



Presents



Annual League Meeting

April 21, 2012



National Club Softball Association

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Pittsburgh, PA 15212

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Fax 412-321-4088

Mobile 908-472-6825

www.clubsoftball.org

Agenda

- ⑩ What is CollClubSports?
 - ⑩ Meet the NCSA Staff
- ⑩ 2012 – A Year in Review
 - ⑩ 2013 – What's to Come
- ⑩ NCSA Accounting Department
 - ⑩ Sponsors & Fundraising
 - ⑩ Timetable
- ⑩ Voting Ballot Procedures
 - ⑩ League Issues



What is CollClubSports?

- National Federation of Collegiate Club Sports Leagues, L.L.C.
 - National Club Baseball Association (NCBA DI & DII)
 - Founded 2000 – 34 teams – grown to 220 teams
 - National Club Softball Association (NCSA)
 - Founded 2006 – 33 teams – grown to 91 teams
 - National Club Football Association (NCFA)
 - Founded 2009 – 16 teams – grown to 21 teams
 - National Club Track & Field Association (NCTFA)
 - Founded 2011 – estimated 16 teams



Mission

- The National Federation of Collegiate Club Sports Leagues, L.L.C. (CollClubSports) is a compilation of governing bodies which oversee collegiate club athletics.
- We are driven to provide collegiate student-athletes with the opportunity to participate in competitive, organized collegiate club athletic leagues, and to continually enhance this experience for all participants.
- We strive to accomplish this by building lasting relationships based upon trust, commitment, dedication, understanding, and **strong lines of communication.**



Meet the NCSA Staff

FRONT OFFICE

- ⓪ President – Sandy Sanderson
- ⓪ Treasurer – Sandy Sanderson Sr.
- ⓪ Accounting Specialist – Jeanne Krachala
- ⓪ Director of Spring Training & Director of Softball Team Development – Savannah Harp
- ⓪ Rawlings Sponsor Account Manager – Eric Curitore
- ⓪ Sponsor Account Manager – Chris Girardi
- ⓪ Sports Information Director – Pete Chalfin



Meet the NCSA Staff

Regional Directors

- ① North Atlantic Regional Director – Kate Crossman
- ① Mid-Atlantic Regional Director – Melissa Culbertson
- ① South Atlantic Regional Director – Eric Curitore
- ① Great Lakes Regional Director – Kristen Detmer
- ① Mid-America Regional Director – Savannah Harp
- ① Gulf Coast Regional Director – Chrissie Segars
- ① Southern Pacific Regional Director – Savannah Harp



2012 – A Year in Review

⚾ Growth

⚾ Sports Information Director (S.I.D.)

⚾ New Regional Directors

⚾ Rule Changes

⚾ NCSA Website

⚾ Advocare Top 15 Poll

⚾ Spring Training

⚾ Regular Season

⚾ World Series

⚾ General Liability Insurance

⚾ NCSA Guide to Collegiate Club Softball



2012 Growth

20 New Teams joined:

- Michigan Tech
- Saint Louis U.
- U. of Vermont
- Dayton
- Eastern Illinois
- Hartwick College
- Georgetown
- Georgia Gwinnett
- Arkansas State
- Iowa State
- West GA Tech
- Babson College
- Winthrop Univ.
- Weber State
- York College of PA
- UNC-Wilmington
- La Roche College
- Northern Arizona U.
- UC Merced
- Pulaski Tech



