



Dad's Club Board of Director's Meeting Minutes
Monday, 17 July, 2023, at 6:30 p.m.
Studio A of Dad's Club Aquatic Center

I. Declaration of Quorum / Call to Order at 6:34 p.m. – Justin Chapman

Present:

- Dustin Heitmann
- Earl Lee
- Jamey Moss
- Michelle Northcutt
- Cheryl Nealon
- Linda Kutac
- Justin Chapman
- Jeff Manley
- Chris DelGardo
- Wojciech Mrugala
- Kendra Lee

Absent:

- Sarah Snyder
- Donald Cramp
- Rey Aguilar

II. Review and approval of Minutes for May and June Meeting – Chris DelGardo

- Modify May minutes with Jamey present instead of absent
 - Passed unanimously

III. Treasurer Report/ Financials – Earl Lee

- May: Awty and St Thomas rental fees were received at the end of their season
 - Would be better to get paid up front, but in general, they pay as expected
 - Suggestion to include renewal with payment up front
- YTD comparison of swim team and aquatic receipts: There is an increase this year. There could be several reasons:
 - It could be more annual payments (which would balance out at the end of the month).
 - We had more kids in "Try Dads" this year.
 - Some of this could be attributed to an increase in swim team dues.
 - The number of swimmers was the same, but perhaps there was faster filling of vacant openings because of the waitlist.
 - Getting the pool fixed (\$50K) in a timely fashion helped with this increase because we were packed.
- Cash flow projection: Swim marathon-paid projects were not anticipated in the projection.
- Cynthia is working with the accountant on the tax return. These are not yet completed, but when done, we'll get them to the board for signatures and filing.
- We got a notification today that we might be the victims of a check washing scam.
 - Bank called today and identified a check that got 'washed' in the mail.
 - Bonnie and Linda are investigating setting up only remote payments with our vendors
- Excess receipts over expenditures:
 - Does excess go to a MM account / checking account.



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- We keep an operating balance of \$250K, and move cash to other accounts above that level.
- As this grows, we need to identify less-liquid accounts to place the excess in and/or payoff debts to the bank as possible.
- We have about \$1MM in the account, which is about a 6-month reserve.
- If we get to a one-year reserve, then we can act upon it.

IV. Report of the Executive Director – Linda Kutac

- 297 registrations for swim team – public link opened today. Existing members opened last week
- We'll send another reminder next week
- Already have a waitlist for one group
- We have contracts ready with Fonn Villas – 5 year term with a minimum 2-year before either party can early terminate
 - They are investing in a heater on the pool. At the end of two years, we can reevaluate. This will allow us to grow our membership
 - Our responsibilities include adequate supervision, qualified coaches, parking restriction to the parking lot, store our equipment properly, keep clean when we're using it, pay for the gas to heat the pool, maintain insurance, indemnify them, comply with their pool rules and facility rules
 - Their obligation: maintain pool and facility, provide us with access and codes
 - We can prorate the rent when it does not meet minimum standards
 - We need to revisit the language in the contract about terminating immediately instead of warning us about minor infractions.
 - This will help us with the Blue groups and Silver 1 groups. Keeping those swimmers in our system (instead of with the competition) has a lifetime income potential for Dad's Club
 - We will send two certified coaches
 - On Tuesday and Thursday, we'll send stroke clinics over there
 - The location (Kimberly @ Beltway 8) will help us pick up more kids that live further south down Beltway 8
 - We'll try to synchronize with the local middle schools for our optimal practice times.
 - Our legal counsel should review this before we sign (reach out to former board member Chuck Turret to see if this is in his area of expertise, and get him to review this for us if so) – hope to complete this review by Friday
 - Board is OK with reviewing and accepting Chuck's comments – and signing the contract between board meetings
- Replaced the pump in the 50M pool (\$20K)
 - This pump was installed in 1968, and was rusted out at the bottom
 - Bill Giffin (our electrician) came in to rewire. He found our panel was very hot. He investigated the panel (with thermal imaging) and is repairing.
- We did have a tree fall on the property, and we had that removed
- Swim lessons are going well
- We have a lifeguard shortage again – everyone is returning to school

V. Report of the Head Coach – Rey Aguilar

- a. Rey is not present tonight – he asked Linda to cover the registration numbers during the meeting



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- i. We sent the link out for existing members last Tuesday (250 had signed up as of this morning)
- ii. We opened the link for the public today (we now have 297 registrations – 47 new today)
- iii. Six are on the wait list

VI. Committee Reports / Goals / Progress

- Long Range Planning and Facilities Committee – Dustin Heitmann (Chair)
 - No meeting since last month. Will meet before next board meeting.
 - Board comments
 - In the past 18 months, we've done a lot of progress on image, upkeep, etc.
 - Still need to focus on broader vision of the future improvements (demolition, building, parking, etc.) – growth rather than just maintenance
- Fundraising Committee – Sarah Snyder (Chair)
 - We did a final push about a week and a half ago. We can call the annual fund done now. Sent to 6000 people, and had 127 donors total. Total donations of \$18K
 - We had three main pushes, and each one was incrementally less
 - We spent a decent amount of money on mailers, and we need to reevaluate that expense
 - We now have a solid fundraising database. This will set us up for more success in the future.
 - We have a parent now who will chair the swim marathon (Saturday before Halloween)
 - We discussed increasing the marathon requirement
 - We had a pushback on increasing the number of volunteer hours, so we did not increase
- Annual Fund Update
- Swim Team Committee – (Kendra Lee Co-Chair)
 - Swim Team Committee would like to have a co-chair – primarily to help organize the parent leaders of each group
 - We'll have an open house for parents soon – not just new kids, this is for everyone. We use this for gear pickup, etc. We can use this to help organize team parent lists, etc. This is also a good opportunity to communicate the "We're a team" nature of this, rather than "I'm a Member" mindset – to help drive more parents to participate as volunteers, etc.

VII. Other Business/ Discussion Items

- Next meeting is 28 August. Currently planning on skipping September

VIII. Adjournment at 7:55 p.m. – Dustin Heitmann