



Bismarck Mandan Lacrosse Association
Board Meeting & 2020 Season
Planning Meeting
August 28, 2019

- I. Call to Order 6:03pm
In attendance: Lori Geiger, Dion Bitz, Michael Jochim, Tara Vander Laan, Amy Sorge, Shaun Werle, Sandy Pfaff, Dara Hudson, Ann Johansson, Sara Bashus, Allison Just, Kurt Weinberg, Travis Bren
- II. Changes to Agenda - none
- III. Approval of Prior Minutes
 - a. Approved as written and posted to website
<http://www.bismanlacrosse.org/pages/boardofdirectors> BMLA Minutes 0719.pdf
- IV. Reports:
 - a. Treasurer
 - i. FCCU Savings Options - FCCU has a CD offer of 2.1% for 7 months. Last month a motion was approved to move \$20k to a 7mo cd at 2.3%. Shaun and Lori talked after the meeting last month and decided not to do anything at that time as the balance the board used to carry the motion included \$10k already in a 7mo cd. Michael said we will wait until the current cd expires and then we will revisit.
 - c. Sponsorship/Fundraising (Holly and Lori)
 - i. Calendar raffle for fundraiser - tabled
 - ii. Papa's Pumpkin Patch (Melissa Long) Sandy Pfaff will check with Melissa and have her get the info to the board.
 - iii. Sandy suggested the Dreams in Motion program. This is an adaptive sports program including such sports as skiing, dance, track and field, etc. Kurt thinks they also have a wheelchair lacrosse event. Sandy will keep her ears open to see when they need help and let us know.
 - d. Volunteer
Dara is willing to help out, does not want to be a board member
 - e. Recruitment
 - Dion mentioned that the print shops in Bismarck will send out a mailing such as a flyer to targeted age groups for doing business with them. Would be beneficial to work with them to send out a recruitment flyer to 14U and 12U aged kids.
 - Kurt offered to reach out to former colleagues and try to get in to the elementary level gym classes for a day of lacrosse. It would be great if this could be done in December and January prior to registration opening and our Try Lacrosse event. Kurt to let the board know schedule when he has it in place.
 - Michael spoke to a US Lacrosse rep who indicated they have a packaged curriculum for try lacrosse. There is a small fee, \$30, per participant but that fee includes a one year US Lacrosse membership as well as a stick and ball that the attendee gets to keep. US Lacrosse would supply all of the materials including goals, sticks and balls. Discussion followed with decision to schedule this try it day sometime in February or March depending on coach's availability and when we can reserve either the golf dome or Sanford power. We would also like to schedule a free try lacrosse day sometime in October. Michael to coordinate the free try it event.
 - f. Disciplinary- Dion said committee will be Bruce Haskell, Mandi Snyder and himself since he will no longer be on the board.
- V. Old Business

- i. Advertising (Michael) - We would really like to have business cards printed that coaches and board can hand out. Michael will reach out to Image printing to see what they are willing to do for us.
- ii. Trailer/Contents - Trailer is currently parked at Sheldon Sivak's; will be free storage for the winter. Lori reported that we have insurance and mentioned that the provider offered a concussion insurance. Discussion followed as we currently do not do a concussion baseline. Kurt suggested putting it out there that parents who are interested should reach out to Sanford to do a baseline on their own.

VI. New Business

- i. 2020 Registration Outlook -If all players return, 40 at the high school level; all boys, 9 at the 14U level and 7 at 12U level. We really want to have 14U and 12U travel teams next year which means we have to recruit hard for these age groups. Michael reported that BisMan has grown 20% each year. Dara offered to be the team coordinator for the girls. Kurt will run the little laxed program again next year unless someone else would like to do it.
- ii. 2020 League Update - Michael has been in contact with the NPLL. They league is planning to come back for next season, but is looking for Board Members. If anyone is interested in serving on the NPLL Board, let Michael know and he will share with the NPLL. Trying to establish board as the mess from last year was due to lack of leadership. Shaun said out of guilt he would be willing to help in some way, whether it be treasurer or whatever else they need. NPLL is hoping to have one rep from each club. Sioux Falls, Grand Forks and Rapid City have all expressed interest in participating in the NPLL for the 2020 season. , Watertown, Brookings and Aberdeen have not made their intentions known yet. Corey Mitchell (Sioux Falls) has indicated he is willing to run for NPLL Commissioner. All clubs sound like they will have a Varsity, JV, 14U and 12U travel team next season. At this time it sounds like 12U will be playing 10v10. Black Hills, Sioux Falls and Grand Forks are willing to have their 10U travel; all expressed interest in a combined boys/girls 10U. Kurt suggested having girls join us for our host weekend and we could put some demo games together for them to play. If we can get some travel girl games, Michael thinks we will just ask them to pay the non-travel fee.
- iii. Autumn fest Parade - September 21st at 10am - We plan to pull the trailer through the parade with kids marching with sticks. Anyone interested should plan to meet us that morning. Walkers can either wear BisMan clothing or we can have pinnies available. Shaun will buy the candy from Sams Club. Tara will coordinate parade.
- iv. Open Board Positions - Currently have 4 open positions as trying to get to 7 members. Ann Johanson offered to fill the Treasurer position. Lori said she is willing to move to a different position to allow for Ann to fill the Treasurer role. Lori made a motion for Ann to become Treasurer, Tara seconded, motion carried.
- v. Establish Committees - Michael said that two biggest needs are refs and coaches. We are trying to go from a board to each board member chairing a committee. We are looking for a league rep for the NPLL, an official's rep, a coach's' rep, fundraiser, sponsorship (we'd like to build the bank account so that we can lower our fees), marketing/advertising, social media, website help and someone to coordinate host weekend. Dion said Kari is willing to take on social media. Dara offered to help and will set up Instagram and Twitter accounts for BisMan.
- vi. Michael will check in with Universal Athletic about print and go.
- vii. Comments & Announcements - next meeting is September 12th 6pm, at the Brady Martz building 207 East Broadway. A sign will be posted on where to enter to find the conference room.
- viii. Adjournment 8:02pm

