduced in July, currently at \$250K in cash, \$200K in reserve. At the last board meeting, we got an extension on our taxes. The taxes have now been filed. NorCal's prepayment for their utilization of our facilities is all used up and we are now getting NorCal revenue again. Starting to prepare for next year's budget.

Justyn added that the next 2 board meetings are the most critical as the meetings will be all about the budget. The budget will be presented at the October meeting and sent to board members. Members have until December for questions. Voting on the budget happens at the December meeting.

*Membership Update (Justyn Howard)* - Legacy's main program is the competitive program for U9-U19. There are 729 registrations, of those already had 10 withdraws which is trending above last year. The U6-U8 development youth academy for 5-7 year olds have 155 participants for fall and is in line with spring and last fall. Target is 150 each season, twice a year. Rec season started this past spring with 100 registrants. For the first fall season, 96 registrants are forming 7 teams; 4 boys and 3 girls who will participate in the Capital Soccer Alliance. This is a league in Sacramento with half of their games at home and half at clubs around Sacramento. The first year in rec we only had U10 and U12 teams, the idea is that next year teams will graduate to U14 teams and eventually we'll have teams up to U19 with goal of 1000 kids. The plan is to grow slowly. Kevin Comer is fantastic with the rec program and development academy. This year the summer camp expanded to 2 weeks for the first time. There were 157 kids participating in each of the 2 weeks. Typically there are 110-120 total participants. It was very well attended and everyone enjoyed it. The winter camp is scheduled for Dec 19-23 for one week. Last year was 1<sup>st</sup> year for the camp with 60 participants. Sign-ups are now available. The UPSL fall season is starting on September 3<sup>rd</sup>. They finished strong last year ending in the national quarterfinals. Mark Torguson is doing a wonderful job as coach.

Tiffany – winter camp at Legacy (with no playfields) so we just hope for good weather?

Justyn: Yes, there's an increase chance of rainout but there are no other options.

Victor - Chat Question – could the field help work off volunteer hours

Justyn: That's a separate company. You have to work for Tony and his company, it's a job, not a volunteer role.

*Club Fundraising and Sponsorships Update (Victor Briscoe)* – he was just notified of a partnership with sponsorship dollars with Dick's Sporting Goods. This entails a weekend for Legacy members to shop in stores; Fairfield, Roseville/Rocklin, EG (Delta Shores). Dick's will provide for us Friday-Monday shopping dates where we can present an ID/QR code/coupon for up to 20% off. They'll have online coupons and in store coupons. In lieu of sponsorship dollars we get from them 2x a year. The GM was familiar with Legacy. We anticipate the first shopping weekend in early September. We will notify in email blast to club.

Tiffany – shopping weekends mean Legacy families get a discount and % back to Legacy?

Victor: Yes, discounts and % of every dollar coming back to Legacy (like profit sharing w/Amazon). The club-wide credit is for us to buy balls, nets, cones etc. Another item to be finalized is what Jeff mentioned in previous meetings about t-shirt designs and logos for tournament and games. He's looking at a new vendor. It's a challenging issue but he's talking to one company who can facilitate all onsite games/tournaments for our teams and tournament attendees. At minimum they can offer a 17% return on \$ spent in sales/revenue but he hears it could be up to 20%. He's working to negotiate that.

Jeremy – recommendation that sponsorships come from female owned businesses because of title 9 is celebrated national and internationally, there are educational opportunities that lead to women business leaders in Sac and Northern CA. We should be supporting women business owners. Another thought is selling the field numbers signs. Selling the signs, making them bigger can help make it more visible while tastefully displaying the sponsor's logo.

Victor – Yes, sponsored field signs have been pitched to surrounding areas.

Sponsorship/branding/marketing for businesses at complex can get money. Sponsorship opportunities on field signs, entrance sign and scoreboard. He's working on it.

Tiffany – annual/bi-annual contracts and signs can be changed

Victor – yes, exactly

Justyn – we've been trying to get jersey sponsors with no luck. Davis is small. Tried with men's team and rec teams. We need sponsors that bring money. It's not helpful to get into trades, it's more work than it's worth. We need to get the numbers out about how we can advertise for these companies and get them business from logos, especially on jerseys. The biggest help for club would be naming field #7, the championship field. Legacy is a huge economic activity driver with the number of people we bring to town, the number of games our teams travel to. We have statistics about how the club drives business in Davis and Yolo County, even as non-profit.

Jeremy – win/win, tax write off

Robbo- other clubs get 6 figures for sponsorships on jerseys. We are one of the bigger clubs that don't have that kind of sponsorship.

Victor – focusing on larger sponsorships, piece mailing our club isn't the way to do it. We select the companies we talk to.

1st VP Update – Barefoot on Pitch is Sept 15. Please donate auction items, post about the event on Facebook and Instagram. This year there will be a real DJ and taco bar. Volunteers will be needed especially with clean up.

Justyn said Tiffany's future updates will be about parking passes, facilitating meetings, any other activities of interest and financial aid. Thank you to Tiffany, Alex and any board members helping. Each board member should pick an area to help out in (like field, mental health, need help in club operations).

Tiffany: Parking pass typo and melt in sun

Justyn: went cheaper option, aware of melting

*Secretary Update (Carrie Cloud)* – update about mental health, working with player who brought it up to board last year

*Administration Update (Justyn Howard)* – financial aid awards are posted. We take them as they come in so aid is still available. 47 financial aid awards went to members totaling just under \$42,000. Financial aid is based on need based only. Of the 47 awardees, 30 boys, 17 girls side and then 20 red, 17 white, rest black teams. The vast majority (approximately 32) came from 11v11 teams and up (U13 above) then the younger teams.

*Old Business* – Miley Quick is the tournament coordinator and in charge of volunteer hours. If parents can't work their assigned tournaments, they can take other tournament shift but only if there are available shifts. Contact her directly and she will fill you in as long as there are hours available after assigned teams sign up, they take precedence. Contact Miley for volunteer questions.

*New Business* – none, Tiffany wants to note that we keep discussion about manager/volunteer time (put on agenda for next meeting). Justyn does the agenda so please email him to add any items to the upcoming agenda. Board members are allowed to add agenda items at the beginning of the meeting, but doing this doesn't allow for preparation for a conversation. Carrie takes notes, signs off on meeting minutes. Justyn and Carrie will work on consolidating agenda and meeting minutes.

*Good of the Game* – Simon Vaca-Lorenzi ('05 boys) voted ECNL conference player of year. 11 of 36 PDP U17 girls/boys players were from Davis When the girls team won the event, 6 of the 11 players on field at that time play with Legacy.

Tiffany – we should be highlighting all teams, not just ECNL or Red teams. She's happy to help Robbo with it.

Robbo – there is a What's up app for coaches to post pictures highlighting successes. Those photos will be added to the Davis Legacy social media pages. He will remind coaches.

Carrie and Robbo: get Justyn help (intern/assistant), add to next budget, if board agrees

**NEXT MEETING:** October 19, 2022 at 7:00pm. Hopefully in person, going over budget with paper in hand at Sudwerks.

**ADJOURNMENT:** 8:41 pm