



**Davis Aquatic Masters
Board Meeting – February 3, 2020**

Kevin Waterson called the meeting to order at 6:35 PM at the Brady Building.

Attendees

Kevin Waterson
Dan Sperka
Patricia Quinn

Diane Barrett
Andy McPherson

Stu Kahn (non-voting)

Allan Crow (non-voting)

Approval of Minutes

- The minutes from the January board meeting were unanimously approved.

Finance Report

- Allan requested that he, Dan, Pat, and Kevin agree to a time and date to sign financial documents. It was agreed that we would meet 2/12 4:30 at Travis Credit Union to set up the CDs, and 2/15 at 11:00 AM at Bank of America to sign banking documents.
- Allan presented the Growth Metrics spreadsheet that he prepared and provided to the board.
 - Kevin had emailed the board with his projections for membership. He stated that DAM would need 55 new members to see a 10% profit. His projections did not take into account fundraising and event income
 - Allan pointed out that without the events we would not have the accompanying expenses, and therefore the 55 member projection was a bit high.
 - The board discussed the financial goals of the club.
 - Pat stated that given our status as a non-profit, is it reasonable to have big profit margin goals?
 - Dan asked what is our goal? Be profitable and how? What are our short and long term profit goals?
- Allan pointed out from the Growth Metrics charts:
 - DAM has had only one deficit year (2014) in the past 10 years.
 - For the past 5 years our income and expenses have been steady, without much fluctuation.
 - The membership count, specifically the full dues paying members has not varied much in the past 16 years.
 - When looking at data from the Active Age Group chart it is apparent that the 55-70 age groups are by far the strongest, and other than the 80+ group, the 30-34 is the smallest. It is easy to conclude that the 18-35 age groups are important to

the ongoing strength of the club. The board discussed the need to increase membership in those age groups and how to best do that. Further discussion is needed.

- The board then discussed whether it is best to put efforts towards increasing membership or events from which we stand to profit. Stu stated that the introduction of Brute Squad Lite did not yield substantial gain. Pat asked if it was realistic to judge the Brute Squad Lite given that it was the first year? The board also discussed fundraising as a way to increase revenue.
- The Monthly Fees chart shows that dues increased in 2010, but then not again until 2017 when dues were raised to cover the increased city pool rental fees.
- Allan reported that the EOY 2020 General Fund currently shows a \$2,458 profit (adjusted for timing issues with the city's billings for pool rental fees, the Brute Squad expenses not yet received, Grand Prix expenses under budget, and the Directors' and Officers' Liability payment in February).

Coach's Report

- Stu announced February events, the One-Hour Postal swim, and Yolo Food Bank drive.
- Stu reported projected revenue from the Brute Squad to be \$4441, expenses to be \$2564 and profit to be \$1997.
- Stu reported that preparations for Berryessa are on schedule and that online registration will be available March 1, earlier than usual.
- Stu reported that Schaal pool will not be under construction until summer of 2022.
- Stu reported that he spoke on behalf of DAM and Darts at a memorial service for Don Kessler.
- Stu distributed and delivered a presentation on his employment history and current status. He stated that he has come to realize that board members do not necessarily have the historical perspective on his time as Head Coach, and he wanted to provide information that would be useful as we prepare for Stu's retirement and the transition to a new coaching staff.
 - Stu talked about the Head Coach Job Description as it is in the current Policies and Procedures. He stated that he was the 6th DAM Head Coach, and that his current plans include retirement in March of 2022.
 - Andy stated that given all that is in the job description and all the additional tasks that Stu performs, it seems like we will be asking a lot of a new coach and posed the question of needing to consider more than one full time coach, and one part time assistant coach.
 - Stu covered quickly the lengthy list of additional duties that he performs as Head Coach, in addition to those covered in his job description.
 - Stu reported on the Historical Financial Statement that he prepared. The statement details his salary history throughout his tenure with DAM, and also provides a snapshot historical look at DAM available funds, 2008-2020.
- Stu finished his report by making a request that the board consider nominating Mary for Pac Masters Coach of the Year.

Action Items from January Meeting

- Board members should start thinking about fundraising opportunities and we will discuss more next month.

Action Items from February Meeting

- A subcommittee will resume making changes to the Management Task List. (Diane, Pat, Dan and Scott)

The meeting was adjourned at 8:38 PM.

Next meeting March 16, 2020, 6:30 PM in the Brady Building.