



**DATE:** February 21, 2016  
**TO:** HLL Board Members  
**FROM:** Matt Wildasin  
**SUBJECT:** HLL Board of Directors February Meeting Agenda

---

**Meeting Location:** Hershey Medical Center, H-1059

**Time:** 6:30pm meeting called to order by Matt Wildasin, President.

**In Attendance:** Matt Wildasin, Jeff Schmidt, Josh Orris, Pat Meister, Chris Painter, Mike Miller, Doug Hummer, Kathy Shea, Dom Argento

**Not-In Attendance:** Chris Clayton, Chris Barrett, Chris DeFlitch, Mark Snyder

**Secretary's Report (Josh)**

- Last Month's Minutes Acceptance; January 2016 Minutes were approved.

**President's Report - (Matt)**

- Exhibit Update-Insurance policy development has been led by Chris Painter
  - a. Discussions surrounding liability protection and risk management for contractors and subcontractors. Motion by Matt Wildasin to approved exhibit with the language revisions discussed. Motion 2 by Josh Orris, Unanimous approval.
- 2016 Player Development Program Update
  - a. Matt Wildasin & Doug Hummer met with Kellan Kulbacki to discuss the program development framework and deliverables. Process is a Work In Progress in an effort to deliver a Coaching Guidance document for distribution at PCA Coach's Meetings.
- HLL 2015 Season Survey
  - a. Matt Wildasin discussed the summary report Josh Orris compiled, that presents an overall Organizational Program evaluation of HLL for the 2015 season. Matt recommended that the report, should be published on the HLL website in an effort to provide the Stakeholders visibility and transparency as to the performance, perspective and how HLL is using this information as a means of quality improvement process.
- Jeff Hahn Coaching Award
  - a. Matt Wildasin – based upon the HLL Season's survey results for the Jeff Hahn nominations from the HLL Community, a single Coach will be recognized during Opening Weekend Ceremonies. Matt will reach out individually to the HLL BOD to discuss the award nominee.
- Teener A/B Level Tournament
  - a. Matt Wildasin – HLL has been approached by the VFW to host the VFW Tournament. There was consensus that HLL should host the 7/21-24 Teener A tournament. Kathy Shae will lead effort to coordinate.
    - i. 7/21- 24<sup>th</sup> Teener A
    - ii. 7/15-17<sup>th</sup> Teener B

**Vice President's Report – (Jeff)**

- 2016 Seasonal Operational Updates (Jeff)

- a. March 7<sup>th</sup> - Minors/Majors Assessments – HLL will be at In the Net this year, using the indoor facility. Myron McCurdy is leading the logistical coordination. Etown sports will be present for the Uniform fittings.
  - b. March 9<sup>th</sup> – Minors/Majors Drafts
  - c. March 12<sup>th</sup> - Colts clinic to be held at Hershey Elementary Gym
- 2016 Field Improvement Update (Jeff/Dom)
  - a. Fields will be assessed once accessible from snow to determine what fields can be worked on in March.
  - b. Major Spring Field Initiatives
    - i. Base system replacements
    - ii. Field Mix amendments
    - iii. Infield lips to be cut & rolled at North / South
- 2016 Registration Update (Jess)
  - a. Registration flyers were distributed
  - b. 234 Total Registrants as of 2/21/16
  - c. Late Fee will apply on March 1<sup>st</sup>, 2016
  - d. Thanks to Doug Hummer and Metro Bank for providing printing services in support of HLL's 2016 Registration Flyer
  - e. Registration add to be run in The Sun beginning this week for two weeks
- 2016 Teener/Legion Registration Deadlines & Assessment Dates/Times
  - a. League meetings today
  - b. Teener C will have a playoff tournament this year
- 2016 Equipment Order Status (Mike Miller)
  - a. Seeking equipment quotes from Kelly's and BSN.
  - b. Rule books Pat had ordered and has in inventory
  - c. Score books to be ordered with equipment
- 2016 Coaching Selection Process Update (separate HLL approval meeting on 2/28 or 3/6)
  - a. Special BOD Meeting for Coaching Approvals Sunday, 2/28.
  - b. TBall (Schauble) – coaching pairs are good
  - c. Colts (Schauble) – coaching pairs are short
  - d. Minors (Meister) – coaching pairs are good
  - e. Majors (Hummer) – 4 pairs of coaches
  - f. Legion (Painter) – presented that Bob Hivner and Dave Anderson are interested in returning to the Legion staff for the 2016 Season. Matt emphasized the need to ensure that HLL, Legion and the Hershey High School's new coach are collaborative in support of the positive momentum from last year and continuing to support the Hershey Community Baseball program with Win-Win solutions.

