

DYSC ANNUAL GENERAL MEETING 3/10/13

Roll call: Kelly D’Errico, Tracy Kutsko, Ed Kutsko, Rose Mayr, Alan Mayr, William Jackson, Jim D’Errico, Kim Richardson, Rusty Richardson, Veronica O’Connor, A.J. O’Connor, Jen Stancil, John Stancil, Carmen Sierra, Michelle Collazo, Oscar Rodriguez, John Thomson, Rich Waters, Stephanie Waters, Ken Hutcheson, Sean Grisham, Meredith Koogler, Steve Koogler, Travis Shoenweiss, Bonnie Black, Merriann Frederick, Mary Coppen, Thomas Schultz, Megan Oravets, Ashley Phillips, Milton McCulloch, Josie Snyder, Michael Castro

February Minutes:

- Distributed and reviewed.
- Motion to approve RichWaters, 2nd Stephanie Waters

Officer Reports:

President:

- Over the last year we have increased player count by almost 50%.
- The club is now debt free (one property tax payment remaining with cash set-aside (but being held until payment period for cashflow management reasons should we have an emergency))
- The proposed budget is online for review
 - Academy price is proposed to increase 13% from \$120 to \$136,
 - In House is proposed to fall from \$215 to \$162, however pricing will be offered seasonally to better match against YMCA
 - Travel is proposed to go up \$20 from \$405 to \$425 (this includes registration, uniforms, and volunteer hours)
- Alan explained the importance of the Registrar, Treasurer, and Fields manager positions in managing DAILY club operations. These are the three positions that the unplanned loss of an experienced position can be disruptive.
- Alan noted that unless we understand how we got ourselves into debt, and take specific action to correct those problems we are doomed to repeat the same errors. Outlined what lead to the clubs debt position of more than \$20,000 coming into the year, what has been done to address each issue.
 - **Federal Taxes –**
 - Between 2001 and 2010 the club made an average payment to the IRS of about \$3500, amounting to more than \$10/player.
 - The problem is that as a non-profit, we do not pay taxes. These payments were IRS penalties for failing to file our tax paperwork (still required as a non-profit) each year.

2001	\$ 2,074.45	2004	\$ 2,442.45	2007	\$ 4,584.20	2010	\$ 4367.45
2002	\$ 3,793.15	2005	\$ 3,188.50	2008	\$ 5,378.65	2011	\$ 0
2003	\$ 2,981.20	2006	\$ 4,946.35	2009	\$ 0	2012	\$ 0

DYSC tax filings have been made on time each of the past 2 years, allowing us to avoid \$3,500 and \$10/player in unnecessary costs.

- **Property Taxes**
 - The club was 14 acres of land donated to us for the expressed benefit of the DYSC and the betterment of our soccer programs. At one point the land was sold, and then returned to the club, when the buyers failed to make their payments. When the lawyers returned the land to the club, they expressly noted that the land needed to be re-registered as being owned by a non-profit in order to avoid having to pay property taxes. This was never done. As a result for several years the club was accruing more than \$4,000 in avoidable tax debt, amounting to another \$10-15/pre player in avoidable expenses.
 - The club was within days of the land being auctioned off on the city steps, before the board was alerted to the fact that tax payments were due and had not been paid. This was not an error, as a past President had had discussions with the city to let the land go, as long as it was used for the betterment of “soccer in central florida.” Our treasurer learned of the issue, and made arrangements to make the minimum payments, and coordinate contact with our legal representatives to insure that city was made aware of the fact that the board had NOT approved such a move or such a decision.
 - The land has since been re-registered as being owned by a non-profit, eliminating further property tax hits.
- **Accounting System**
 - 2 years ago the club books were in disarray. The accounts were a mess, out of balance, missing transactions. It was not possible to tie income to a club member that had paid as deposits were listed as “various”. As a result there was also no means to ascertain who had completed their club due payments and who had not.
 - Today we have an electronic, online system, into which all officers can log-in to insure transparency. Books are reconciled monthly to insure all funds are accounted for, and officers can assess performance against budget, thanks to changes made by Rose our treasurer.
 - The club has the ability to insure club dues are indeed being collected, to insure sufficient operational funds are available for day-to-day operations.
- **Salaries Replaced With Pay-Per-Player**
 - The club had seen salaried positions brought into the club, which failed to deliver results, but were paid consistent salaries, as the club was dwindling in size.
 - All paid positions have been shifted to pay-per-PAID-player so to insure that everyone is motivated to insure fees are collecting, and positions are auto-adjusted up or down based on club membership size to avoid going out of balance.
- Alan pointed out the Executive Board positions oversee administration of the club. They need to be people that you are confident will stick it out through good times and difficult times. This club has weathered a poor financial situation, a failed accounting system, competitive attack from Orlando City, another land crisis, while undergoing 3 leadership changes and transitions in key operational positions over the past year.
- As you consider when voting for these positions. Treasurer and President positions

were being voted on this night.

Vice President:

- **Land update:** The club is presently in discussions with the city on how we can work together to best use the DYSC land to manage our expected growth. The city has already prepared drawings on how our land could be used. Current drawings account for the lay of the land, suggest a full size field, 3 half fields and concessions and bathrooms.
- We are proposing that if the city will commit to developing and maintaining the land as a soccer complex, DYSC would commit the land to the project, remaining in line with the intentions of our donators.
- Once we have a verbal commitment from the city on a proposal it will be put in writing then it will be brought to the club for a vote
- This is the result of several meetings with the mayor, the parks and rec department and conversations with city commissioners.