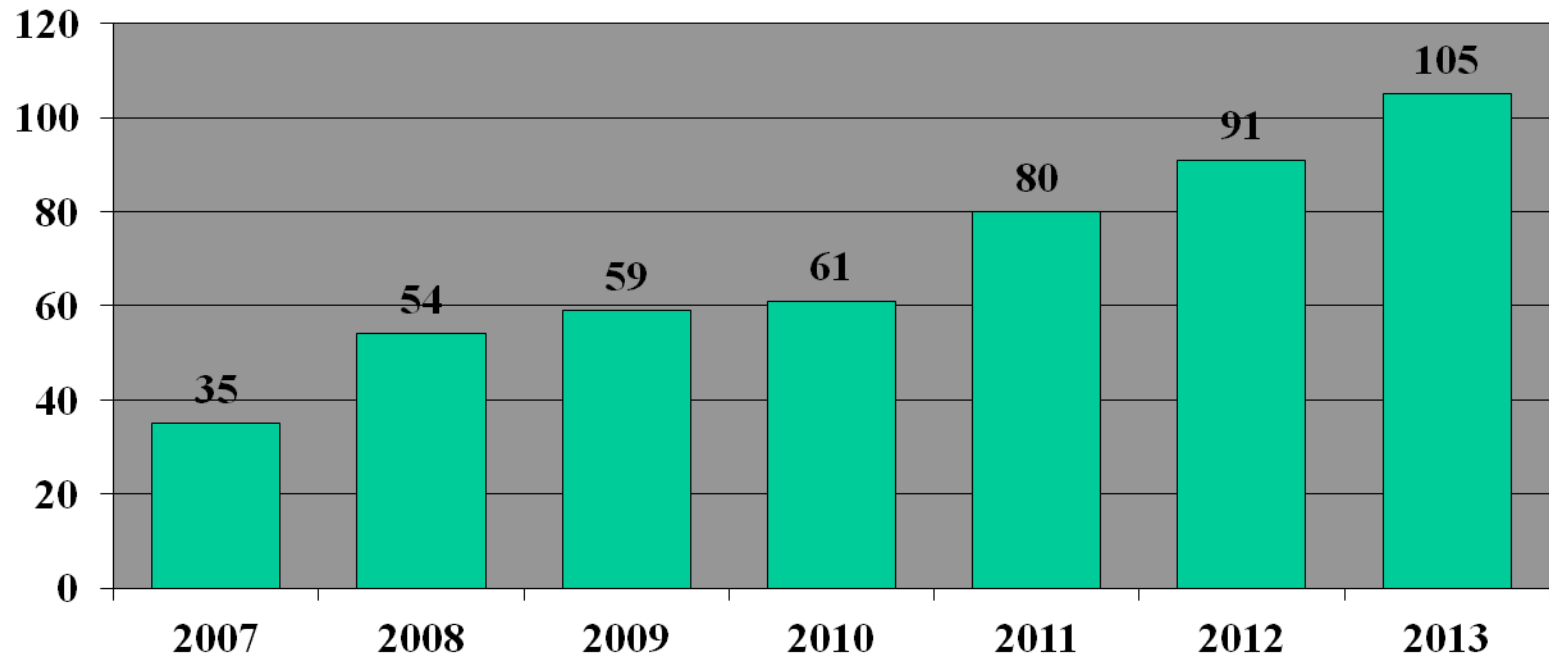
State Representation

2012 Represented States

Arizona	Iowa	Ohio
Arkansas	Kansas	Pennsylvania
California	Kentucky	Texas
Colorado	Maryland	Utah
Connecticut	Massachusetts	Vermont
Delaware	Michigan	Virginia
District of Columbia	Missouri	West Virginia
Florida	Nebraska	Wisconsin
Georgia	New Jersey	Wyoming
Illinois	New York	
Indiana	North Carolina	

Growth

NCSA Team Growth





S. I. D.

🏆 Pete Chalfin – Pete.Chalfin@CollClubSports.com

🏆 2008 Graduate of Penn State University

🏆 Journalism Degree

🏆 Former NCBA All-American Pitcher

🏆 Hired as Sponsor Account Manager in 2008

🏆 Promoted to Sports Information Director in 2011

🏆 Goals:

🏆 Draft and publish all Press Releases

🏆 Work with teams to gain additional publicity for their program

🏆 Work with local media outlets surrounding CollClubSports events to gain more public awareness



New Regional Directors

- Eric Curitore – South Atlantic – Bowling Green State University
- Melissa Culbertson – Mid-Atlantic – University of Pittsburgh
- Savannah Harp – Southern Pacific – University of Georgia
- Email Sandy.Sanderson@CollClubSports.com for more information if interested in getting involved.