#### **Treasurer's Report (Pat)**

- Budget Update

#### **Old Business**

- 2016 Sponsorship Campaign Update (Jeff)
  - a. Need to reach out to loyal sponsors and new sponsor markets to secure sponsors for the 2016. HLL needs to solidify its sponsorship campaign by early March for uniform and Sponsor/Team designations.
- 2016 Concessions Update (Chris P)
  - a. Committee is working with menu drafts and pricing model
  - b. Volunteer Management – parents will be expected to work the Concession stand during the season. A team representative will manage each Team's concession volunteers
  - c. Fenicci's has graciously committed to supplying HLL with discounted pizzas for concessions
- 2016 Fundraising Campaign Update (Kathy)
  - a. No updates
- 2016 Opening Weekend Campaign Update (Josh)
  - a. We are seeking to add capacity to the successful event framework from last year.
  - b. An event director is still needed

- c. HHS Choir Quartet is confirmed for National Anthem
  - d. HHS Baseball Team's game against Harrisburg is planned to begin at 7:00pm Memorial Field
- Summer Slam Tournament Update (Josh)
  - a. Travel Champs has sent an E-blast out through their hockey database, as well as Little League International organizations in New York, New Jersey & Delaware.
  - b. 6-Teams have registered
- Spirit Wear Campaign
  - a. Holiday Campaign netted HLL \$300 thanks to Elizabethtown Sporting Goods.
  - b. 2016 Spring Spirit Wear Store is now **LIVE & OPEN** on the HLL Website. We have expanded the product line this year with a lot more items such as blankets, umbrella's, helmets, helmet stickers, batting gloves, coaches shorts, and equipment bags. In addition our regular Under Armour product line, we have a lot of lower price point items as well this year in an attempt to reach a buyer that may not be able to afford some of the higher priced items. Also we have upgraded the number of embroidered items and all embroidery is in 3-D this year, for a much more expensive look at no additional cost.

#### **New Business**

- Challenger Day – May 15<sup>th</sup>
  - Fenicci's is offering 10% Fund raising for all HLL members after Challenger Day

#### **Meeting Adjourned at 8:00pm**

Motion 1: Mike Miller

Motion 2: Jeff Schmidt

Unanimous Approval

Attachment (1)



## 2016 HLL Budget

As of 02/21/16

	FY 16 Actual	FY 16 Budget	FY 15 Actual	Comments
<b>Concession Income</b>				
Drink Donations		\$ -	\$ 4,180	Moved to registration income.
Concession Income		\$ 13,500	\$ 16,600	2011/2012 approximated \$20k - subject to 40% COGS
Total Concession Income	\$ -	\$ 13,500	\$ 20,780	
<b>Direct Public Support</b>				
Misc Donations			\$ 3,000	
Total Direct Public Support	\$ -	\$ -	\$ 3,000	
<b>Other Types of Income</b>				
Interest Earnings	\$ 5	\$ 35	\$ 37	
Misc Revenue - Late Fees		\$ 2,200	\$ 2,208	
Fundraiser		\$ 650	\$ 684	
Photographer		\$ 775	\$ 776	
Spirit Wear		\$ 850	\$ 866	
Field Use			\$ (56)	
Wayne Faust Memorial Donations	\$ 75		\$ 2,190	
Total Other Types of Income	\$ 80	\$ 4,510	\$ 6,705	
<b>Program Income</b>				
All Star Uniforms		\$ 2,400	\$ 1,590	
Field Improvement - Spring	\$ -	\$ 17,715	\$ 18,340	
Registration Fees Spring	\$ 12,580	\$ 41,830	\$ 34,512	
Registration Fees Fall	\$ -	\$ 6,850	\$ 7,650	
Sponsorship	\$ 5,900	\$ 12,675	\$ 11,900	
Summer Camp Registration		\$ -	\$ 1,870	
Summer Slam Registration		\$ 3,000	\$ 3,570	\$6000 estimated by Travel Champs.
Summer Slam Sponsorship		\$ -	\$ 1,800	
Total Program Income	\$ 18,480	\$ 84,470	\$ 81,232	
<b>Total Income - Excluding Field Improvements (Memo)</b>	<b>\$ 18,560</b>	<b>\$ 84,765</b>	<b>\$ 93,377</b>	
<b>Total Income</b>	<b>\$ 18,560</b>	<b>\$ 102,480</b>	<b>\$ 111,717</b>	

