

FISHERS-HSE YOUTH BASEBALL BOARD OF DIRECTORS

Southeastern Program of Recreational Team Sports (SPORTS)
 12690 Promise Road
 Fishers, IN 46038
 Phone (317) 845-5582 Fax (317) 845-5687 info@hsesports.org

MEETING MINUTES

<u>Billericay Park 2nd Story Concession Bldg.</u>	<u>2011/2012-004</u>
MEETING LOCATION	MEETING NUMBER
<u>Beau Brunnermer (President)</u>	<u>01/12/12 at 7:00 pm</u>
MEETING CHAIRPERSON	MEETING DATE
<u>John Brown (Secretary)</u>	<u>02/09/12</u>
ISSUED BY	ISSUED DATE

PRESENT	DISTRIBUTION
Baseball Board (see attached list)	Baseball Board (see attached list) Lynda Carlino (SPORTS Exec. Dir.) Coach Matt Cherry (Fishers) Coach Scott Johnson (Southeastern) Dan Henke (Legal Consultant) Greg George (Insurance Consultant)

* Part-time participant

Notice to all present: If any of the following items are incorrect or fail to record discussions at the meeting, please contact the writer of these minutes immediately.

Item No.	Subject	Action By (If applicable)	Due Date (If applicable)
1.	Beau called the meeting to order at 7:17pm. The minutes were recorded by John Brown.	None	NA
2.	The attendance sheet was passed around the room. Introductions were made. Qdoba sponsored dinner (secured by Rick Jacobs). Cam Schuh was introduced as the new Fields Commissioner. Mark Glover was introduced as the Assistant to the Fields Commissioner.	None Information	NA NA
3.	<u>OLD BUSINESS</u> A. Motion to approve minutes from November 3 meeting by Charles DeLong and seconded by Keith Bucklew. All in favor, none opposed.	Information	NA
	<u>NEW BUSINESS</u> A. Sports Update (Beau for Lynda Carlino) • Town had emergency facilities meeting to discuss the idea of an ongoing feasibility study for construction of new indoor facility in Fishers (to	Information	NA

MEETING MINUTES

Item No.	Subject	Action By (If applicable)	Due Date (If applicable)
	house skating rink, 25 basketball courts, etc, etc.). Project is in preliminary stages.		
	B. Marketing Update (Rick Jacobs)		
	<ul style="list-style-type: none"> Rick presented a power point slide show designed to show how we can improve upon our hosted travel tournaments. The main goal is to standardize the way we run each tournament from 7U-14U. In addition, incentives have been put in place to reward individual travel teams that attract teams to play. The league counts on team parents to host and the goal is to make the experience a win-win. 	Information	NA
	<ul style="list-style-type: none"> The presentation was extremely well done. Thank you Rick and Scott for your efforts!! 	Information	NA
	<ul style="list-style-type: none"> A motion was made by Rick Jacobs to allow the league to provide an incentive plan that calls for payment to each hosting travel team for their help in marketing and hosting each tournament. The specifics of the plan will be determined based on the number of hosting teams and the number of participating teams. The plan will make financial sense to the league and be good for hosting teams and good for the league. The motion was seconded by Jeanette Payne. All in favor. None opposed. 	Information	NA
	<ul style="list-style-type: none"> Marketing → rec'd \$1,500 from Dick's, \$10,000-\$13,500 from Community, \$10,000-\$12,000 from Land O'Frost. 	Information	NA
	C. Travel Tournaments (Jeannette Payne)		
	<ul style="list-style-type: none"> Need feedback from travel commissioners so she knows which teams should host which tournaments (see attachment). 	Ed, Derek, Derrick, Rhys, Tim	ASAP
	D. Website (Scott Berkel)		
	<ul style="list-style-type: none"> Scott continues to add content to the website. He needs help from everyone on the board. Thank you for your help! 	ALL	ASAP
	<ul style="list-style-type: none"> All Commissioners / All Board Members → please email job descriptions to Scott to post on website in area where future board members can reference 	ALL	ASAP
	<ul style="list-style-type: none"> Concessions / Player Development / Auxiliary / Facilities → Please complete bullet items from attached slide 	Tony, Matt, Jason, Rick	ASAP

