

In attendance:

Andy Bandit, President
Remy Schor, Vice President
Alison Regan, Chair
Russell Gaskamp, Treasurer, Web Liaison
Joy Park-Thomas, Secretary, Women's Director
Chuck Bender, Fields Director, Pickup Liaison
Grant Boyd, Youth Director
Jane Carlen, Women's Coordinator
Colin Whitman, potential League Director * arriving at 8:30

Calling in:

Matt Colchamiro, Beach Director

Absent:

Julia Johnson, Outreach Director, College Liaison
Amy Lee, Marketing and Outreach Director

East Side Location: DeSano's Pizza

Agenda Items for discussion:

- President's report
- Vice-president's report
- Treasurer's report
- Discussion of proposed corporate league (Grant - 15 minutes)
- Hosting of Club Mixer (Remy and Grant - 20 minutes)
- Review of Action Items

Call to Order: 8:05 pm

Treasury – “ultimate central” is routing money into the wrong account.

Side discussion of how many emails could be sent at one time, for purposes of rain cancellations, for Lei Out's second day, for instance.

Minutes approved.

CORPORATE LEAGUE – Grant is planning to start a corporate league, as a for-profit venture supported by LAOUT. Initial monetary goal – to be able to pay people to do what volunteers, especially Andy, do for free, should it become necessary. Also for equipment, software, and future staff. Matt Colachiro has been making about \$1500-2000 per spring league. He pays for a business license for fall beach league as a “vendor” because of Santa Monica's requirements.

Women's beach is about bringing in new players, and gives away shirts. Men's does not have an emphasis on new players, and does not give away shirts. Men's does have a new beginner pricing that is lower than usual.

Grant proposes Matt gives 40% of net revenue to LAOUT. Discussion of the previous agreement that 5% of gross profit of events go to LAOUT. General agreement that regardless of Matt or anyone else's profit, 5% off the top insures that some money comes into the organization.

Side discussion of monetary incentivization of LAOUT positions, staff.

Side discussion of the fact LAOUT doesn't "own" beach league. Alison Regan and Matt Colchamiro started beach league years ago. Men's beach is LAOUT-supported. Women's beach is LAOUT-run. The difference is that Matt takes profit from men's beach league. RUSSEL to update the language of the web site to clarify that events "sponsored" by LAOUT gives 5% of gross, not profit. Matt feels that fall beach league and men's beach spring league is solely run by him, is therefore a "sponsored" event, but not a LAOUT-run event.

Before there was a board, individuals ran various leagues as they wanted. Matt ran beach league as a for-profit event.

Conference Call with Matt at 8:50.

Discussion of why men's beach and fall league are for-profit, while women's beach is not. Matt feels that because women's has been passed on from Alison Regan to Samantha Pittman to Adair Johnson, it's a LAOUT-run event. But because he alone has run men's and fall, he's become accustomed to men's and fall as his events, that he can take a profit from.

Russell suggests that for 2017, spring men's beach be run as a "sponsored" event, that Matt gives a certain percentage to LAOUT. In six months, broach the subject again of transitioning men spring league to a LAOUT-run event within three years. Matt is open to broaching the subject again then.

Discussion of why LAOUT would reimburse Matt for a membership discount if men's spring is a "-sponsored" event, not a "-run" event. Discussion is larger than can be finalized during the conference call. Matt and board agree to have a later subcommittee meeting to figure out what percentage to LAOUT Matt would agree to give that the board would want him to pay.

Conference Call ended 9:13 pm.

Discussion of whether LAOUT could buy the league from Matt, or how else to transition to a "-run" event that would be financially fair to Matt.

St. Pat's Hat – 161 registrants this year. About the same last year. 55 of them are members.

HOSTING CLUB MIXER – Remy

Triple Crown committee has just announced when and where required matches will be held, so now is the time Remy can figure out when LAOUT can host a club mixer.

Russell talks about hosting joint club tryouts.

Discussion of LAOUT sponsoring Gridlock and Reign to the tryout to help newish

\$200 sponsorship fee would cover club tryout fee, LAOUT insurance, having the sectionals bid done for the team. Discussion of the fact cost-conscious college-age players find their own fields to play on, rather than pay for space, and fill out their own bid paperwork. Discussion of sharing information that comes out of the event – stats and player commitment to team.

Grant says April 8th is already booked at Glendale Sports Complex, so can get additional space if that's the weekend that works best. This conflicts with beach league.

FIELDS UPDATE – Chuck

Current have 6 fields a week for winter league. 8 would be better. Sepulveda Basin field still waiting to hear.

Side discussion of having 144 members for winter league. Half unchecked the option to be contacted about future events, which makes it problematic to reach people about future leagues. Discussion of newsletter to get out information.

Chuck and possibly Russell to meet with Santa Monica field reps.

YOUTH UPDATE – Grant

SCYU tournament March 25th @ Field of Dreams. Skill assessment & clinic at St. Pat's Hat for the club league. Grant taking over another youth non-profit from USAU. \$70,000 coming in over 3 years for that.

Discussion of whether there is a possibility of offering a discounted “parent” membership to get parents of youth players to sign up for events? Could promote that for fall beach league, which has both youth and adult league at the same time.

Service Day update – Jane.

Event was rained out. JANE to reschedules for March 25, 2017. Joy to attend and take photos.

Alison announces a hiatus from the board to help immigration cases. Alison will be at the next meeting and finish by-laws, but recommends that someone fill the position for quorum and voting numbers.

Actionable Item update – members to email Joy with results of action items.