



# Executive Director Summary

## January-May, 2021

The last few months have been busy so I've compiled this Executive Director summary in the hopes of not monologuing at our CUA Board meeting. I will aim to do this before all future Board meetings. Please send questions either via email or wait until the Board meeting so I can answer them all efficiently. Thanks! -Grant

- I. [STIMULUS FUNDING](#) (*linked is more detailed breakdown of our 2021 finances and a proposed ED salary bump that Ian & Pug will detail*)
  - A. **Retroactive Employee Retention Credit (ERC) 2020** - Submitted for \$5,000 refund; due to be processed by May 15, 2021 but some IRS delays because of COVID
  - B. **PPP Loan** - \$6,995 through Union Bank which is all forgivable
  - C. **CA COVID Relief Grant** - \$15,000 to be spent on payroll and other reopening expenses
  - D. **ERC 2021** - set up and continuously tracked through our QuickBooks payroll system; will cover \$10,000 of payroll through June 2021
    1. Items B,C,&D are already either in our bank or being applied to payroll and taxes; total stimulus funding coverage for 2021 thus far is \$31,995
  - E. **Targeted EIDL Advance Loan** - we technically qualify and have submitted all paperwork; if confirmed then this is a \$10,000 completely forgivable loan from the SBA for payroll and PPE supplies/services
  
- II. EVENTS
  - A. **College Ultimate Summit** - About 20 teams in attendance from [SW Region](#)
    1. Collected some helpful feedback about [college teams' needs and desires](#)
    2. Royden Gillespie (FUSS Community Coordinator) [took notes](#)
    3. Response positive; teams appreciated checking in & would like to do it again
  - B. **Select Flight Invite - West**: August 14-15, 2021 - SilverLakes, Norco, CA
  - C. **NorCal Club Sectionals**: September 18-19, 2021 - Tracy, CA\*
  - D. **SoCal Club Sectionals**: September 18-19, 2021 - SilverLakes, Norco, CA\*
  - E. **SW Club Regionals**: October 2-3, 2021 - SilverLakes, Norco, CA\*
  - F. **SW College Virtual Fair**: early October, 2021 - virtual
  - G. **Beach Team USA Tryouts**: November 6-7, 2021 - Huntington Beach, CA
  - H. **USA Ultimate College Nationals (DI & DIII)**: December 17-20, 2021 - SilverLakes, Norco, CA
  - I. **Festivus Youth Invite**: December 18-19, 2021 - SilverLakes, Norco, CA

1. *This is two weeks before SCYU's Beach of Dreams beach tourney (single gender except U15 mixed), should we consider U17 single gender & U20 mixed?*

J. **WBUC 2022:** April 2-9, 2022 - Huntington Beach, CA

*\*dates still being confirmed with field sites*

### III. SPORT DEVELOPMENT

- A. **4v4:** Part of the Task Force to develop this set of rules; should be a safer RTP option
- B. **Virtual College Fair:** slated for early October; participation form (and guide for preparing) will go out to college team admins starting Wednesday
  1. Three goals: connect youth players and college teams; shed light on smaller colleges; inspire college teams to better connect with alumni
  2. Might be an opportunity to help some college programs collect donations if their club sports programs aren't helpful
- C. **FUSS:** Royden is still working with the Parks Department and School District to set up summer and/or fall programs to finally launch this program; Grant is also working with him and planning to head to Fresno to complete coach training when the first clinics are scheduled (aiming for last two weekends of August)

### IV. ORGANIZATIONAL NEEDS

- A. **Volunteer management platform:** after several demos and quotes, I would like to move forward with **In It Live**
  1. This platform allows for multiple orgs to operate under our account; I view this as a great in-kind service to extend to local orgs (and partners) across CA; in return we get a more cohesive and expansive pool of volunteers that can easily be contacted about volunteering for our events
  2. This platform costs \$708 annually which allows multiple orgs and as many events with under 50 volunteers as we need; each large event (>50 volunteers) costs \$404
  3. **I am recommending we spend \$1,112 for the annual subscription including USAU College Nationals 2021.** Other large events (USAU Club Nationals 2021, LeiOut 2022, & WBUC 2022) may request to use the service at cost. I view DUDE, SCYU, SBYU, and LAOUT as instrumental to our volunteer supply through WBUC 2022, BADA & BUYA will be clutch for smaller events and going into 2023 when we hope to host College Nationals in NorCal.
    - a) LeiOut & WBUC (possibly DUDE as well) will reimburse us for the \$404 event charges by EOY

b) Cost validation:  $.75\text{hours} \times 52\text{weeks} = 39$  hours spent per year; InItLive expected to reduce work by 70% -->  $39 \times 0.7 = 27$  hours saved/year;  $27 \times \$35/\text{hr} = \$945$

- B. **TDs / TD Application:** we will need to post a thread in the next few weeks to hire a NorCal Club Sectional TD; SoCal events might need an application too but I think we have an experienced TD lined up
- C. **Hydration system:** our event hydration system could use updating; while our current system is flexible and easily expandable, it requires a lot of volunteer labor. I'm about a month from being confident in suggestion we invest in Water Monsters; owning a few of these would not only make our events run smoother, but I believe we could 1) sell sponsorships on water stations that are more prominent, and 2) rent our hydration system to local organizers to end up making money on the purchase. For reference, LAOUT *rented* Water Monsters for LeiOut 2020 which cost \$2,600.
- D. **Part-time employee** (*to marinate on*)
  - 1. If the Targeted EIDL Advance comes through then I think we should consider hiring a part-time staff member to help with clinic and event planning / execution so I can focus on College Nationals, WBUC, and writing grants. This is a big year for CUA in terms of state, national, and international reputation; more paid, dedicated eyes and brains working on all of our events and allowing for greater specific event focus will produce better results.

## V. SPONSORSHIPS & GRANTS

- A. Sponsorships:
  - 1. Currently we get 50% off our storage facility for linking to them on our website
  - 2. Will be looking to leverage the whole slate of events we're hosting to procure larger multi-event sponsorships
  - 3. Would love board members to brainstorm and [add to this list](#)
- B. Grants:
  - 1. The CA Relief Grant required a little financial paperwork but it is not the typical process
  - 2. I am currently developing two grant proposals building around getting more girls playing and also getting more kids involved with WBUC; I'd love to run these by a Board member or two before reaching out to foundations.

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Water Monster Purchase Pitch

Option 1: Two tanks, two manifolds and the works - \$4,466.00

Option 2: Three tanks, three manifolds and the works - \$6,699.00

In It Live Purchase Pitch

Option 1: 500 volunteer database capacity - \$149.00/month

Option 2: 600 volunteer database capacity - \$159.00/month

OPTION	WBUC Reimbursement	2021   3 Orgs	2021   5 Orgs			
#1: \$149.00/month						
#2: \$159/month						

Goal Zero Generators Purchase Pitch

Option 1: One 1000W electric generator & one 100W solar panel charger - \$1,154.77

Option 2: Two 1000W electric generators & two 100W solar panel chargers - \$2,309.56