

INDY AQUATIC MASTERS
QUARTERLY MEETING OF THE BOARD OF DIRECTORS
September 24, 2018

The Indy Aquatic Masters (“IAM”) Board of Directors convened for a quarterly meeting on September 24, 2018. All of the Board members present in person with the exception of Ms. Schenkel. Also attending the meeting were IAM Business Development Director Mel Goldstein, IAM Head Coach Dean Hawks and IAM Attorney Jeff Halbert. There was a quorum.

APPROVAL OF AGENDA

Board Chairman George Quigley called the meeting to order at 1:43 p.m. Mr. Quigley reviewed the agenda for the meeting and inquired as to any additions. Ms. Harter made a motion to approve the agenda. Ms. Bowen seconded the motion. The motion passed unanimously.

MINUTES OF PRIOR MEETINGS

Next the Board considered the minutes from the June 11, 2018 regular meeting of the Board. Mr. Shope made a motion to approve the minutes of the June 11, 2018 regular meeting. Ms. Bowen seconded the motion. The motion passed unanimously.

HEAD COACH’S REPORT

Mr. Hawks provided the Head Coach’s Report. Mr. Hawks noted that the Chris Clarke Invitational would be cancelled due to low attendance. He highlighted two additional competition opportunities the University of Indianapolis and Warren Central, in October and December.

BUSINESS DEVELOPMENT MANAGER REPORT

Mr. Goldstein provided his report and also highlighted the success of the 2018 Adult Learn to Swim (ALTS) program. Mr. Goldstein noted that he had met with the Indiana Fever to discuss possible partnering opportunities in conjunction with the ALTS. He led a discussion about the feasibility of hosting the 2-mile Cable Championship and that it would potentially be the last time IAM hosts the event. Swimcation is scheduled for February 27, 2019-March 3, 2019 in Ft. Lauderdale.

FINANCIAL REPORT

Ms. Harter presented the financial report and distributed profit and loss statements and balance sheet to the Board for review. Ms. Harter noted that the information provides a six-month “look back” to present day, but noted that the actual numbers do now reflect the approximate impact of the 2018 Spring Nationals. Ms. Harter indicated that fees for visiting swimmers began July 1,

2018 and IAM has been using online registration for visitor payments. She also noted that IAM is considering allowing drop-in fees for Indianapolis residents with a maximum of three visits per month. Ms. Harter highlighted the recent addition of text message notification to members, possible internal handling of USMS renewals and that IAM has applied for and been approved for a \$2,500 ALTS grant. Ms. Harter noted that IAM cash on hand was \$140,209 as of August 2018, but does not reflect potential Spring National invoicing yet to be received. Current paid membership through August totaled 288 compared to 318 as of the same time in 2017. Ms. Harter noted that it is essential for IAM to maintain at least 312 paid members in order to justify six practice locations. She then led a discussion relative to member count and practice usage at each of IAM's locations. After discussion, it was the consensus of the Board that the Fishers High School location would potentially be stopped.

Ms. Harter left the meeting at 2:45 p.m.

FUNDRAISING

Mr. Quigley led a discussion about continued fundraising efforts. Mr. Quigley noted that the focus should be on other similarly situated non-profit entities. Mr. Quigley will provide a report to the Board at the December meeting. Ms. Bowen reported that the IAM Christmas Part will be held on December 2, 2018 at Prime 47.

ACTION ITEMS

None.

EXECUTIVE SESSION

There were no items to be considered in executive session.

OTHER BUSINESS

None.

DIRECTOR COMMENTS

None.

ADJOURNMENT

The next regular meeting of the Board is scheduled for December 7, 2018 at 1:30 at Bowen Engineering. The Board will conduct its Annual Board Meeting on December 7, 2018 prior to the start of its regular meeting.

Ms. Bowen made a motion to adjourn the meeting, which was seconded by Mr. Shope. The motion passed unanimously. The meeting was adjourned at 3:00 p.m.

George Quigley, Board President

Pat Schenkel, Secretary

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