

Transcript

June 18, 2025, 11:50PM



All right.

Thank you for everybody taking a little bit of time out of here Wednesday night to join us.

There's a lot to cover.

Some good information coming out, but I wanted to first kind of let you know it was about my goodness about 17 years ago that I was sitting on your side of this conference call.

It really wasn't even a conference.

Call it was in a meeting room in a church.

Where the manager sat for the very first managers meeting.

For Oklahoma Football Club, just as they were forming teams, I was right after.

N OK C and ESC merged together and became Oklahoma Football Club.

And.

Didn't know what went into being a manager.

Didn't know what kind of responsibility it was and kind of half the time kind of made it up as we went, but it started on a very long career.

Of what I felt was a very enriching experience to spend with my own kids and their friends and the coaches I got to meet.

And really had a great time being involved with the teams and I'm hoping that each one of you takes that away from your experience as well.

Well, I'm really excited to have everybody step in and and help out in these roles. So just a couple of housekeeping, if you will try to keep your mics muted.

That just helps with background noise and whatnot.

And then of course I'm recording this.

So if anybody doesn't want to be recorded, you can either.

Just not be on video or say anything.

Or you can step off and watch the recording.

I'll post it on our website later.

So let's go ahead and get started.

So you are at the 2025 OEFC team official meeting. If you're not planning on being a

team official, sit back and at least enjoy the the show.

Because there's a bunch of fun information to see in here, a little bit about the club.

So we did form between the ESC and N OKC in 2008.

Were Oklahoma Football club for a number of years and then 2017, Oklahoma City Energy FC started in Oklahoma City. For those of you, remember them.

And came and asked us to affiliate with them.

And so we merged with them or became a part, created a partnership with them with Edmond, and then OKC and became the Oklahoma Energy Football Club.

Our Executive Board is made-up of Jason Hawking, Tommy Noble, who represents N OK C Sean Wiley, who represents ESC and then two at large members Sabrina, Ole and Todd Taylor, who've been in the soccer community for quite some time.

And then of course, our operational board, Jenny, Rasico and myself are the administrative kind of contacts on that board.

And then Mark Howard, who many of you know or have seen is the executive director along with Stephen Phillips. And then of course, Gabby Noble, who everybody tends to know, Tyler Armstrong represent and OK C Jenna Townsend, Luke Richardson, represent ESC.

And then, of course, Jason and Shawn represent the Executive board.

Gordon so contact information for kind of the main administrative contacts, if you need my door is always open, you'll hear me say that a few times throughout the meeting, but always happy to help.

So a little bit about our teams.

So we are Oklahoma Energy FC and most of the systems that you'll see and we have a lot of teams for this year. We're targeting trying to form 115 separate teams with roughly about 1700 players, which is wonderful because we have a tremendous amount.

Of growth and we're developing a number of players and have a great pool of players.

That we're feeding into our.

Our programs and really just the greatest thing out of it is that we're providing opportunities for kids to play the game and learn the game and love the game. And when you can influence that many kids and that many families, it's pretty exciting. You can.

Kind of. See the number schemes.

I won't necessarily go through all of them, but just so you have a familiarity where

the teams kind of fit, we call them the first, second, third so on so forth.
It doesn't necessarily mean that one's better than the other. We're finding that our White teams are incredibly strong. Our Navy teams, if you have noticed a number of them, went to Regionals for Presidents Cup. One of them I butchered.
I want to say it's the Navy 08 girls 1. The regional is going on to the national tournament, so we have some really great teams, some really great Red team, some gold teams, really great development level teams.
In most systems, you'll see us referred to as OK Energy FC 07.
B for Boys, Navy and the color.
So that's just kind of the naming convention that you guys might want to get used to.
I wanted to stop here just because we've got a great partner on and I wanted to give him a little bit of time to explain what engine is engine came to us about a year ago to help us with some of our team travel and since that is.
Going to kind of cross the table for each one of you as you organize your teams, they're going to be a great asset to you guys.
And so, Corey, I'll, I'll go ahead and let you unmute and.
Spend a little bit of time just telling the the folks about.
The program that you guys have set up.



Corey Bailey - Engine 16:18

Awesome. First off, thank you for having me today. If ever anyone isn't aware of what engine is, we just rebranded in the last six months. We were formerly known as Hotel engine.
Still the same company, but we also launched flights and cars.
So with that, the brand of just hotel engine no longer fit us.
But essentially what we are is we're a really easy to book platform for any of your travel needs.
So do I have the capability of sharing my screen really quick?
Brian by chance.
Let's see.



GORDON, BRIAN 16:50

Do you see a share up in the top right corner? Grab it.

 **Corey Bailey - Engine** 16:52

Perfect. Yeah.

There we go.

Share my screen real quick.

 **GORDON, BRIAN** 17:01

All right.

Well, you are going.

 **Corey Bailey - Engine** 17:03

Awesome and something. I'll make sure that I do is in the chat.

I'll make sure to include my e-mail and then additionally I'll put this join link for y'all, but we're a really simplified booking platform at the end of the day, on average we we save you about 26% on hotels alone.

Flights and cars aren't as heavily discounted.

We still are bread and butter, a hotel booking platform.

But we do also have flights and cars.

There's a lot of different advantages.

Of booking, particularly with engine.

One not only are you getting discounts, we have over 750,000 hotels on the platform.

You can download our app or use our desktop.

It's a really sleek platform.

We're not private, though, so if you think of or we, we are private, we're not public.

So if you think of the booking platforms out there like bookings.com, Expedia, hotels, com, we are essentially the same thing, but we discount our rates more heavy on our side. So you Have the access. If you click into the link, join through that link.

And then you get instant access to folios and receipts.

You don't have to stop by the front desk to get any of those receipts.

Everything pretty much translate into the platform just to make it a little bit more simplified for you.

One big thing that everyone always wants is their hotel loyalty rewards as well.

You can still get all of those loyalty rewards with us additionally.

So that's just one added value with us.

And then the last part we specialize also in team and group bookings.

We have a full white glove service.

That we can fully take everything that you want, however many team members that you have and we'll get everything booked from you from start to finish.

We handle the negotiation.

We handle the contract with the hotel. We do all the booking, whether there's room assignments or anything like that.

We take care of the full cycle process for you.

We even take all the payments on our side, so the only thing that you actually have to do is just show up to the hotel.

You do have a myself and someone else on your.

Account that go out and do all the negotiating for you specifically, and then we send you multiple options within 4 hours. So within 4 hours, as long as you submit an inquiry online and I'll, I'll get some videos to you all as well. When it comes to that.

Group's booking. You can still book one off, one off bookings as well, but we do have a really great platform when it comes to any of those group or team bookings for any of y'all's teams.

But know that this can be utilized for any of your travel needs as well so.

Overall.

You know, I think the biggest highlight is most people say is you can get a lot more discounts with us and you can get with any other platform and it's a lot easier at the end of the day.

So I'll make sure to add the link and then my e-mail if you all have any questions or even if you need to hop on a 15 to 30 minute, you know training or demo or whatever it may be.

I'm always here as an as a resource, and I know we've worked together for a full year now so.

A lot of the teams have already used us in the past, so.

So definitely lean on anyone that you know has already used engine or formerly known as Hotel Engine.

Really excited to continue to partner together with y'all, but appreciate you having me today, Brian.



GORDON, BRIAN 20:17

Yeah. No, absolutely and thank you.

Yeah, this really plays very, very well for especially our ecrel, ECN, LECRL frontier teams. Now who are going to be traveling a little bit further for regional league games.

Engine can come in really, really handy there.

There was a question about how does this work with stay to play. If you go to a state of play tournament, the rule of state of play still tends to.

To apply.

If you know they don't get you necessarily.

The correct hotel that you need or if you need to go outside of that, then enzia can step in and help provide those hotel services instead of the state of play.

But we want we would want you to to follow state of play rules if that's a tournament rule for sure.

And then, as Cori said, this is usable on a personal level as well.

So, you know, certainly feel free to take advantage of it or have your family take advantage of it because it's it's there as an and they are there as a resource for you.

You guys, so, Corey, thank you very, very much if anybody has any questions.

 **Corey Bailey - Engine** 21:23

Thank you.

 **GORDON, BRIAN** 21:25

Corey's put his contact information in the chat and then obviously I can help connect you as well. So awesome.

Thank you very much, Corey.

 **Corey Bailey - Engine** 21:31

Thank you, Brian. Have a good night.

 **GORDON, BRIAN** 21:32

All right.

You as well.

All right, let us get back to it.

All right, team treasures. I wanted to kind of knockout some of your stuff early, so we can go ahead and then spend most of the time on the team management. Jason Hockings is here with first fidelity.

He also was part of our Executive Board, so it's great to have him, you know, have a foot in each world.

Let's just say Jason and I have been working with Versidely on kind of helping mainstream or create a better platform from a banking standpoint for each of the teams.

And so I asked Jason, come on here and show a little bit about what our plan is and what what he's done.

So Jason, I'll take or I'll give you kind of the.

The rights and you can share whatever you'd like.

Are you up there still?

Let me see if I can find you.

 **Jason Hawkins** 22:26

Sorry about that.

I had to come off mute.

 **GORDON, BRIAN** 22:28

Yep.

 **Jason Hawkins** 22:29

So I will grab the share here in just a second.

Let me log in to the online system so they can kinda get a visual.

And as Brian mentioned, a little bit of what we're doing here is is a work in progress.

So you know, some of the things that we've seen as other services that were out there that we're trying to help make the the managers lives easier. And the treasurer's lives easier. And So what we've really tried to do is focus in on those things that were.

Beneficial with the club?

Beneficial to the you all that are running the team accounts.

While being able to keep you know keep costs off of it for you guys.

Guys and really, Taylor, make it to what?

What makes your lives hopefully easier? So know that we are out there for feedback and I actually do this for a living as well with the bank and and oversee a lot of this area and so changes can be made here.

We're we're really using this as kind of a pilot concept with the club to to grow as we

go, so.

Here we go so.

I'm going to jump in here and then I'm actually gonna first show you a couple of documents.

That you guys will see come out from Brian.

I'll use him kind as the central point for sending stuff out.

Not that he has to be in the middle of all the banking pieces, but he's, you know, got access to everyone's information, always has kind of a good go.

Also keeps him in the loop because a lot of times the questions will come back to him before they make it to me.

So that way he's got as much information as I do.

So can everybody see my screen here?

Where it says team account tip sheet.



GORDON, BRIAN 24:18

Yes, Sir.



Jason Hawkins 24:19

OK, perfect.

So we put this together and the first question right off the bat that I saw kind of coming across is you guys said we need a bank account for the team.

How how do we go about that?

So this tip sheets gonna kind of take you through that. It's got step by step not terribly difficult, but it'll help you go out to the IRS website and with what information, Yep.



GORDON, BRIAN 24:40

And real quick, we're looking at a snippet tool.



Jason Hawkins 24:43

Oh, sorry, that's that's was where I hang on. Just a SEC.



GORDON, BRIAN 24:47

So I I thought it was the tip sheet.

JH Jason Hawkins 24:50

That's all right. Hang on.
I grabbed the wrong screen.
Let me.
Do this one more time.
Alright.
Now do you see the tip sheet?

 **GORDON, BRIAN** 25:06

I see.
There you go.
That sounds.
That looks much better, much more relatable.

JH Jason Hawkins 25:09

All right, perfect.
So so this is what will be coming out to you guys. So you don't have to try and sit here and take notes on all these and whatnot, But there's really 2 steps to it, right? If if you were to walk into the bank, I think as one or two of you might have and and they start asking for, you know, documents and what well, do we have to have to open this account? We wanted to kind of take you through that process.
And and how that goes 'cause we've had obviously tons of teams and managers do this for years.
So it's really just a matter of knowing where to go and and what to say. And so the first part is you're gonna go out to and it's.
It's easiest just to do it on the IRS website and as we said here, you just kinda can search apply for an A ein or any of that.
Because you can get it all.
Get your answers right there online at that moment to get what you need and as soon as you get that you're ready to kind of move on to the bank account stage here.
So the nice part about this, if you think kind of old world when people are kind of doing these volunteer jobs, folks are intermingling these things inside their personal finances and having to try and try and keep things separate.