MEETING MINUTES

Item No.	Subject	Action By (If applicable)	Due Date (If applicable)
	<p>E. Jr. Midwest Games Committee (Derek Garwood)</p> <ul style="list-style-type: none"> The USSSA contact Mike Cuzzone resigned. Derek is working to get new contact information. <p>[Aside: We do not have to run all of our travel tournaments through USSSA.]</p> <p>[Aside: Mark Glove to meet with Chad, Rick, and Beau to develop a plan to present our league to MLB contact in effort to maybe gain sponsorship or other.]</p>	<p>Derek Garwood</p> <p>Information</p> <p>Information</p>	<p>January</p> <p>NA</p>
	<p>F. Sponsorship Update (Chad Hightower)</p> <ul style="list-style-type: none"> Sending out mass sponsor email this weekend and will have an update at the next meeting. 	<p>Chad</p>	<p>January</p>
	<p>G. Auxiliary (Jason Acquisto)</p> <ul style="list-style-type: none"> Opening Day: see Handout with 'dates to remember', need Committee leads to champion various tasks → please sign up with Jason. <p>[Aside: Andy Gaddis - 10C plays rec ... do they need to go through evals? Answer - No, players automatically play in Blue Division.]</p> <p>[Aside: Idea came up that league could set up internet wye fye and charge small fee for people to connect at our travel tournaments.]</p>	<p>ALL</p> <p>Information</p> <p>Information</p>	<p>ASAP</p> <p>NA</p> <p>NA</p>
	<p>H. Player Agent (Wes Shealey)</p> <ul style="list-style-type: none"> Rec. evaluations are coming up and will need many volunteers to work them. Please sign up on-line within the Dibs section. See Scott Berkel with questions. 	<p>ALL</p>	<p>January - February</p>
	<p>I. Umpires (Tom Quakenbush)</p> <ul style="list-style-type: none"> Must be 14 years old. Send Tom an email if your son is interested. The umpire clinic will be the same day as field day. Scott Berkel to change the age on the website. 	<p>Information</p> <p>Information</p> <p>Scott Berkel</p>	<p>NA</p> <p>NA</p> <p>January - February</p>
	<p>J. Equipment (Greg DeWald)</p> <ul style="list-style-type: none"> Has ordered baseballs and will be scheduling time to distribute equipment bags to travel teams. 	<p>Information</p>	<p>NA</p>
	<p>K. Scheduling (Mike Limrick)</p> <ul style="list-style-type: none"> Been working on scheduling and almost ready to 	<p>Information</p>	<p>NA</p>

MEETING MINUTES

Item No.	Subject	Action By (If applicable)	Due Date (If applicable)
	<p style="text-align: center;">roll-out. This will include rec and travel teams.</p> <p>L. Player Development (Matt Morrow)</p> <ul style="list-style-type: none"> • Planning to have a separate coaching clinic for Pre-K, K, 1st, 2nd grade coaches. This may take place with Reds contact (discuss further with Beau). 	Information	NA
4.	<p><u>OTHER DISCUSSION</u></p> <ul style="list-style-type: none"> • None 	Information	NA
5.	Derek Garwood made a motion to adjourn at 10:24 and it was seconded by Jason Acquisto. All in favor. None opposed.	Information	NA

MARKETING

- TOURNAMENTS - INCENTIVE PROGRAM

Proposal Reference(s):
20120112-50-1, Proposal for Tournament Incentive

Date: January 12, 2012

Written by: Rick Jacobs, Marketing Director and
Scott Berkel, 1st/2nd American Commissioner

Proposed Tournament Incentive Program

In light of recent analysis regarding the potential for actual financial losses associated with the travel tournament program and the further loss of opportunity to garner more revenue from outside of the Fishers tax-basis to offset costs for league operations and improvements, the league will be undertaking a marketing plan to increase participating teams and associated tournament revenues.

*SCOTT:
PROPOSAL*

"As a part of this overall marketing strategy, it is proposed that a tournament incentive policy be written as part of the policies governing tournaments in which travel teams are enabled to receive monetary compensation for recruiting and otherwise increasing the number of teams participating in each age-group of our tournaments."

