



**Board of Directors Meeting Minutes  
February 19, 2018  
State Office**

Paul Emhoff called the meeting to order at 6:02 pm. A quorum was present and acting for the meeting.

**Present:** Paul Emhoff, Paul Holgate (phone), Ron Gedrich (phone), Tom Pickett, David Ehlert, Scott McMillan (phone), Sarah Hodgson (phone), Tom Turner and Jen Fickett

**Approval of Minutes:** The minutes of the October 23, 2017 meeting were approved.

**Treasurer Report:** *(Reported by Ron Gedrich)* Reviewed current [P&L Summary](#). Overall, we are doing well with an approximate \$238,000 net income and still have monies coming in. Jen Fickett will get involved with the budget process in May when we begin to work on the 2018/2019 budget. Ron recognized Paul Emhoff for all the work he has done over the past 18 months.

**Committee Reports:**

- **State League:** *(Reported by Tom Pickett)* To date there are 129 teams that have declared for the spring season; however, declarations are still open for another week. There was an East and West meeting held in December and another one after the State Cup draw. Tom Turner has resurrected discussions regarding club standards and is making traction.
- **Technical Report:** *(Reported by Tom Turner | [See Documents](#))* Reviewed the U.S. Soccer Grassroots courses for 4v4, 7v7, 9v9 and 11v11 as well as Ohio North coaching standards. Partnership with Sports Force to host a Charity Cup (formerly Bothwell West concept) August 25-26, 2018. Ohio North to manage registration. Donation logistics for Rainbow Babies & Children's Foundation to be determined.

**Executive Director's Report:** *(Reported by Jen Fickett | [See Report](#))* Jen has set up a cloud-based file ([Ohio North Board](#)) in OneDrive for the Board to more easily access and share documents for meetings, etc. Written report to be sent timelier for subsequent meetings.

**President's Report:** *(Reported by Paul Emhoff)*

- **Blue Star:** Ohio North will be transitioning to Blue Star for their registration system and is currently going through the integration process. Due to some challenges and not making a timely announcement to the membership, we would like to ask some leagues to start with Blue Star for the 2018 fall season; however, anyone that would like to start this fall can, and the remainder of the leagues to jump on board for the 2019 fall season. Paul hopes to have a better timeline after next week's meeting with Blues Star. The Affinity contract ends January 2020 and does not have exclusivity.
- **US Youth Soccer Workshop:** After reviewing the expenses for this year's Workshop held in Philly (and last years in L.A.), Paul stressed the importance of being financially conservative for the upcoming year. Some of the expenses were rather high as well as missing receipt details. Need to review what acceptable expenses are. Also, due to flight challenges, board members should book their own flights if attending next year's Workshop and request expense reimbursement.

- **Dick's Partnership:** Paul and Jen Fickett will be meeting with two representatives on March 7, 2018. They will be discussing other partnership opportunities (ie. member benefits and apparel) as part of their Community Marketing arm in exchange for access to our member database; however, Ohio North will control what is sent to our membership (coupons, advertisements, etc.) and the frequency.
- **Investment Account:** We had approximately \$589K in our checking account collecting no interest and approximately \$100K in savings with minimal interest. We left \$100K in the checking account and moved the rest of the monies into the Money Market earning approximately 3%. We are conservatively investing in stocks. Paul recommended a 60/40 investment split which would move approximately \$300K into stocks that could help add to our income and help offset non-revenue generating programs. We earned approximately \$20K over the past year with our current investments. The board supported the 60/40 investment split.
- **Sports Force Contract:** Paul had an attorney review and rework the contract for this year's State Cup before he executes. There is a \$5/person gate fee for entrance (Under-5 is free); however, the gate fee increases to \$8/person when other park features are open which happens to coincide with our State Cup. Paul will try to negotiate the \$8/person fee. As long as Ohio North proactively communicates the gate fee to the participating teams in advance, there should be minimal complaints from participants and guests.
- **U.S. Soccer AGM:** Carlos Cordeiro won the Presidential election in the third round. Paul believes he will do a good job and was the only candidate he felt had good sense and a handle on the organization.
- **Life & Health Insurance:** The current Life Insurance policy for employees is an older policy. Paul would like to look into different plan options around \$20,000. Jen Fickett was able to elect Cobra for her health insurance, a more cost effective option than the current Ohio North plan, and includes dental and vision. Paul is looking into changing our medical plan to make it more affordable.
- **Board Planning Meeting:** Our planning meeting has been scheduled for Sunday, August 19, 2018, at 9:00 am at the State Office.

**Vice President's Report:** *(David Ehlert)*

- **TOPSoccer:** David shared that he has received inquiries from approximately 14 families that have expressed interest in the Parma program. Additionally, the following communities will run the same program on the same days this spring: Orange, Solon, Beachwood, Cleveland Heights, Shaker Heights. Jefferson is looking to start this summer and Brad Evans is currently discussing program options in Medina. David will work with Jen Fickett regarding marketing as well as to see what equipment Ohio North can help with in growing these programs.
- **Tikes & Spikes:** We received a \$1,000 Target grant to pilot a Tikes & Spikes program in Garfield gym classes. This will allow the gym teachers to teach soccer via the school.

**Unfinished Business:** David Ehlert provided an update on Futsal. Otto Orf is working with the Boys & Girls Club in downtown Akron, the Cleveland and Pittsburgh teams to play with the Akron teams he is currently developing and setting up futsal coaching courses and referee clinics. Otto partnered with GAASA to host an Ohio North Futsal program for boys and girls ages 4-8 this spring. Jen Fickett will be assisting Otto with marketing and social media.

**New Business:** Email Approval of Massillon Youth for Affiliate membership on February 9, 2018. Email Approval of Beaver Soccer Club Affiliate on January 28, 2018.

**Meeting Adjourned:** Moved into Executive Session at 7:15 pm. Came out of Executive Session and the meeting was adjourned at 7:25 pm.

**Next Board Meeting:** March 19, 2018 @ 6:00 pm