So this this allows you to kind of keep everything you know with a nice clean line in the sand. And so as you come to the bank after you've gone out and gotten this EIN or tax identification number, which again as soon as you hit go through these.

Steps you're gonna immediately get online. A confirmation letter. I would say, you know, save that to PDF or print that off.

Keep it for your records, we.

Don't even necessarily gonna require that of you.

We're really just after the number, but I always wanted you to know that.

Couple other things that I would say just as we're preparing for, don't pay for it there.

I mean, they'll be, you know, as you try and Google search and things like that.

Sometimes you get these services you don't need to pay anything to do that. One thing to know you do have to do it all in one setting.

Now again, there's only like 5 or 6 questions to make your way through, but if you do it and then leave and try and come back, then you're you're gonna be starting over and the last one that I also always like to point out is you're not apply.

For a tax exempt status.

So don't think then when you got that that you're now a nonprofit organization or anything of that nature.

And so you're you really are just getting something to kind of draw that line in the sand and we even kind of tell you here there's an entity type of sports team community.

And so you they know, I mean, you're you're telling them exactly.

You know what the purpose is of this are for and essentially what you're telling them is I'm doing this so I can get a bank account.

So once you come into the bank or we've actually even just polished up and and finished out making sure that we had everything ready, so.

So even if you didn't want to come into a branch, I've got a link that's gonna come to you that from our virtual branch, you can actually go through the whole process there.

And complete all the questions that are necessary.

It'll feel like maybe one or two more questions than when you see this form that I show you only because in the auto world it's kinda adding all those things in, so the account gets created automatically and whatnot.

So for example, you put the team name in twice. If you'd walked into the branch, you're gonna have done it once on this form.

That gonna. I'm gonna show you.

Yeah, the the PBR or the manager would have taken care of that for you. But we are circulating this here at the bank both at our branches and specifically I'm talking to our N OKC locations, Edmond location. Some of those that you're probably most close in proximity to.

That you can go into any of our branches.

You don't have to talk to a singular person, you know, to a single person or or or one person specifically.

Or again, if you don't want to go in, you can do all this online.

And and it'll all be able to be taken care of for you.

So this kind of tells you what you're gonna need to know, and really, all you're gonna need to know is who the people are that you're putting on the account to be able to transact, right?

So obviously the Treasury's probably one of those I haven't even been through it with Brian in terms of, you know, best practices or exactly what we go through. I did put on here, you know, a few little tips that again, I usually recommend having two signers but.

Again, that's just.

You. So you're not always having to be tracked.

Down, if you're a person who travels, you know any of those types of things.

It also I will tell you this line in the sand between the two. It's not just for the club's protection, it's really for your protection as well.

You know, it just makes it much easier and and then, you know, people can't make accusations about things being in, you know, intermingled with your personal finances and and whatnot.

So again, these are just some kind of good practices as really they kind of talk to the Treasurer primarily, but I know.

Depending on how teams are set up sometimes.

Those lines can be a little bit little bit blurred there, but know who all you're gonna put. My main point there is know who all you're wanting to be on the account because the club does not own the account.

Oefc the the our organization, it is a parent organization over you, but we do not own the funds or own the account.

Your team owns that account, and so one of the things we are doing though is we're trying.

To set this up so it's easier for you guys to interact when you think of things being in that manner so.

So this really is all that you're gonna need to have filled out.

It doesn't quite look like a form here yet, but when it comes to you, it's actually gonna be a form.

Fill it's just, by the way I'm displaying it.

So when you receive this, these are gonna be form fill fields for you.

So you're gonna put the team name on there again.

The same team name that you put on the.

Fax identification document and one thing I will point out and I gave you a little tip and I've breezed right past it 'cause I never.

Think about it.

But Brian started to give you a little bit of a clue there too.

We would appreciate if you kind of keep the formatting of the club only because it's gonna help with servicing later on.

Let's say you got a call in the customer service or something like that and all of a sudden when it doesn't say OEFC and it just says energy on the front or something else and they're trying to find it, it's just not as easy knowing the large group.

Of accounts part of we're trying to do is again, make it easy for you to get serviced when you need to.

So that could be something just like getting your password unlocked or something, right?

Things we all go through every day, but that's gonna help them know exactly what they're looking at with 'cause. Remember, just like that list Brian just had, they're also gonna be pulling up something and potentially looking at like 100 accounts that look fairly similar. And so we.

Just wanna make that as streamlined as as we can for you. And so again, you're gonna have the team name from that form. You're gonna have that tax identification number that you've been provided.

Again, you can also, you know have the copy of your confirm letter there if you want, but we don't even necessarily have to have that.

But you're gonna put that number here, and then you're gonna put who those authorized parties are.

So again, that could be your treasure and your manager.

How, however exactly and I may be breaking the rules here and telling you what to

do on certain ones?

But what?

What the club's helped and advise there with, but bottom line, these are the people who can who can transact on the account.

They can get a debit card on the account. If you're going to be doing payments that way.

They could have online access to do things for the team.

They could sign checks, everything you think, or with a with a normal account, and then here at the bottom is the two signatures. What this middle portion does. And again, This Is Us trying to make life easier for everyone going forward over time.

This does two things.

One, it says that the club can also have that account in their view.

Again, they will not have any abilities to transact on that account or withdraw money from that account.

Or do any of those types of things.

It's an inquiry only think kind of like almost if you gave your accountant your online piece and some people do that on times, it's so that they can help to do business.

The other thing that this is gonna do is allow for you and the club to trans.

Funds directly between the two of you.

Neither of you will be able to pull money away from each other, but you can push money to each other through that tool.

So think field rental fees, right?

You've gone out and you've collected money from there, and then you're making this payment up to the club.

On the flip side of that, maybe you've advanced to Regionals and the club is doing a little something to help out and they're trying to push those monies out again rather than having to distribute checks or even use ACH and wait the day or two because those are.

Accounts here at the bank.

Again, what? You'll have a tool there that literally you'll be able to just go select the two accounts and say here's the amount I'm transferring. Put a little memo note on there and it'll be done.

And so this is all that you're gonna need for that.

This essentially answers all your questions inside of that online application as well.

You'll see things like address and those types of things, common sense questions

that when you think about your e-mail, you think about your phone number.

Obviously you know those things.

We don't need you to tell us all of that on here.

This really takes the place of the quote UN quote, legal documents that a bank would normally be asking for you to walk in with and they'll say terms like corporate resolutions and things like that.

Obviously you don't have those types of things. That's that doesn't make a lot of sense, but also in the future and it could even be mid year, maybe somebody moves.

That type of thing, and we need to make a change.

We don't have to start all over.

Literally we can.

Redo just this with the new author with the new signers on there and nothing else has to be done.

We're we're good to go there. And so I just want to point out a couple of those things of of kind of the why's and so that gets you to the account being open.

So I'll kind of pause there for just a second because I know I said a ton and just ask if there are any questions or I'll even say if you've experienced any problems and you think you know it's it's beneficial to the group to kind of ask that.

Here.

Now, if you're just off on, you know, a small side and you're saying haven't got my debit card yet or whatever, get with me. I can make sure you're you're taken care of in those spaces and we'll talk about some of those pieces here in the next but.

Wanna make sure we can get it past that, that first hurdle 'cause. I know I've seen at least a couple of questions over last week or so come in as as people were trying to go through that process.



GORDON, BRIAN 35:27

Yeah, real quick. If anybody has a question, you can hit their raised hand section and we'll get you off mute.

Or we can just keep going.

Oh, go ahead, Katelyn.



Caitlin Collamore 35:41

Hey, I was just wondering if both if you do put an additional signer if both signers have to be present. If you go into a branch.

JH **Jason Hawkins** 35:49

Both signers do not have to be present.

I won't say that for always account opening an account with us, but I will say in this situation again we're we're trying to make the life lives easier. The one piece and you'll you'll have seen it up here. We will still want to have their ID, but you.

Can have have already received.

You know, they could have text you. The copy made a photocopy of it. Whatever.

Ultimately, we're going to be trying to get that from them, even in a worst case scenario, I mean.

As you saw, we're doing online banking.

Pieces and whatnot, we can get that from them after if you know, if it just hasn't happened or just wasn't a a great situation.

But we can go ahead and get the account opened up. We can get them on there and it'll sit, you know, as a little bit of an exception. But if you're wanting to kind of be able to walk in and say, here's my stack, I'm ready to roll.

And they're not going to be there if we've got their signature and we've got their. Driver's license or you know what they're using as their identification there. Then we're good to go.

CC **Caitlin Collamore** 36:48

OK.

Thank you so much.

JH **Jason Hawkins** 36:49

You bet.

 **GORDON, BRIAN** 36:50

Michelle, you had a question.

You can come off mute.

MS **Michelle Sopp** 36:59

There we go.

Sorry, just to verify, we already have a bank account set up and I'm just taking over as a treasurer, so I don't need to set up a new account.



GORDON, BRIAN 37:01

Yep.



Michelle Sopp 37:07

I would just be transferring, correct?



Jason Hawkins 37:09

That is, that is correct and what I'll say because some of this document here are new process. If you just tried to walk into a brand, this restaurant a little bit of this is getting getting created as as we're rolling here.

So I'm working with our customer service department.

I'm working with our branches to, you know, kind of try and get them up to speed.

I'll never say you won't get a blank look because I can train as hard as I can. If I get enough people involved.

You know it.

It may not make it there.

But no, we should not have to do a total reopen or do any of those types of things.

Even though we didn't have that form I what we can do is just fill out this form with the appropriate people on there for who are to be the current authorized people.

And if that's simply an ad of a person you know, let's say what?

Let's say you had two on there and one's coming off.

One's going on. Then we can just do the add as well with, you know, with a notation of who's coming off.



Michelle Sopp 38:05

OK.



Jason Hawkins 38:06

But but but simple way if we fill out that form with what it's supposed to be now. And then we just reference and know, hey, this is, you know, for already existing account 1234.

Then we're we're ready to rock'n'roll.

 **Michelle Sopp** 38:19

Perfect. Thank you.

 **GORDON, BRIAN** 38:22

Right. And then Brandy, you have a question?

 **Brandi Davis** 38:28

We have two managers and a treasurer, so do you recommend having both managers on the account or just one manager and one treasurer?

I mean, like all three people or just two.

 **Jason Hawkins** 38:43

Brian, I mean, I I don't from the bank's perspective, we don't care.

 **GORDON, BRIAN** 38:49

I mean, as long as, I mean it's really anybody who'd think would be transacting or need to have access to the bank accounts. I don't know that there's a necessary if we're going to trust you guys as manager and treasures, I'm OK with all three of you being.

On the bank account.

 **Jason Hawkins** 39:01

All right.

 **GORDON, BRIAN** 39:02

If it becomes a problem, we can adjust.

All right, let's get going.

We got a lot to go through. Go ahead and keep moving, Jason.

 **Jason Hawkins** 39:10

Yep.

Perfect. All right.

So I'm gonna flip over now.

Give me just a second here.

And yes, I am still here by -2 seconds.
Nope, didn't make it.



GORDON, BRIAN 39:19

Oh.



Jason Hawkins 39:21

Give me one second.

Get back in here.

This is not what it will look like when you're going into the system.

You will actually be obviously hitting our website.

And and or app.

And so we'll talk through a couple of those different, you know, manners that you're that you're able to transact, but you're gonna have an online account.

I'm coming to this one because we've got a few more demo things set up here.

I'm gonna show you your view here in just a second, but a couple of things that we're gonna you're gonna be able to do the first one is that you're gonna be able to use also essentially the club's ACH.

To directly withdraw funds from players account.

So think in terms of collecting fees from people. So when they say, hey, I just want you to hit my account, we do not have card payment in here.

Obviously, many of you are probably doing Venmo cash, but like, like all, that's fine too.