Supporting Documentation

Subject to change, the current recommendation is a combination of both positive and negative reinforcement:

1. Pay travel teams \$50 each per registered team over 8, assuming no more than 2 hosting teams to be paid, entering the tournament for free.
2. For tournaments with less than 8 registered teams, again assuming no more than 2 hosting teams entering for free, require hosting teams to provide 1 worker to concessions for duration of the tournament during all concession stand operating hours.

The specifics of this program are as yet undefined, and may shift slightly from year to year to meet the demand and encourage proper behavior from our participating travel teams. Just as the board does not vote on the specific dollar amount we charge for tournaments, so too we do not require the board to vote on the specific incentive the tournament director and marketing director determine as part of the policy to meet the marketing plans for the league.

The primary opposition to monetary compensation in the past seems to be in multiple parts, hinged upon the following statement from Article II, Section 6 of our By-Laws, stating " *In accordance with Section 501-C-3of the Federal Internal Revenue Code, the League shall operate exclusively as a non-profit educational organization providing a supervised program of competitive baseball and softball games. No part of the net earnings shall inure to the benefit of any individual.*"

Let's address each of the known concerns:

1. Non-Profit, profiting. Team receiving money at all and travel families "profiting"
2. Teams receiving money at the end of the tournament season and dividing funds up among the travel families after all expenses have been paid, thereby pocketing the "profit."

#1 Profiting: At its base level, profit is the concept of money received and kept more than expenses paid. In examining the Federal code for non-profits and our own By-Laws referring to "Net Earnings", we call upon the board to examine the Net Earnings of a Travel Team. The entire purpose of a Travel Team budget is to pay for team expenses which can include Registration, Uniforms, Tournament Fees, Team-Issued Equipment, and associated Travel Expenses. Ask yourself if \$50, \$100, or even a \$500 payment to each travel family would balance out the expense. Even if we paid the entire Net Earnings from the entire travel tournament directly to a single team for a 16 team tournament, of an assumed \$3000, the net return to each family of a 12-player team would be a maximum of \$250 per player. These fees do not even add up to required registration and uniform costs, let alone the addition of any other single tournament entry fee for the team as a whole.

