

VGSA Board Meeting Minutes  
June 11, 2019

Present: Nikki Meler, Mike Sturedevant, Scott Smith, Elizabeth Hostetler, Rick Hansen, Stephane Wagner, DJ Harrison,

Call to Order: 7:02

Financial information to be provided by treasurer

Board positions: Nikki Meler will step in as President for the remainder of the term. Gina Fifer will continue as Treasurer and Madonna Underland will continue as secretary/registrar

Mike Sturdevant will continue as UIC and Amy Ritchie as Equipment coordinator. Stephanie Wagner is continuing as Marketing/fundraiser/sponsorship coordinator and Michelle Concannon will continue as Tball, Training League and 8u coordinator.

Open Board Positions- Past president, 2 Vice president, 10u and 12/14u League Coordinators  
We have interest in open positions- Past President- Rick Hansen, Vice president- DJ Harrison, Scott Smith, Elizabeth Hostetler League Coordinator- Jennifer Jones  
Any position- Amy Ritchie, Mike Sturdevant, Yolanda Devine

Board will gather interest for open positions and proceed with appointments per by laws.

End of Season Party- June 27, 2019. Stephanie is coordinating. Planning on Double lane slip and slide- Cost is \$512.19 We will have a raffle. Prizes include Dick's sporting Good gift certificates, Kim Anthony's camp, Bat from Athletes Corner, etc. Need volunteers to run raffle and slip and slide. Maletis (Troy Teach) is donating water for the evening.

Fall Ball-. Nikki will follow up with Dan Bennett at Delta Park to see what they are planning on doing for fall ball. Nikki will ask Elsa Griffith if she is interested in coordinating fall ball. Nikki is willing to coordinate if needed. Stephanie and Michelle are interested in helping coordinate.

Tournaments update- So far tournaments are doing well. Triple Crown is June 14-16. There are 17 teams. Ballers are doing concessions and field crew. Last tournament is scheduled for June 22-23. There are 5 10u teams and 12 16u teams registered thus far.

Bank account- We will be adding Nikki Meler and Gina Fifer to the VGSA Umpqua account.

New Business-

Need to add a hitch to the new Gator. Nikki will talk to Doug.

Future meetings- We will adjourn for the summer and begin meeting again in September. Planning day for 2020 season will be late October. Date TBD

Adjourned: 8:09

#### Doug Johnson Resignation Letter (sent to VGSA Members on June 15th)

I am writing to you today not only to tender my resignation, effective June 28, 2019, as the Vancouver Girls Softball Association's President, but also to document the success achieved during my time as a board member. Per VGSA bylaws, Nikki Meler our current 1<sup>st</sup> Vice President will assume the role of President. Nikki will serve the remainder of the term I assumed from past President Maura Martin. Nikki's term ends in 2020. I ask that you please help her build on the success we have enjoyed over the past several years. All of this could not have been done without the commitment and hard work of every board member, volunteer and employee that have served VGSA since fall of 2015. I owe a huge debt of gratitude to each and every one of them.

When I joined VGSA in fall 2015, the financial situation was dim. VGSA had approximately \$47,000 in its money market account and \$5,000 in its checking account. These figures were down from a combined \$140,000 in 2011. Growing competition from local little leagues, additional complexes, dwindling numbers of league participants and other factors were causing a situation where more money was going out than coming in.

I am happy report that VGSA currently has approximately \$70,000 in its money market account and expects to have approximately \$50,000 in its checking account at the end of the 2019 spring season.

In addition to our financial stability, we have made numerous capital investments totaling approximately \$50,000 that have improved the complex and enhanced its safety. Below, I briefly describe the actions that led to VGSA's current financial situation:

- In spring 2016, we purchased \$12,000 worth of conditioning dirt. This dryer field surface has significantly decreased the number of league and tournament rain outs, resulting in a steady stream of revenue and customer satisfaction.
- Installation of new scoreboards: With the help of a grant from the Today Foundation, VGSA installed five new scoreboards costing around \$18,000.
- Installation of a new sound system: VGSA invested \$3,500 in new speakers and new PA equipment and now can broadcast clearly throughout the complex.