But one thing that we did want to do is start to create these tools where you can do that from inside of here if that's best and easiest for you. The other one we get a little scared of just saying run a card is obviously sometimes those things.

A little bit expensive.

And so we're we're kind of weighing through that where ACH is not.

And so if you were.

Getting ready to 1st, I'm gonna use an example of a payment.

So let's say you were gonna pay your coach his per diem.

But let's say he doesn't bank with first Fidelity Bank or he does bank with First Fidelity Bank.

You don't really need to know that, right?

You just need to know, hey, Neil Hilton's my coach and I wanna pay him all of the

coaches are gonna be set up in the system as potential payees.

Where you are ready because they receive their payroll through the club. And so inside of this same system, their accounts with us. So you don't ever have to collect any of that information from them.

But two ways that you can go about it if you're just trying to do one person one time, you can do so again. I just went to ACH is all I did and it's called a quick ach.

It's a lot like Bill Pay, basically, and as you come into here, all you'll see here is your teams account.

Out right. Because I'm on this one that has a couple of accounts for demo purposes set up. You see a little bit more, but I'm gonna pretend I'm the 09 boys for a second, right?

Payment company. You don't even have to worry about that.

That's already going to be defaulted for you transaction type and this is really the magic. If you're paying people, you're doing payments, right?

So if you're pushing money out the door, you're doing payments. If you're collecting money. So if you're getting dues from people.

Or whatever it is that you'd be collecting.

You know their monthly team fees.

Then you'd be doing collections.

So again, our example was.

That we're going to pay somebody this description doesn't matter, but you could do it as, oh, this is the Plano per diem or whatever you want, right?

Just for your own.

It's a memo line. Basically, if you think of a check, you're going to input your dollar amount and we're going to say, OK, he gets \$100 per diem for then, and this is when do you want to pay him?

So you could also set this up a little bit in advance. Let's say you know you're traveling. You're whatever, and you don't want to release the money to him, but you don't want to forget either.

Hard to catch him.

That type of thing.

Then you could set that in advance, but what you'll see here is you can pay same day. Up through 3:00 PM at 3:00 PM, it has to push to the next day.

And what you'll see is this advances.

So that's why I can't select the 18th right now because it's past 3:00.

Pm can't select the 19th because it's a federal banking holiday.

And then so the 20th would be my next option, right?

So I'd say that that's just again, when do you want it to go?

And then you're gonna come here and you're gonna say, well, who do I wanna pay?

And I'm gonna say, oh, who is my coach?

Oh, look at that.

We scored Ted Lasso's our coach and we're ready to rock'n'roll.

His information is all in here already.

You don't have to do anything with it.

You're going to submit it. It's going to say, OK.

I need to know for sure that it's you want to be really safe. So to factor authentication and again you can have your phone in there for text or e-mail like that's kind of a preferential thing. I'm going to look at my phone here and see what the.

Code was.

And it is.

659921.

And we're done.

So we've now paid our coach again.

That will go out on the day that I've selected, but again, that money is gonna electronically transfer to him, whether it's an account here at the bank or if it's an account elsewhere, doesn't matter.

And so that that's a good example of kind of a one time. You can also have what you're gonna see here, what we'll call a payment template instead.

And basically that's a group of payments that you're gonna do instead.

So if you're thinking about withdrawing fees from people.

And you say, well, yeah, every month I've got to go get it.

Maybe their mounts owed is a little bit different, but I'm gonna go to our.

Team do or no, I think I said sample.

Oh no.

And that was it too, but.

My examples are much more humorous.

So again, I'm going to pretend that our coach had a great year.

Brid DK has come back to the club, so he's not playing for this team. If you don't know who Kevin Sullivan is, he plays for the use. Probably the best youth player coming in out of them and let me know them all. If you're a Barcelona fan, you.

Know it's probably the best 17 year old out there.

And so those are the players that you've signed and believe it out. You're still going to collect training fees from them.

Right. And so I'm set up ready to collect from all these people.

Well, so I can just come in here again.

They're all active, and I'm just gonna come in.

I'm gonna go well.

Ek gets a little bit of a discount because he's already gone pro Calvin.

Nah, he's still up at the full for the month.

Lameen actually got a little behind and so he told me, hey, I'm good now. I got paid.

Put that in there and then I'm gonna say save.

And again, I'm gonna go here.

Thing.

Come on.

There it is.

Hi and it is ready to review and submit.

Review and submit's the exact same things. When I said submit on the other one. So I'm just saying, when do I want it to go and that type of thing? So I'm not gonna take you through that whole process just for the sake of time because it.

Becomes that exact same process to say when did you want to do that?

I'm gonna show you one other thing here.

So again, that's the the main difference there was that I.

On those I'm gonna I selected collections or I have this set up as a collections file or debit file rather than a payments file and that's because I'm bringing money into our team account rather than pushing money out to somebody.

So I did also set up just a quick little sample measure.

Yours will look more like this. Again. It'll look very similar.

Not this part, obviously.

I'm gonna get you back in back inside.

So when you come in, it's just going to be your team account there, right?

I will say if you are a person who happens to be a treasurer for two teams or that kind of thing, you know you're on two accounts. We have no problem adding both of these here for you, right?

So we want that to be convenient for you, but for most this is what this is gonna look like.

And obviously, we went through the ACH options already.

I just wanna show you the transfers.

So you as a team manager are gonna come here and guess what?

The only account I have there.

To take money from is my own.

I can't go take it from anybody else's account.

Well, we're not going to have you transferring team to team again if you guys start to see that as a big need, we'll talk about it.

But typically the only people you'd be paying is OEF Cs operating account, right?

You're pushing money up to the club. You tell them how much. When do you want us to go?

And there's the description.

Fall field rental, right?

You say submit the money's transferred and done on the opposite side. If I go in as the club back over where we were at here, all they will have is their account in the front.

They can only push money out, but they'll have all the teams listed over here 'cause we don't know which one they're gonna be paying at this time or or need to. But our treasurer for the club.

When making that payment, would select your team's account here.

And then she would come in.

Same thing. I'm sending you \$500 reimbursement for the referee fees that you advanced that we agreed to pay for and submit and the money will immediately come into your account and that's all that has to be done for any of these internal accounts as you're trans.

Money back and forth.

You don't have to go through the whole ACH process.

And that really is about it in terms of the day-to-day of how you've done it. What I'm gonna do is work with Brian.

And and have you guys fill out a very basic spreadsheet for me? It's gonna have like 5 pieces of information, which is like the parent, the name on the account you're taking the money from the account number, the routing number, the jersey number. Oh, and whether it's a.

Checking or savings account, the reason that I'm doing that is as you supply that to me, I'm gonna be able to put all those in there for you and you not have to do any work.

I'll be able to upload them and just create those payees.

For you and create a template for you so that you're ready to rock'n'roll.

You don't need to learn to be Ach masters and and run a business that way.

I want to get those templates in place so all you have to do is your kind of day-to-day side of it.

And then we'll be able to also manage, you know, if you get changes of, hey, this person closed the account or you know the changed accounts, all that we'll have a process in in place for that here for you.

So questions specifically on the online system.



GORDON, BRIAN 49:47

Do you have any questions you can raise your hand?

This is really good stuff, folks.

I mean, the cool thing about this is first fidelity has been a good partner of ours and Jason and his team has have developed this for us.

Specifically, not for, you know, general businesses and whatnot.

This they put all this together for us in mind. And so we really appreciate the partnership in this trying to to create a simpler way for you all to manage the team finances. And so obviously if there's things that you see within this where you would say hey.

You know.

Would be really great if we could do this or if we could do this.

Then definitely share it with with Jason.

Jessica, do you have a question?



Jessica Stricklin 50:32

Yeah, I was just curious.

The collections look like that would be through ACH, we've historically done.

People can pay with a credit card or some other form.

Is it only ACH or how does that work?



Jason Hawkins 50:46

Yeah, we have. We we we have.

We have not rolled out a card payment option yet, so again I don't don't have an alternative there for you that that's through here.

That is something that we're we're discussing and and trying to work on and and look at, like I said, the other side of that that we've been discussing with the the club is when we start collecting card payments, how expensive that can get on time. And so we're trying to figure out how to continue to, you know, again merge those. Things together. And so that there are easy payment options. But again, there anything that you have done in the past, there's nothing that prevents you from any of those.

And that's why I said, I know there will be people doing been MO cash app whatever you know, tied a card to this to do it this way.

There's there are lots of different payment options out there, you know, and we are gonna so.

A.

We appreciate that feedback and we are gonna continue and I'm not gonna say that we're.

We won't get there even, and I'm not gonna say short period of time. 'cause. I don't like to make false promises, but it is already kind of part of that discussion that we're having with them. As to you know, how do we how do we continue to do?

Exactly what it is that you need to be able to to do your business.

JS **Jessica Stricklin** 52:07

OK.

Yeah, I was just trying to understand the mechanism, if that's like the Treasurer, manager needs to collect all of that info and load it in themselves or how you tie those in for a seamless payment the way it it looks through what you're showing.

JH **Jason Hawkins** 52:19

Yeah, yeah.

And that's why I was saying so a spreadsheet is gonna come out to you guys. You you all would do the collection at this point in time. We have had discussions about do we create an online you know form of some sort for someone to to bring in. With the right fields, we're just not there with it quite yet, because there's even other discussions where we're saying, what can we get from got soccer and how like is even registrations a different process today.

And so we're kinda.

You know, taking this in in bits and pieces. So today that again that process would be

we're going to send out a spreadsheet, anybody that you want to have loaded into the system, you'll provide us those four or five pieces of information for the team, I'll say team.

As a whole, doesn't mean everybody on the team is on it.

Somebody may not want to.

Somebody may be card person, whatever it is. But for those that do want to do that.

Then you'll have the ability to have collected that information and then as you hand that off to us.

Here at the bank, I'm gonna have our team take care of that. Actually getting loaded into the system so that you don't have to go through all those other pieces.

 **Jessica Stricklin** 53:29

OK.

Thank you.

 **GORDON, BRIAN** 53:33

All right, for the sake of time, Jason's available for us to ping him with emails or questions as we kind of dissect this more. Obviously, the benefit of this is that if we all standardize on 1st fidelity from our banking, I think the vast majority of our.

Teams are on 1st Fidelity, so let's see if we'd like everybody to start rolling over to 1st. Fidelity as a whole.

I know there are a couple of teams still working with crowded we can work with you on off boarding with them.

But we want to get everybody into the season.

And then collecting as well.

So just work with us on that, Jason.

Thank you so much for all your work on this.

 **Jason Hawkins** 54:09

You bet.

 **GORDON, BRIAN** 54:09

Thank you so much for taking the time and sharing with the the group. I'm sure there will be a lot of questions and a lot of tidbits and suggestions and things, but we'll get those to you as they come out.



Jason Hawkins 54:17

Yep.

Two other just very basic main points, Brian, just in terms of points of servicing for them, just so that they know it's there and available.

So the the online system also will have an app. Everything that you're seeing here, you can also do in the app. I will say, depending on how heavy a lifting, just like if you're paying a ton of your bills at once and trying to create all kinds of.

New payees.

You might not do that on an app, but you can do even the ACH stuff there.

But what I will say is you will have ability to do mobile deposit.

Of checks from the app as well. So that's one. Obviously any of our branches would be an option.

All the locations, all that fun stuff's out there, but also all of our ATMs and we have ATMs at all of our branches are all fully deposit taking for cash and checks.

And so you do that with the debit card and then the last thing that I'll say there is.

With with your debit card.

Again you can.

Debit cards for those also at any of our branches.

So you don't have to wait for mailing or anything like that.

They have instant issue that you can walk in when you're on an account and they can just print it off right there for you.

We can also mail you one, but just in terms of you know, if that's convenient. And with that debit card, again you can go to any of the ATM 24 by 7 and also make deposits.

Obviously the bigger difference there is if you're getting cash from people.

'Cause I recognize you may be getting payments at 8:30 at night.

Training and then you're like, OK, I want to get this out of my hands and and get it in so we can rock'n'roll.

