

Velocity Aquatics Board Meeting Minutes
August 19, 2019

Board Members/Team Coordinator Present: Phil Kern, Judd Wadholm, Stephanie Grotbo, Michelle Georges, Jodi Jostock, Chris Semeizer, Aaron Benker, Dave Kenison.

Coaches Present: Carl Schultze

Others Present: Corey Hansen, Shannon Swanson, Marianne Sannito, Jenny Knutson

1. Board Report: Dave Kenison
 - a. Swimmer counts
 - i. North 63 (Budgeted 62)
 - ii. South 36 (Budgeted 60)
 - b. PT Coaches Hours
 - i. North 41
 - ii. South 93.25 (Liz coached at both North and South locations, but all hours were slotted into South, resulting in abnormally high South PT coach hours.
 - c. Meet Losses
 - i. July \$3.00
 - d. Fundraising Committee (Jodi Jostock)
 - i. Make A Splash missing donation resolved-waiting on payment
 - ii. United way received \$250
 - iii. July 4th Fundraiser:
 1. Info gathered for improvements to be made next year. Estimated funds to be around \$9,000.00 from this year.
 - iv. Fall Harvest
 1. Nickle Dickle Days paid \$110 for reservation. Signups are out for Volunteers to handle Fall Harvest sales.
 2. Delano Octoberfest paid \$55 for reservation. Volunteers have been selected to handle Fall Harvest Sales.
 3. Committee currently working on dates to coordinate a door knocking event for Fall Harvest sales.
 - e. Marketing Committee (Jodi Jostock)
 - i. Business Cards were ordered that were not site specific. Trevor should have them. North specific cards should not be needed.
 - ii. Apparel Launch Dates set
 1. 2019 Fall Launch Sept. 28- Oct. 8 (Distribution Oct. 29)
 2. 2019 Holiday Launch Nov. 8- 18 (Distribution Dec. 16)
 3. 2020 Winter Launch Jan 6-16 (Distribution Feb. 6th)
 4. 2020 Championship T-shirt Launch Feb. 8-12 (Distribution Feb. 20)
 5. 2020 Spring Launch April 3-13 (Distribution May 4)
 - f. Recruitment Committee (Jodi Jostock)

- i. New Swimmer guide needs updating with pricing, new emails etc. for fall season.
 - g. MAAPP
 - i. FAQ's posted to all members
 - ii. Signature of approval needed by all members with registration.
 - iii. 60 registered so far
 - iv. Board motion to approve USA MAAPP by Jodi Jostock, Second by Michelle Georges, all in favor.
 - h. Best practices for financial requests:
 - i. All expenses will be run through the Treasurer
 - i. Work Comp insurance renewal:
 - i. \$1,100
 - ii. Company will audit, expect to have an increase due to more coaches and larger size of the club. \$1,000 added to budget for expected increase.
 - j. Motion to approve July Meeting Minutes and Board Report made by Jodi Jostock, second by Judd Wadholm, all in favor.
2. Bad Debt Follow Up: Stephanie Grotbo
 - a. Velocity has accrued \$8,000 of bad debt, due to dues that have not been paid.
 - b. Stephanie has been contacting delinquent accounts to arrange for payment.
 - i. So far \$3,200 has been collected.
 - ii. \$1,600 needs to be written off due to accounts that were charged, and accrued debt, but the children never continued to swim with the club after their trial period.
 - iii. \$2,600 still remaining. Stephanie continuing to work to collect delinquent payments.
 - iv. Coaches need take attendance regularly, so we know who is swimming, and able to catch when kids have quit, so charges do not accrue.
3. Financial Report/ 2020 Budget: Judd Wadholm, Stephanie Grotbo
 - a. 2019 Budget had many shortfalls in July
 - i. Coaches expenses were higher
 - ii. Facility Pool expenses were higher
 - iii. Missed budget by \$8,000 in July.
 - b. 2020 Budget
 - i. Need Fundraising to build a reserve for unexpected expenses, will work to build a balance to sustain club.
 - ii. Proposed \$10.00/month Fee increase for each group in the North
 - iii. Proposed all South Groups priced \$20.00 higher than the North. (Historically, pool expense for Safari averages out to be \$20 per swimmer)

- iv. There will be no more half-month discounts.
- v. Due to recent higher coach travel expenses, more \$\$ have been budgeted for 2020.
- vi. Carl brought up concern over the number of swimmers budgeted for the Gold group in Delano, so allowances were made in the budget to allow for the new forecasted numbers.
- vii. \$1,000 was added to allow for Workers Comp rate increase.
- viii. Final Budget shows a loss of 11,840.
- ix. Fundraisers last year accrued \$16,000. This allows us to run with this budget, and still start building the reserve.
- x. Motion to approve 2020 budget and fee structure by Chris Semeizer, Second by Stephanie Grotbo. all in favor.

4. Board Nominating Committee: Stephanie Grotbo, Jodi Jostock, and Chris Semeizer

- a. Judd Wadholm, Treasurer, term is complete. Stephanie Grotbo to become new Treasurer.
- b. Aaron Benker, President, term is complete. Nominating committee has proposed that Aaron stay on as acting president for one more year, due to so many recent changes adding a second location.
- c. Two Candidates have applied for board positions.
 - i. Jenny Knutson
 - ii. Corey Hanson
- d. Committee recommends we bring on both as new board members to allow for further representation from the communities we serve. They propose that Aaron Benker, while acting in his final year as president, waive his vote to maintain the 7 voting member board. Aaron has agreed to these terms.
- e. Nomination to bring Corey Hanson and Jenny Knutson on as board members made by nominating committee. All were in favor.

5. Head Coaches Report: Carl Schultze

- a. Shared tentative meet schedule for Fall-Winter 2019-20 looking at a few alternatives.
 - i. RSC in December, may try to get into MTKA team competition instead due to lack of competition in RSC previous years.
- b. Mini Meets
 - i. October 3 in Delano. (HS girls are at Waconia)
 - ii. October 26 in Waconia. (HS girls are at Dassel-Cokato)
- c. Coaching Shortage in Delano.
 - i. New Coach interviewed, but has rotating work schedule and cannot work the same night each week.
 - ii. Possibility of Jr. Coach? We have interest from Delano Swimmer
 - iii. Email to go out asking for parents who may have swim experience that might want to get involved.

- iv. Will look into getting coaching safety classes for newly hired coaches.
 - v. Discussed the need to inform parents now, that there will be availability of Platinum practices in Waconia this next spring and summer, so as not to lose current or potential swimmers to other options that might be more convenient to them than our Delano location. All agreed that while we do not know the availability of Safari, having Platinum practices in Waconia is a priority.
6. Waconia High School Coaches
- a. Stephanie Grotbo has been networking with the HS coaches to build rapport. Offering use of our time clock etc. Hoping to strengthen the relationship between Velocity and the HS team for dual usage of the Safari site, potential new swimmers, Jr. coaches etc.
7. Motion to adjourn meeting made by Stephanie Grotbo, Second by Jodi Jostock, all in favor.