

My name is Dan Wilson, parent of one past Gunner Rec Player and two current Gunner Premier Players. I am submitting my name for the role of **President of the Board** for the Issaquah Soccer Club. My contact information and professional/personal bio is below.

### **Professional/Personal Bio**

#### ***Professional Experience***

- Currently President, CEO & Founder of airCloud Communications, Inc. - a 14-year old data and voice communications company located in Walnut Creek, CA.
- CEO of DropStation, Inc. - a secure locker delivery and logistics company located in Seattle, WA. Sold to large online ecommerce company.
- SVP Corporate Strategy, UAI, Inc. – a utility operations software company located in Huntsville, AL. Sold to Trimble Navigation, Inc.
- COO, Northpoint Financial, Inc. – a full-service mortgage and real estate investment company located in Pleasanton, CA. Sold to mortgage originating company.
- COO, CTO & Co-Founder, InterQuest Communications, Inc. – a facilities based broadband company located in Walnut Creek, CA and Louisville, KY.
- Director of Technology, Brown and Caldwell, Inc. – an environmental Engineering firm located in Walnut Creek, CA.

#### ***Education***

- BS Civil Engineering – Colorado State University

#### ***Board Experience***

- Chairman - airCloud Communications, Inc.
- Vice President - DropStation, Inc.
- Vice President – InterQuest Communications, Inc.
- Treasurer – Issaquah Little League (2012-Present)

#### ***Personal Accomplishments/Interests***

- 4-Year letterman in Football at Colorado State University
- Avid golfer & Snowboarder
- Coaching and directing youth sports

I am Dan Wilson and am seeking to serve as President of the Issaquah Soccer Club.

I reside in Issaquah and have three kids: Abby-18, Paige-14, and Mitchell-11. All three of our kids are athletes and combined have spent 14-years in ISC rec, select and premier uniforms. Both Paige and Mitchell are currently on Gunner Premier teams. I graduated from Colorado State University with a degree in Civil Engineering and am currently the President and CEO of a broadband communications company. The last three years have served as the Treasurer for Issaquah Little League.

I am interested in serving as your president because I have the skills to unify a Board of 15 and help navigate this club through changing times. My background in starting and running multiple businesses of various sizes has provided me with the skills to develop cohesive management teams while achieving results in fast paced environments. These skills are necessary in the heightened pace and ever changing world of youth soccer on the Eastside of Seattle.

I believe ISC represents a unique ecosystem with its Micro, Rec, Select, and Premier programs, and that all four of these programs can be run effectively and efficiently under the umbrella of one club. Soccer in our community has become more popular than ever and is producing more participants every year. However, running such a club requires experience and these three guiding principles:

1. **Focus on the Kids.** Over time youth clubs tend to periodically lose focus of what they are truly intended to do and that's **provide opportunities for the Kids!** I believe it's time for ISC to step back and look at how it goes about providing these opportunities and develop a clear strategy to obtain results. How will this be done? First, we need to create stability in both the staff and coaching team by developing an environment that builds trust and confidence along with a creating a generally fun place to be! Secondly we need to evaluate each of the four programs (micro, rec, select and premier) and develop plans to improve each program...and follow through on those plans. And thirdly, we need to continue to address the field shortage problem. This problem will not be solved overnight, but we need to develop a very public plan to address it. This is a large, expensive endeavor, but new fields can be obtained and I've been a part of such projects before and will leverage my experience to see a Fields Plan put in motion.
2. **Build a culture of transparency.** It's frustrating to me as a parent not knowing more about what's happening in our club. I believe we need to continue improving our website, leverage social media and email more effectively; and if it's feasible, create a paid position within the club that will be responsible for communications and other related tasks. Bi-annual open houses where club families come together and share will become the norm, not the exception.

3. **Develop a fiscally sustainable plan.** It's imperative that the club be run in a fiscally sustainable fashion. This means that each of the four programs (micro, rec, select and premier) need to support themselves individually. This takes smart, seasoned people sitting around the table crunching numbers until a plan and budget is created that promotes financial health each step of the way. Membership fees are the majority of the revenue, however we live among some of the best and most generous companies in the State of Washington and continuing to gain their trust and support is essential to future growth.

If this sounds like the club you envision, please join me on December 17<sup>th</sup> and vote for change! Thank you for your consideration.