So just want to want you to to know that all of those are there for you.



GORDON, BRIAN 56:01

Got it. Jason, will you stick around a little bit if anybody has any further questions, if you'll throw them in the chat, I'll, I'll let Jason kind of feel them there. That way we can kind of get through the rest of this presentation and get you guys back.



Jason Hawkins 56:10

Yep. Perfect.



GORDON, BRIAN 56:12

On to your evening.

Thank you, Jason, for that.

Let me go back to presenting.

And we'll talk a little bit about how you're going to use that system, so.

So still on treasure specifically.

So we'll talk a little bit about the responsibility.

60s here.

Specifically, they're an agreement between you and code to keep the code engaged on everything that you do.

I keep reminding the code they're the only paid person on the team, and so they have to be involved and have to help you with decisions.

Traditionally, the Treasurer manages the bank account, the finances, the coach still needs to understand the finances, understand where the bank account is obviously working with first fidelity.

Establish A-Team fee collection plan.

So team fees for those who are new are basically anything that is charged specifically to the team that is shared across the roster.

So think tournament registration fees, field usage fees, coach per diem, things like that.

Some teams will charge on an event by event basis, so when the bill comes, they charge.

They divide it up and charge at that time.

What seems to be easier for a lot of teams is to build.

Kinda go with an average budget.

And then Bill, averagely across the month.

That way, parents can.

Kind of plan around that kind of that expense and and save it and that way that ACH really kind of comes in handy when you can pull it from them on a regular basis. And then provided an account balance or a statement to each of the players it.

Doesn't have to be super whiz bang.

Kind of a statement.

Just a quick Excel spreadsheet or something.

And then, you know, work with your coach on attendance.

Versus paying.

So there's always situations where a kid can't go to a tournament or go to an event.

By policy, if a player's on the roster, then they share in the fees.

Coach needs to understand the policy and if they want to give a little bit of wiggle room to an injured player or something, then work that out with the coach beforehand.

And then make sure you're communicating to the coach and to myself and Jenny on anybody who gets delinquent.

We understand players get behind.

On fees at times, but if they get over 30 days, let the coach know, let us know.

Tradition by policy, they're supposed to sit out, but we'll work with players if they're if they're getting behind by, you know, 100 bucks, 200 bucks, we can probably work with them and help them get caught up.

But what we don't want to do is first time we hear about it is when they're \$400.00 behind.

So just make sure that you're working with.

Us and the coach on keeping that everybody up to speed.

As far as fees, this is out on our website for every player and every coach and everybody to see.

Registration is \$295 and then the dues are for the year dependent upon the program. So 901 thousand, 1100 and 1300 based on the program.

They're in uniforms are coming in around 350 ish depending upon how many items you get, whether you're a keeper or not.

And then as we talked about, there's team fees there.

You can kind of see.

How the team fees are broken up and if you really want to dig into it on the player.

Forms page on our website we have a team fee document that goes into details on every element of team fees, so make sure you pull that and then if any player has questions you can send them there to research that as well.

Financial aid.

Hopefully if players are looking for financial aid, they put in the application. If they haven't put in the application, encourage them.

To do so, if they are needing financial aid, we actually allocated half of the applicants their financial aid today, so we're starting to roll them out. But if anybody has any questions, there's information on our website under financial aid, the high level most important thing is that Finan.

Aid only covers dues.

It doesn't cover registration fee, doesn't cover team fees or uniforms.

So if a player's saying, well, I'm waiting to see if I get financial aid before I register, they're not saving themselves.

Saves anything because registration fee is on their part of their responsibility anyway. So encourage the players to register. But we really try hard to fulfill as many financial aid applications as we possibly can.

We've been pretty successful over the past few years and so certainly encourage people to do that if that's something they need.

Part of financial aid to also let them know is that they have to volunteer hours.

You don't have to police this.

It's not your responsibility, it's the club's responsibility and more to the point, the players responsibility. But you might share with them that there are a number of events that they can volunteer out to fulfill those hours, so you know they can go out and and there's lots.

Of chances to get get in those hours and meet them.

They have to have those hours by the end of the year, but by the time they apply.

Once again for the next season.

Jenny's e-mail address is on the the page and then of course mine is as well. If you do need to mail in the check, we're having it come to my address.

So that's my address.

And again, if you need to point somebody to 2025 fees, that's on our website under that particular pathway. And then lastly, do your very, very best not to commingle personal and Team Money's, I know occasionally somebody will.

Will need to front A-Team to get, you know, let's say an OPL registration fee in because you haven't collected any money, understand that.

That's kind of a situation we want to try to avoid that the most we can, but once you're in the season, there really shouldn't be too many opportunities to commingle.

You know, money between the team and the personal.

So let's just try to avoid that.

And then rule of thumb, do what's cheapest.

You know from a coach per diem whether they should fly or drive.

Work with the coach, but if it's even, then I would, you know, or if there's a drastic difference between the cost, do what's cheapest for players and families.

It's always keep the cost in mind for players and families.

You're not a collection agency, agent. Coach needs to help getting players current if they get behind, we'll work with the families.

As I said, if you come up.

In a situation where you're not sure what to do, just reach out.

We're here to help you help to try to make things as simple as possible.

And then common sense tends to prevail and make everything easier. So just follow that.

So I think I did see a question in chat.

Does everybody pay for the postseason as well?

We try to have everybody, the everybody pays rule apply as throughout the entire year.

We do know that there are special circumstances coming up again.

Involve your coach. If if we need to, then you can involve Jenny and myself and we can help kind of dictate what needs to be done.

And with that, that is all we had for treasure specifically.

Again, I do appreciate all the treasurers are on here. If you have questions about the banking platform.

Jason, I will have Jason throw his contact information or somebody to reach out to so you can ping questions. You can always send it to me and I can reach out to him easily as well. And then of course, if you have any just general questions, happy to. Help, however we can with that I want to do.

Our marketing team, so I believe Taylor is on and I think Rachel is on as well wanted them to spend a little bit of time just giving you guys some kind of best practices from a social media standpoint for your teams.

Social media is becoming a greater and greater thing with our teams and and great way of highlighting the successes the teams have.

So we just want to make it easy for everybody on how to do that so.

I've tasked Taylor with kind of creating some templates and some kind of walk throughs of what's easy for you guys to do and we'll have her hopefully very quickly kind of.

Or go through some of the stuff that they prefer prepared for you and and give you a rundown. Taylor you up there.

TB TEAM BUTLER 1:04:45

Yes, I'm here, OK.

I don't know, Brian, if you have that doc that you can share.

If not, I'll make sure everybody has it. But.

 **GORDON, BRIAN** 1:04:52

I do, of course.

TB TEAM BUTLER 1:04:54

I know you might everyone wake up.

This is the most exciting part of the call since we're done with the finances.

Like Brian said, we are the marketing partner for Oafc and we have been with the club for about 6 years now. When we started helping the club.

Just for perspective, you guys know how much social media and marketing has changed and it was about 200 people followed the club.

We had about 1.2 million views this past 30 days, so it's obviously a tool that we want to make sure you guys are utilizing and for those of you who are team managers who have your own social media accounts and have worked with Rachel in the.

Past I know a lot of people know Rachel.

She is the main account lead for OEFC in our team. I know that you guys are used to running your.

Marketing so please know that this is not to step on any toes, but we do want we are to the point now with.

So many players and just to keep OEFC kind of in the image mindset, you know that we want to be.

We want our best foot forward.

We want everyone to be as uniform as possible, so some things that are changing a little bit this year that we want to make you aware of is first and foremost, if you do have an account, we would love for everyone to update their team names on their.

Username. So just to make them uniform and that way we can find you.

It helps us when we're tagging you, when we.

Want to highlight you for recognition or find your coach?

So if you guys can update your Instagram is what we're focused on right now. Names to OEC the year of your team, boys or girls, and then the color associated or ecnl precn L etc.

If you do not have a team profile for social media and you do not communicate that way with your team, by no means do you need one. You do not have to have one, but at the same time, if you do have one, please.

Or if you don't have one, go ahead and create one.

So this guy, like I said, is specific to Instagram.

And what we want to do this year that we have never done in the past is make this available to you as well as all of the templates. So there are certain templates that we just know you're going to need throughout the year in the past R.

Again, when this was a lot smaller of a club would create all of those individually for teams, but at this point we want to make sure that you have them.

You can, if you're familiar with Canva, someone on your team is familiar. If you're not familiar, have that person run your social media. If you're the team manager, I know not every team.

Wants to run social media, but you may as a team manager want to reference a lot of the information we provide.

So even if it's an Instagram post, you obviously can take that and share it in your team, snap any communication materials that we share throughout the year will be available for you to share in team SNAP or in text messages. However, you need to share them so that.

Said this document will live on Google Drive.

We will send a link following this e-mail or following this call an e-mail with a link so that you have this guide.

It has everything in it that you need and just some general reminders, Brian, if you go to page 2, you guys can kind of see an example of the templates.

That we have created and will be uploading for you guys to use on June 30th and July 15th.

Those are two dates to kind of reference.

We will e-mail you ahead of time. Every team manager will get an e-mail letting them know.

Hey, the templates are all available.

Essentially what we're wanting you guys to do is drop those templates in to Canva.

So or whatever program you use in Canva, you can drop apdf in and edit it. Now

because we created the file there and it makes it easy for you to edit, add in your own photos, add in your own team names.

But there are certain things that we know you may want to use throughout the year when you're headed to a tournament, when you have a schedule announcement, when there are results you want to share, we want them to look uniform and that just helps us when we share.

It too, to share it on OEFC.

So that you guys, you know, everybody's kind of looking the same.

Player spotlights, team fundraisers. If you have one, you know we have a generic templates for that and then ecnl teams. If you're an ecnl team, we know that you actually have a completely different brand look outside of OEFC. And so those templates will be available for ECN L.

Teams as well.

And then we will also have in this folder the general kind of reminders and graphics, even how Brian just shared on that screen volunteering events.

That will probably be.

I took a picture of it just now. 'cause. I'm like, we need a graphic of that.

And we will put that in the folder for you so that you don't even have to create anything.

You can just pull.

Hey reminder, we need volunteers for beat the heat.

We need reminders for winter showcase, so those assets will be made available to you and we'll send you guys updates I put in here the size considerations because if you are someone who has built graphics, you know that it changes every week on some of these platforms, so.

This is the latest and greatest.

And helpful to use and then we will also have like a hashtag recommendation.

Use those things as you want. If you're if you're sitting there wondering, well, do I create anything? If it's not one of the guides that you guys have provided or that I can use, absolutely, we will say, you know, don't go out there and create crazy things. I.

Don't think you would do that anyway, but reels are something that absolutely get huge engagement that we would look for you guys to share and that wouldn't necessarily have all the branding that has been templated.

So if you go down to that third page, you'll kind of see just an example.

Of the different areas that we will rely on team managers for throughout the year and so some of those obviously reminders we just talked about things that are coming up, the files that you guys can pull and access again from Google Drive, it will be an open Google.

Drive folder.

I know everybody's probably been on a call before and said I can't get access to the folder.

It is completely open, but after July 15th we're going to restrict it so that only team managers have access to all of those files.

So please make sure that you have gotten in there before hand and then one thing that we do want to talk about is the tagging and the collaborations.

So again, in the past people have said things to Rachel, myself, a coach, to share out there.

We all know that on Instagram.

And probably Facebook.

I can't remember off the top of my head that you can collaborate with us.

So we're going to rely on you this year as teams.

To collaborate with OEF C's main accounts so that we can share those things if there are certain. When you read this times to collaborate and certain times to tag, we're not going to be able to share everything.

Like Brian said, there's so many teams, 1700 players.

It's kind of hard to recognize everyone, but there are some very big wins that we do want to recognize. And so we'll put those out there, collaborate with us on those and then tag us and everything, you know, especially stories and stuff like that on the last page.

Of the guide.

That you will see.

Oh, I'm sorry.

I didn't mention one other thing.

Go back to that page.

