



General Membership Meeting

January 29, 2018



-- 2018 SSSA General Membership Meeting --

AGENDA

- Welcome – Mark Hojnacki
- Recognition of 2017 Board and 2018 Board – Mark Hojnacki
- 2017 Review - Stu Kraft
- SSSA Volunteers – Mark Hojnacki
- 2017 Budget Report – Ken Crossman
- 2018 Budget Review & Vote – Ken Crossman
- 2017 Sponsorship Program Review – Ken Crossman
- Key Issues – Mark Hojnacki
 - Sponsorship Coordinator
 - Web Site Manager
 - Outside Membership
 - Other Issues
 - Tournament Director
 - Bylaw Committee and Changes
 - 2018 Initiatives
- Questions & Answers Session
- Adjournment



2017 SSSA Board

President -----

Vice President -----

Treasurer -----

Directors -----

Stu Kraft

George Corrick

Ken Crossman

Janice Mihora

Fran Weinberg

Jack Graef

Bob Lenihan



2018 SSSA Board

President	-----	Mark Hojnacki
Vice President	-----	George Corrick
Treasurer	-----	Ken Crossman
Directors	-----	Mary Schneck
		Ken Beals
		Bobby Carbone
		Open Position



SSSA 2017 Review

Stu Kraft



2017 Review

- Increased Membership
- Improved Scoreboard Visibility
- Improved Field Conditions
- Improved Communications
- Improved Storage (Shed)
- New CTS Player Rating System
- Improved Sponsor Payment Management
- IRS 401C4 Exempt Status Reinstated
- Effective Tournament Changes
- Efficient Rules Upgrades
- Increased League Play Unsuccessful



2018 SSSA Commissioners

Recreation League-----

Community League ----

Coyote League -----

Competitive League ---

Fran Weinberg

Terry Mihora

Ron Quarantino

Leonard Gann



SSSA Volunteers

Managers
Scorekeepers
Sponsor Relations
Tournaments
Skills/Rookie Camp

Umpires
Communications
Field Maintenance
Special Projects
Pitcher Training





SSSA Volunteer Umpires

- Steve Grabell, Scheduler
- Steve Garceau, Head Umpire
- Paul Butler
- Ken Crossman
- George Corrick
- Mark Forsch
- Ron Quarantino
- John Lauder
- Jeff Stolze
- Jake Jacobson
- Brad Adair
- Alan Stein
- Pat Brennan
- Orval Brown
- Bobby Carbone
- Charlie LaNeve
- James Smith
- Mark Magdanz
- John Sentowski
- Gene Bovee
- Paul Greenberg
- Stu Kraft
- Dennis Marchand
- Harold Weinenger
- Brian Komar
- Rich Battagello
- Mike Hamm
- Richard Furash
- Paul Schwin
- John Nola
- Mark Schauer
- John Reingruber
- Don Cox
- Jerry Wilkerson
- Terry McNellis



SSSA Volunteer Field Maintenance/Mowing and Game Setup Teams

- Harry Adams, Team Leader
- Tim Benjamin, Team Leader
- Terry Mihora, Equipment
- Dennis Skoneczka
- Jim Dunlap
- Mike Romano
- Ron Romac
- Joe Oczak
- Don Nolin
- Tom Klein
- Gus Marano
- Jim Harris
- Jason Noffsinger
- Paul Butler
- Al Cangeme
- George Corrick
- Jack Graef
- Mary Schneck
- Steve Schneck



SSSA Volunteer Scorekeepers

- John Sentowski, Team Leader
- Dave Arffa
- Al Cangeme
- Don Colen
- Rick Ervin
- Steve Grabell
- Hedy Gryszan
- Charles Hendryx
- Paul Jarzembinski
- Rick Keagy
- Tom Klein
- Ken Meinhart
- Terry Mihora
- Ryan Mitchell
- Jason Noffsinger
- Steve Overhaug
- Ron Quarantino
- Ron Romac
- Mary Schneck
- Steve Schneck
- Marilyn Sentowski
- Jerry Smith
- Jim Smith
- John Vaaler
- Ellen Victor
- Fran Weinberg
- John Wright



2017 Financials & 2018 Budget

Ken Crossman



2017 Financial Summary

Income:

Membership Dues (dues at \$120)	\$18,000
Registration Fees	\$ 700
Refreshments	\$ 1,700
Dog Park Water	\$ 3,200
Tournaments	\$ 3,300
Sponsorships	\$16,000

Totals: \$43,900



2017 Financial Summary

Major Expenses:

