



LOWER MERION SOCCER CLUB

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MINUTES OF DIRECTOR'S MEETING

December 7, 2011

In Attendance, Jay Dubow, Howard Burde and Biff Sturla. Location: 333 Belrose Place restaurant in Radnor.

Situation At Barrack Hebrew Academy - One of our travel teams did damage to the gym at Barrack Hebrew Academy while they were training there. It was agreed that LMSC would immediately write a check to Barrack Hebrew to cover the full amount of the repairs so that we stay in good standing with the school and continue our solid relationship with the people there. The LMSC Directors will deal with the team separately, requiring the team to pay a significant portion of the fee needed for the repairs.

Old Wells Fargo Bank Account - Back in January we opened a bank account at Sovereign Bank. During 2011, we have used this bank account almost exclusively. We have kept our old bank account open at Wells Fargo during 2011 in order to deal with checks written in 2010 and before. It was agreed that we would now close out the bank account at Wells Fargo since there is no more activity with this account. The remaining money will be transferred to the Sovereign Bank account before 2012.

Financial Responsibility of Travel Team Players - Beginning with the 2012 - 2013 season, LMSC will require all players to sign a "contract" with LMSC, stating that they understand the financial obligations regarding both CLUB fees and TEAM fees. The contract will define the club fees and the team fees. The head coach for each team will be required to present a "best guess budget" for the year to each team member. This budget will include a time line for when payments will be due. Each team will be different with regards to team fees.

Players who drop out of the travel team program in mid-season will not be issued refunds for any money since players are making a full one year commitment to the team when they accept a spot on the team.

Overview of our Training Programs and Camps - Our expanded training program and our expanded camp program have both met with great success in 2011. All training programs and camps have been financially sound and budgeted properly. Players from other clubs have signed up for some of our training programs and camps.

We have a very experienced staff running the various programs. The most active coaches are Grant Myers, Matt Cox and Biff Sturla. Also working regularly are Nick Severini, Rasheed Epps, Nikki Posillico, Kara Williams, Joe Taylor and Pete Gangl. All of these coaches have extensive playing and / or coaching experience.

We are running programs during five different seasons in the year: spring, summer, fall, winter 1 and winter 2. The programs offered will differ each season, based on the availability of fields (indoor and outdoor) and staff. We cut back a bit on programs in the fall since almost all of our staff also coach at the high school or college level.

Sponsorships - We negotiated several different sponsorship deals this year. The most significant was with Gladwyne Montessori School who sponsored our Pee-Wees Division in the Fall Intramural Program. There were 250 players in that program. We will continue to monitor ways to generate revenue through sponsorship opportunities. Our sponsorship program will likely evolve a lot over time since it is something new and we do not know of many other clubs with significant sponsorship programs. Determining the optimal types of sponsorship opportunities and the fees involved will be an ongoing process.

Outside Field Use - We will continue to look for places to rent turf field space with lights for both games and practices. Given the heavy amount of rain we had this year (as well as the highly unusual mid-season snow storm), increasing the number of turf field available to us will be a giant plus. Fields with lights will also be a giant plus so that more teams can have mid-week practices late in the year when the amount of daylight has dropped to late season levels.

Overall Review of 2011 - Despite the horrendous weather, the fall 2011 season went well with no major problems. The Travel Team Program ran well, the Fall Intramural Program ran well and our training programs have grown to become a significant part of what our club offers.