There there is something this year that we would also like to rely on you guys for.

We're going to have challenges throughout the year.

We kind of did this a while back, but just to keep you guys engaged, whether it's something coming up for paint, the pitch pink, which is a fundraiser that is held in October, or beat the heat, you know, anything we may just kind of utilize you guys

as?

Team managers to reach out to your teams. If there's someone that would like to be featured, we kind of love to have.

A player or two on every team across the club that we can reach out to if we're doing a video reel, or even just needing a reminder, you know, on things that are coming up, like when our showcase, if there are some kids that would be interested in.

Being featured please.

We will be on the lookout for them and we send you information on how you can give us their contact so that team challenge, you know, look for a first e-mail to be sent coming up. But outside of the folder on Google Drive and the team challenge. And some of the nomenclatures that we've put in the guide, it's pretty self-explanatory. The last page of that guide includes some of the helpful links.

If you're like me, bookmark this.

Save it on your desktop.

Take a picture of it.

But essentially I wanted a place for you guys with all the information above that you can obviously read and get to know how we market or manage the club, at least on Instagram. These are the links on this last page that are most helpful. So.

Obviously a link to the Google Drive folder will you will find it.

Everything that we will say for you to use.

There are also some things that you may just not be familiar with.

I went in and recently made sure that it was all working properly, but there is a photo upload on the homepage of the website.

We've kind of cleaned that up a little bit, so if you go in now those that's where you would upload.

I know some of your amazing photographers, and if you wanted to upload high res images or videos you can do that on the website.

We also have a schedule every quarter.

That you can kind of look and say if I need to send a reminder on jerseys being ordered, obviously that's around the corner.

That'll be one of the first things that we put out there for you to use.

That schedule will tell you what we have coming up that we want you to help us communicate to your teams because we're going to rely on you to do that this year.

And then there's an ecnl folder specific to those those teams, and then any of the current graphics.

So this document will live.

Brian and or I will send it out and this will be.

Something to say just so you can reference those kind of specific links throughout the year?

So you'll see that we built most of this for Instagram, but or we built this base on Instagram, but for now would love for you to follow the same kind of approach or the same templates. And in time we will build if you have a certain channel there.

Touchpoint you're using some of these templates.

We you may reach out and say, hey, I really love this same template.

We use Twitter a lot. We use.

Tiktok a lot, whatever and we will see how many of those requests we get and create.

Additional templates for you guys to use, but the goal is is for like I said at the beginning, we're to the point now with this club, which is amazing that we want to look professional and we want to look like the best club in the country and so.

We in order to do that, we definitely rely on you guys and to get the information out.

So the first two things that I'll be sending or making sure are available to you to use are be the heat and the opening night event. The opening night events going to be, I'm sure Brian will talk about that a second.

And first time we've ever done it.

This big at least.

And so that will be something that we would love for you to capture.

Take photos of your team. Share them.

Have all of your accounts our goal date to have all of those accounts updated to be a uniform name and are managed would be August 2nd, which is the day of the opening night on the pitch.

So I went through that fast because I know I have four children in this House running around, and I'm afraid they're going to interrupt me so.



GORDON, BRIAN 1:15:36

Mm hmm.



TEAM BUTLER 1:15:41

It's a lot of information in there, but please read it because we made it as simple as we could.

And if we can get to a point in this season with some of the team managers really

helping us push the consistency of OEFC and some of those reminders, I know that I'm a parent. I appreciate reminders on social media and we want to make sure that we.

Have those things available for you guys to use and then last but not least is most of the things that you'll see that we repeat on social media.

Well, of course, make their way onto the website.

And make their way into an e-mail.

That you guys will likely receive. So if you do not, if you've not signed up to receive emails, you can do that on the website.

Go on the website.

Enter in for your information. If you have a new e-mail address and we'll make sure that you guys are getting emails when reminders go out for that as well.

So was that fast and Furious NF am I good?



GORDON, BRIAN 1:16:34

It was pretty darn good.

I'm. I'm impressed.

I didn't know if you could do it in that period of time.



TEAM BUTLER 1:16:37

I know if I think some people out there might know how much I talk, so I was trying to do really good.

But if you do have questions, I put the info at e-mail is on every page of this guide we have access to that our team so as well as Brian. So if there's a specific question related to, well, we've never done Instagram, we don't have to use.



GORDON, BRIAN 1:16:43

Yeah, that.



TEAM BUTLER 1:16:58

This, like I said, you can still get on Google Drive and even if you don't do social media, utilize these assets and these.

These communication materials.

That we create so that you can share them with your team in whatever format they like to receive things.

So hopefully this will help you guys a lot and then you guys can focus on being parents and all the other things and we can help with some of the communication materials. And if you think of anything e-mail info at and you say you know what I'd really.

Like to have this every year that that's always helpful for us to know about as well.



GORDON, BRIAN 1:17:31

Awesome. Thank you very, very much Taylor. And and everybody and the managers, I know that that's a lot to throw at you at the very, very beginning. If you've got an enterprising parent on your team that's willing just take on social media.



TEAM BUTLER 1:17:32

You're welcome.



GORDON, BRIAN 1:17:46

Social media is not necessarily a manager job.

You guys have the greatest visibility to everything, but if you got a parent that wants to do it, or maybe really great at it, then.

Enlist them. Get get some help. There's get as many helpers as you can on the team.

Joe, think the team flow a lot simpler.

Let's see.

Michelle, did you have a question or is that an old hand?



Michelle Sopp 1:18:08

I'm trying to figure out where you sign up on the website.

I'm on it now and I can't find where to actually sign up for the emails.



GORDON, BRIAN 1:18:15

Home page if you Scroll down, I think it's towards the bottom third of the page.

You should see something about signing up for the newsletter, but it's on our main page.



Michelle Sopp 1:18:23

Oh, OK.

Thank you very much.



GORDON, BRIAN 1:18:25

You are welcome. All right, cool.



TEAM BUTLER 1:18:27

Like, yeah, it's on there and we will we can add it on other pages as well. Again, if you ever have things like that, that info at e-mail is the one to e-mail and we will see it.



GORDON, BRIAN 1:18:28

Thank you very.



TEAM BUTLER 1:18:36

Just go easy on us.

That's it.



GORDON, BRIAN 1:18:40

All right. Let me get back to.

My presentation and we'll get we'll screen through the rest of this.

Swap alright.

Give me one second and we're almost there.

Got it organized.

All right.

Thank you very much, Taylor.

And she did mention opening night, opening night. We're doing it for the first time ever.

It's always been kind of something that the clubs wanted to do, just a great kick off to the season.

Think bouncy houses. Think water slides.

Think food trucks.

Think of a DJ out there.

It's going to be at Edmond on August 2nd.

We're getting big backdrops for teams to be able to take Team Pictures in front of really just want to make it a fun event.

For everybody.

So make sure you guys put that on your calendars being put on by our endowment

group and they're organizing it.

So really really looking forward to it, something that I think everybody will have a great time on.

So just want to throw that plug in there.

All right.

Now let's get to the rest of what we've got to say.

So team manager responsibilities very similar to Team Treasure specifics are really between you and the coach.

But traditionally, team managers handle most of the team communication.

So think e-mail, text team Snap is a big thing that all the teams use.

Coach still needs to be consistently interacting with the team, so don't. You don't need to be their secretary.

You don't need to be their go between.

They need to have direct connection to the players and the parents, but for just playing of organizing, you know.

Practice moves or game moves or games coming up, things like that.

I know the coaches will look to you to help kind of shoot out that information. You'll be responsible for the team account as far as the the roster account that's got sport for the vast majority of the teams, for EC NL ECRL level teams, it's the new Ath.

One app, and I think most of the ecrl teams and pre ecnl teams are familiar with it.

The new teams coming in will kind of give you a little bit of a walk through on that.

It's pretty easy to use.

Travel, as we talked about, utilize engines.

They really have a great kinda concierge service to help you get things organized with your team, block out rooms and whatnot, so make sure that you guys are utilizing it.

That's another thing that if you have a parent that wants to help or can help with that.

Enlist them.

Have a travel travel volunteer for your team that can just take take that responsibility off of you guys.

Anytime there's a roster change, then you would be the one to communicate with me and provide updates from the coach.

I can certainly help walk you through what's needed on that, and then, you know, have the team documentation handy for games, tournaments and things like that.

We do like to have a team judger and a team manager be separate roles, just so that. There's a little bit more of a divide and conquer, so just kind of if I think most teams do have that treasure and manager role separated and then anything else just work it out with your coach. If you have a question you can ask me but the coach.

Can kind of tell you what their where their needs are.

Got sport for those of you, I think everybody probably should have been in got sport obviously since you've registered for the club, I think everybody has some familiarity with it for managers.

You'll log in with your own e-mail account, just like you did to sign up your kid, but now your your account will be linked to a team account you'll see under team management when you become a manager, you do have requirements to complete, so if your team is.

An OPL level team, you would complete the usys background check, safe sports and then their heads up.

Concussion training. That is a yearly thing that we have to do.

So just kinda keep in mind that if you've already done that last year.

You'll have to do it again if you've done, say, sports, you know that first module is a long one.

Every year after that you can just take a refresher until you cycle through all the refreshers and you got to start over again.

But don't feel like you need to take all three. Refreshers all at once.

Take the second or first refresher the next year.

Year after that take the 2nd refresher year. After that, take the third refresher.

But we do need everybody who is in a team official position like a treasurer.

Manager, you know social media coordinator, travel agent to have a background check run on them.

So we'll want to set them up.

So make sure you guys.

Have them complete that team official agreement link that was sent out for all you to become managers within your team account.

You'll see your team, and that's where you'll retrieve your official roster player cards.

Both of those will be under the the Oklahoma Soccer Association 2526 registration.

Event I'll remind you of that because it's not always easy to remember, but that's also where you'll update player information like their photos and retrieve your lead game cards and apply for leagues like OPL or apply for tournaments that are supported by

godsport.

So that's really going to be the central hub for the vast majority of you all for those who are EC, NL, Ecrl, ECR, frontier.

Or pre ecno level teams like I said, you'll use athlete 1.

You'll need to download the Ecnl app onto your phone because that's where it's all really organized. Once you, I add you as a team manager, you'll see your teams and you'll be able to get to the your US club roster, and you'll have us club requirements similar we.

Talked about the usys requirement.

It'll be a background check.

That background check cost money. Do not pay for it for yourself.

We have a voucher code that I'll give to you and.

Then we'll pay for the background check for you guys.

You'll also be able to get your roster and your game management where you can add players to the to the roster for a particular game.

The bat, nowadays, vast majority of check ins are going to be via the app.

So that's where you'll add the players. And then that's also where you check in on the sidelines with your app on your phone.

We are updating a lot of the teams in.

Teams in athlete won, but I'm waiting to update a couple of them to regionals is over and then for both Usys and US club. If you have a player who turns 18 for this next season or during the next season, they are going to have to complete safe.

Sports training as well. It's a really kind of a pain because the kids don't necessarily want to do it, much less know how to do it.

I put a walkthrough on the player form.

Website or the the manager corner website on our website where they can take that walk through it and see how exactly to get it done.

So if they have questions, feel free to reach out to me.

All right, what other systems might you run into just with depending upon what tournament you you apply to?

There's sport engine, blue sombrero, tgs, there's a lot of different systems. If you're not, your rosters are going to be built in got sport and or athlete won. If you're going to a tournament that doesn't use one of those, you'll end up recreating your roster. Because it doesn't.

They don't pull out of got sport, so you'll just retype in your roster.

If you have problems, let me know and I can give you some guidance on that one.

Team Snap, I think every team should have a team snap at this point.

If you do not have one or you don't have access to one, let me know and I will either add you to the existing one or create one. If there is not one created for you.

So just and then I'll give you guys ownership rights.

So then you can add your own players and other managers, add your coaches to it and so everybody can start communicating. If you're changing teams.

Then the team snap stays with the team.

So I just kind of keep that in mind.

That's similar to got sport. The manager moves and the team stays. And then most importantly, TeamSnap is for team updates only.

