



Board of Directors Meeting via Teleconference

Present, May 5, 2015

Shawn Hindy, Chair
Mary Berdo
Kara Mings (joined at 8:46pm)
Mark Vittese (joined at 8:38pm)
Rene Zelkin
Bree Gillespie
Tina Reinprecht
Susan Nottingham
Carolyn Bing
Shannon Taylor

Staff

Steve Locke, Executive Director
Janet Paden, CFO and Board Secretary

Tuesday, May 5, 2015

8:30pm – 10:11pm EST

1. Call to order- Shawn Hindy
2. Roll Call – Janet Paden
3. ED updates – Steve Locke
 - a. Festival 177 teams committed thus far, have 238 spots available.
 - b. PDS have 122 teams that have paid the deposit; saturation is 128. We feel this will fill up. Both of these registrations are open still.
 - c. Beach Bash (U12/U14 event) - have 17 teams thus far.
 - d. Ireland Series – thanks to Bree for all she’s been doing on this series and the VIP reception. Still have some tickets for sale to these games. Irish Transportation has been covered – thank you, we have accomplished our number.
 - e. Nook watering system – had phone conversation with Sam yesterday; believe Sam understands he has a contractual obligation on this topic. However, scheduling flexibility may be a consequence. Jeff Grayden from Princeton will be at the Nook tomorrow to assess the valves and cannon system.
 - f. USAFH Convention 2016 – hotel contract has now been signed by all parties.
 - g. At June Board meeting, we need to look at our projections for 2015 and 2016 – they are pretty dire with competing events interrupting our revenue flow. Our model as an organization has been to have good margins on our events that in turn produce non-

revenue producing areas of the organization (high performance). Membership surveys seem to care a lot about their daughters playing and being seen by college coaches, as opposed to high performance. Need to talk about sustainability of high performance and revenue generation (clinics, ticket sales). Discussion regarding Futures, scholarship opportunities, National Club Challenge, D3 coaches, etc.

4. Philanthropy Committee – Tina Reinprecht. Had a Foundation meeting last week; need a process so the USFHA is in the loop and knows what is going on. There was an account set up for the proceeds of the 2014 Masquerade Ball. Craig has gone straight to the foundation with a request, the Foundation then made the purchase using the Ball's funds. Tina asked why USFHA can't handle the requests for the WNT, the foundation would then send the Association the payment/reimbursement. Response was a lack of trust – afraid the money would go towards meeting the operational budget of the Association. Janet provided an accounting of how restricted grants are handled thru USFHA currently. Other concern is that Meg was doing all the fundraising of when the Foundation was forming; no fundraising activity or planning of fundraising by the Foundation thus far in two years. Tina is going back and forth with Pam; need a very transparent process through the Foundation. This won't work without trust. In 2013 it was presented to the Board that the Nook fundraising would support GPS units and sports sciences. Shawn and Steve spoke about this – Sam had offered to pay for Dave Hamilton's salary. Steve – question remains who is authorized to use the endowment without USFHA BOD approval; Steve Smith looking at the bylaws right now. Shannon – how to ensure promises aren't being made for things like the watering system, when in fact we have a contract in place for this specifically? Steve has had this conversation with Pam. Kara will review the bylaws tomorrow.
5. Rene and Mark finished up incorporating the bylaw changes; board has the revised file for review. Compare the two documents and see if there's anything that may still need changing so that she can get this in the final format. After this, post it on the website for 60 days, take comments from the membership, and then have a board vote to approve it.

Motion made by Rene Zelkin and seconded Kara Mings at 9:38pm to move into Executive Session.

10 In Favor

0 Against

0 Abstained

This motion is approved.

Steve and Janet left the call.

Motion made by Susan Nottingham and seconded by Rene Zelkin at 10:09pm to move out of Executive Session.

10 In Favor

0 Against

0 Abstained

This motion is approved.

Topic of discussion was personnel issues.

Motion made by Mark Vittese and seconded by Shannon Taylor to adjourn the meeting at 10:11pm.

10 In Favor

0 Against

0 Abstained

This motion is approved.