

**MINUTES OF AUGUST 11, 2009  
TRAVERSE BAY AREA YOUTH SOCCER  
BOARD MEETING**

The regular monthly meeting of the TBAYS Board of Directors took place on August 11, 2009 at the Traverse Area District Library Meeting Room, present being Board Members Dale Tumey, Kurt Sanford, Rob Goepfrich, Brooks Darling; and Executive Director, Jennifer Jorgensen.

Agenda:

An Agenda prepared by Rob Goepfrich was circulated and there was one requested addition being amendments to the By-Laws.

Minutes:

Minutes of the July 14, 2009 Board Meeting were reviewed by Board Members present, it was agreed among Board Members the statement that the Just For Kicks Sports building may be for sale should be omitted due to lack of information, and then upon Motion by Kurt Sanford, seconded by Dale Tumey, the Minutes were approved.

The Minutes of the June 9, 2009 Board Meeting were reviewed by Board Members present, and upon Motion by Dale Tumey, seconded by Kurt Sanford, the Minutes were approved.

Reports of Officers, Boards and Committees:

Executive Director's Report: Jennifer Jorgensen caused to be circulated prior to the meeting her Executive Summary for August, 2009; a Profit & Loss Comparison for January through July, 2009 compared to January through July, 2008; a Profit & Loss Budget Performance from January through July, 2009; a proposed slate of Board candidates from the Nominating Committee; a North Storm Report; and, a Director of Coaching Report.

Jennifer commented Patti Leasure was back to work full-time.

Registration for Junior's was on target, and registration for youth had slightly increased from last year. There would be two more U-12 recreational teams, but the U-13 girl's select team had to be canceled due to lack of players. Leelanau County AYSO had decided to go with GTSL.

The Autumn Classic Tournament was up to 74 teams. Total participation last year was 158 teams. A discussion was had as to the unofficial policy of a TBAYS recreational team playing in one of the two tournaments for free, and whether or not the team should at least cover the referees' fees, or perhaps just be given a percentage discount of the entry fee. It was decided

the Executive Director and the Treasurer would further review the matter after completion of the Autumn Classic Tournament.

Jennifer further reported feedback from a few coaches recommended youth play stay on the weekends, but there was no definite input on two versus three indoor sessions. A discussion was had as to requiring a team registration fee versus individual registration fees. The Executive Director will further review and bring up at the September 8, 2009 meeting of the Board.

Jennifer further reported the Traverse City Christian School was reviewing the proposed amendments to the Field Use Agreement between TBAYS and TC Christian.

Jennifer broached the subject on the status of the IRA benefit for employees, and it was concluded to reinstate the IRA program for all employees if they want to contribute. Treasurer Dale Tumey presented suggestions on how to handle employee compensation matters as recommended by an accountant.

Treasurer's Report: Dale Tumey generated a written report dated August 11, 2009 a copy of which is attached hereto.

Dale commented revenue is down \$47,000.00, but expenses continue to decrease. Projecting for the year the figures indicate a net loss of only \$3,500.00 which compares favorably to the projected budgeted net loss of \$16,000.00 for the year.

#### Unfinished Business:

Grand Traverse County Parks Rules Status. Brooks Darling and Jennifer Jorgensen presented to the Board Grand Traverse County Prosecutor Al Schneider's proposed Rule 12 which is substantially different from the latest proposed Rule 12 by TBAYS and therefore, after discussion and Board input, Brooks Darling and Jennifer Jorgensen will present to Al Schneider several modifications to his proposed Rule 12.

Nominating Committee. The Nominating Committee of Jennifer Jorgensen, Tom Spencer and Dale Tumey presented a list of 11 potential nominees to run for the Board, of whom two had agreed to be placed on the ballot if approved by the Board. Additionally, current Board Member Brooks Darling has agreed to run again, and current Board Member Rane Gates will not run again. The Nominating Committee will continue its search for potential candidates and further report to the Board.

Just For Kicks Special Committee - Lease Renewal Status. Brooks Darling reported to the Board the Renewal of Lease has now been fully executed by Tradewinds Commerce Park - Central, LLC as Landlord, and Traverse Bay Area Youth Soccer, Inc. as Tenant.

Parks and Recreation Representative to the Board. The proposed amendments to the By-Laws as stated in the Minutes of the July 14, 2009 Board Meeting were approved by the Board and therefore, the Board will also consist of one non-voting member who shall also be a member

of the Grand Traverse County Parks and Recreation Commission, and said person shall be designated by the Commission to serve on the Board.

New Business:

TC Christian Agreement Amendment. Please see Executive Director's Report.

Next Meeting:

The next regular monthly meeting of the Board of Directors will take place on Tuesday, September 8, 2009, commencing at 5:30 p.m. at the Traverse Area District Library.

Respectfully submitted,

Dated: September 3, 2009

/s/

---

A. Brooks Darling  
Secretary to the Board

# TBAYS

Treasurer Report August 11, 2009

*Dale Tumey*

## *July 2009 YTD Compared to Same Period for 2008:*

Income was down \$47,000 primarily due to registrations (\$20,000) and absence of accounting for North Storm entries and change in handling of logo items. Registrations were negatively impacted primarily from the loss of North Star (NS) and the timing of Autumn Classic Tournament (ACT) registrations. This \$20,000 gap has been partially closed through field usage income from NS (\$9,000 received early August and \$4,000 more expected shortly). We are hopeful that continued ACT and fall registrations through August will work to close this gap even further. Expenses during 2009 continue to be improved over 2008; however, not sufficiently enough to fully eliminate the impact of the decline in revenues. As a result, net income at 7/31/2009 was just below breakeven compared to a positive balance of \$22,000 as of 7/31/2008.

## *July 2009 YTD Compared to Budget:*

We were 58% of the way through the year at 7/31; our \$230,000 in revenue was 57% of budget, and therefore, essentially on track to reach the budgeted \$403,560 by yearend. Our expenses, thus far, in 2009 not only remain improved over 2008, but are also on pace to be better than plan. At 7/31/2009, our expenses were 2.7% (approx \$11,000) better than plan. In summary, annualizing our 7/31 YTD performance results in only a \$3,500 net loss on total revenues of \$396,600 for the year. This compares favorably to the annual budget which anticipated a \$16,000 loss on \$403,560.

While we are currently on pace to do slightly better than plan and very close to being profitable at yearend, registration income through August and the balance of the year will play major role in this outcome.