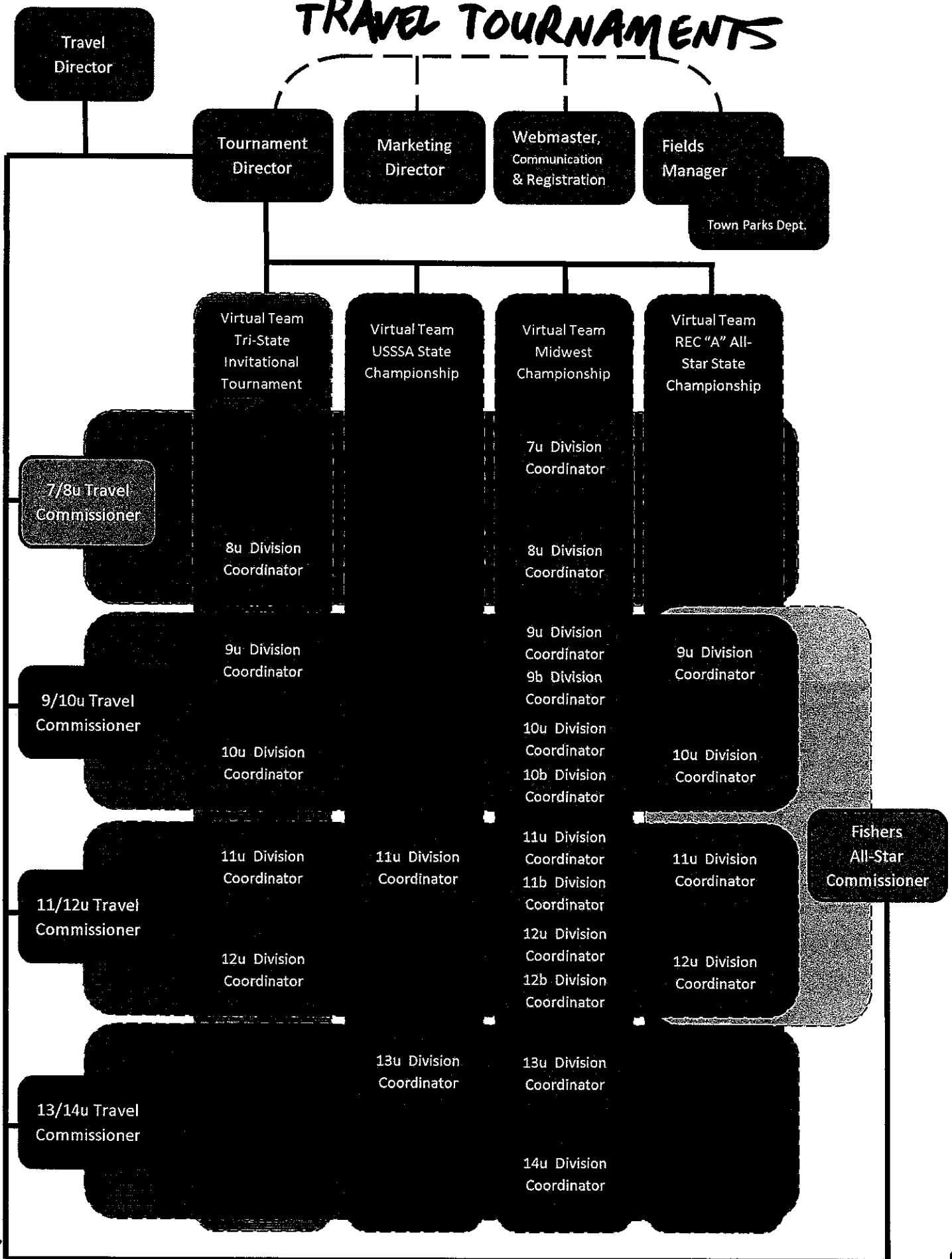
#2 Timeliness of payment: Time has no bearing upon the profit margin in rules for non-profits. The time-value of money does not enter the non-profit organization's equation of profit/loss based upon revenue and expenses. The fact that the players pay money in January and receive money reimbursing them 8 months later does not negate the fact that it is indeed a reimbursement and not a profit.

None of the above discussions negate the requirement that a travel team's treasurer must adhere to: No player may receive back more money than they paid in. This is the amount that would be considered a "profit" and should be addressed by the travel team guidelines governing finances. In the unlikely event that this occurs, any player-family potential "profit" remaining should be returned to the league budgets at the end of the season when the team's account is closed.

Thank you for your consideration.

*** THE BOARD VOTE WAS ON
"IDEA" OF PROVIDING INCENTIVE
PROGRAM - SEE MINUTES.**

TRAVEL TOURNAMENTS



* → WHICH TEAMS REQ'D TO ~~EACH~~ HOST EACH TOURN.?



AUXILIARY

Opening Day 2012 Dates to Remember *

February 13 (Monday)

Opening Day committee meeting
7-8 p.m.
TBD location

March 26 (Monday)

Opening Day committee meeting
7-8 p.m.
TBD location

*****March 30-April 8

HSE SCHOOLS SPRING BREAK *****

April 8

Easter Sunday

April 11 (Wednesday)

Parents' Meeting
6:30-7:30 p.m.
Community Room, Billericay Park

April 12 (Thursday)

Parents' Meeting
6:30-7:30 p.m.
Community Room, Billericay Park

April 20 (Friday)

Event set up/deliveries
Afternoon
Billericay Park

April 21 (Saturday)

OPENING DAY!
12 p.m.
Billericay Park

April 22 (Sunday)

RAIN DATE
12 p.m.