	FY 16 Actual	FY 16 Budget	FY 15 Actual	Comments
<b>Expense</b>				
<b>American Legion</b>				
Registration Fees		\$ 875	\$ 864	
Umpire Fees		\$ 1,155	\$ 1,155	
Uniforms		\$ 872	\$ 340	
Total American Legion Expenses	\$ -	\$ 2,902	\$ 2,359	
<b>Concession Expenses</b>				
Concession Supplies		\$ 5,400		40% based on 2011 & 2012
Total Concession Expense	\$ -	\$ 5,400	\$ -	
<b>Facilities and Equipment</b>				
Equip Rental and Maintenance		\$ 600	\$ 617	
Small Equipment and Supplies		\$ 550	\$ 524	
Field Prep Labor		\$ 7,140	\$ 7,980	\$630 of carryover in 2015
Sanitation Services		\$ 1,800	\$ 1,741	
Rent, Parking and Utilities		\$ 363	\$ 363	In The Net rental (\$200) and Granada (\$163)
Total Facilities and Equipment	\$ -	\$ 10,453	\$ 11,225	
<b>Field Improvement Capital Expense</b>		\$ 30,748	\$ 5,589	2016 Budget set equal to Reece Money Market Balance
<b>Insurance</b>				
Insurance - Liability D and O		\$ 1,595	\$ 1,595	
Property Insurance		\$ 4,817	\$ 4,817	
Total Insurance	\$ -	\$ 6,412	\$ 6,412	
<b>Operations</b>				
Printing and Copying		\$ -		
Supplies	\$ 339	\$ 325	\$ 376	Rulebooks
Postage		\$ 200	\$ 199	
Quickbooks 2013		\$ -		
SportNgin Website	\$ 370	\$ 1,212	\$ 2,457	(\$845 annual fee SprtNGIN, \$17.GoDaddy and \$370
Survey Monkey		\$ 300	\$ 300	NextPhase Web Mgmt/Support
Scheduling Software		\$ -		
Total Operations	\$ 709	\$ 2,037	\$ 3,332	
<b>Other Types of Expense</b>				
Bank Service Fees	\$ 12	\$ 100	\$ 140	
Merchant Fees		\$ -	\$ 123	
501 C3 Filing		\$ 50	\$ 15	
Legal Fees		\$ 200		
Other Costs		\$ 500	\$ 292	
Total Other Types of Expense	\$ 12	\$ 850	\$ 570	
<b>Play Ball</b>				
Advertising		\$ 550	\$ 700	Sun ads - Registration (\$150)/ Opening Day Thanks (\$400)
Baseballs		\$ 2,142	\$ 2,057	
Clinics		\$ 800	\$ 800	Colts and Teeners
Equipment		\$ 2,319	\$ 5,449	
Instruction		\$ 2,400		
Positive Coaching Alliance		\$ 2,100	\$ 2,100	
League Fees		\$ 3,100	\$ 3,088	
Little League Charter	\$ 350	\$ 350	\$ 350	
Opening Day Expense		\$ 500		
Tournament Fees		\$ 3,300	\$ 3,300	
Trophies		\$ 810	\$ 810	J Hahn Coaching Awards
Umpire Fees		\$ 10,168	\$ 10,814	
Uniforms All Stars		\$ 3,265	\$ 3,265	
Uniforms - Spring		\$ 17,965	\$ 18,272	
Total Play Ball	\$ 350	\$ 49,769	\$ 51,005	
Sanitation Services - Fall Ball		\$ 200	\$ 192	
Baseballs - Fall Ball		\$ 411	\$ 442	
Supplies - Fall Ball		\$ 111	\$ 97	
Umpire Fees - Fall Ball		\$ 1,548	\$ 1,657	
Uniforms - Fall		\$ 3,243	\$ 3,388	
Field Prep - Fall Ball		\$ 420	\$ 232	
Fall Ball Total	\$ -	\$ 5,933	\$ 6,008	

