November MGSB board meeting

Monday, November 16, 2015

7:03 PM

MGSB

B.O.D – November 16, 2015

Absent: Gary, Shawn, Rich

* (BM) Minutes from Previous Meeting: approved – motioned by Karen Lewis, approved by all in attendance – no action item

* ***Gile Field Project-***
  + To be completed before thanksgiving. Bill to confirm bases to be reset.
* ***League Business-*** 
  + Field boxes for cleanup- Gile and Kelly are empty. Cunningham needs to be emptied. Gile is in storage (from MOB). Dana to check all boxes.
  + Board members 2016- Rich F and Karen not returning. Both will be at the January board meeting.
    - Major missing board functions for next year-
      * Umpire management.
      * Uniform management.
      * Open spot on Exec Board- submissions by Dec 10.
  + Open positions- potential- Sally Driscoll(KO), Shawna Steuermann (TC), Linda Stefanik(BM/CJ), John Curley(LM), Bill Giovannucci (TC). Board members noted to reach out for an update on each.
    - Potential open board meeting and committee signups in January.
    - Directors Insurance- BM(sullivan), BV(Federal league), KO(ASA) to get quotes/options prior to the January meeting.
* ***Subcommittee Reports***-
  + *Clinics* (BV,TC,BM)-
    - Dirt dawgs-sub committee- recommendation for 10 weeks of clinics (down from 12). $5500, Down from $7200 in 2015.
      * Skills- consideration for 9 nights - everyone gets 6 nights (2 of every 3 weeks). Board adjusts the schedule to eliminate efficiency.
      * Pitching discussion- subsidizing first time pitching clinics for soph and entering Jrs. ($40 per kid.) second and beyond are $80 per pitcher.
    - East Coast Pitching- recommendation of pass through ($20 per student per night) with MSG picking up gym fee. ($10 savings per student for the board). **Ted** to check with Amy Hickey and **Gary** to check with Brenna Callahan as options. Potential for using the second gym
    - Potential to use two gyms for the price of one (cunningham/Collicot or the FieldHouse) to accomplish two things at once (catching or free gym time)
  + *Long term Capital planning*- framework (Gary Kelly) 10%-20% of the annual operating margin (2-4k in 2015) should be set aside for capital projects. The remaining margin on hand should be spent on short term initiatives (clinics, etc).*Short term capital planning*- (BC) detailed planning spreadsheet shows ($0) for 2016. Will budget for new bases ($1000) and some loss (~$500). Need to plan for 2017 and 2018, as Brians plan shows larger costs in those years.
* ***Registration and Fees***- currently $80/$120. board recommends increase to $95/$135. (soccer is $150, little league is $165.) Target Opening early December.
  + Milton Times ad run date TBD
  + On line registration for pitching and skills TBD
* **FINANCIAL SUMMARY OF DISCUSSIONS**- current net operating loss rate (~5k) is not sustainable. An increase of fees of $15 brings in an additional ~$4800. A board recommended reduction in clinics from 12 to 9 reduces DirtDawgs cost by $2,250. A board recommended increase/pass through for ECP fees of $40 additional dollars per "level 2" pitcher across conservatively 40 pitchers for the spring equates to $1600 cost reduction. This allows for all "first timers" to get a one time cost reduction to $40 for the clinic (and actually assumes that if we do outdoor clinics we may subsidize $10 as well because there is no gym fee. Put differently, more savings is available there as well).

This has a TOTAL IMPACT of +$8650 to the P&L, and could be greater. It also allows for "free gym time" by better leveraging the access to the second gym at C/C or the rest of the copeland field house.

* ***Actions items***- *Recommendation for board by January meeting for significant capital. Example -* ***"***Nicks Field" - potential for two fields at Kelly or Gile. Scoreboard, stands, snackbar, etc.
  + Please detail idea and reasonable guess at costs.
* Future meetings (decision on Monday/Tuesday for the winter needs to be agreed upon)
  + December 8- meeting around specific target percentages.
  + January meeting- MGSB has booked library for jan 11 and Jan 12. we need to choose a date
  + February 9 reserved at Milton library