S.P.O.R.T.S. Baseball Opening Day

Committee-2012

Area of Responsibility	Chairperson/Co-Chair
Programming/Schedule	Jason Acquisto/ Beau Brunner
Logistics/Operations	Sheri Acquisto
Concessions	Tony Schneider
Sponsorships/Vendors	Chad Hightower/ Rick Jacobs
Game Schedules	Mike Limrick
Pitch/Hit/Run Contest	Wes Shealey
Uniforms	Jeremy Guyler
Team Photos	Greg Morlen
Entertainment/Media	Sheri Acquisto
<u>Kids' Area</u>	Need someone
<u>Silent Auction</u>	Need someone
<u>Running of the Bases</u>	Need someone
<u>Volunteer Sign up</u>	Need someone
Printing /Program	Chad Hightower/ Rick Jacobs
Fundraisers/Travel Team Vending	Scott Berkel / Rick Jacobs/ Beau Brunner
<u>Clean Up</u>	Need someone

NEED LEAD

NEED LEAD

MARK GLOVER

NEED LEAD

NEED LEAD

* PLEASE VOLUNTEER,

* PLEASE STEP UP.



S.P.O.R.T.S. Baseball Opening Day - April 21, 2012

<u>Bullet points of responsibilities</u>		
	<i>Chair</i>	<i>Co-Chair</i>
Programming/Schedule	Jason	Beau
Work with game scheduling		
Opening Ceremonies		
Freedom Formation		
Liasion with Town of Fishers		
Logistics/Operations	Sheri	
order tents/tables/chairs		
port-o-lets		
security		
parking details		
secure facilities (rain options, etc.)		
electrical		
work with sponsorship for on-site sponsor needs		
Concessions	Tony	
coordinate and ensure food items for sale throughout day		
secure volunteers workers		
Sponsorship/Vendors	Chad	
Pitch/Hit/Run Contest	Wes	
work with national office to ensure proper execution		
secure volunteers to assist		
turn in paperwork to national office after day		
Sign us up as a site for this contest (with national office)		
Uniforms	Jeremy	
be on-site at parents meeting		
Team Photos	Greg	
secure photographer		
attend parents meeting to be there with photo packets		
secure rain location (Fishers Aux gym or cafeteria) work with Lynda		
provide information to team parents and coaches		
work with photographer on schedule		
Entertainment/Media	Sheri	
book musical entertainment		
work with radio station on sponsorship elements		

Kids' Area		
rent games/bounce houses, etc.		
secure prizes		
relay table and chair needs to Logistics Chair		
get games out of shed and determine what to use		
secure Rock Wall and trampoline elements (if desired)		
Silent Auction		
relay table and chair needs to Logistics Chair		
help secure items		
promote items on the website and at Parents' meeting		
handle day of auction/payment/check out		
secure location for rain location		
Running of the Bases		
secure mascot involvement		
provide a schedule of times to Pre-K and K coaches and team parents	MARK GLOVER	
secure sound system for announcing of names		
secure announcer (or use team coaches)		
Volunteer Sign up		
work with Scott Berkel to put needs on the website		
determine shift needs		
find creative ways to recruit		
attend parents meetings to recruit and explain the day		
oversee day-of volunteer check in table		
Fundraising/Travel Team Vending	Scott/Rick	Beau
conduct a meeting with travel coaches for a lottery of vending		
communicate logistics needs to Logistics Chair		
Clean-Up		
serve as the point person throughout the day for clean up crew		
drive gator & trouble shoot clean up needs (having supplies with you)		
secure high school group to assist in shifts		
oversee all clean up of trash at the end of the event		

Fishers-HSE Youth Baseball & Softball League

OPENING DAY SPONSOR/VENDOR FORM APRIL 21, 2012

Company Name: _____
Address: _____ City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
Contact Name: _____
Email Address: _____

Sponsorships (All sponsors listed in Opening Day program)

Opening Ceremony:

First Pitch \$200 (receives signage)

Kids' Activity Area:

Moonwalks \$200 (receives a sign at the event)

Radar Throw \$100 (receives a sign at the event)

Carnival Games \$75 (receives a sign at the event)

On-Site Vendors: (10X10 space. Tent, one table/two chairs provided.
NO signage is provided by league):

Food and service/products vendors will be kept separated, but in the same lot. All booths must be approved prior to April 7. All menus must be approved prior to April 7. No vendors will be allowed to sell water or sodas. Payment for space is due April 7. Event is rain or shine. No refunds.

Food \$250.00 _____(type)

Service/Product \$250.00 _____(type)

Do you need additional tent space _____ If so, what size? _____
An additional fee will be charged for a larger space/tent.