	FY 16 Actual	FY 16 Budget	FY 15 Actual	Comments
Summer Slam Trophies		\$ -	\$ 115	
Summer Slam - Sanitation Services			\$ 175	
Summer Slam Umpire Fees		\$ -	\$ 1,760	
Summer Slam - Field Prep			\$ 1,198	
Summer Slam Baseballs			\$ 192	
Summer Slam Help			\$ 181	
Summer Slam T-Shirts		\$ -		
Summer Slam Total	\$ -	\$ -	\$ 3,621	
Summer Camp Expenses			\$ 3,014	
Total Expense - Excluding Field Improvements (Memo)	\$ 1,071	\$ 83,755	\$ 87,546	
Total Expense	\$ 1,071	\$ 114,503	\$ 93,135	
Net Income - Excluding Field Improvements (Memo)	\$ 17,489	\$ 1,010	\$ 5,831	
Net Income	\$ 17,489	\$ (12,023)	\$ 18,582	

	This Month	Last Month	Inc/(Dec)
M&T Checking Balance	\$ 48,783	\$ 30,737	\$ 18,046
M&T Money Market Balance	\$ 30,754	\$ 30,752	\$ 2
Total Bank Balance	\$ 79,537	\$ 61,489	\$ 18,048

#### Summer Slam

Revenue	\$ -
Expense	\$ -
Net Profit	\$ -

#### Fall Ball

Revenue	\$ -
Expense	\$ -
Net Profit	\$ -



## 2016 Capital Improvements

#	Field	Description	Budget	Spent
	Memorial	Repair Irrigation	\$ 1,500	
	Memorial	New Bases	\$ 200	
		<b>Subtotal</b>	<b>\$ 1,700</b>	
	North	Amend infield mix	\$ 2,000	
	North	Reset Bases to grade	\$ 300	
	North	Remove infield lip	\$ 500	
	North	Add sod to shorten skinned area	\$ 2,000	
	North	New Bases	\$ 200	
		<b>Subtotal</b>	<b>\$ 5,000</b>	
	South	Regrade Infield for positive slope	\$ 500	
	South	Install sod between baseline and dugouts	\$ 10,000	
	South	Install french drain along fence from 3rd base to 1st base	\$ 3,000	
	South	Reset Bases to grade	\$ 300	
	South	Remove infield lip	\$ 500	
	South	New Bases	\$ 200	
		<b>Subtotal</b>	<b>\$ 14,500</b>	
	Plaza	Amend infield mix	\$ 2,000	
	Plaza	Add sideline fencing	\$ 7,500	
		<b>Subtotal</b>	<b>\$ 9,500</b>	
	Pebble	Amend infield mix	\$ 2,000	
	Pebble	Regrade Infield for positive slope	\$ 1,000	
	Pebble	Remove infield lip	\$ 750	
	Pebble	New Bases	\$ 200	
		<b>Subtotal</b>	<b>\$ 3,950</b>	
	Koons - lower	Edge as required	\$ 250	
	Koons - upper	Edge as required	\$ 250	
	Koons - upper	New Bases	\$ 200	
		<b>Subtotal</b>	<b>\$ 700</b>	
	Gelder	Amend infield mix	\$ 2,000	
	Gelder	Add Infield mix	\$ 1,500	
	Gelder	Regrade Infield for positive slope	\$ 1,000	
	Gelder	Remove infield lip	\$ 400	
	Gelder	New Bases	\$ 200	
		<b>Subtotal</b>	<b>\$ 5,100</b>	
	N/A	Additional Tractor - Sponsorship Opportunity	\$ -	
	Plaza	Plaza Scoreboard - Sponsorship Opportunity	\$ -	
		<b>Total</b>	<b>\$ 40,450</b>	<b>\$ -</b>
		<b>Available Based Upon Budget</b>	<b>\$ 30,748</b>	<b>\$ 40,450</b>