

Prime Board Meeting Minutes

Jan. 16, 2019

6:00 Alcoa 1st UMC

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

Other Attendees: Betsy Mays, Kelly Tate, Elisabeth Bellah

Meeting convened at 6:00 p.m.

- I. Introduction of new board members
 - a. John asked everyone to introduce themselves.
- II. Approval of Minutes from Nov. 7, 2018 Board Meeting
 - a. No changes
 - i. Motion to approve: Carl, 2nd: Sally Approved
- III. Discussion of Goggled Gobbler
 - a. Eric Bellah explained how Prime became the host for the race. It was originally a MHS Booster fundraiser. The Boosters didn't want to do it so Prime and the MHS swim team offered to take it over. The highest number of participants until 2018 was 174 runners. This year we had 325 runners and Race Day Events believes that there could be 500-600 runners next year. Eric explained that sponsorships totaled \$12850 and race revenue totaled \$9660. Expenses totaled \$6995.04. Eric explained how the funds for the race will be distributed. \$2187.50 to MHS for Cameron to coach the Middle School team.
\$337.50 to Flyers, \$312.50 to BCS, \$1375 to Prime to reduce lane rental fees. Prime's final allocation is \$11,302.46.
MHS requested \$4000 to cover expenses that had not originally been budgeted. Clint asked if the \$4000 would affect the bottom line and Eric said that Prime is happy to get any amount from this fundraiser.
 - i. Ken made the motion to pay \$4000 to the MHS Booster Club at the Jan. 22 Boosters meeting. The motion was seconded by Clint and approved by the Board.
 - ii. There was discussion about when there will be a decision made about how the revenue would be split for the 1219 race. Eric explained that the Boosters meet Jan. 22 so a plan would be in place within a month.
 - iii. Jayme suggested will publicize much more next year.
- IV. Approval of 990 filing (Jan. 1, 2018-July 31, 2018)
 - a. John explained that this is a required document for non-profits. John said that since our season ends July 31, it makes more sense for our fiscal year to end on July 31 (more aligned with the revenue cycle).
 - i. Approved
- V. Discussion of Speedo contract

- a. Carl explained that Prime is a Speedo team, which means we need to have 90% (eventually 100%) of our swimmers wearing Speedo suits. We have many swimmers that wear other brands, both at practice and at meets. John asked about the benefits of being a Speedo team. Carl explained that we are one the lowest tier, which is rewarded with \$500/year funding for gifts, 8 coach polos, and a 40% discount for kids that qualify for Jr. National level meets. If we move to tier 2, swimmers would get free suits for Jr. National level meets and a larger coach allowance. Jayme suggested we find out what our spending target is and decide if we continue forward with our Speedo contract. Carl expressed Jodie's frustration with offering free fittings for tech suits (which she doesn't do for any other account) and then people ordering other brands.
 - b. We need to educate people on how to order through Swim Outlet because we get 8% back on purchases, which totaled \$600+ this year. Sally raised the question whether there is a way we could have a link to Swim Outlet for Gettysvvue so that Prime could get credit for those purchases.
- VI. Spring Break dates
 - a. Spring Break will be March 11-16, returning on March 18.
- VII. Team Banquet (Social Committee)
 - a. Beth asked for some guidance from Carl. He wants the banquet to be more formal after the short course season and then more informal after the long course season. There was discussion about letting the seniors make a video to show at the banquet. Awards will be given and gifts will be given to swimmers who are continuing their swimming in college.
- VIII. Age group sectionals
 - a. Atlanta, March 14-17; 6 kids qualified. Patrick requested to go since all of the swimmers are in his group. Beth suggested that we could combine with ACAC to keep costs down. Ken said that we need to know the number of kids who are going to Sectionals/SE. That will help plan the budget. Carl will follow up with cost and how many kids have committed and how many are close to cuts.
- IX. Explanation of Carl's contract
 - a. Carl sent out his contract, which thoroughly explains his responsibilities both on deck and behind the scenes. John iterated the importance of people getting involved with committees.
- X. Financials
 - a. Ken is in the process of converting the financial spreadsheets to Quick Books. He will email out the financial statements when they are complete.
- XI. Team Unify/Scheduling/New group offering
 - a. Ken would like someone with Team Unify experience to help with registration this year. The senior group is at capacity on T/R, so a new group has been added. The 11-14 and seniors have a M/W/F/S option with prorated cost. Chris offered to help with scheduling.
- XII. Facility Issues
 - a. Betsy explained that there is a plumbing problem in the men's restroom. Prime has an agreement with GM- 75%/25% maintenance cost split. Carl feels like we have to repair

a lot. Betsy will check with GM to see the route to fix the plumbing problem. Chris asked about getting the water fountain repaired.

XIII. Make a Splash Update

- a. Betsy said that there were \$1600 in donations following Erin and Alex's email to the team.

XIV. Flyers delinquent on payment

- a. Flyers have only paid \$3300 of the \$9000 they owe for their capital payment. We need to determine how we can communicate that if they don't pay their balance, their contract will not be renewed.

Next Board Meeting: Feb. 13 @ 6pm @FUMC

Meeting adjourned @ 7:41 p.m.

Minutes respectfully submitted by Alisha Stanley, Secretary