



Board of Directors Meeting

The monthly meeting of the Board of Directors of the Nashville Rowing Club ("NRC") met at 7 p.m. on August 21 at Norris Architecture, 620 8th Ave. South.

President David Franklin called meeting to order at 7:01

Roll call voting members in attendance: David Franklin, Lisa Delaney, Don Sullivan, Brad Norris, Dawn Foster, Phil Hertik, Kren Teren,

Members absent: Anne Campbell, Tom Padden,

NRC coaches in attendance: Eric Gehrke, Corey Sanderson

1. Approval of Prior Minutes

Lisa

Motion to approve July minutes

Made by: Phil

Second: David

Motion carried

2. Treasurer's & Financial Reports

Don

Don distributed several documents: Fiscal year 2014 statement and 2014 year end balance sheet and balance, budget variance, overall P&L and P&L by class statements as of July 24. He noted that there are slight discrepancies that need to be corrected; Don and Eric will work with accountant to rectify. David mentioned the importance of categorizing things correctly for budgeting purposes for next year. The club obtained two Amex cards to make minor purchases easier; Eric's credit limit is \$5000; Don's is unlimited. Reports showing budget vs. actuals are still a work in progress; this will be Don's focus going forward. Accountant has been spending great deal of time to transition payroll to Quickbooks. Don suggests shifting to the accountant's pro version of Quickbooks, we can be added for \$21/month vs. our current \$25/month subscription with more benefits. Don will ask accountant for year-end P&L for 2014 and the previous two years, so we have three good years of financials with supporting documentation.

Don will be working on updated financial policy, working with Eric and the

accountant, after which he will run it by others. Also, we have added Nashville Rowing as a DBA, and Don is working on corp annual report form.

The board discussed the need for a business plan for branding items. It was suggested that we only presell items at this time and collect prior to ordering to minimize financial burden on the club.

Motion to not pay any bills until a plan is submitted.
Made by: Don
Second: Kren

Discussion: David noted that if items are presold, it is not going to affect the cash flow of the club. Don noted that our financial policy says anything over \$1000 needs certain approvals; he is concerned that there's not a lot of accountability. David noted that as long as we have collections upfront, we'll have the money in the bank once bills come through. We are not committing any funds of the club if we are collecting up front. Eric noted the need to make essential purchases for regatta season.

Don withdrew original motion and revised it to state that no bills will be made if a plan is not submitted in seven days.
Kren: Second
Motion carried

Plan should include prepaid vs. committed funds from the club through the end of the fiscal year, specific items, when purchases would be made so that we can plan for cash flow.

3. Revenue Projections/New Expenses Eric

Eric noted that the club purchased two pairs with board-approved funds. He noted that the club is very much in the green with the juniors fall; masters combined programs are closest to red line. He also noted that we won't make a final judgment on what to do about non-paying members until October.

4. Old Business

A. Ad Hoc Committee Updates

1) MAB/ Bylaw Update Kren

Submitted exception for member for payment plan for dues and fees—extending credit with full membership benefits.

Kren noted that we are losing Masters members due to the dues/program fees increase—usually in the fall 60-70; guessing about 40 so far. There are 27 people on the summer roster who have not signed up for the fall.

Don suggested that we come up with an agreement to get people to sign to have

them pay on credit. Eric will adapt the form he uses for Juniors.

Open row attendance minimal; MAB requests moving it to Saturdays at 9:15, but that would displace the Dev. Group. David asked Eric to survey members to determine the best day/time for open row.

Kren also noted that all members who have guests must have guest sign waiver and must be in trailer for Eric to pick up after row. Host member must accompany guest on the water. Mark Ragland is now the guest concierge and can be contacted at guest@nashvillerowing.org

Dietmar is talking to Russell about making BMX cove a no-wake zone. Russell says it is feasible, although the club doesn't have wakeless launches. It was noted that if people are approaching Russell as Nashville Rowing, it should be Eric or David, or be cleared with them first.