Rule Changes

At last years NCSA Annual Meeting, teams proposed and approved the following changes:

- Men are not eligible to compete in the NCSA
- The Roster Freeze deadline was changed from April 1to March 15th
- Regions comprised of 4 conference will now have a double elimination Regional Playoff Tournament featuring the winners of all four conferences, with the top 2 finalists at Regional's moving on to the World Series

NCSA Front Office created a voting ballot featuring all team comments.

All NCSA member teams were given the opportunity to vote on each of the proposed rule changes.

The results of this vote altered the proposed rules, thus creating the 2012 NCSA Official Rules.



NCSA Website

www.clubsoftball.org

Features:

- Sponsor Advertisements with links
- National Headlines with links and archives
- TEAMS PAGE with lists of member teams with contact, roster, stat, and website links
- CONFERENCE PAGES with headlines, schedules, scores, standings, team logo website links, and coordinator pic/bio/contact



NCSA Website

- ① SCHEDULES PAGE listing all schedules/results and sort able by WEEK and/or TEAM and/or CONFERENCE with links to conference or team websites
- ① STANDINGS PAGE listing all teams by conference and showing conference and non-conference win%
- ① INFO Page listing all downloadable documents and pertinent announcements with press releases
- ① CONTACT Page listing contact emails for all NCSA Staff, Coordinators, and Member Teams



NCSA Website

NEW Features:

Online Player Registration

- No more player waivers to overnight!!!
- No more incomplete waivers or missing signatures!!!

Player Pics & Bios now uploaded by players rather than the team manager

Game by game stat entry instead of total season stat entry

Game Statistics/Box Score

League Wide sort able Statistics

Conference Stat Trackers



Top 15 Poll



Advocare NCSA Top 15 Poll

- Panel of voters submit one ballot each
- First poll released in fall of 2011
- Polls released monthly
- Results posted on the NCSA website
- Advocare Sponsoring the Poll (New for 2012)



Spring Training

- 2012-5th Year for the Event
 - Held in Plant City, Florida
 - Mike Sansone Park
 - Participating Teams: Michigan State, PITT, Macomb CC
 - We had a lot of interest from a lot from different teams, including a few teams who signed up and withdrew last minute. The main problem was getting enough players to commit to the trip.





Regular Season

- ① 18 Conferences in 7 Regions
- ① Maintained the 3 game series philosophy
 - Conferences of 4 or more rotate home/away series year to year
 - Conferences of 3 or less play home AND away series each season
- ① Began Conference play in the fall
 - Took advantage of better weather in the North
 - Improved the ability to get all conference games played
 - Enabled the World Series to be played in mid-April to best accommodate the teams preference
- ① Problems with “Cancelled” games
 - “Cancelling” games is NOT allowed
 - Games are Played, Forfeited, Rained Out, or Rescheduled



World Series

- 2012 Columbus, GA (South Commons Softball Complex)
 - 16 qualifying teams
 - 13 Conference Champions
 - 2 Regional Champions
 - 1 Regional Runner-Up
 - 3 At-Large Bids
 - Dates: April 19-21, 2012
 - Travel Stipend for Teams (+20%)
 - 8 Fields enables more time in between game eliminating the “Rush” to play, improving the ability to stay on schedule, and allowing more time for players to “take in the experience”.
 - Stadium creates a true National Championship Game atmosphere.
 - National Championship Game(s) broadcast live over the internet with play by play commentary.



General Liability Insurance

- ① \$2,000,000 General Aggregate
- ① \$1,000,000 Per Occurrence
- ① Policy covers the NCSA and its members (The Teams)
- ① Covers many aspects of NCSA play (i.e. Travel, Practice, Workouts, Games, World Series)
- ① Full Year of Coverage
- ① This policy assists teams in obtaining playing fields
- ① 3rd Parties could be additionally insured for \$75
- ① This policy helped protect the NCSA and its members from potential financial losses from lawsuits
 - This is NOT a health or accident insurance policy



Guide to Collegiate Club Softball

- ① Developed by NCSA in order to:
 - Define and publicize the concepts and goals of the NCSA
 - Assist with the development of new softball teams
 - Assist with the recruitment of new softball teams
 - Provide an all inclusive reference manual to NCSA league operations
 - Assist with the improvement of member team softball operations
- ① Chapter Titles:
 - What is the NCSA
 - Starting a team at your school
 - Joining the NCSA
 - Operating within the NCSA
 - Making your team better
 - Appendices
- ① <http://www.clubsoftball.org/files/2012NCSAGUIDE.pdf>



