

Prime Board Meeting Minutes

Feb. 13, 2019

6:00 Alcoa 1st UMC

Members Present: John Tate, Ken Mays, Carl Jones, Beth Pye, Alisha Stanley, Jayme Lyttle, Chris Sheets, Clint Wight

Other Attendees: Betsy Mays, Kelly Tate, Jodie Jones

Meeting convened at 6:03 p.m.

- I. Approve Minutes from Jan. 16, 2019
 - a. Motion: Clint; 2nd: Beth Approved
- II. Update and action related to Speedo contract
 - a. Prime is in its last year to the initial contract with Speedo; we can re-sign in 2020. Carl explained that we are not upholding our contract. He would like to see swimmers in uniform. He also said that we should work toward goals to get as many rewards from Speedo as possible.
 - b. Jodie explained that Speedo is trying to recover from being lax in the past with contracts and that is the reason they are beginning to enforce their contracts. Speedo looks are the last 2 years on the 4 year contract to determine how the club had spent on Speedo and worn the product.
 - c. Currently Prime gets \$500 in coaching outfits but it can be shifted to “team support” and \$ can go to swimmers, banners or awards.
 - d. Speedo is offering a new incentive program where a team can earn as it buys. Swim and Tri can log purchases and then once the threshold is met, a discount can be applied and then the team can get polos and banners. Ken raised the concern about lack of inventory from Speedo. Jodie said that if we can identify suits early, the lack of inventory shouldn't be an issue.
 - e. There is also a tiered program where the contract is non-binding. Ken proposed that we survey the team. Jodie will send incentive program and new contract.
- III. Facility Discussion
 - a. The Flyers have an outstanding balance this year. They have paid \$3600 of their obligated \$9000. The Flyers want to terminate their contract. Carl mentioned that the families didn't transition over in the beginning and he doesn't know why. Now there are 37 homeschool swimmers and 1/3 are BHEA. Wanda attributes the drop in numbers to communication lapse. Ken questioned how we'll recoup the revenue lost from BHEA not paying their capital responsibility.
 - b. The billing process is difficult because we can't set fees until we know how many practices will take place. It costs \$70,000 to run the facility.
 - c. The Flyers wanted refunded some money because of snow days. Jayme recommended in moving forward, we do not give refunds. Wanda suggested giving them a monthly

rate. Also, she said if BHEA backs out, she will check and see if Blount County will pay more.

IV. Goggled Gobbler

- a. John wanted agreement in writing. There was discussion of changes to be made. It was decided to take out the TNAQ representative and Prime would get a larger percentage than Boosters. Ken and Betsy will rewrite parts of agreement for John to present to the Boosters.

V. Homeschool registration

- a. Homeschool kids want to compete. We will offer the flex and full membership which will include 3 t-shirts and cap.

VI. Summer training trip

- a. There has not been a decision if a trip will be offered. Carl will communicate that the decision has not been made so families can plan.

VII. Full time assistant coaching position

- a. Carl explained that this position is geared toward Cameron and is a good “starting out” coaching position. Shannon will transition from her current position to instructor. Lessons will continue to run in the summer. The details of the summer schedule for this position will be sorted out. Carl explained that the team needs someone else who knows the swim lesson program. Jayme agreed to head up a sponsorship committee. Ken suggested we offer Cameron extra hours and Jayme said he believes we need to offer the position to Cameron. Carl said that when running a business it is important to value employees (coaches) and if coaches leave, swimmers will leave.
- b. Clint asked if we are able to pay bills currently? He also asked Carl what he wants and he said he wants \$60k. Jayme suggested we make a “pie in the sky” budget and then work backwards. We will need to solicit money externally. Carl said that money will come from swim lessons. With a full time position dedicated to lessons, the numbers will increase and homeschool numbers will increase.
- c. Clint motioned to offer Cameron as Assistant Coaching position @ \$30k/year. 2nd: Jayme; passed unanimously

VIII. Other business

- a. Structure take-down: May 1-May 3
- b. Ken explained that the past couple of years, the team has ended \$5000-\$8000 in the red. He explained that he doesn't currently see any areas of concern.

Next Board Meeting: March 27 @ 6pm @FUMC

Minutes respectfully submitted by Alisha Stanley, Secretary