CMAC BOARD MEETING MINUTES

Monday July 23rd, 2012

Yankee Diner, Renton

Present: Jeff Kray, Andy Cooley, Steve Sundberg, Bill Koefoed, David Thomson, Brian Dennehy, Marne Osborne, Craig Reininger, Fred Wurden

Absent: Dan Greenshields, John Jendrezak, Marci George, Angela Niemann

Ex Officio Members present: Alan Lauba, Lynne Bielaski, Kari Hensien

Ex Officio Members absent: April Hicks

Approval of June Minutes: Andy made a motion to approve June minutes, Dave 2nd. Motion approved.

Key Issues/President’s Report:

Jeff commented that the main focus of discussion tonight will be on the budget.

Concussion testing is available. We have funding available but it runs out September 1st. Dave will follow up with Greg McNabb and Dan Greenshields. We just need a date, time, and location before the end of August.

Facilities: Jeff needs a wish list this week from Fred as to the needs of the club. Jeff is meeting with John Kirshner this weekend.

Crystal Cleanup is this weekend as well. Kari will send a blast email and post on Facebook and twitter.

Jeff needs to meet with Alan soon regarding his review. The board will dismiss Alan early to do an initial review. Alan indicated that he has not done the inventory yet because the shacks are in such disarray. He wants to wait until they are in their permanent place. Alan is also waiting to see how the new U system is doing before he does his 3 year plan. We will defer Alan’s review until further notice. Kari mentioned that once the shacks are in their permanent place, will need to do another cleanup and also clean up the finish shack. Fred said he would make a list of what needs to be done.

Director’s Report:

Summer Camps:

June camp: We had 31 kids and went really well. Scott, Bill, Amanda and Lily Eriksen were coaching along with me and we had some great discussion about technique, physical training and also mental parts of racing. Amanda is pursuing the US Ski team as a ski racer next year, so she is in full training mode. She provided an excellent example of technique. Lily is becoming a College racer next year and did a great job with the youngest racers.

Due to Huckleberry being overbooked, we stayed at Collins Lake resort. With the mistake of lowering the walk on price dropping from 135/day to 125/day, plus the added expense of lodging we came in just below break even for the camp. We all enjoyed the lodging and camp better at Collins Lake, but we need to rethink pricing and structure for next season.

July camp: We had 20 kids and 4 Master racers. Again, Amanda, Bill and Carl Noges were working along with me at this camp. Camp went pretty well, short lift lines, and smaller group provided some good quality training. Lost one day due to weather, so we should offer $58/per racer refund for lifts. We stayed at the Huck, and so camp will come in profitable due to lower costs, but not quite as well as past years due to the 125/day versus 135/day for walk on kids. Plus the costs for nights and lifts have gone up, but our overnight tuition stayed at $995.

Aug Camp: Looks like 30 + kids coming for SL camp

Jeff asked if the board felt that CMAC was offering a quality camp. Discussion amongst the board was yes, but it is also beneficial for racers to go to other camps to get diversity in coaching and the ratio of camper/coach sometimes is smaller which is better for video sessions. The board can discuss more in depth at a later meeting.

Budget:

Here is where the changes are happening. Now that U14 is 12/13, we essentially drop all the 13 year old tuition from J3 to the old J4 program, and all the 11 year olds are now U12, drops them from J4 down to J5. We need to discuss this at the meeting. The 3 day U12 program and the U14 full time/part time programs will have additional racing needs due to the all-inclusive U14 championship, and U14’s allowed to enter scored races. Also, the U12's will also have the Cascade championships. So all programs U12 and above add at least one, two, or even 3 races to their schedules.

We need to be really careful with U14 Part time/Prep. How do we make it attractive, not too expensive or serious. We want to retain as many as possible in this age group.

Staffing: Separate document, but staff is in place for all programs.

No Bull race is changed to March 2 and 3, Sally McNabb March 9th.

The FIS kids will only be at home 5 to 6 Thursdays so need to price accordingly. Thursday training is available to U16 and above.

Need to name the U12 GS race. Kari is accepting recommendations. Brian suggested Alpine Inn. No decision was made at this time.