2013 – What's to Come

⚾ New Teams

⚾ New Conferences

⚾ NCSA Spring Training Showcase

⚾ Regionals

⚾ World Series

⚾ Guide to Collegiate Club Softball (Updated)

⚾ New Website Features



New Teams

Teams Interested in Joining for the
2012/2013 season

- | | |
|----------------------------|-----------------------|
| ⚾ Villanova | ⚾ New Hampshire |
| ⚾ Highpoint | ⚾ Maine |
| ⚾ Ashland | ⚾ Hofstra |
| ⚾ Bradley | ⚾ Connecticut College |
| ⚾ Macon State | ⚾ Kent State |
| ⚾ Saginaw Valley State | ⚾ Rider |
| ⚾ Ball State | ⚾ Montclair State |
| ⚾ Western Michigan | ⚾ SUNY-Oswego |
| ⚾ Johnson & Wales | ⚾ UC-Davis |
| ⚾ Southeast Missouri State | ⚾ Sacramento State |
| ⚾ U. of Mary Washington | ⚾ Pacifica College |
| ⚾ Wake Forest | ⚾ Illinois Wesleyan |



New Conferences

⚾ Potential for 4 New Conferences for the 2013 season

- ⚾ Mid-America - South
- ⚾ South Atlantic - East
- ⚾ Mid-Atlantic – West
- ⚾ Southern Pacific – North



2013 Spring Training Showcase

Warm weather, early season games

Bond with your team on and off the field

In addition to tournament games, you can schedule extra non-conference games during the week

Excellent fields, hotels and sponsors

Great way to spend your Spring Break

Looking to add even more teams and possibly multiple weeks

Looking into other locations: Panama City, Tampa, St. Petersburg, Fort Lauderdale, Gulf Shores, Cocoa Beach





2013 Showcase Details

- ① **Cost (Tentative)**
 - **Tournament Registration Fee \$450**
 - **Additional game charge \$100 per game (Covers Umpires and Field Costs)**
 - **Performance Bond \$100 - returned at conclusion of showcase**
 - **Each team will provide 2 Game Balls per game**
- ① **NCSA Rules will apply**
- ① **Teams will be contacted in September and October**
- ① **Games will count towards overall record**
- ① **Registration Deadline- November 30, 2012**
- ① **Possibility of multiple weeks/multiple tournaments**



Regionals

- ⑩ 4 conferences Regions (North Atlantic, Great Lakes, & possibly more) will participate in a double elimination Regional Post Season Tournament.
 - Tournament will again funded by the NCSA
 - 4 Conference Champions will participate
 - Top 2 tournament finishers will qualify for the World Series.
- ⑩ Potentially 3 conference Regions will also move to the Regional Playoff format
 - 3 Conference Winners plus 1 At Large Bid
- ⑩ Regional Playoffs will now be moved from late March to late April – Early May
 - Allow more weekends of spring to play conference games
 - Return softball to more of a “Spring Sport”
 - Better weather will enable us to secure more centrally located fields to host Regional Playoffs
- ⑩ Goal
 - Eventually the World Series will be comprised of the top 2 teams from each of the 8 NCSA Regions as determined via Regional Playoffs



2013 World Series

- Returning to Columbus, GA (South Commons Softball Complex)
 - 16 qualifying teams
 - 2+ Regional Champions
 - 2+ Regional Runner Ups
 - Conference Champions
 - At-Large Bids
 - 8 Fields enables more time in between game eliminating the “Rush” to play, improving the ability to stay on schedule, and allowing more time for players to “take in the experience”.
 - Stadium creates a true National Championship Game atmosphere.



2013 World Series

NEW DATES

- May 17-19 (Thurs–Sat) or May 18-20 (Fri-Sun)
- Hosted in conjunction with the NCBA DII World Series
 - Golden Park – Columbus, GA – May 18-22 (Fri-Tues)

Reasons for change

- Current WS Dates force Regionals to be held in late March/early April when weather in North is usually terrible
- In the north many fields are not even open for the spring yet, and thus finding fields to host Regionals are extremely difficult and costly
- Fall rainouts have virtually no time in the spring to make up the games before Regionals
- More Regionals are coming!