It's not really there to be a social media or a chat corner for all the parents, so help us kind of monitor it.

Occasionally, parents get a little bit excited or boisterous on TeamSnap and.

Shared many of their opinions.

That aren't necessarily meant for the entire group, so let's just make sure that everybody's using it for the proper ways.

All right, so what's next for 2025?

26 can't believe I'm saying that I am assigning players as we speak to all the rosters, so if you want to go into your got sport and see your team under team management, look under the 2025 core roster. That is the roster that I'm adding.

All registered players to so if a player is not listed on that roster and you're expecting them to join the team, that means they haven't registered by the time that I had last updated it and I've been updating it a few times a day.

So that'll give you kind of an idea of team numbers and who's on who's registered and who hasn't. If they're missing a picture, you can look into each one of those kids. Or if the picture needs to be updated, if they're missing a number, you should be able.

To update that through your team account and then once all the kids are in and everything's finalized, then I'll finalize the rosters at the end of July and freeze them, even though they're not technically frozen.

And I'll create the official roster and the player passes for you to print out and.

Laminate the passes.

And they are one sided.

And that you do need them to have be laminated or they get torn up all the time.

So let's take a look real quick at player cards, because this is important.
I've got four player cards here and only one of them is an acceptable player card.
From a photo standpoint, I think you guys can guess which one.
Yes, Sawyer is a good picture.
You can see who he is.
It's closer to kind of shoulders up.
Referee can identify him.
Jaden is not a good picture because you know referee can't identify her.
It's a great picture of her playing soccer, but the referee needs to be able to identify her and the group of kids.
Roman, obviously we need to have the kid without a mask on or a kid as they would present themselves on the field so.
You will get pictures of either five kids in a picture or you'll have a picture of a kid in costume.
Or something, or with a a ski mask on or something.
Ask the players to get a new picture and then lastly Dax is not a good picture because Dax is one of her coaches and so obviously this is a very old picture of him and so you will run into a few U-17, even U18 players who.
Are using the same picture. Haven't updated their picture from U-12 or U13.
Let's make sure that they get an updated picture as well.
That way they're easily recognizable.
And in fact, at the Ecnl and ecrl level, they'll reject the pictures if they're too old, or if they're not clear headshots.
So just kind of use this.
Start working through your players and kind of see what what the pictures look like and and which ones need to be updated.
So what do we do now between now and roster for you?
So new players they're registering as normal just like you guys did.
Did and registration will remain open throughout the year.
Just a couple of tidbits. We always run into this for those headshots, players will try to upload a headshot or you may try to upload a headshot.
Only GIF or JPEG versions work and they gotta be 500 kilobits or less. A lot of the time. If you take a picture with your iPhone and try to upload that picture number one, it's not in the JPG or a gift format.
And #2 it's like 4 Meg big.

It's way too big, so you got to scale it down.

I always have to use a computer to kind of crop it out and get it down to that size, but that if you're getting errors, that's likely the reason why you're getting an error. Jersey numbers obviously verify that.

The correct jersey numbers on the account, because that's what goes into the roster. And then if a player is moving from another club, we may get an error that they need to be released from that other club.

Just be aware it takes a little bit of time. If that's the case.

Alright, still running through almost to the end.

Additional teamwork or team paperwork.

So the team field agreement, those are being sent to your coaches, they actually come out in two days. So your coaches will get an e-mail on when to get, make their reservation for practice fields.

Just be aware and then once that's out, I'll put the links up on the the manager corner.

As well, but the coaches kind of are the ones that are supposed to be filling.

You know, keep copies of birth certificates and medical releases with you.

Because tournaments more specifically will want that on hand to be able to see a hard copy.

And then you'll need them.

Or you'll want them on the sidelines in case somebody had cause to question a player or a player gets hurt and you need contact.

Find contact information pretty quick.

It's good to have that available with you.

Birth certificates are being uploaded into the got support account.

But unfortunately got sport doesn't give you access to those, so you'll just need to make sure to get a copy from the players themselves. And then like we talked about the financial aid applications are out help players go ahead and continue to apply if that's something that they.

Need because we're still going to review them until we've exhausted the number of financial aid applications that we have.

You know, keep everything in the binder is the easiest way to do it.

Take the binder with you to all your events.

But that's really the easiest way to have everything on hand. For those of you who haven't seen them before, this is what a game card looks like.

So you'll need to pull this for every game and give a copy of it to the referee.

Referee will mark the score and any of the events during the game on this and then give it back to.

Typically they'll give it back to each one of you because each team gives this to them.

Sometimes they'll give it back to the winner of the game. If they do that, just make sure to get a copy of it or take a picture of it or something.

And so you have a version of it.

And then official rosters dot you pull from Gotsport as well.

And this is what it looks like.

These will be used more with tournaments in having to provide those for tournament check insurance.

International clearance. We'll spend just a minute on that. If you have a player with a foreign birth certificate, FIFA requires the US soccer to check every player with a born birth certificate to make sure that they did not move to this United States in order to play so.

They moved for parent reasons or any other reason than to play soccer, I guess.

So that we don't recruit a bunch of players from other countries.

Used to play in our club so they require a international clearance to be completed on each player. It could take a very long time. It could take a couple a couple of days if you have this instant come up let me know.

Players only need to do it once in their career, so most players are probably already gone through this process.

But if you have a player, just let me know. I can check and see if they've gone through it and then if they haven't provide instructions to.

And how to go through the process?

Uniforms. Everybody should have access to the uniform ordering system from a management manager standpoint. The coaches also have access to it.

You'll go into the system and build your roster within that, and then invite your players to go in and order uniforms. They should be doing that now. If you don't have access or have questions around this, reach out to me and I can fix that pretty quickly, but.

Basically.

Uniform numbers really are the biggest thing.

Make sure that all your players.

Players have uniform numbers worked out so that nobody's ordering duplicate

numbers.

Soccer USA does a really good job of policing that as well and calling out any duplications, but we don't want to necessarily rely on them and don't want to have somebody accidentally printed with duplicate numbers on their jerseys.

Again, if you have any questions let me know and then we always do encourage teams to buy a couple extra jerseys, whether they need to use it for a club pass player or.

Their jersey gets torn or there's blood on a jersey.

It's good to have a couple of jerseys on hand that can.

You can use in an emergency.

Mid season player changes.

So after we get into the season, if you're adding a player mid season registration, just know as normal uniform ordering is just as normal. Everything kind of just operates as we did at the beginning. If a player is being released mid season then they will need to Reg.

For a release on our registration webpage, we have a release registration link.

It's just another got support registration.

Like what?

Everybody signed up for.

If they don't ask for this release.

Which we honor pretty much every release we get. If they don't ask for this release, we won't know they're leaving and they'll continue to be billed their dues.

So if they want the dues to stop, then they need to request a release. If they do have an outstanding balance, then we'll work with them to try to get that before we do release them.

But if you have a player who is leaving the club for one reason or another, make sure to just point them to that release so that they can get that done.

For mid season changes, transferring players between OEFC teams. If you if a player moves up, moves down, moves to a different team, just shoot me an e-mail with both coaches on the e-mail as well as a parent just saying who the kid is, where we're going from and.

Where we're going to and I can make the moves in the system if we're transferring between clubs.

Then the originating club will have to release the player and then the new the player would just do a new registration as normal. So.

Just kind of keep that in mind because it does add time to it.

From an event standpoint, these are the tournaments that we have within the the club. So ese beat the heat.

It's two different weekends for boys and girls.

Girls at first, that's coming at us pretty quickly in August and then the N OKC spring finale is May 1st and then our own Winter Showcase is on December 12th. So those expect to participate in those.

Those are the in House tournaments that we ask our teams to play in.

Your coach will probably pick a few other tournaments to go to throughout the year. Just kind of help them keep an eye on whether to us club or usys.

Tournament more importantly, if you're a team that's playing in both like OPL and Pre EC and L, then you may you'll be carded as both, but you'll only need be able to apply to a tournament as one or the other.

So I can walk you through that if you get into that kind of situation.

Guest players and permission to travel.

Just follow the tournament rules. Oklahoma Soccer Association has forms for the guest player and permission.

Travel approval is pretty automated. You can find the links on their website.

I believe the actual form is actually in got sport.

And then one of the important things is that the team needs to decide at the very beginning of the year whether they want to participate in the postseason tournaments like Presidents Cup and State Cup, rather than waiting.

Because a lot of the time we run into teams deciding that they don't wanna do it late, even though it's been planned on and maybe even paid for. And so get everybody's concurrent early on. So everybody knows what's expected of them.

From a league standpoint, this just is on our website.

You can kind of see the breakout of the levels of different leagues, OPL being the vast majority of our club and then the ECNLECR levels and where they kind of stack up and the the.

The migration of you know of teams as they go through our program.

For the OPL League, just be aware that applications are open right now, so if you're an OPL team you can use your got sport account and go apply.

It does close July 11th. You do not have to have your roster.

All updated before you apply.

Just apply with whatever your roster is, or even a blank roster.

They just want the applications U11 through U14 will be falling a spring season separately.

And then U15 through U18 is going to be a single extended season.

For precn LECRL and ECN L.

And ECR, L Texas and frontier.

I'm actually applying for you guys, your teams, into those leagues right now.

There will be a league charge.

That'll be charged by the club.

Back to you guys will front the money for that and then have you guys reimburse us for that.

So look for the invoice on that here.

Here in probably the next month or two.

And then the coaches should know this.

But just so you guys know, 11 V 11 or U11U-12 is 99 U 13, U 19 is 911 V 11.

And then minimum roster sizes are basically 11 V 11 + 2, so 13. We recommend teams carry about 15 to 16 and then 9 to 9 is.

Minimum roster size is 11 and we recommend teams carry about 14 to 15 players on that one.

Opl league. So this is just timeline as you can kind of see it coming at us again.

Opio OPO applications are open right now, so go ahead and get those applications in shortly after it's closed, they'll start bracketing the teams and the docs will help kind of point people in the right process of how to or point teams into the right spot where they'll have.

Success.

You'll also have the opportunity to put in blackout dates, meaning the dates you don't want OSA to schedule games on for you, so you might be going to a tournament or one of our tournaments.

They'll give you a few days that you can blackout. The finalized schedules will be released for rescheduling need on August 1st.

What that means is they're going to release the schedules to you guys and then if you do have conflicts with other.

You know, with specific games you can reach out to the other clubs and reschedule.

Schedule those games and then the season begins on the 26th and it'll end for the fall season on December 7th, and for the extended season on February 8th.

So just so you can kind of get a view of the the overall landscape?

Rescheduling process.

So everybody's gonna have to probably run into this a couple of times, a a season. For rescheduling just biggest thing to keep in mind is you got to try to reschedule a couple of weeks before your game. If you think that something's going to come up, reach out to your opponent, come to an agreement on a new day and time, and then.

If it's at our complex, then you can reach out to ESC or N OKC.

Their website should have a rescheduling form on it.

That you can run through the process.

And request your reschedule if it's an away game, then it's the other team's responsibility to submit the reschedule request.

And then once they approve it, then they will go in and move your game and gut sport and on the schedule so that it shows up correctly.

The important thing is if you don't, if you don't reschedule prior to 14 day window. You may be responsible for the ref fees of the originating game.

So you know, work with your opponent the best you can to try to get that rescheduled early on.

I know there are instances where poems call you two days later or two days before the game and say, hey, everybody got sick or we just realized there's a prom or, you know, somebody's birthday party. Just let them know that that they'll be responsible for paying the.

Ref fees on the rescheduled game.

And they they should plan around that.

So if you have problems with that, let me know.

All right, Homestretch Club pass players. So what?

A club pass player is. It's a player within our club who can guest play in a league game with your team.

Coaches will often bring a team player from the team above them or team below them to help play in a particular game or to get maybe a look at them.

 **Erin** 1:44:34

Like they're not early risers, that's for sure.

 **GORDON, BRIAN** 1:44:36

It is done on a game by game basis, so you could have a different club pass player

per game each for U11U-12.