Alan has not received any word from Scot regarding the videos. Scott also is working with individual athletes on setting up a training program. Alan will follow up with Scott.

Treasurer’s Report:

Bill handed out the 2012 budget, estimated final 2012 budget, and preliminary 2013 budget. He also handed out the balance sheet as of July 5, 2012.

Tonight we need to figure out the pricing for each of the different programs and a good assessment for the number of kids in each program. The board reviewed proposed tuition pricing for 2012/2013 and discussed the structure of the programs. Preliminary numbers show us losing about 20 kids from last year. Those figures result in about a $40,000 loss in revenue. May need to increase tuition to compensate for loss of signups. Need to set budget based on these assumptions, raise tuition and see what happens. The other alternative is to cut staff which will result in not supporting the kids at the level that they are accustomed to.

Bill will send out updated budget numbers to the board for review and to ponder and will make final decision after more discussion at the next board meeting in two weeks.

Board also discussed which programs will include race fees in the tuition and is this easy to administer.

Question raised regarding the paid Program Administer position and is that included in the preliminary budget. So far we have two candidates. We need to set up the interview process asap to see if we even offer the job and at what salary. Kari will contact Louis and Angela to see if they would like to interview the potential candidates along with herself. We will have discussion/recommendations at the next board meeting.

Credit Card Fees:

Fred made motion to charge a 3% fee for those who use credit cards to pay for tuition. Andy 2nd the motion. Discussion: Dave proposed 3.5% but history shows the average charge from the bank is 2.7%. Motion passed.

Program Administrator’s Report:

Kari will email out draft calendar with the changes discussed tonight.

Andy and Angela will review release forms for electronic signing.

Website: Will update website with all the new information heard at tonight’s meeting and clear off all the old stuff.

Need to set up fall meetings with parents, racers, and coaches. Kari will email parent reps to remind them to get these set up in early September. Will have dates by next board meeting. Craig will also contact REI and or Dan Greenshields(ING) to set up parent meeting November 19th. Board meeting will be at 6pm, with parent meeting at 7pm.

Governance:

Officers Election: Proposed slate:

President Jeff Kray

Vice President Dan Greenshields

Treasurer Bill Koefoed

Secretary Marne Osborne

Approved by board.

Email voting: Current bylaws states has to be unanimous participation. But this has presented some issues in the past when the board had critical issues that needed board approval. To make a bylaw amendment, all board members must be notified and the change must be on the agenda. It also is subject to repeal at the general meeting. Andy will send out a draft proposal, Jeff will put it on the agenda for the next board meeting for a vote.

Insurance Review: We have good coverage for activities on the mountain, training and races, where we don’t have good coverage is if Spencer drives over someone going back to the shack. Might be good to look at something more comprehensive in the future. Andy and Angela will send an analysis to the board as to what they have learned.

Communications and Events:

The CMAC FFE has seen a large increase in donors over the past several months and currently has about $38,000 in the checking account. We have a number of creative ideas this year for increasing contributions. Sale of stickers for FFE, ski swaps, and the silent auction at the banquet raised about $6000. Another good idea would be to sell ski straps. We also continue to receive large donations from Microsoft for volunteer hours. Need to continue to communicate the goals of the FFE to the CMAC families, what the needs of the club are, what we use the funds for and look for other ways to raise funds. Steve will send out a letter to CMAC families this fall with some specific needs that we identity for the Fund. Steve also is looking for a few more participants on the FFE committee which will meet next month.

Sponsorships: We have the same group of standard sponsors, Microsoft, Sturtevant’s, Titus automotive. The Holms have a contact to talk to Alaska Airlines and will follow up with that opportunity. Steve is going to approach Les Schwab again. Others that Steve has identified has potential sponsors are Fred Meyer and Costco. This is time consuming and Steve could use any help he could get.

USSA Club Development:

Brian handed out the USSA Club Development Program. He asked the board to review and see if it will benefit CMAC. This program asks a lot of clubs and may be too much work for what it’s worth. Alan also commented that the grading system is odd. The program seems to be tilted towards the bigger clubs.

New Business:

No New Business.

Meeting moved to Adjourn at 9:33PM.

Next Meeting August 6th at 6PM, Yankee Diner, Renton WA