2013 World Series

Positives

- As we continue to grow, more Regional Playoffs will be held and thus the new dates will allow for more spring games prior to Regionals
- With more available spring weekends leading up to Regionals and the World Series, we'll be able to return softball as a spring sport
- The new dates should pose minimal conflicts with finals/graduation
- NCSA & NCBA DII WS cross marketing should make the entire town electric for CollClubSports creating an exciting atmosphere as well as making team travel stipend increases possible
- Importantly, the NCSA World Series will become (as it should be) the final culmination of the entire NCSA season

Negatives

- It's different!



Guide to Collegiate Club Softball

Developed by NCSA in order to:

- Define and publicize the concepts and goals of the NCSA
- Assist with the development of new softball teams
- Assist with the recruitment of new softball teams
- Provide an all inclusive reference manual to NCSA league operations
- Assist with the improvement of member team softball operations
- Assist with process of officer turn over

Teams are encouraged to print a copy and carry it with them at all times

Guide will be updated each year and emailed to teams and will also be downloadable off the NCSA Website

Chapter Titles:

- What is the NCSA
- Starting a team at your school
- Joining the NCSA
- Operating within the NCSA
- Making your team better
- Appendices



Guide to Collegiate Club Softball (Updated)

Updates:

- 2013 NCSA Rules
- New Teams
- New/Updated Sponsor Info
- Updated operating procedures
- What can you contribute?

Chapter Titles:

- What is the NCSA
- Starting a team at your school
- Joining the NCSA
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New Website Features

- ① Archives
 - Website visitors will be able to easily go back and view past season schedules, scores, stats, and much more.
- ① Individual Team Pages
 - Each team will get a team website dedicated specifically to them with team stat trackers, roster, team player/pitcher of the week, and the ability to post their own sponsor advertisements and team headlines.
- ① Search Bar
 - Website visitors will be to search the entire website in seconds with just a few keywords
- ① Coaches Registration
 - Similar to the player registration, coaches will be able to register so their bio and picture are displayed on the website along side the teams roster.



NCSA Accounting Dept.

Treasurer - Sandy Sanderson Sr. - treasurer@CollClubSports.com

Accounting Assistant - Jeanne Krachala

- Jeanne.Krachala@collclubsports.com

- ⓪ Annual Dues (\$800) payment due in full no later than February 28, 2013
- ⓪ Dues received in full by December 31, 2012 receive a \$100 discount (\$700)
- ⓪ Invoices and receipts available for dues
- ⓪ If you have any questions regarding paying your league fees, please do not hesitate to contact me.
- ⓪ EIN/TAX ID#: 52-2270910



Sponsors & Fundraising





Sponsor Account Manager

- Chris Girardi – Chris.Girardi@CollClubSports.com
- Promote various NCSA Sponsors to NCSA teams
- Manage ordering, billing, invoicing, payment, and delivery of all Sponsor Sales activity
- Assist in Auditing sponsor sales activity to ensure optimal benefits are being received



Fundraising Opportunities



**Delivering the Dough
Fundraising Cards**





Hook Up the U!

An Official Fundraiser of the NCSA

- Find a reason to raise funds! (New Uniforms, Travel, etc.)
- Fill out an interest form online at <http://bbihotelmkteting.com/hutu-contact.shtml>
- List and rank your desired businesses to team up with around campus.
- BBI will contact these businesses and get them on involved in your fundraiser!
- No need to contact the businesses yourself!
- Order and sell wrist bands (500 minimum) all over campus for discounts into the businesses that you've requested!
- Your Group will keep \$5 dollars out of the \$10 dollars collected!
- Make 2,500 off your first order!
- To find out more, click Fundraising link on the NCSA home page!



