



Bismarck Mandan Lacrosse Association
Board Meeting July 17, 2019

- I. Call to Order - 7:10pm
In attendance - Shaun Werle, Tara Vander Laan, Michael Jochim, Amy Sorge

- II. Changes to Agenda - Autumn fest parade September 14
Tara will check with printer about getting some business cards printed for the parade, can hand out koozies and small stickers, Tara will check into parade info.

- III. Approval of Prior Minutes
 - a. Approved as written and posted to website
<http://www.bismanlacrosse.org/pages/boardofdirectors> BMLA Minutes 0619.pdf

- IV. Reports:
 - a. Treasurer
 - i. FCCU Savings Options - FCCU has a CD offer of 2.3% for 7 months. Dion made a motion to put \$20,000 in the 7 month cd, Tara seconded, motion carried. - Shaun will set this up at the bank.
 - ii. Outstanding - Still need to pay game fees for championship weekend. \$2411 paid for season so far but Michael just got invoice today for \$29.75 from championship weekend. We still also need to pay Parks & Rec fees. Expect fees to be \$700/\$800
 - iii. Coach Reimbursement - Kurt submitted some fees to be paid but so far he is the only coach who has requested reimbursement from this past season. Shaun uses the debit card to pay for hotel and gas when he travels so doesn't submit request for reimbursement.
 - iv. Lori provided the following updates via email:

Grant gear - all gear that she had checks for has been returned and checks have been shredded.

Apparel - there are still a few who haven't picked up their apparel order. Lori has reached out to them and waiting on responses.

Merchandise sold throughout the season:

 - Helmet stickers-21 total \$168 in sales (4-parent meeting, 2-Pizza Ranch, & 15-on the field)
 - Window stickers-4 total \$20 sales (all at parent meeting)
 - Socks-7 total \$105 sales (5-Parent meeting, 1-Pizza Ranch, & 1-BBQ)

Uniforms - 21 needing to be repaired. Clark at Duffy's needs to be contacted to discuss the situation and what we expect for the money this club has laid out for these uniforms. I said I could/would do it. However, at this time I can not take on that responsibility. I have other things that will not allow me the time to complete in a timely manner. I think he needs to be the one who gets them repaired properly. Whether that be he tries to get K-1 to warranty (which I don't believe they will since there has been an attempt at repairing them by his mom). Or he has his mom or someone else repair correctly, at his expense not ours. I will contact him tomorrow (Thursday) to see how he plans to rectify the situation.

I have most of the uniforms bagged with a jersey & shorts in a bag to make a set. Once we get the uniforms back from being repaired, I can finish the organization to decipher what needs to be ordered for next season.

Michael has requested a reimbursement of \$269.57 for Little Laxers shirts.

I will be requesting reimbursement for approximately \$150 for table kit supplies, end of year bbq supplies, and uniform organization. Once all the uniforms have been repaired and returned, I will be able to know exactly what the club needs to reimburse me for. This is part of the \$600 donation from General Equipment. Not including my reimbursement, we have only used \$400 of the \$600 donated for host weekend needs. With my reimbursement we will have roughly \$50-\$100 left from their donation

b. Coach

- i. Marian University Girls Camp - Michael reported there were about 10 girls in attendance.
- ii. Wind breakers for coaches (Shaun) - Shaun will look into and bring back recommendations for Board review.
- iii. Trailer Storage - Shaun will take it to Sheldon Sivak's for winter storage tomorrow night. Michael asked Shaun to verify if we will have winter access to the trailer if we need it and if he will charge a fee to store it at his place.
- iv. Shaun would like to leave our old nets at Solheim and North Central. Michael is fine with this as long as we get Parks & Rec and the school's approval to leave them on their property. Shaun will verify.
- v. Shaun will pick up trophies from Lori and make award page for website.

c. Sponsorship/Fundraising (Holly and Lori)

- i. Calendar raffle for fundraiser - Tara presented 3 different scenarios for the calendar raffle. She has not checked with the police department yet. She proposes that based on current registration numbers, we require the travel players to sell 2 tickets at \$20 each and ask the little laxers to sell at least one ticket. Would like to see the drawing for the calendar raffle be the first two weeks of June. Tickets will be handed out at Parent meeting to start selling. Tara will check with local printers to see if any of them are willing to print tickets at no cost. Tara will work with Michael to design raffle ticket.
- ii. Michael will work with Nathan from Platinum Photography for photo collage as a thank you for General Equipment donation. - Michael stopped by Dakota Awards to see about a plaque for a thank you gift for General Equipment. Looking at \$100+ for plaque alone. Amy said if we do it for one sponsor we need to consider doing it for all. Discussion took place around setting up sponsor levels. Amy mentioned this has been discussed in the past but has never been set up. Discussion tabled for next meeting.
- iii. Papa's Pumpkin Patch (Melissa Long) - Michael will reply back to Melissa that we would appreciate her coordinating this event.

