



MINUTES OF BOARD MEETING CONDUCTED ON MARCH 9, 2016

Members Present: Dave Stewart, Jessica Jay, Scott Martinez, Catie Callender, Lynne Roy, Tammy Caison (via phone)

Others Present: Mark Burfeind,

Not Present: Mark Barton, Michelle Couch

The meeting was called to order 7:17pm

Approval of minutes

Previous minutes for the February 10, 2016 meeting were unanimously approved.

2016-2017 Budget Review (7:17pm - 7:35 pm)

- Budget needs to be approved in May
- Mark to send budget presentation by March 16, 2016 (sent 4.7.16 to all members)
- Projecting profit of 30K
- Summary on expenses, revenue, and main points
 - Items in presentation
 - Cost analysis 15/16, expected 16/17, highlights
 - Income by team (typical academy team is 4k/team profit, advanced team 6-7k/team, high school 1k/team)
 - EBIT/Profit Walk:

ED Report (7:35pm – 7:43pm)

- **Document Access:** One Drive account for Altitude created in order for board members to access documents when needed
- **Sports Recruits** – Mark is looking to purchase Sports Recruits software on a 1-year trial basis. It will cost approx. \$1,500 per team. Allows players to upload video's of themselves, search universities, etc
- **Marketing** – birthday cards—signed march is first to go out, cards for injuries, altitude stickers given to coaches to give to players and fans at games

Additional Items/Questions (7:43pm – 8:46pm)

- **Developmental** -- We will have developmental by grade/not birth year
- **Indoor Soccer** – Strong desire of community to have an indoor facility. EPRD has approval to build a new facility. Altitude to re-convene the committee to provide support for EPRD.
- **Junior Academy Communication Plan** -- Coaches have flyer on it. Birth years 2007 & 2008 so they can talk about it with kids. Emails will go in April; email will also talk about the academy program. Going to rate every player in those age groups and try to get the top 20 kids into the Jr Academy. Jr Academy is by birth year.
- **Birth Year Camp** — May 2016.
- **Tryouts** – May 31-June 3
- **Tournaments** – Pride of the Rockies (August), Real Cup (May), Stenger Invitational (May)
- **Not awareness of who heads up each division among parents, players, etc** – Mark to send an email to all current players to “re-introduce” division heads and communication process.

Adjourn at 8:46 pm

Next meeting on April 13th at 7pm

Lynne Roy, Secretary