

JWS Board Meeting
Sept. 4th
Minutes

Attendance: Beverly LaGrange, Denita Peterson, Breann Sells, Suzanne Nichols, Stephanie DeWitt, Cassie Wickham, Sheri Dye

Minutes: August minutes were presented and approved as written.

Committee Updates:

Rosters/Coaches: 10U— Matthew Maybanks contacted Breann, he is pulling Winnie from the team to begin basketball but he will continue as coach. Ruby Maybanks will continue on the team. **12U—**Breann has had conversations with the parents of Kaylin Alberts, they are concerned with her play. Based on age, she belongs on the U10 team but is doing fine on U12. She needs more confidence so is going to remain on U12 team but play with U10 for extra reps. **14U—**Sheri is experiencing some difficulty with players attending practice. Maddy Law is most recent, was at the field but didn't come to practice (played catch with dad behind the fence) until Sheri called her out. Maddy is struggling to fit (join) in – friends with Riley but Riley misses practice due to marching band so there is some question if Maddy will begin to skip practices – has been to all games. There was some discussion to the fact that if she isn't attending practice then she doesn't play – matter was left to coaching staff, the board isn't going to dictate (the team is low on numbers). Team should have enough players for 9/8 tournament; Kaitlyn will not be there but Piper from U12 is willing to fill in, Selia is an additional possibility.

Budget: Suzanne shared that all expenses have been paid for this year. U12 & U14 each added a tournament for this fall. All new additions to the program have been registered with USA Softball. There is one fee still outstanding for fall. Budget shows that we spent \$900 more this season than what we took in – checking account balance is still okay (but is less than what we began the season with). Suzanne is concerned with the low amount of money we generated from fundraising & sponsorships – questioned how do we stress the importance of EVERYONES full participation. It was shared that we spend more per player to put players on the field than we collect per player in fees. The discussion turned to raising fees. Many suggestions were made as to how high the fee should be raised, suggestion was made to include the uniform expense in the fees (if a player doesn't need a full uniform then they could receive a credit), it was also suggested to credit any fundraising toward the fee owing. All suggestions were valid but do not help our financial position. For any credit to be given and for us to remain in a good financial position we would need to set fees for the full balance of our budget (for this year would have been \$530). After much discussion, a motion to increase player fees by \$25 (now to be \$225) was made. Players will still be responsible for their uniform costs separate from fees. Matter of fundraising will need to be given more consideration at a later time. Motion to increase fees was 2nd and passed. The 2020 player fee will be \$225 for Spring, Summer & Fall participation.

Board Slate 2019-2020: Was posted via email. A few members have voted. Voting is open until Sept. 16th. Suzanne will send an email reminding members to vote.

Tryouts: Confirmed for Sept. 22nd. Registration will begin at 1:30, workout to begin at 2pm. Sheri has double booked herself for the day and will need to leave early. Suzanne is out of state & will need someone to help with registration. Denita will cover. Breann will facilitate with the assistance of JWS coaches. Suzanne will provide 75 copies of registration form, waiver & evaluation form before her departure. Yard Signs are completed - discussion was given to where they should be placed. Discussion was taken too long & was tabled until after the meeting in the interest of time for those that needed to leave.

2020 Uniform Vendors: Cost estimates have been received from Decker Sports & Play-it-Again Sports. Both offer virtually the same pricing. Play-it-Again Sports does not have an account with "Alleson Sports" (provider of our ball pants), nor do they have a relationship with "Richardson's" (provider of our visors & hats). Suzanne would like to continue with Play-it-Again Sports for all items they can provide and use Deckers for our pants, hats and visors. Board members okayed continuing that relationship.

2020 Practice/Fan Shirts: Members of the U14 team were given the opportunity to provide design ideas. Not all team members wished to participate. Have not yet seen a proposal for the Fan Shirt but have time yet for that. The practice shirt proposal was shared. There is some concern about "red" lettering being difficult to read on the "royal blue" shirt – question the ability to have lettering outlined in white. Suggestion will be given to Cotton Gallery for pricing (not expecting a price increase for the suggestion as it would still be a 2 color print).

New Business/Miscellaneous

Homecoming Parade: Is 9/25 @ 6pm. Everyone was in agreement to enter the parade. Breann has sign up in her room at WHS – she will take care of getting JWS entered. Stephanie suggested we gather the girls to make signs prior to the parade & display them on a truck. She offered her blue truck for the parade. Further coordination needs to be made. Participants will provide their own candy to hand out if they wish to do so.

School Insurance: CRCSD requires outside organizations to purchase "facility user liability insurance" – the district cost is \$250. When does this need to be paid? Is outside JWS budget. Denita shared that this is nothing new – was able to satisfy the district requirement in the past by providing copy of our USA Softball liability insurance. Believes that will be the same this year. Suzanne is to add WHS as an additional insured on our policy with USA Softball – provide Denita with the information once obtained for follow up.

Mt Mercy Clinics: Denita has spoken with Coach Yoder – they are offering Mondays 7:30 – 9 pm; Saturdays (anytime but 1 – 4 pm). It was questioned what happened to Friday nights? Denita will inquire but believes Kennedy has forced us out of that time slot. These times are for after Dec. prior to that any/all times are available. Concern was shared about the Monday times with school being in session (too many other activities – question the turn out we would have). Saturday mornings appear to be the best option (try to secure 9am – 12pm). Looking to get each team an hour. Cost is \$75/hr. At that price, we will need to do a better job pricing to our players.

Meeting was adjourned a little after 7pm without confirmation of next meeting.

After Adjournment discussion

Focus was on fundraising and distribution of Tryout Yard Signs. Beverly took 5 signs to attempt distribution at Arthur, McKinley, Franklin, Harding Schools and Hy-Vee on Oakland Rd. Breann took 1 sign to put at WHS on corner of Cottage Grove & Forest Dr. Stephanie DeWitt will check to see if the YMCA will allow us to put a sign in front of the building facing Casey's.

Other locations suggested were DQ on Mt. Vernon Rd.; 372 East Post Rd, Coach Black's residence. Need to reach out to U10 members to identify high traffic residence.

Some fundraising suggestions that were made:

Window Decals – Sign Pro can produce for approx. \$5/ea. would sell for \$10/ea. They would be a custom production with player number. Sheri will draft something.

Warrior jelly bracelets – sell for \$5 (?) wrist-band.com has a blended/segmented colors and funky fonts, liked better than just plain text/plain red or blue. Suggest not using "Junior" in the Jr. Warriors logo if possible. Thinking is that more people would buy them since eventually they will all be Warriors anyway. Further suggest having something like "Support Junior Warriors" on the INSIDE of the bracelet would make them more expensive.

- When current players were poled, questioned if kids would pay \$5, the response was "that would be a little much, Maybe \$3?"
- Suggest is to order lots and sell over a couple of year to take advantage of the volume discount & allow to sell Perhaps at \$4 each or 3 for \$10?

Popsockets –

SaveAround Coupon Books – sell for \$25. Are a great value but requires to remember to use them. Lots of organizations in town selling them, makes sales more difficult.

Hy-Vee Coupon Books – cost \$5, sell for \$10. Similar situation as SaveAround – lots of organizations selling them, makes sales more difficult.

Sheets – Diverse Fundraising for the bed sheets. Lyn@diversefundraising.com. Here is what they said:
- It was a super easy success and great profit. We sold the sheets for \$36 and earned \$10 per set. The sheets are really soft microfiber.

More research needs to occur before ideas are pitched to membership. Need to question what our focus as an organization is – are we fundraising to meet budget (do 1 large one) or are we fundraising just to be fundraising (conducting many small ones).