



DAVIS LEGACY SOCCER CLUB

MEETING MINUTES OF THE BOARD OF DIRECTORS

OCTOBER 20, 2021

7:00 P.M.

Via Zoom

1. MEETING CALLED TO ORDER AT 7:03 P.M. (Josh)
2. ATTENDANCE ROLL CALL TAKEN/MEMBERS PRESENT:

Executive Board: Josh Lutzker (President); Jeff Geisler (1st Vice President); Victor Briscoe (2nd Vice President); Mark Carroll (3rd Vice President); Jessica Duarte (4th Vice President); Rob Hofmann (Secretary); James Brusca (Treasurer).

Team Representatives: Scott Morris (U13-U15 Boys); Karen Yoon (U16-U18/19 Boys); Carrie Cloud (U9-U12 Girls); Yoana Toriche (U13-U15 Girls).

Non-Voting Directors present: Justyn Howard (Director of Administration and Finance); David Robertson (Executive Director of Coaching).

QUORUM ESTABLISHED.

3. CLOSED SESSION: None.
4. PUBLIC COMMENT: None.
5. ADDITIONAL AGENDA ITEMS: None.
6. CONSENT ITEMS: Approval of August Board Meeting Minutes. Josh moved approval; Rob seconded. Unanimously approved.

7. OFFICER AND COACHING UPDATES:

- A. President Update (Josh): Provided update regarding some five vehicle break-ins (and an auto theft) that have taken place during practices the last several evenings. Vehicles were primarily in poorly lit area (except one) and included vehicles of guests of U.S. Soccer doing coaching education/licensing, which reflects negatively on Club. Important to remind teams/parents to not leave valuables in vehicles. Floor opened to suggestions/comments: Justyn advised that there is a security system, but it is focused on the Club House area. In the short term it may make sense to limit ingress/egress within view of the camera by Club House that can record all traffic/foot entry and exiting. A security person will be monitoring the premises this week. Bids are going out for additional security cameras on POD B that can be directed in various directions (could be expensive with cabling because wireless not yet available) and 24-hour video surveillance signage for posting.
- B. Referee Update (Josh): Extreme referee shortage throughout Northern California, which may result in some age groups being limited to one referee (U9-U11/U12). Coordinating with Mo the potential for additional referee clinics on at least a quarterly basis. Having referees affiliated with the Club increases the likelihood that they will be assigned to officiate our games. The shortage is increasing the sensitivity to inappropriate behavior directed at referees; we need to be vigilant in ensuring positive interactions.
- C. Executive Director of Coaching Update (David):
- Good of the Game (from the fields): the extent of activity at all levels is so uplifting after the events of the last year.
 - Coaches are extremely busy and deserve our appreciation for their hard work; he also expressed appreciation for the parents and the Board.
 - The departure of Nate Boyden (Technical Director) is a blow, but it was on good terms and the correct decision for Nate and his family. There is no rush to appoint a new technical director. Nate suggested that the resources could be put to better use for at least the short term. Rob queried whether it was COVID that limited Nate's ability to focus on technical director duties, but David advised it was more an issue of Nate coaching two teams/four nights a week and the difficulty of striking the balance of having the best coaches coaching while also trying to enhance the technical program.
 - Winter Break (after Thanksgiving) information has been circulated to coaches and should be in the process of being conveyed to teams (differs amongst age groups dependent on other commitments). Break is mandatory for player rest and is part of coach contracts that run nine months; however, drop in supplemental skills trainings will be provided.
- D. DLSC/City Fields/COVID Coordinator Update (Mark): Just completed a three week stretch with no COVID issues (no positives/no quarantines). However, this week there are some younger teams with exposures that have resulted in some cancelled games and exclusions from practices. Some older teams had parents that tested positive who had attended games

over the weekend, which resulted in additional testing issues. Jessica inquired about impacts from exposures at schools; Mark advised that schools have generally been good at directing students quarantined from school to also avoid extracurricular activities (like practice/games) and he has been providing information to families and schools when notified/doing follow up tracing when exposure information is received.

- Nothing substantive to report on the fields (Tony has been seeding).
- Josh advised that torrential rain forecast likely to result in canceled games this Sunday.

E. Treasurer Report (James): Still onboarding but open to any comments going forward from Board members that he will incorporate into his financial updates. A few quick highlights from last quarter: gross profit over \$934,000 (from dues and tournament fees); expenses over \$969,000 (salaries; referee fees; uniforms (cost advanced by Club); field maintenance expenses); leaving available cash position of over \$550,000 (primarily in reserve account).

F. Membership Update (Justyn): None.

G. Club Fundraising and Sponsorships Update (Victor):

- Big 'thank you' for all the support and effort that went into Barefoot on the Pitch event.
- Sudwerks has committed to become a "Premier Member" which will involve a significant annual financial contribution in exchange for "social media blasts," an online presence, signage, game/tournament advertisements, and jersey logos (men's/women's – not youth).

H. 1st Vice President Update (Jeff): Tournament merchandise sales have been doing well (Club gets a percentage of merchandise sales (Fine Designs) at each tournament – e.g., Premier Cup resulted in Club receiving share in the amount of \$2,324).

I. Secretary Update (Rob): None.

J. Administrative Update (Justyn):

- PPP Loan: First draw completely forgiven; second draw is now also fully forgiven (both loans to be written off completely at end of the year).
- Field Rentals: ECNL/ECNL2 College Showcase will utilize approximately half of the complex (November 6 and 7). NorCal will be using four fields that same days for recreational programs. Back-to-back NPL Showcase weekends for NorCal heading into Thanksgiving break. First weekend in December another NorCal recreational program rental (10 to 13 fields).
- League Game Cancellations: unusually high number by other teams and requested reschedules are putting stress on field schedules (e.g., conflicts with trainings).
- Monument Sign: City has granted partial approval (of lessor mandated replacement), but wanted footings re-engineered. This was completed and resubmitted (approval pending).

- Picture Day: Looking for volunteer to coordinate and manage picture day on a to-be-determined date in the spring (that will accommodate the most teams).
 - Premier Cup (September): 174 teams.
 - Lily Nisen Memorial Tournament (in two weeks): anticipating only 70+ teams (significantly down from 2019).
 - Playfields: reserved most weekends through the end of the year (except Thanksgiving) to provide game options and during the week for trainings. Potential for rental in spring.
- K. 2022 (Proposed) Budget Review (Justyn): No action tonight. Proposed draft to be circulated after meeting for review. Follow up questions can be emailed to Justyn for response at next meeting.
- Justyn advised (in response to question/suggestion) that the Club is looking for a jersey sponsor. Victor noted that Sudwerk jersey logo is limited to older teams; however, it might be included on training bibs; field placards might also provide another revenue generating option. Rob inquired about the anticipated jersey sponsorship dollar range. Justyn suggested that it should ideally be in the five-figure range, e.g., over two years (e.g., \$15,000/year or \$20,000 to \$30,000/over two years).

9. OLD BUSINESS: None.

Next meeting scheduled for December 15, 2021 at 7:00 p.m.

MEETING ADJOURNED AT 8:18 P.M.

These Minutes of the Board are hereby respectfully submitted.

Rob Hofmann, Secretary