d. Volunteer

e. Recruitment - Michael will reach out to Kurt to see about getting us into gym classes this fall.

f. Disciplinary

V. Old Business

- i. Advertising (Michael) - Tara will check with local printers for business cards to use at upcoming parade.
- ii. Clothing order (Michael) - 2 stick logo was purchased most with this order. All items offered had at least one order. Amy mentioned that these logo's looked different this time, from coloring to actual design. The 2 stick logo looks almost cartoonish. Suggested we work towards standards so that logo's always look the same. Everyone agreed that part of the issue is we always use a different vendor for our clothing order.
- iii. Trailer/Content Insurance - Lori reported via email that Abbey has submitted our paperwork to the underwriter, waiting for her to get back to us.

VI. New Business

- i. 2020 Registration Outlook - If all players (except graduating seniors) return for next year, we will have 41 at the high school level, 9 14U and 7 12U for travel. Amy reported that we had at least one player this past season who had grant gear but never registered for any team. This is a liability issue as it voids our US Lacrosse insurance if we have players on the field who do not have a valid US Lacrosse membership and who aren't registered to play. The grant gear is set up on the website to keep track of registration but was not used this year. Amy will check to see if we can add a validation field to ensure players are registered for a team before being eligible to register for grant gear.
- ii. 2020 League Expectations - NPLL is planning a season ending conference call to see how the season ended, what the plan is for next year.
- iii. Open Board Positions - Shaun mentioned that Gunnar's mom expressed interest in the Treasurer position. Need to send email out to membership indicating what positions are open. Amy indicated she is not planning to stay on but need to confirm with Dion and Holly their intentions. Amy to send out email asking for interest to serve on board and committees
- iv. Apparel Store (Dion)
- v. Establish Committees - Need to establish committees; Host weekend, final season party (social), equipment manager, team managers, sponsorship, recruitment, social media, apparel, etc. Shaun will put org chart together. Need to have committee chairs who report to the Board on what they are doing and what they need help with. Amy commented that in the past we have many people who do things for the sake of BMLA but the Board is not always made aware of what is being done. Makes it hard to support those efforts or promote them. It also causes some efforts to be duplicated.
- vi. Jersey collection - We still have a handful of jerseys that have not been turned in. Some of the seniors asked to keep theirs for senior pictures. Michael will reach out to the remaining parents for turn in.

