



NJGSL BOARD MEETING MINUTES- EMERGENCY BUDGET

Date:02.18.2026

Time: 5:36 PM

Location: Zoom

Start Time: 5:36pm

Attendees:

Executive Committee:

- | | |
|---|--|
| <input checked="" type="checkbox"/> Debbie Anderson –Co-President | <input checked="" type="checkbox"/> Sara Tavizon – Member at Large |
| <input checked="" type="checkbox"/> Amber Sepulveda – Vice President | <input checked="" type="checkbox"/> Theresa Robles –Snack Shack
Coordinator |
| <input checked="" type="checkbox"/> Jenna Pace – Treasurer | <input checked="" type="checkbox"/> Caroline Johnson - Sponsor, Fundraising,
and Spirit Wear |
| <input checked="" type="checkbox"/> Kelly Bettencourt – Secretary | |

1. **Review Norms:** Meeting Norms- Kelly Bettencourt

1. Honor start time
2. Set a timekeeper & adjust agenda when needed
3. Listen to and show respect for the opinions of others. One person talks at a time.
4. Follow the agenda ~ stay on track
5. Cell Phones on silent and be present at the meeting
6. The board will seek input from meeting attendees.
7. Topics not related to the discussion item on the agenda will be written on a parking lot area and addressed at the end of the discussion or included in the next meeting's agenda.

2. Kelly Bettencourt, Motions to add or change the Agenda,

Caroline added a Sponsor payment question.

3. Treasurer's Report

Presented by: Jenna Pace

As of **February 18, 2026**, the following account balances were reported (including league insurance paid that day):

- **Main Checking Account:** \$116,042.62
- **Grant Money (Money Market) Account:** \$28,394.79

4. Sweatshirt Budget Presentation / Jersey & Banner Update

- Vendor Invoice Update

- **Dirt and Diamonds submitted two invoices.**
- **The second invoice includes the discount and is the correct invoice for payment: \$6,909.50 (noted by Caroline).**

-Sweatshirt Budget Presentation

Presented by: Amber

Current Status:

- **37 pre-ordered hoodies sold**
- **\$1,480 collected (\$40 per hoodie)**

If only 37 hoodies are ordered at \$30 each:

- **Cost: \$1,110**
- **Profit: \$370**

Bulk Order Offer from Dirt & Diamonds:

If 100 hoodies are ordered (including 37 pre-orders):

- **\$20 each for seasonal (front & back print)**

- \$17.50 each for single-logo hoodies

To reach 100, 63 additional hoodies would need to be ordered.

Because \$1,480 has already been collected, approximately \$520 additional upfront investment would be required.

Financial Impact:

- Estimated potential profit: approximately \$2,100 if additional hoodies sell.
- Only 13 hoodies would need to sell to recover the additional \$520 investment.
- Remaining inventory beyond that point would generate profit.

Sales Strategy:

- Sell additional hoodies at Opening Day, snack shack, and games/events.
- Order primarily non-seasonal (logo-only) hoodies to carry over to future seasons.
- Limit seasonal hoodie quantities to avoid excess inventory.

hoodie order-proposal with prices

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11 | Hoodies

		Less than 100 - only order preorder- no extra			Order 100- only preordered (must order 63 more- see next grid)			Order 100 - mixed preorder and NJGSL logo			
Item	Description	Ordering only what was ordered	Qty1	\$40	price if we order 100	Qty2	\$40	Total price if we order 100	Qty3	\$40	
Hoodie 1	1 sided NJGSL logo		30		17.5			17.5	63	2520	
Hoodie 2	2 sided- seasonal		30	1480	20	37	1480	20	37	1480	
	Subtotal		1110	37	\$1,480	740	37	1480	1842.5	100	4000
	Cost we pay				\$1,110			740			1842
	Total Profit		Total Profit	\$370		Total Profit	740		Total Profit	2158	