Do you need additional table and chairs?
_____ tables @ \$15 each _____ chairs @ \$2 each

Do you require electricity? _____ Specs? _____
Please note you will need to provide your own extension cords.

Other special needs: _____
Fishers-HSE Youth Baseball and Softball cannot ensure all special requests can be met, but will do our best to accommodate requests.

Fax this form to 317-845-5687.

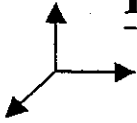
Please remit payment to: Fishers-HSEYBSL-Opening Day
12690 Promise Road
Fishers, IN 46038

ATTENDANCE

		6-Oct	3-Nov	8-Dec	12-Jan	9-Feb	1-Mar	5-Apr	3-May	7-Jun	5-Jul	2-Aug	6-Sep	Present overall
BASEBALL	EXEC BOARD	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	after
President	Beau Brunnermer	x	*x	x	x									4
Secretary	John Brown	x	x	x	x									4
Treasurer	Steve Pfansteil	x	x	No	No									2
Player Agent	Wes Shealey	x	No	x	x									3
COMMISSIONERS														
8th - 12th Grade	Scott Hullinger	x	No	No	x									2
5th/6th Grade NLB & 7th Grade	Bill Demumbrum	x	*x	x	x									4
5th/6th Grade NLW	Jim Gruver	No	*x	x	x									3
5th/6th Grade AL	Keith Bucklew	x	x	x	x									4
3rd/4th Grade NLB	Charles Delong	x	x	x	x									4
3rd/4th Grade NLW	Todd Bantz	x	No	No	No									1
3rd/4th Grade AL	Mike Blackburn	x	*x	x	x									4
1st/2nd National Blue	Aaron Brattain	x	x	x	x									4
1st/2nd NLW	Frank Runion	No	x	x	x									3
1st/2nd American	Scott Berkel	x	x	x	x									4
6yr PeeWee	Chris Reardon	x	No	x	No									2
5yr PeeWee	Jeff Garrett	No	x	*x	x									3
Travel	Ed Woolwine	x	No	No	x									2
Tournaments	Jeanette Payne	x	x	*x	x									4
7-8 Year Old Travel Comm.	Tim McCoy	No	*x	*x	No									2
9-10 year Old Travel Comm.	Derrick Johnston	No	No	No	No									0
11-12 year Old Travel Comm.	Rhys Helt	x	x	x	x									4
7th-8th Grade Travel Comm.	Derek Garwood	No	*x	x	x									3
Fishers Stars Comm.	Aaron Jones	No	No	x	x									2
STAFF														
Co-Equipment	Todd Jamieson	x	No	No	x									2
Co-Equipment	Greg Dewald	No	No	No	x									1
Fields	Mark Glover	NA	NA	NA	x									1
Field Equipment Maintenance	Jeff Pearson	x	No	No	x									2
Facilities, Scoreboards, Sound	Rick Sherman	No	No	x	x									2
Uniforms	Jeremy Guler	x	x	*x	*x									4
Umpires	Tom Quakenbush	x	No	*x	x									3
Marketing	Rick Jacobs	*x	No	*x	x									3
Co-Sponsorships	John Hoffman	No	x	x	No									2
Co-Sponsorships	Chad Hightower	No	No	x	x									2
Registrations	Phil Anton	No	x	x	No									2
Trophies/Pictures	Greg Morlen	No	x	No	x									2
Scheduling	Mike Limrick	x	*x	No	*x									3
Player Development	Matt Morrow	x	*x	No	x									3
Concessions	Tony Schneider	x	*x	x	x									4
Fall Baseball	Bill O'Patterson	x	x	x	x									4
Auxiliary	Jason Acquisto	x	x	No	x									3
SPORTS														
Lynda Carlino		No	x	No	No									1
GUEST:														
Coach Cherry		No	No	No	No									0
Coach Johnson		x	x	No	No									2

* Part-time participant

DYNAMIC ENGINEERING DESIGN, INC.