VII. Comments & Announcements

VIII. Adjournment 8:47pm

	current						
	FY14-19	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014
	LTD	30-Sep-19	30-Sep-18	30-Sep-17	30-Sep-16	30-Sep-15	30-Sep-14
Revenues							
Registration revenue	58,570.14	18,248.27	20,570.45	19,751.42	-	-	-
Fundraise revenue	5,178.06	1,185.10	2,351.13	428.75	1,213.08	-	-
Donation revenue	2,358.87	636.74	75.11	339.55	804.00	60.00	443.47
Sticker revenue	372.00	188.00	8.00	25.00	151.00	-	-
Apparel revenue	2,905.00	105.00	2,020.00	165.00	615.00	-	-
Stick & Ball revenue	730.00	40.00	375.00	315.00	-	-	-
Interest revenue	4.74	3.25	-	-	-	1.33	0.16
Reg, Stick, & Ball revenue	21,175.00	-	-	30.00	12,804.00	5,678.00	2,663.00
Donation revenue (jersey)	3,698.63	-	2,255.00	1,443.63	-	-	-
Donation revenue (coaches)	1,020.56	-	-	90.00	930.56	-	-
Party revenue	872.39	-	-	545.00	327.39	-	-
Scholarship revenue	466.62	-	253.13	-	-	-	213.49
Window sticker/cling revenue	230.00	-	25.00	-	205.00	-	-
Helmet sticker revenue	180.00	-	-	180.00	-	-	-
Gym revenue	35.00	-	-	-	-	35.00	-
TOTAL INCOME	97,797.01	20,406.36	27,932.82	23,313.35	17,050.03	5,774.33	3,320.12
Expenses							
League Game Fee expense	6,288.50	2,411.00	2,462.50	1,415.00	-	-	-
Pads expense	3,783.22	1,799.48	119.94	31.92	1,716.10	96.89	18.89
Misc equipment expense	4,767.52	1,419.74	1,917.70	800.68	492.19	22.33	114.88
League Team Fee expense	6,982.10	1,207.10	2,300.00	1,500.00	1,975.00	-	-
Coach's travel expense	8,124.17	1,093.11	1,827.60	1,932.88	2,622.17	486.77	161.64
Party expense	1,436.12	1,068.00	28.68	125.00	201.15	13.29	-
Gym rental expense	2,106.60	675.00	1,144.97	126.64	79.99	80.00	-
Athletic trainer expense	1,605.00	650.00	955.00	-	-	-	-
Website expense	1,914.65	549.00	600.20	173.85	528.90	-	62.70
Apparel expense	3,610.89	269.57	2,638.42	-	702.90	-	-
Advertising expense	399.30	176.05	138.53	20.00	24.72	20.00	20.00
Stick expense	5,457.15	160.95	1,285.31	279.86	1,096.24	1,358.10	1,276.69
Nonprofit expense	480.00	10.00	10.00	10.00	410.00	40.00	-
Coach's US Lacrosse Mbr expense	465.00	(50.00)	55.00	110.00	150.00	150.00	50.00
Jersey expense	9,456.92	-	7,057.00	1,058.00	410.04	931.88	-
Trailer expense	3,560.64	-	10.64	3,550.00	-	-	-
Goal expense	2,600.98	-	1,224.09	186.38	803.68	301.88	84.95
Ball expense	1,614.32	-	412.84	418.22	186.48	250.93	345.85
Officials expense	725.04	-	307.09	52.95	215.00	150.00	-
Sticker expense	600.60	-	-	-	600.60	-	-
Helmet sticker expense	446.24	-	-	446.24	-	-	-
Coach's Clinic expense	440.02	-	-	80.00	290.02	-	70.00
Window sticker/cling expense	425.00	-	213.00	-	-	212.00	-
Field expense	402.00	-	-	-	282.00	120.00	-
Net expense	344.23	-	-	138.00	-	-	206.23
Bad donation expense	250.00	-	-	-	250.00	-	-
Scholarship expense	245.00	-	245.00	-	-	-	-
Camp expense	200.00	-	-	200.00	-	-	-
Background Check expense	113.75	-	31.25	31.25	31.25	-	20.00
Field lining expense	39.99	-	11.26	-	-	28.73	-
Rounding	0.01	-	-	-	-	-	0.01
TOTAL EXPENSES	68,884.96	11,439.00	24,996.02	12,686.87	13,068.43	4,262.80	2,431.84
NET INCOME / (LOSS)	28,912.05	8,967.36	2,936.80	10,626.48	3,981.60	1,511.53	888.28

	current						
	FY14-19	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014
	LTD	30-Sep-19	30-Sep-18	30-Sep-17	30-Sep-16	30-Sep-15	30-Sep-14
Assets							
Cash in checking	6,788.80	(12,249.11)	2,678.67	4,993.56	5,379.72	5,101.04	884.92
Cash in savings	11,003.25	11,003.25					
Cash in CD	10,000.00	10,000.00					
Cash for jerseys	900.00	-	-	900.00	-	-	-
Cash for scholarships	220.00	-	5.00	-	-	-	215.00
Cash - change	-	-	-	-	-	-	-
Total Cash	28,912.05	8,754.14	2,683.67	5,893.56	5,379.72	5,101.04	1,099.92
Accounts Receivable	-	-	-	-	(250.00)	-	250.00
TOTAL ASSETS	<u>28,912.05</u>	<u>8,754.14</u>	<u>2,683.67</u>	<u>5,893.56</u>	<u>5,129.72</u>	<u>5,101.04</u>	<u>1,349.92</u>
Liabilities							
Accounts Payable - S. Werle	-	-	-	(4,732.92)	1,248.12	3,123.16	361.64
Accounts Payable - K. Weinberg	-	-	(253.13)	-	-	253.13	-
Accounts Payable - D & M Hill	-	-	-	-	(100.00)	-	100.00
Accounts Payable - T. Geigle	-	(213.22)	-	-	-	213.22	-
TOTAL LIABILITIES	-	(213.22)	(253.13)	(4,732.92)	1,148.12	3,589.51	461.64
Owner's Equity / (Deficit)							
Equity / (Deficit)	28,912.05	8,967.36	2,936.80	10,626.48	3,981.60	1,511.53	888.28
TOTAL OWNER	<u>28,912.05</u>	<u>8,967.36</u>	<u>2,936.80</u>	<u>10,626.48</u>	<u>3,981.60</u>	<u>1,511.53</u>	<u>888.28</u>
TOTAL LIABILITIES AND OWNER	<u>28,912.05</u>	<u>8,754.14</u>	<u>2,683.67</u>	<u>5,893.56</u>	<u>5,129.72</u>	<u>5,101.04</u>	<u>1,349.92</u>

17-Jul-2019 Cash in bank	29,423.42
FCCU membership hold	5.00
Cash per ledger	<u>28,912.05</u>
Accounts Payable	-
CASH TO SPEND	<u>28,912.05</u>

PO Box 193
Bismarck ND 58502-0193