current

	<u>FY14-19</u>	<u>FY 2019</u>	<u>FY 2018</u>	<u>FY 2017</u>	<u>FY 2016</u>	<u>FY 2015</u>	<u>FY 2014</u>
	<u>LTD</u>	<u>30-Sep-19</u>	<u>30-Sep-18</u>	<u>30-Sep-17</u>	<u>30-Sep-16</u>	<u>30-Sep-15</u>	<u>30-Sep-14</u>
Assets							
Cash in checking	5,083.10	(13,954.81)	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	<u>27,206.35</u>	<u>7,048.44</u>	<u>2,683.67</u>	<u>5,893.56</u>	<u>5,379.72</u>	<u>5,101.04</u>	<u>1,099.92</u>
Accounts Receivable	-	-	-	-	(250.00)	-	250.00
TOTAL ASSETS	<u><u>27,206.35</u></u>	<u><u>7,048.44</u></u>	<u><u>2,683.67</u></u>	<u><u>5,893.56</u></u>	<u><u>5,129.72</u></u>	<u><u>5,101.04</u></u>	<u><u>1,349.92</u></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	<u>-</u>	<u>(213.22)</u>	<u>(253.13)</u>	<u>(4,732.92)</u>	<u>1,148.12</u>	<u>3,589.51</u>	<u>461.64</u>
Owner's Equity / (Deficit)							
Equity / (Deficit)	<u>27,206.35</u>	<u>7,261.66</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 OWNER	<u><u>27,206.35</u></u>	<u><u>7,261.66</u></u>	<u><u>2,936.80</u></u>	<u><u>10,626.48</u></u>	<u><u>3,981.60</u></u>	<u><u>1,511.53</u></u>	<u><u>888.28</u></u>
TOTAL LIABILITIES AND OWNER	<u><u>27,206.35</u></u>	<u><u>7,048.44</u></u>	<u><u>2,683.67</u></u>	<u><u>5,893.56</u></u>	<u><u>5,129.72</u></u>	<u><u>5,101.04</u></u>	<u><u>1,349.92</u></u>

26-Aug-2019 Cash in bank - checking	6,479.90
26-Aug-2019 Cash in bank - savings	11,003.25
26-Aug-2019 Cash in bank - CD 11 mos	10,000.00
FCCU membership hold	5.00
Cash per ledger	<u>27,206.35</u>
Accounts Payable	-
cash available	<u>27,206.35</u>

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	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	2,365.23	643.10	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	97,803.37	20,412.72	27,932.82	23,313.35	17,050.03	5,774.33	3,320.12
Expenses							
League Game Fee expense	6,318.25	2,440.75	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	4,873.52	1,525.74	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	-
Field expense	1,206.00	804.00	-	-	282.00	120.00	-
Trailer expense	4,262.64	702.00	10.64	3,550.00	-	-	-
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	3,646.20	304.88	2,638.42	-	702.90	-	-
Advertising expense	434.30	211.05	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	-
Jersey expense	9,456.92	-	7,057.00	1,058.00	410.04	931.88	-
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	-
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
Coach's US Lacrosse Mbr expense	465.00	(50.00)	55.00	110.00	150.00	150.00	50.00
TOTAL EXPENSES	70,597.02	13,151.06	24,996.02	12,686.87	13,068.43	4,262.80	2,431.84
NET INCOME / (LOSS)	27,206.35	7,261.66	2,936.80	10,626.48	3,981.60	1,511.53	888.28