SUBJECT _____

SHEET No. _____

PROJECT No. _____

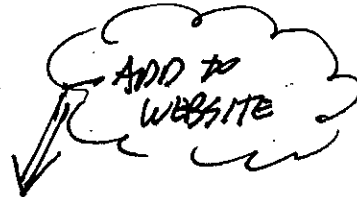
CUSTOMER _____

DATE _____

BY _____

MEETING 1/12 (SIGNUP SHEET)

1. RICK JACOBS
2. SCOTT BERKEL
3. ~~BEAN BUN~~
4. WES STERLEY
5. JOHN BROWN
6. TOM QUACKERBUSH
7. RHYCHEIL
8. RYAN HERT
9. DEREK GARWOOD
10. KEITH BUCKLEW
11. TOMY SCHNEIDER
12. CHAD HIGHTOUD
13. MICHAEL BLACKBURN
14. CHARLES DELONG
15. JEANNETTE PAYNE
16. MARK GLOVER
17. ED WOOLWIND
18. AARON BEATTAIN
19. CAMERON SCHULTZ
20. AARON JONES
21. SCOTT HULLINGER
22. TODD JAMIESON → 317.690.7143 (CELL)
23. BILL DEMMIBRUM
24. JEFF GARRETT
25. JIM GRUVER
26. FRANK NUNTON
27. GREG MORLEN
28. JEFF PEARSON
29. JASON REQUIZO
30. RICK SHERMAN
31. GREG DEWALD
32. MATT MORROW
33. MIKE LINDICK *
34. JEREMY GILVER *
35. ANDY GADDIS (GUEST)



Fishers HSE Youth Baseball and Softball

Baseball Board of Directors Meeting – January 12, 2012

7:00pm Billerica Park

~~I.~~ Call to Order / Welcome / Introductions / Attendance

~~II.~~ S.P.O.R.T.S. Update – Lynda Carlino

~~III.~~ Old Business

~~a.~~ Approve December 8th Board Meeting Minutes

~~b.~~ Aaron Brattain challenged board to think of ways to add credibility to our travel tournaments and program as a whole. Things that have been done or in process:

a. Website uniformity

b. Travel tournament unified vision (see Marketing)

c. Added pictures to tournament webpage of previous winners

d. Other ideas?

~~c.~~ Marketing Update (Rick Jacobs)

a. Committee Report on Travel Tournaments

~~d.~~ Travel Tournament Update (Jeannette Payne)

a. Need to determine cost for teams to play

e. Discussion with Town on batting cages decision (Rick Sherman)

f. Other Old Business?

a. Fields Commissioner *CAMERON SCHUH*

NEW FEEDBACK FROM TRAVEL COMMISSIONERS - WHICH TEAMS PLAY IN WI

IV. New Business

~~a.~~ Website Update (Scott Berkel)

~~b.~~ USSSA Midwest Games (Committee Update – Derek Garwood)

~~c.~~ Sponsorship Update – Chad Hightower / John Hoffman

~~d.~~ Auxiliary Update (Jason Acquisto)

a. Opening Day

~~e.~~ Registration Update (Phil Anton)

~~f.~~ Player Agent Update (Wes Shealey)

a. Evaluations – volunteers needed

~~g.~~ Concessions Update – Tony Schneider

~~h.~~ Umpires Update – Tom Quakenbush

a. Clinic Date? →

~~i.~~ Equipment Update – Todd Jamieson / Greg Dewald

~~j.~~ Scheduling Update – Mike Limrick

~~k.~~ Player Development Update – Matt Morrow

~~l.~~ Treasurer Update (Steve Pfanstiel)

m. Executive Committee Update – Beau Brunnemer

V. Other Discussion Items

VI. Meeting Adjourned

** UPCOMING MTG. w/ ALL SPORTS SPONSORSHIP END OF MONTH
→ MASS MAKE GROWS OUT THIS WEEKEND
MARKETING 1500 FROM TALKES
10,000 → 13,500 COMMUNITY
10,000 → 12,000 LAST OF PROFIT
LAST WEEK FEB 9 NEXT WEEKEND 1st MARCH
FHS
5/6/7/8 - FEB. 26
12:00 - 6:00
1/2 - MAR. 3
3/4 - MAR. 4*