Dominos Cards

An Official Fundraiser of the NCSA

- Each card has 16, Buy 1 Pizza get 1 Free Coupons (each card has estimated value of \$160)
- Cards accepted at Dominos Locations NATIONWIDE
- Teams buy cards for \$5 each and sell for \$10 each
- Example: Roster of 20 players, team orders 200 cards, each player only has to sell 10 cards to make \$1,000 PROFIT!
- Pre-Sale forms available to avoid up-front costs
- For more information or to order, email Chris Girardi at Chris.Girardi@CollClubSports.com



A.D. STARR Referral Fundraiser

An Official Fundraiser of the NCSA

- Teams contact local leagues to see if they will take call from A.D. STARR
- Teams send referrals to A.D. STARR for \$25 catalog credit (can have up to 4 referrals)
- If referral buys product from A.D. STARR, team gets 4% CASH Commission of total sale
- More information and referral sheets are available on NCSA website
- For more information, email Chris Girardi at Chris.Girardi@CollClubSports.com



Other Ideas/Suggestions

What works for you?



Travel Sponsors





Red Roof Inn

The Official Lodging Partner of the NCSA

- Teams, players, and fans receive a minimum of 15% discount on best available rate
 - Personal or NCSA Related
- Use Volume Plan Plus # 608077 when booking rooms to receive 15% discount
- Teams can go to www.redroof.com/partners/collclubsports where Volume Plan Plus # is already entered
- Teams can also call group sales department at 800.733.7663. Make sure to mention Volume Plan Plus # 608077
- Discount cards are also available to NCSA teams
- For more information, please contact Chris Girardi at Chris.Girardi@CollClubSports.com.

TrueNorth Travel Solutions

The Official Group Ground Transportation Provider of the NCSA

- Official Group Ground Transportation Provider of CollClubSports
- 7% Discount for any charter bus booked
- Advantages: Multiple Options to Fit Your Budget, Online Support with Easy Planning, On call 24/7 service, and Professional Sales and Customer Service
- Make sure to mention you are a CollClubSports Member Team to ensure benefits received.
- For more information call (312-698-8991) or simply click on the TrueNorthWeb Logo on the NCSA Home Page.

AVIS

The Preferred Rental Van/Car Agency of the NCSA

- 12 Passenger Vans are great for long or short road trips

Rental availability for players 18+

- **Underage fee waived**
- **Make sure to select “Make Business Reservation” (D712300)**

National rental availability for all events or trips

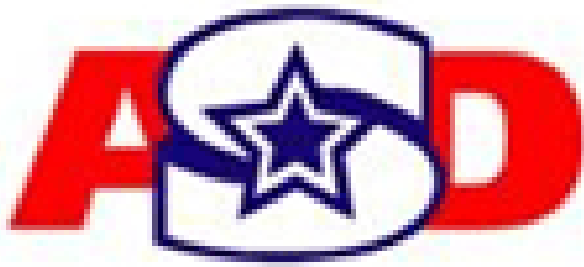
- (Personal or NCFA Related)

Call **(800)-331-1212** or go to Avis’ web page dedicated to CollClubSports teams. Accessible though the NCFA home page.

(Enter or Mention account code **D712300**)



Equipment Sponsors





A.D. STARR

The Official Softball of the NCSA

- All NCSA teams **REQUIRED** to use NCSA stamped softball for all NCSA sanctioned games (OA12.47P/L – NCSA)
- Cost is \$40 per dozen + 8% shipping (8% shipping applies to 2 dozen or more softballs)
- Practice softballs available for \$34 per dozen
- Contact A.D. STARR to order at 1.800.ITS.A.HIT (487.2448)
- Make sure to mention you are an NCSA member team

Jensen Lee Team Bags

-  The Official Team Bag Supplier of the NCSA
- Confident it's the "ONLY BAG YOU WILL EVER NEED!"
 - 3 High Quality Bags to choose from (200L, 200XL, JL09)
 - All bags feature NCSA logo and are fully customizable with team colors and text at no additional cost
 - All Canvas Bags have a 4-year warranty
 - To order team bags contact Jim Officer at 1.800.533.2690 or email Jim at jim@jensenlee.com
 - Please visit www.jensenlee.com to view all bags offered