There was a question whether masters can enter boat races without paying program fees. It was determined that if members want to race without paying comp fees, they need to talk to Eric.

David noted that it's been a while since we've had a full masters membership meeting. David and Eric need to meet with masters membership to hear from all the members to have an open discussion.

Kren asked that Masters have access to the membership list even though it's Eric's responsibility now. Eric noted that Masters already have access to it.

2) Junior Membership & Program

Eric

Eric handed out report noting number of Masters, Juniors, Student members. 42 Masters, 21 Juniors, 2 students to date. Will present updated membership list every month. He also handed out Adult summer programs and juniors programs, showing who has paid.

Phil noted that there was an issue regarding the junior annual dues/program fees. Last year, the juniors program did not pay dues; paid program fees with dues included. Members who did not row year round were upcharged. When the Masters and Juniors were combined, it was thought that it would make sense to break out dues to make things consistent. But the numbers weren't recalculated at the \$280/year dues. Some members have figured out that it's cheaper to row year round and not pay dues. As a result we will have more non-paying members. There are 46 kids in program but only 21 members. Non-paying members don't have voting voice in elections. We want to, going forward, adjust member dues that members will come out better than non-members.

Motion to change member reduce voting member fees to \$370 (from \$400) for winter and \$775 (from \$800) for spring

Made by: Phil
Second: Kren
Motion carried

3) Masters Membership & Program Eric
Covered above.

4) Masters Program Plan Eric
Masters membership program fees are due Sept. 1. The plan is to move the focus back into 8s for fall training, eagerly moving the dev program up. Eric and David can go over this with the Masters when we have our meeting.

5) Introduction to Strategic Plan Eric
Want to present this in September when Tom and Anne are here. Eric will present plan he has developed as a place to start; the Board will shape it and have input based on what the membership wants. Eric will get his draft plan to the Board a week prior to meeting so we come prepared to respond.

6) Capital Plan Update Eric
New 8 is ready for pick up; the new trailer is not ready. Two new launches have arrived with engines; boat covers are in the mail. Eric is working on plans to get rid of old equipment—will present at Sept. meeting. Don noted that insurance costs are going to go up with additional equipment and he is not sure if we have accounted for it. There was discussion about insurance, with Eric noting that we slightly underinsure our boats. David asked that Eric explore whether to increase insurance for boats to help cover expenses.

Don noted that as funds are running tight, we need to think about whether to add insurance costs at this time. He suggested that we could increase deductible costs instead of raise premiums. Liquidating old equipment will lower bills too.

7) QuickBooks Update Don
Covered above.

8) Branding Dawn
Dawn presented new options, focusing on two versions—one with a square, one a crest as carrier.

Motion to accept the bright yellow as accent color
Made by: Brad
Second: Phil
Motion carried

A vote was held on two versions of the logo
Square: 3
Crest: 4

Motion to accept the vertical yellow stripe on the oar.

Made by: Lisa

Phil: second

Motion carried.

Dawn will show versions of logo with “Juniors” “Masters” added below. In a preliminary search, Don did not detect any oars similar to the one we want.

9) Fall Summer Program Update/Successes Eric
Covered above.

10) Masters Learn To Row Update/Successes Kren
Covered above.

11) Recent Inquires into Club (last month) David
No further inquiries from individuals lodging previous complaints regarding the club.

12) Annual Meeting Date David
Meeting will be held at 3 p.m. December 6 at St. Cecillas. Eric will confirm with SCA. Will put in Quick Catch each issue going forward.

B. Equipment Review/Needs/Purchases Update Eric
IU was damaged on the stern during a novice practice. Eric will explore getting it repaired in Nashville. Will come to next meeting with repair plan or discuss with David prior to meeting. It is not rowable until fixed.

5. New Business

Contract Approval – Cory Sanderson 8.15 Eric
David will get new contract to Eric for Cory—first pay period Sept. 1.

6. Other Business

None.

Meeting adjourned at 9:27 p.m.