- Clubhouse and Shed painting: Compliments of Sherwin Williams, the complex got a much needed facelift.
- Fence Repairs: In winter 2018, we spent approximately \$3,000 in repairs to field backstops and fences to ensure player, coach and fan safety. |
- Vehicle Purchases and Repairs: After years of struggling with a worn and tired four wheeler and large tractor, VGSA purchased a new John Deere four wheeler and made major repairs to its large tractor. These much-needed actions cost approximately \$9,000.
- Installation of Hand Dryers in the Bathrooms: A \$1,000 investment helped us save money on paper towels and keep the bathrooms cleaner.
- Installation of keypad combination locks on equipment sheds: These locks cost VGSA approximately \$3,500. You will be much happier during tryout season when a VGSA board member does not have to come down to the complex and unlock the shed for you. I promise.
- Bleacher fencing: Again with the help of the Today Foundation, VGSA purchased \$12,000 worth of retrofit kits to add to all of our metal bleachers to enhance their safety. We expect to retrofit all of the bleachers by the end of summer.

There are four significant factors that led to our financial success:

- Increased VGSA registration and participation: In 2014, fewer than 300 girls participated in league play at VGSA. Automation of VGSA's registration system and significantly enhanced marketing efforts led by Cyndi Johnson helped that number to grow to 344 in 2015. Registration swelled to 471 in 2017 and has stayed above 400 for the past two years.
- Concessions improvements: In 2015, the concessions operation at VGSA lost money. Prices were set way too low to cover labor costs. Over the past four years, we have revamped the concessions operation. In 2016 and 2017, we made approximately \$2,000 and \$3,500 respectively. In 2018, when Betty Ritchie took over as Concessions Manager, that number soared to \$8,500. We are on track to exceed \$10,000 in profit from our concessions operation this year.
- Focus on fundraising: Prior to 2016, VGSA had not had a league fundraiser for over 10 years due to the lack of volunteer support. The current board implemented the Papa Murphy card fundraiser and created a sponsorship program that has contributed to more than \$10,000 a year to our bottom line. All of the monies raised through these programs were dedicated to complex improvements.
- Tournament Marketing: Due to the increased competition of tournament organizations, VGSA was struggling in 2015 and 2016 to fill tournaments. We also tried to host too many which made it difficult to fill them up and required significant resources each season. In 2017, we reduced

the number of tournaments from 10 per season to 5 - 6 and started the Team Hosted Fundraising program. Teams like Huskies, Vancouver Stars, LW Legacy, Rampage, Patriots, NW Power, Intensity and The Ballers signed up to market and provide staffing at our tournaments as a fundraiser. As a result, Tournaments have been selling out the past two seasons.

Finally, my fellow board members past and present and I owe a huge thank you to Scott Smith. Scott was President when we all arrived and his guidance, counsel and patience were vital to this success. Scott worked with a sometimes ignorant, always innovative, energetic and committed group of newbies and helped us mold VGSA into what it is today. For the better part of three decades, Scott has poured himself into VGSA.

I write this not to pat myself and others on the back – but to remind you that you are part of a successful softball community - a community that has splintered because of recent and not so recent changes to team and league formation and operation. To build on this success, VGSA will need you to help in any way you can. This does not mean you have to fill a board position or be at the complex on a daily or weekly basis. There are countless tasks that need to be completed year-round that you can help with. I urge you to reach out to Nikki or other board members and inquire about how you can help. You can find contact information at [www.vancouvergirlssoftball.com](http://www.vancouvergirlssoftball.com).

Thank you for the opportunity to be a part of the VGSA community. The past five years have required a lot of hard work. But, watching the players, coaches and parents enjoy softball has made it all worth it.

Doug Johnson  
OUTGOING VGSA president