Sportdecals

The Official Helmet Decal Supplier of the NCSA

- Heavy-duty decal (20-mil vinyl)
- Every order comes with FREE NCSA logo decal
- Never Charged Art Fees!
- All decals are fully customizable
- Guaranteed lowest price on decals
- To order, contact Sportdecals at 1.866.608.9415
- Make sure to mention “**Code C11**” to ensure benefits are received



Health and Wellness Sponsor





Advocare



The Official Health and Wellness Partner of the NCSA

- Advocare offers a full catalogue of products to all member teams, Including
 - Spark – an energy drink
 - Rehydrate – a sports drink
 - Muscle Gain – a protein shake
- Also check out their entire line of Trim, Active, Well, and Performance Elite products
- For more product information, visit the “Advocare” link at www.clubsoftball.org or visit:
<https://www.advocare.com/120114711/Store/default.aspx>
- For information about how to receive 20-40% off your orders or how to earn income as an Advocare distributor email Dan Binder (CollClubSports Advocare Advisor) - dan@distinctfitnesssolutions.com



Rawlings Sporting Goods

The Official Uniform Supplier of the NCSA

- NCSA Teams receive 50% off orders paid December through June
- Early orders receive 55% off order paid July through November
- Contact Eric Curitore to place order or RECEIVE QUOTE.
 - 412.321.8440 x101
 - Eric.Curitore@CollClubSports.com
- All Billing handled through NCSA Office



Rawlings Sporting Goods

The Official Protective Equipment and Performance Apparel Supplier of the NCSA

- 50% discount on orders paid from December through June
- 55% discount on early orders paid from July through November
- PA items include: Performance Shirts/Shorts, Compression Shirts/Shorts, Sweatshirts, Polo's, Jackets and Pants
- PE items include: Batting Helmets, Protective Shirts/Shorts, Sliding Shorts, Catchers Helmets, shin guards, and chest protectors
- Most items are customizable
- Billing handled by NCSA office
- Contact Eric Curitore to place order or RECEIVE QUOTE
 - 412.321.8440 x101
 - Eric.Curitore@CollClubSports.com



Current Timetable

April 21	6 th Annual League Meeting
May 1	League Participation Agreement deadline
August 15	Scheduling Requests due
September 1	Conference Schedules released
September 15	Fall portion of Regular Season begins**
December 31	Deadline to receive Annual League Dues discount
February 28	Deadline for payment of Annual League Dues
March	NCSA Spring Training Showcase
April 1	Projected Roster Freeze deadline
April 19-May 5	Regionals
May 5	Regular Season concludes
May 17-19	Projected 2013 World Series

** Online Player Registration & Academic Eligibility Letters Due 2 weeks before first game.



Voting Ballot Procedures

- ⚾ Issues addressed one at a time
- ⚾ Open forum to create the ballot
- ⚾ Ballots will be emailed out in 2 Weeks
- ⚾ Each team gets to submit 1 Voting Ballot
- ⚾ Voting Results Released in Approx 4 Weeks



Issues

Regular Season

- No “Cancelled Games”
- Don’t be bullied - If a team tells you have to do something that you feel isn’t right or is unfair, call your Regional Director and report it.
- Too many Forfeits!

NCSA Official Game Balls

- Effective 2013-14 NCSA Season, should 2 Dozen Game Balls be provided with membership dues?

Issues

Roster Freeze

- With the World Series being moved to May, should the roster Freeze be returned to April 1?

Regional Playoff Format

- Should Regions comprised of 3 Conferences have a Regional Playoff Tournament?
- 3 Conference Champs + 1 Regional At-Large Bid



Issues

World Series Format

- With the World Series being moved to May, should the tournament still run Thurs – Sat? Or switch to Fri – Sun?
- NCBA Division II World Series will be running Fri – Tues.



Issues

 Open for Suggestions



Closing

- ⚾ Thank You for Coming
- ⚾ Promote the League & Website
- ⚾ Give the Sponsors Business whenever possible
- ⚾ Whenever Issues Arise, Please Notify Us
 - ⚾ Let No Question Go Unanswered
 - ⚾ Keep Lines of Communication Open
 - ⚾ Please be Prompt Meeting Deadlines
 - ⚾ It's a Game!! Have Fun!!