Limited to three club pass players per game for U 13 through 19, you get 4 of them.

So just make sure that you keep that in mind when you club pass a player.

I'll put them on the roster and I'll leave in there until you tell me to take them off.

So if you call me and say hey, I need to add these three more players, my next question to you will probably be do we need to remove the other ones?

So just kind of remember that.

And then Club pass players made club pass.

Between one division away.

So if you are in, let's say the second division, then you can borrow players from another OEFC team in the division above you, the division below you or in your same division. If you're in the bottom division, then you can only borrow players from your. Same division and the division just above you, but not like two above you.

So and then they don't allow ecnl players to club past in any level of OPL.

Just kind of keep that in mind.

Dual rostering. This is something we're gonna probably run into a lot too, and just kind of keep in mind because it takes a little bit of time if there's a a guest player or club pass player between the Ecnl and an OPL team, then we call that D.

Rostering and what it does is it basically we're gonna card that player for.

Us YS as well as ecnl depending upon which card they have originated in.

So if they're an OPL player and they need to go, they wanna go play with and.

Ecrl team that will need to go register you with US club. Oh, let me.

 **Erin** 1:46:20

To talk to Daddy because I'm not.

I have to leave.

I have to be headed for a baby shower meeting at like 10:30.

So Daddy's I'd have to see if Daddy can take you to training.

 **GORDON, BRIAN** 1:46:34

Hey, can we get everybody to mute?

I'm gonna see if I can.

Find a way to meet everybody. I I may be muted.

Alright, so, so and then if there's an ecrl player who wants to who's being asked to play on an OPL team, we need to club our dual roster them with usys.

So what it does is they go in, there's a registration link that we send them, it's \$30 one time to dual roster and then we would register them with that particular association for dual rostering, an OPL player to ecnl.

It'll take about a week because we have to get paperwork submitted to ecno and they have to approve it for those who are going from ecrl to OPL, it actually goes very, very quickly.

We could almost do that in the same day if we have the appropriate paperwork, so just kind of keep that in mind, but that would be required for everybody who's going to go between essentially our OPL teams and the ECNL or EC RL Ecrl frontier.

All right. Last couple of things.

League notes.

So home team will wear the light color which is going to be white for our new jerseys.

Away team, when were the away team?

We would wear the new black ones. Home team provides the balls, so coaches should know this and be able to help coordinate that game. Cards are available as I said and got sport and athlete one only. The coaches are belonging on the bench, no parents on the.

Bench with the coaches and the team officials are not allowed.

Do you guys get to go be parents on the other side of the field and then just help the teams clean up after the games?

That's always an issue.

Just make sure to remind the players to pick up if there's a cancellation.

Just make sure you are allowed.

You're notifying our complexes as early as you possibly can on when that cancellation is, and then for games that are 40° or that are going 40 games supposed to be played. If it's 40° or warmer out. Some coaches don't like the cold weather. But you can still play in 40° weather if you have questions, there's weather safety. Issue policies in our policy and procedures.

And then obviously, if the Lightning detector go off at either complex, make sure you clear the fields.

Our website, if those of you may have never been there before, is at OKenergyfc.org. That's where you'll get coaching.

Contact Information Team page information and more importantly, the manager's corner is on there.

There's a ton of good information for the managers on there.

There's going to be this recording of this meeting so that you can revisit it.

There's a manager's handbook.

Everything that I think you guys probably need will be there, so make sure you go check that out.

Out also a link to our policies and procedures, it is on our website under about make sure that everybody visits this. Everybody committed to visit this on their registration, but most importantly it has a communication flow chart that everybody can follow.

And then last couple of things.

Our logo.

So there's a lot of teams that wanna do their own sponsorship stuff or fundraising stuff or whatnot. That's great.

But they have to get permission to utilize our name or logo.

Just keep in mind that they just can't go out and build or create whatever they want.

There is an approval form is the fundraising forum on our website.

You can find it under resources. All they have to do is submit that.

Tell us what they're doing.

And then we can give them approval if it's something that our online shop can help them with, we encourage everybody to utilize.

That if it's a fundraising event like they're doing a, you know, I don't know, 5050 raffle or something like that. We still want everybody to register it.

So we are aware of it.

Anything that's going to have our name, our players or our logo attached to it, we kind of we need to know and be aware of it.

So just make sure you're encouraging anybody who's wanting to do that kind of stuff to submit those.

Lastly, this is my contact information.

Call me.

E-mail me if you have any questions.

Whatsoever through any part of this process, I'm here to make your jobs easy and successful.

And so, you know, do not.

There's no.

No dumb question.

No question that I haven't heard before. Please ask because I'd rather you ask early

and we kind of get it all worked out rather than kind of festering and then becoming an issue.

Outside of that, have fun.

This is I mean, like I said, when I first did this, I was really, really nervous as a manager, but found to love it ended up managing multiple years and in one point managing multiple teams.

What I do find is most of our managers, once they get into it, stay with it and they manager their managers for almost the entire career of their kids. We have a number of managers that manager two or three teams together.

Just because, I mean it's it's really, really rewarding to see and help kids play the game that they love to play. And then lastly, thank you for everything.

Thank you for all that you do.

Thank you for all the the managers who are returning.

Thank you for everything you've done so far.

All the new managers thank you for stepping up and and helping out with the team.

The club would not be successful. The team would not be successful and the coaches would not be successful without you and I can't say that enough so.

I appreciate all your your efforts.

And your volunteerism and everything that you do for the club as well as what you're about to do.

So with that, I will be happy to stick around and answer any questions anybody has.

But you guys are free to go again.

I'm going to post this recording on our website here in the next couple of days, and then I'll also put the deck that I just shared on our website as well so you can visit that.

So thank you everybody for your time.

Sorry, we ran long.

I had a whole lot of things to.

To give or to share with you all, but we wanted to be comprehensive and not not have to do this on multiple meetings.

So thank you.

Have a great evening and we'll see you on the pitch.

All right. So if anybody has any questions, feel free to raise your hand.

Happy to answer anything you have, Jessica, go ahead.

Don't forget to unmute. There you go.



Jessica 1:53:00

I have a yeah, I have a parent that actually two parents that are in separate houses that need it order uniforms.

How can I get the invite to both emails?



GORDON, BRIAN 1:53:14

So. So they're ordering separately.

I guess they're ordering pieces, I guess.



Jessica 1:53:19

Yes.

So they're they both have a whole set for the mom's house and a set for the dad's house.

So each household is ordering.



GORDON, BRIAN 1:53:26

OK.

Yeah. So then I what I do is create the kid twice in the the system and then send put the mom's e-mail contact for one of them and the dad's e-mail contact for the other.



Jessica 1:53:32

OK.

OK.



GORDON, BRIAN 1:53:39

And then they both they could just. That'll be one of the situations where you have a duplicate number, but if it comes to question it's an easy answer.



Jessica 1:53:46

OK.

Thank you.



GORDON, BRIAN 1:53:47

You are absolutely welcome, Ken.

What do you got?

 **Ken McConkey** 1:53:51

Can you hear me?

Am I off mute?

 **GORDON, BRIAN** 1:53:53

You are.

 **Ken McConkey** 1:53:55

Alright, on goal keepers.

I know that all the field players get a home and away and a training kit.

The goalkeepers, they get it home and away.

They also get a training kit.

 **GORDON, BRIAN** 1:54:07

Yeah. So the goalkeepers are supposed to get the training kit as well.

A lot of keepers will wear their keeper uniforms at practices, but they're really supposed to be wearing their training kit uniform.

So they should have that and it also works really really well for as a third version of a keeper kit.

You know, if you if there's a multiple color conflicts or if if one of the kits get dirty.

The third kit, the training kit, can also stand.

Windows a keeper kit.

 **Ken McConkey** 1:54:40

OK. And you said did you did not hear correctly you said you were going to add the players to the rosters in the got sport app?

 **GORDON, BRIAN** 1:54:50

Yeah. So I'll, I'll keep got sport updated with players as they register. So you can kind of see who's registered and who's not.



Ken McConkey 1:54:55

Mm hmm.



GORDON, BRIAN 1:54:57

You guys will add the the players in the uniform ordering system. I just want to make sure that that that's a clear distinct OK, perfect. Yeah.



Ken McConkey 1:55:03

Yeah, understood. Understood.

I just want to.

I was in. Obviously I was in the gods Ford app when I registered my son.

I was in there earlier today.

How do I gain access to that team information in God's point?



GORDON, BRIAN 1:55:16

So after yeah.

So that's a great question.

So I have to get you in my system as a team manager so I can add you to the team so early on in the process in the the month I sent out an e-mail kind of with the managers, everything managers and treasurer should know and part of.

That was registering at the team official registration I'll send.



Ken McConkey 1:55:35

Yeah, I just got appointed to this position yesterday and you sent me the e-mail for this meeting, so.



GORDON, BRIAN 1:55:38

Yeah, no.

Yeah. No. Perfect.



Ken McConkey 1:55:42

I'm I'm late to the party.



GORDON, BRIAN 1:55:43

Hey, no, you're you're definitely not alone. So I will send that out again tonight. So you have that anybody who is not registered as a team official already. If I can get you to do that because that does put you in my system, #1. #2 it allows me to sign you a team so that those requirements show up. And so you have visibility into the team so that I'll I'll get shoot those out here after this meeting.

 **Ken McConkey** 1:56:10

OK.

So you'll you'll send it.

You'll get me registered. Nice. And don't worry about that.

I think that's the only questions I had.

Other than that, I'm sure I will have to re listen to this.

This voluminous call.

 **GORDON, BRIAN** 1:56:24

I know I, and there's a ton here. Thankfully, that you know for the unfortunately for the new managers, there's a lot of information for the returning managers. There is some new stuff in there, but a lot of it they probably already knew.

 **Ken McConkey** 1:56:28

What you do with my?

 **GORDON, BRIAN** 1:56:36

It'll be second hat in the next year when you take this on.

 **Ken McConkey** 1:56:40

OK.

All right. Thanks a lot.

 **GORDON, BRIAN** 1:56:42

Awesome. You are welcome. What else?

Any other questions?

All right, go ahead, Tyler.

 **Tyler Whitehead** 1:56:52

Hey man, I was gonna call or get on here and ask about the uniform ordering.
I got the e-mail.



GORDON, BRIAN 1:56:57

Hmm.



Tyler Whitehead 1:56:59

Throughthe2osystems.com and it says that we will be getting an invite e-mail to set up an account.

I haven't received an e-mail is gonna see if if or when we were gonna get those those invites.



GORDON, BRIAN 1:57:15

So OK.

So do you got an e-mail from 20 inviting you to the team or you just got an e-mail from 20 saying, hey, this is coming at ya?



Tyler Whitehead 1:57:24

Yeah, I got an e-mail from you and it's saying it was the one that you sent out and it said you should be getting an e-mail from 2O systems to set up the account. But I haven't received it yet and didn't know if they've been sent out.



GORDON, BRIAN 1:57:26

Right.

I got you.



Tyler Whitehead 1:57:36

And I just got missed.

Or if they were gonna be sent out soon.



GORDON, BRIAN 1:57:41

No, they were sent out.

So either AI missed adding you or B it didn't go the the invite didn't went to the wrong mailbox or something like that.

So I'll go back and update that for you. In the 20 system and get you an invite tonight.

 **Tyler Whitehead** 1:57:56

Awesome. Thanks man.

 **GORDON, BRIAN** 1:57:57

You are welcome.

What else?

There is a question on how much the RL 2 frontier legal costs. I don't have that information.

I know that we're working on trying to get that from EC and L.

They're working on schedules right now, so it should be coming out shortly, but I'll let as soon as we get that as well as ecnl and Ecrl Texas costs, we'll share that out with the team. So you guys can start collecting.

All right.

Any other questions?

Go ahead, Lauren.

 **Lauren Maggio** 1:58:40

Yes. So I'm the treasurer for our team, but it's our our 2015. So I'm new to it.

 **GORDON, BRIAN** 1:58:46

OK.