Water/Sewer/Garbage	\$12,400
Fertilizer & Spraying	\$ 900
Field Equipment & Rentals	\$ 1,300
Field Labor & Consulting	\$ 8,000
Infield/Outfield Leveling	\$ 4,000
Tractor Repair/Expenses	\$ 2,000
Overseeding	\$ 0
Playing Equipment	\$ 1,500
Insurance	\$ 2,100
Tournaments	\$ 2,300
Sponsorship Expenses	\$ 2,500
Uniforms (New & Replacement)	\$ 5,000
Other (Storage Building, etc.)	\$ 2,500

Totals: 44,600



2017 Financial Summary

Operating Fund

Jan. 1, 2017 Account Balance \$ 56,367

Dec. 31, 2017 Account Balance \$ 54,477

2017 Net Income/Expense \$ -1,890

Funds Available as of Dec. 31, 2017 \$ 54,477



2018 Budget Proposal

Major Income:

Membership Dues (assumes dues at \$120)	\$16,400
Registration Fees	\$ 600
Dog Park Water	\$ 3,000
Refreshments	\$ 200
Tournaments	\$ 3,400
Sign Sponsorships	\$14,500

Totals: \$38,100



2018 Budget Proposal

Major Expenses:

Water/Sewer/Utilities	\$ 12,500
Fertilizer & Spraying	\$ 1,000
Overseeding	\$ 2,000
Field Equipment & Rentals	\$ 700
Field Labor & Consulting	\$ 7,600
Tractor Expenses (Maint/sharpening/fuel)	\$ 2,500
Playing Equipment	\$ 1,900
Insurance	\$ 2,100
Tournaments	\$ 2,600
Sponsorship Expenses	\$ 3,000
Uniforms (New Jerseys)	\$ 3,500
Building Maint. (Roof, Paint, etc.)	\$ 2,000

Totals: \$41,400



2018 Budget Proposal

Operating Fund

Jan. 1, 2017 Account Balance \$ 54,477

Dec. 31, 2017 Account Balance \$ 50,027

2017 Net Income/Expense \$ -4,450

Funds Available as of Dec. 31, 2016 \$ 50,027



-- 2018 BUDGET PROCESS --

Next Step -- Budget Approval

- Discussion

***- Membership at Annual Meeting to Vote
on 2018 Budget***

- Dues Paying Members Eligible to Vote***
- Each Member allowed one Vote***



2018 Sponsorship Program Review

Ken Crossman



- **Why a Sponsorship Program?**

- Great source of revenue

• Tournament Sponsors	\$ 1,400
• Sign Sponsors	\$ 14,850
• New Signs	\$ 1,080
• Total	\$ 17,330

- 45% of SSSA income

- Without sponsor income, players would need to contribute \$220 or more to play each year

- **What is Sponsorship: more than field signs?**

- Advertising/Public Relations/Recruiting

- Best organization in SaddleBrooke to do business with



- **Current status**
 - 4 tournament sponsor (St. Pats, Memorial, Labor, Veterans)
 - 53 paid signs plus sponsors who pay with services
 - Waiting list of potential sponsors (dwindling)
- **Sponsors receive**
 - Outfield fence sign/office plaque/rotating team sponsor
 - Web site access/quarterly email to SSSA members
 - Publicity/tournament announcements



- **Sponsors reminded of importance with “thank you”**
 - Sponsorship welcome package
 - Tournament invitations
 - Article copies mentioning their team and/or sponsorship
 - Letters about organization changes
 - Schedule of events at softball field
- **Member responsibilities**
 - “Thank you” at every opportunity
 - Visit favorite restaurant (4 sponsors)
 - When pest man visits (2 sponsors)
 - Car service or buy tires (2 or 3 more)
 - Visit dentist (2 sponsors)
 - Need new insurance (2 sponsors)
 - Give sponsors chance to be your provider/tell them why



- Help keep an active & interested “potential sponsor list”
 - Need 5 or 6 new sponsors every year
 - Ask your vendors if they considered being an SSSA sponsor
 - Who is your house painter/landscaper/pest prevention provider/favorite restaurant/provides auto services/takes care of hot tub or swimming pool?
- Get involved: consider joining the sponsorship team
 - Help with mailings
 - Generate ideas to improve program
 - Ready to learn
- **Your SSSA Sponsorship Team**
 - Denise Norgard --- Team Lead & Marketing (RETIRED)
 - Aleta Rosenthal -- Sponsor Plaques & Sponsorship Plates
 - Ken Crossman ---- Sign Design, Invoicing, Sign Placement, Customer Data Base, Sign Maint.



Key Issues

Mark Hojnacki

- WE NEED NEW VOLUNTEERS

- Sponsorship Coordinator
- Treasurer
- Repairs to current buildings

- HOA 2 transition



Questions & Answers

SSSA Board



Closing Comments



**Thank You
For Coming!**