

**MINUTES OF APRIL 22, 2009  
TRAVERSE BAY AREA YOUTH SOCCER  
BOARD MEETING**

A monthly meeting of the TBAYS Board of Directors took place on April 22, 2009 at the Traverse Area District Library Children's Story Room, present being Board Members Dale Tumey, Tom Spencer, Kurt Sanford, Brooks Darling, Rob Goepfrich, Ranee Gates and Reggie Rix; and Executive Director Jennifer Jorgensen.

Agenda:

An Agenda prepared by Rob Goepfrich was circulated and there were no requested additions or changes.

Minutes:

The Minutes of the March 10, 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 had caused to be circulated to Board Members prior to the meeting her Executive Summary for April, 2009; a monthly Director of Coaches Report; a North Storm Report; a Profit & Loss Previous Year Comparison for January through March, 2009; a Profit & Loss for January 1 through April 21, 2009; and, a proposed 2009 Budget.

Jennifer commented Juniors' registration was winding down with 356 registrants to date. Youth soccer was to commence this weekend and Club soccer began last weekend. The Cherry Capital Cup had increased to 120 teams registered.

Jennifer further commented Tom Singer and she had met with the Convention and Visitors Bureau and local hotels/motels as to better booking of rooms for tournament participants. The hotels/motels want a three year advance schedule, and starting next year TBAYS will receive 2% of the hotel revenue.

Jennifer further commented her recommendation is that for referees at tournaments to be paid later after turning in vouchers, not immediately after the soccer match is over. Tom Spencer who is now again the referee "Assignor" as well as remaining Director of Referees, believes the voucher system will work. Dale Tumey requested feedback from Tom Spencer on this matter after conclusion of the Cherry Capital Cup.

Jennifer Jorgensen asked for feedback as to conducting two team sessions at Just For Kicks Sports versus three sessions, with a third session being reserved for rental primarily to teams for

practice for the upcoming outdoor season. The consensus was ten games were better than twelve if only two indoor sessions were to be offered. Dale Tumey requested a survey be conducted of the coaches for their feedback.

Jennifer further reported she is considering using a foundation search service known as Foundation Search of America, to assist in finding potential donors. The fee would be \$2,500.00 for one year with a guaranteed money back if no successful funding is obtained after three attempts. A discussion took place as to prioritizing needs. Tom Spencer, who has experience with fund raising, supported the use of Foundation Search of America especially because of the money-back guarantee. Jennifer further commented some TBAYS teams had approached her to conduct individual team fund raising at the soccer tournaments, and the Board concluded it would leave it up to the Executive Director's decision to decide upon any particular request. Finally as to fund raising, TBAYS has been approached by Nourish, a local Herbalife Nutrition Club, to sell its products at TBAYS with TBAYS sharing part of the revenue. The Board was receptive to Nourish becoming a vendor at TBAYS.

Jennifer inquired as to keeping NorthStar as part of the TBAYS website, and it was decided a link to NorthStar could be provided but it should be made clear NorthStar is not a part of TBAYS.

Treasurer's Report: Treasurer Dale Tumey commented on not only the Profit & Loss, but also the 2009 proposed budget. Dale memorialized his comments and same are attached to these Minutes.

Kurt Sanford inquired as to the possibility of obtaining a real property tax exemption at Just For Kicks Sports, and volunteered to pursue the matter with the Township/County.

Director of Coaches' Report: While there was no specific comment regarding the written report, Dale Tumey did comment that the U8 coaches needed more direction from Thomas Singer to assist in their development.

North Storm Report: There was no comment on the written report.

#### Unfinished Business:

Grand Traverse County Lease Status: Jennifer Jorgensen and Rob Goepfrich have had recent contact with the County over formulating mutually agreeable Facility Use Rules and were awaiting a further response from the County.

JFK Special Committee: Brooks Darling reported the Landlord at Just For Kicks Sports had accepted TBAYS' offer to extend the Lease to at least April 30, 2011 with three, one-year renewal options thereafter, with six months notice, at \$6,000.00 per month, and Brooks Darling had caused to be circulated a proposed written amendment effectuating same. The Board directed Brooks Darling to submit the proposed written amendment to the Landlord.

NorthStar Field Use Agreement: The Board discussed NorthStar's latest request for three fields for a total of \$8,000.00 per year, and it was determined the Board would further review the matter. Brooks Darling inquired of Dale Tumey whether or not it could be determined what it costs to operate a field at TBAYS, and Kurt Sanford volunteered to possibly meet with Dale to attempt to determine same.

Appointment of a President-Elect: No discussion took place.

New Business:

JFK Turf: No discussion took place.

Public Comment:

No members of the public were present.

Next Meeting:

The next meeting of the Board of Directors will take place on Tuesday, May 12, 2009, commencing at 5:30 p.m. at the Traverse Area District Library Children's Story Room.

Respectfully submitted,

Dated: May 8, 2009

/s/

---

A. Brooks Darling  
Secretary to the Board

Regarding the 3/31 comparisons (adjusted for apple to apple comparison)...

If I remove the North Storm income and expense categories #4190 and #5090 as well as back off the \$17,000 in CCC registrations from 2008 (since we posted them in April this year)...then I add a 3rd lease payment to 2009 expenses, I believe we end up with a good look at an apples-to-apples comparison for the first quarter.

Income is, therefore, similar each year at approx \$90,000, and with expenses being improved by approx \$7,500, the results are a slightly improved profitability of approximately \$7,500 through first quarter 2009.

## 2009 Budget Notes

Income expected to contract from 2008 to 2009 by \$37,000, largely due to removal of North Storm associated accounting, non-recurring GALA fundraising, a more conservative estimate of T-shirt sales income, and a drop in registrations as a result of North Star not registering with TBAYS in the fall.

Expenses are budgeted to decline by \$42,000. In addition to removing expenses associated with North Storm and the GALA fundraiser, we have budgeted significant improvement in T-shirt expenses for the tournaments.

The net effect of these expectations is for net income to improve almost \$6,000 for the year, and this after budgeted depreciation of \$21,000.