Secretary:

- Next meeting will be scheduled for 4/14/13 . Time and place will be posted on website

Treasurer:

- Total bank accounts \$35,706.76, AP \$3,955.59, other current liabilities (team accounts) \$4,605.50 Total liabilities \$8,561.09.
- We have paid off all debt but one remaining property bill of less than \$4,000, for which we have the cash on hand, however we are planning to hold-off making this payment to insure we have some emergency reserves through the end of this season.
- Our next goal is to build a 6-month emergency reserve.

Committee Reports:

Travel Registrar:

- Tracy attended the GCF meeting
- There was an issue brought up, that a team was being coached during a water break. GCF stated water breaks are only to last 1 minutes, during which there should not be coaching
- Fall player #'s were 221 for Spring 44 players were added with a total of 265 players

Director of Competitive Soccer:

- The new u17 team is still adding players, the team is doing well
- 3 new coaches for travel
- Milton discussed the importance of proper training for coaches, attending courses and implementing what they learn into their practices and games. This will help with consistency
- D license course will be offered in June through DYSC, to assist our coaches.

InHouse Registrar:

- Academy: Fall there were 75 players Spring added 35 players total 110 players
- In House : Fall there were 48, Spring added 32 total 80 players

Director of Academy:

- John Thanked Coach Milton and Ricky for coming out to help with training
- John thanked Kelly for handling the Uniforms
- Academy starts 3/11/13

Facilities Manager:

- All fields are lined
- There are a couple of goals needing to be fixed. That will be taken care of ASAP
- Shutting down Field 5 for practices to REST the field. Practices have been moved to Field 7

Community Soccer Relations:

- There was a situation at the fields after a game that was taken care of appropriately
- Mike Castro will be leaving DYSC at the end of the season to pursue a job at OCYS
- Alan thanked Mike for all of his hard work for our Club, recognized that this was a wonderful career opportunity to Mike, and wanted it noted in the minutes that he leaves in GREAT standing with the club, and would be welcomed back to DYSC should the opportunity arise.

Marketing and Public Relations:

- Dick's Sporting Goods Event went very well, thanks to all you came out.
- 200 Pennies and \$750 was donated ☺

Financial Aid/ Scholarship:

- There will be a new couple that will be assisting on the Scholarship Committee

Team Photos:

- Nicole McKechnie has joined the group to coordinate our TEAM PHOTOS and is presently interviewing candidate vendors
- No Report (Absent)

Fundraising:

- Welcome Megan Oravets . She will be over seeing the Fundraising Committee

Elections:

- Jim D'Errico discussed the following rules for Voting
- Candidates for consideration had been asked to submit a letter of interest outlining their interest and their background. Two candidates had submitted for Treasurer, and one for President.
- Formal Nomination & Conformation that candidate is running
- In the event that more than 1 candidate is running:
 - Each candidate will be given a maximum of 5 minutes to speak,
 - Any direct challenges can be addressed by the candidate challenged on

- conclusion,
- Floor will be opened to questions of the candidates. Each candidate will have a maximum of 2 minutes to respond, Question period will not extend more than 30 minutes,
- A secret written vote will be held if more than 1 candidate is running with counts to be made by the Secretary under supervision of the Vice President.
- New Elected officers assume responsibility by June 1, 2013

PRESIDENT:

- Alan Mayr was nominated by Stephanie Waters and 2nd Ed Kutsko
- Alan Mayr Accepted Nomination
- Motioned closed 1st Rich Waters, 2nd Josie Snyder - No Opposed votes
- Alan Mayr was accepted as President of Deltona Youth Soccer Club for a 2 year term

TREASURER:

- Rose Mayr was Nominated by Kenny Hutcheson 2nd Tom Schultz
- Rose accepted nomination
- Veronica O'Connor was nominated by Kim Richardson 2nd Travis Schoenweiss,
- Veronica was not present at the time of the nomination.
- Michael Castro called her by phone to ask if she would accept the Nomination, she DECLINED .
- Rose was allotted 5 minutes to speak on behalf of her reason for re- running for Treasurer. *See Attached* for her notes.
- Rose Mayr was accepted as Treasurer of Deltona Youth Soccer Club for another 2 year term. None opposed .

Old Business:

- The club is in discussion with the city to identify lighted spaces for off season practices. Lighted fields are difficult to come by in Deltona. Adding lights to a field is a \$175,000 investment. The city is working on plans to expand their facilities. Club is lobbying to have some funds invested to upgrade existing fields in the area.
- Playtime guide line policy for our Club is being worked on By Ed who made a proposal at last Board meeting to up Rec Level playtime to 40% . Club rule as of now is 25%
- Jim D'Errico wrote the Lightening policy and that document is available on our website for review.
 - Sean (a players parent) mentioned there are APPS available for phones that have Lightening Detectors, he will look into this and present the information at next meeting

New Business:

- Uniform parade and Coach vs. Parents game fundraiser went well.
- Money raised at this event will go to Top Soccer.
 - **Top Soccer** is an organization that takes kids with disabilities and pairs them with

- players to assist them in playing Soccer.
- Our club is excited to take part in this organization. \$85 has been raised so far

Meeting Adjourned 1st Rich Waters 2nd Steve Koogler

Key Metrics

	2009/2010	2010/2011	2011/2012	Last Month 2012/2013	This Month	Current
Academy			45	54	56	110
In-House			73	79	1	80
Travel		180	221	244	(2)	242
Total	336	306	339	377	48	432
		(9 %)	12 %	13 %		25 %
Teams		12	17	17	1	19
Debt	\$33 K	\$ 20 K	\$ 9.0 K	\$ 6.5 K		\$3.9 K
Land (included above)	\$13 K	\$ 13 K	\$ 8.3 K	\$ 4.3 K		\$3.9 K
Reserves	\$ 0	\$ 0	\$ 0	\$ 0		

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