If we order only the hoodies that were preordered at registration (37- we have already collected \$40 per hoodie totaling \$1480) we will pay \$30 per hoodie from Dirt and Diamonds. If we order 63 more hoodies- can be a combination of the 1 logo one, we get the price down to \$20 for seasonal and \$17.50 for NJGSL logo. 2 sided prints will cost \$20 and single sided prints will cost \$17.50. We can choose a combination of any sizes and colors of hoodies. These are hoodies we can and any time there is anyone at the field. We will have an opportunity to make almost \$2158.00 in fundraising from the sale of these hoodies. This profit can go towards anything we need...another players clinic?, movie night?, paint for sni these items for sale will promote the league a bit, and will allow people to see our logo and make some money for the league. I would like to request to have \$2000 to order the hoodies- keep in mind we already have \$1480 of collected fun I am requesting is \$520 extra to allow for 63 minimum additional hoodies to be ordered.

Motion

Amber motioned to order at least 100 hoodies from Dirt and Diamonds, with a budget not to exceed \$2,000, including at least 63 additional hoodies for resale at the snack shack and events.

- **Second: Jenna**
 - **Vote: Unanimous**
 - **Motion Passed**
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5. Sponsorship – Carolina

- Ear Boutique needs to complete their sponsorship payment and is willing to pay service fees.
- Amber can temporarily turn online sponsorship payments “on” if notified of the payment date.
- The league has been absorbing credit card processing fees (example: \$54.87 fee on Snack Shack sponsor payment).
- Processing fee rate identified by Kelly: **2.95% + \$0.30 per transaction.**

Decision:

Add “card transaction fees” to the next meeting agenda for a vote on whether to pass fees along moving forward.

Action Item:

Caroline will contact Ear Boutique to confirm payment date and coordinate with Amber to enable payment processing that day.

6. Giants Day Fundraiser- Caroline

- Open ticket sales to all sections (not limited sections).
- Minimum deposit required: \$210 (covers 15 tickets).
- League earns \$5 per ticket sold.
- Previous event sold 138 tickets.

Motion:

Carolina motioned to proceed with Giants Game Day fundraiser.

- **Second:** Sara
- **Vote:** Unanimous
- **Motion Passed**

6. Umpire Rates

7. Umpire Pay Discussion

- **Current pay:** \$50 per game.
- **USA Softball** indicates the going rate is \$60–\$65 per game.
- **Chris** is requesting \$65 per game.
- **Amber** compared **Benicia Fast Pitch** rates and determined **NJGSL** is currently competitive, depending on number of umpires per game.
- **Estimated cost impact:** Increasing pay by \$5 per game would cost approximately \$765 extra over 9 weeks (excluding tournaments).

Decision:

Vote on umpire pay increase was tabled pending additional research (e.g., Little League pay rates and determining whether pay is the primary concern).

8. Batting Cage Scheduling

- Batting cages were underutilized in fall but are currently in high demand.

Approved Plan:

- Two daily time slots: 4:00–5:00 PM and 5:00–6:00 PM.
- Coaches have one week after schedule release to claim slots on their regular practice day.
- After one week, remaining slots are first-come, first-served.
- Each team is limited to 3 total slots per season.
- Teams must sign up to use cages.
- Include rain-out and usage disclosures.

Note: Only one pitching machine is currently operational; Ryan may attempt to repair the second machine.

9. Opening Day / Operations

- Difficulty confirming an MC/DJ for Opening Day.
 - Equipment rental cost estimate: approximately \$3,000; alternatives are being explored.
 - Challenges securing Opening Day gift bag donations.
 - May require up to a \$200 budget for small gift cards if donations are not secured.
 - In-person donation requests at local businesses are more effective than emails (tax-deductible donation pitch recommended).
 - Brood Coffee: If donating to baskets, they may waive the 20% fee; otherwise, Brood retains 20%.
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Meeting Adjourned: 7:12 PM