 **Lauren Maggio** 1:58:47

If I collect money monthly from my team, do I just have them pay like set up a Venmo and have them do the Venmo and then transfer to the bank account?

Or can they pay money directly into the account?

How does that work?

 **GORDON, BRIAN** 1:59:03

So with the new you are. So with the new first fidelity system that that Jason kinda walked through what you can do, what it's intended to do is get their bank account

information from them so that they can ACH money to your bank account directly and that way.

LM **Lauren Maggio** 1:59:03

Or what do you suggest?

 **GORDON, BRIAN** 1:59:19

It never has to hit your Venmo or doesn't have to hit your hands as a check.

And that'll be the simplest thing, because you can go and just request that money from them on a regular basis.

So let's just say for purposes you're gonna decide.

Guys decide you're gonna charge \$50.00 a month to cover team fees just to build a war chest to register again. You know, for tournaments and things like that.

Then you say, OK, guys, on the 15th of every month, I'm gonna pull \$50.00 out of your bank account.

Give us the bank account information and then you can pull that from an ACH standpoint or you can expect them to ACH it to you to whatever kind of cadence you want on that. If they don't want to do that, then you are kind of reserved back to.

OK, Venmo it to.

To the the bank account or bring me a check or something like that.

You know you.

You may have parents who do different ways, but the intent is the the ACH to be the easiest way for you guys to collect and distribute money. Does that help?

LM **Lauren Maggio** 2:00:20

OK, so I can just. Yeah. So I can just automatically set it up so that each month it just automatically does it.

 **GORDON, BRIAN** 2:00:26

Yep.

LM **Lauren Maggio** 2:00:27

OK.

Thank you.



GORDON, BRIAN 2:00:28

You are welcome.



Jason Hawkins 2:00:30

Yeah, and 11 clarification on that, even because you may find times where you've got the same amount every month and then all of a sudden you're like, oh, we're at the end of the season.

We had this extra tournament. You need to change.

You can actually even have that set up not only as to come out, but as that recurring.

So you you can do it as a recurring or repeating.

So once you've got that file set up, if it's the same amounts all the way through, it's just gonna go out. All you're gonna say you know the 15th of every month or that kind of thing.

Now, if you're going at different amounts, you would still have all of that kind of set and you would go in on whatever day you were going to go in. You know the 14th or 13th whenever and you would input what the amounts were. You know that you.

From people.

Differently, you know, if you had different people that owed different amounts and their ways that things like that happen is maybe you guys were doing a T-shirt something and somebody bought 4 when everybody on the team was getting one as a, you know, a standard or whatever that.

Sometimes how in a month that you're like, oh, I got to get another 60 bucks from this person.

Well, on that month you can just change theirs to 110 and still use the exact same transaction to collect it all for you.



GORDON, BRIAN 2:01:45

Cool.



Lauren Maggio 2:01:46

OK. And and real quick, does it make sense?

Should I be going ahead and starting to do that because we have to pay league fees and stuff?



GORDON, BRIAN 2:01:55

If you got your team kind of established, it's kind of hard to do now.



Lauren Maggio 2:02:00

Right.



GORDON, BRIAN 2:02:01

As your team's growing, because again it to cost that split across all your team members and if you're not sure if you're going to have 17 or 16 players, the numbers kind of get a little bit wonky.

But if you're pretty sure you're going to have 17 players, and you know who they are and they're just waiting on them to register, you could probably start getting ahead of it.



Lauren Maggio 2:02:21

OK. Would would I know how many show up on our TeamSnap, but would it make sense to talk to my coach and find out if all those people have actually registered?



GORDON, BRIAN 2:02:33

Yeah, yeah, definitely verify with your coach and make sure that they know what to expect so that they and and so and then, you know, give the team a little bit of a heads up.



Lauren Maggio 2:02:34

And then go from there, OK.



GORDON, BRIAN 2:02:43

Hey, we're, you know OPL registrations coming up pretty quickly and I believe the OPL registration's \$325 or \$350.00.

So we're gonna need to collect, you know, whatever it is \$2535 from everybody.

That we're gonna be looking for that here fairly quickly. Something like that.

And that way people aren't surprised.



Lauren Maggio 2:03:04

OK.

Thank you.



GORDON, BRIAN 2:03:06

You are welcome.

Brandy, did you have a question?



Brandi Davis 2:03:12

I do. So our team changed from Orange to blue and do we need for our bank account to because we were in the crowded, we're going to move to 1st Fidelity. Do we need to have a new ein?



GORDON, BRIAN 2:03:31

Jason, do they need to get a new at Ein?

Well, because you're changing the name number or the name of the the team as well, right?



Brandi Davis 2:03:38

Correct. The team name changed as well.



Jason Hawkins 2:03:42

Yeah, I again I would.

I would tend to say yes, just keep it it clean and easy depending upon what wrinkles are there and some of my bank people will yell at me for saying this. But I'd seen one other that was kind of along those lines. If if there are, you know.

Many hardships in and around that.

Then then let's talk a little bit about that and and we may be able to come up with an exception there for for the particular scenario because.

And that's where I say these are the exact types of things that are real world for you and the club and those types of things that we're trying to build into the the solutions to say well, this is how a youth team really works year to year to.

Year and and whatnot.

So let let me I'm gonna take that one as a take away.

And if you will, do you mind throwing your e-mail in chat and I will e-mail you tomorrow.

 **Brandi Davis** 2:04:35

Of course.

 **Jason Hawkins** 2:04:38

What I'm gonna do is go talk to our cause like, because I'm really the the electronic guy of the world and they're they're more the the accounts people of the world. But I work hand in hand with them so.

 **Brandi Davis** 2:04:50

OK.

 **Jason Hawkins** 2:04:51

No one lied to you.

 **Brandi Davis** 2:04:54

Thank you. And I've got it in the chat.

 **GORDON, BRIAN** 2:04:58

Perfect.

 **Jason Hawkins** 2:04:58

Perfect. I've got that and I will e-mail you tomorrow.

 **Brandi Davis** 2:05:01

Thanks.

 **GORDON, BRIAN** 2:05:02

Awesome, Lisa.

Did you have a question?

 **Lisa Anaman** 2:05:06

You there?



GORDON, BRIAN 2:05:08

Hey.



Lisa Anaman 2:05:09

Can you verify so our coach has his daughter on the team?

Can you verify what he actually will have to pay and what he doesn't pay?



GORDON, BRIAN 2:05:19

Ay team fees, just like everybody else.

And the everything else is responsible between him and the club so.

His his dues is already set up between him, the club, but he does play team fees.



Lisa Anaman 2:05:33

So like when we do tournaments, he still has to pay for, he won't pay for his hotel room even though she's a part of it.

We would still pay his hotel room, correct?



GORDON, BRIAN 2:05:45

Correct.



Lisa Anaman 2:05:47

And then.

I'm trying to think if there is anything else, but for the tournament fees he would have to contribute to that.



GORDON, BRIAN 2:05:56

Yeah, because what?

We don't want him to do is exclude his daughter out of the the fee, you know, contribution and then make it more expensive for everybody else.



Lisa Anaman 2:06:05

Yeah.



GORDON, BRIAN 2:06:05

Now if you can figure out, let's say his per Diem's \$100, right?

His daughter's contribution to that is \$10.

So then, if you rather than him paying \$10 that he's gonna turn around and get back for himself, you just wanna pay him \$90.00 then.

You could do that or you just keep the math simple.

Pay him \$100.

He pays his \$10 in for his daughter.

 **Lisa Anaman** 2:06:27

OK.

So for perm, he is still supposed to pay for his daughter.

 **GORDON, BRIAN** 2:06:27

But.

Yep, because we don't want, because otherwise it makes it more expensive for everybody else.

 **Lisa Anaman** 2:06:32

OK.

 **GORDON, BRIAN** 2:06:35

And that's not what we want.

 **Lisa Anaman** 2:06:36

Well, that definitely did not happen last year, OK?

Good to know. Thank you.

 **GORDON, BRIAN** 2:06:40

Yep. And if they have, I mean, if obviously if they have questions, they can call me.

My door is open to coaches too.

 **Lisa Anaman** 2:06:47

Thanks.



GORDON, BRIAN 2:06:49

All right. Ken, did you have another question?



Ken McConkey 2:06:55

I did Apolo. The more I listen, the more things come up.



GORDON, BRIAN 2:06:56

No, go ahead.



Ken McConkey 2:07:00

So on the 2015 team there, did you say earlier they're playing 9V9?



GORDON, BRIAN 2:07:05

They are.



Ken McConkey 2:07:07

And how many players are we supposed to have on the team?

What do you recommend?



GORDON, BRIAN 2:07:11

So the the minimum is basically everybody on the field plus two players.

So that's eleven. We tend to recommend somewhere around 1314. I think the roster Max for a 99 is 16.

Just kind of depends on the need of the team.

You know how often they travel, how often players miss or what not, but you're going to find those 2015 teams.

You'll probably be around 13, maybe 14 players.



Ken McConkey 2:07:41

OK.

I just.

I thought I heard you say you recommended earlier 14 or 15 and I was just making sure I heard what you were saying.



GORDON, BRIAN 2:07:51

No, and the coaches should know now.

I mean a coach.

May you know if it's it's. If it's a team that everybody's committed, you know, everybody's gonna show up every week. Then you can get away with a few less players if you, you know, if there's a chance that some kids may have a birthday party or.



Ken McConkey 2:08:03

Sure.



GORDON, BRIAN 2:08:08

Go have a football game or you know something like that. Then it's always better to have a little bit heftier roster so.



Ken McConkey 2:08:15

OK.

Alright, I appreciate it. That's it.



GORDON, BRIAN 2:08:18

You are welcome.

All right.

Any other questions?

Awesome. Well then you guys have been wonderful. Oh, go ahead.



Sam 2:08:27

Hey, Brian.

One last thing.

Hey, Brian, how are you?



GORDON, BRIAN 2:08:30

Yeah. Good.

 **Sam** 2:08:32

Thanks, I'm good.

 **GORDON, BRIAN** 2:08:32

How are you?

 **Sam** 2:08:34

Thank you.

Thanks for all this, all the information.

It's very helpful. And as as like every year and you have been helpful team has been helpful.

One thing for the team playing 9 by 9 and 11 by 11, the 9 by 10.

Both team will have a same fees for everything.

Other difference?

 **GORDON, BRIAN** 2:08:56

For 99, they have the they will have the same fees from an opio like registration fee.

They tend to be the same.

I don't know that the leagues necessarily discern between whether to 9, V 9 or 11 V 11.

You might find that with it.

Well, I don't even want to say that I was going to say you might find that with 99 you'd have less referee fees because they get away with the two man system.

But most 99 games are going to be three man systems anyway.

So I would expect, you know the the overall fees to be generally the same for 99 or 11 B 11.

 **Sam** 2:09:33

OK, it it makes them more costlier per per player.

 **GORDON, BRIAN** 2:09:37

Yeah. No, no, I agree.

Because you have less players to divide it across, and I and I get that, you know, most

of those team fees, the now in tournaments, you might see 99 tournaments have a little bit lesser cost for for teams than you would 11.

 **Sam** 2:09:40

Yes, thank you.

Yes, sure.

 **GORDON, BRIAN** 2:09:53

V 11 but I don't know that OPL is discerned between the two and that's what you'll run into mostly.

 **Sam** 2:10:00

Sure. Thanks for the info.

 **GORDON, BRIAN** 2:10:02

Yep.

All right. But with that, I will tell everybody.

Have a wonderful evening.

Thank you so much for your time and again, feel free to reach out to me if you have any questions, but take care and we'll see you later.

Have a great one.

 **Jason Hawkins** 2:10:19

Good job, ray.

 **Sam** 2:10:19


Thanks Ryan.

 **Ken McConkey** 2:10:19

Thanks Brian.

 **GORDON, BRIAN** 2:10:20

Thank you. Goodnight.

 **Sam** 2:10:20
Good night.

□ **GORDON, BRIAN** stopped transcription