

August NRC BOD Minutes



Date: September 1, 2021

Time: 6:30 p.m. Executive

7:00 p.m. General

Location: Virtual

Attending: Steve Grant, Cory Sanderson, Henry Trost, Susie Ryan, Liz Holihan, Kathryn Lillard, Emily Gadsden, Becca Williams

7:00pm President – Steve

- Steve proposed to idea of adding more secure storage at the lake
- Used shipping containers available for ~\$4k, could be located above flood elevation near some of our current boat racks, a 20ft used container is currently available in Nashville used shipping container available in Nashville plus a \$450 delivery fee
- Previous proposals for use of shipping container were not pursued due to potential liability if the container floated away (UTC has a floating shipping container for rack space) but this would be on land
- All agreed the idea is worth pursuing further, Jordan and Steve to follow-up and draft something for Russell

7:10pm Vice President – Henry

- HH agreement update:
 - Amelia has circulated a synopsis of the current discussion/debate
 - \$12.5k was for 19 HH girls max which has now been exceeded, some HH sticker shock for price increase for more girls
 - Kylene (athletic director) and CFO expressed frustration that this should have been discussed last spring to which we countered that we only found out about the changes to the erg room recently which materially alters the value of the agreement and makes it harder for us to justify charging anything less than full price per rower
 - HH has communicated that the only way they could make it work would be to cut numbers, HH to come back to us with other creative solutions hopefully
 - Charging full price per rower gets us to \$21K for current numbers
 - Amelia evaluated our potential “drop dead” price, we could make it work at \$12.5k but we want HH to have skin in the game, maybe \$15K but HH would still need to cut rowers
 - Next steps include determining how much the erg room is worth
 - Amelia, Cory, Henry, Steve to review our budget line item by line item with Kylene to get a clearer picture



August NRC BOD Agenda

- o It remains hard to understand how HH is evaluating what MBA may be offering as an alternative for same price of \$12.5K
- o Amelia and Henry are seeking BOD support for target \$15-17K to keep current numbers (no cuts) and potentially charge HH monthly for expenses like regatta costs that HH may be able to treat separately in their budget; BOD agrees and supports
- o Coach Victoria has agreed to drive the HH bus but is not getting paid to do so; she has agreed but communicated that she does not want to continue doing so next year in order to spend more time at the lake when rowers are arriving; HH coaches stipend to be revisited

7:20pm Secretary – Emily

- Emily motioned to approve the minutes from last month, there was a second, majority approved
- Emily to follow-up on any permission issues with shared agendas and minutes

7:25pm MAC Update – Liz

- Refunds
 - o Sydney spoke to Liz about a current dev athlete with a recurring shoulder condition/injury which has been aggravated by rowing, the athlete has submitted a note from her doctor recommending she discontinue and subsequently requested a refund
 - o Past policy has been to review requests for a refund on a case-by-case basis, this request is medical in nature and there is no indication that they would return to rowing in the future
 - o Liz to confirm if the request is for both programming and annual membership, the policy manual does indicate that membership dues are not refundable
 - o There was a motion to approve refund, a second, and unanimously approved to refund programming dues
 - o Sydney suggested clearer disclosure of the club's refund policy when signing up in the future, such as clicking an acknowledgement box in Blue Sombrero at checkout. We do have this for LTR so we should be able to add for other programming, this will be a helpful reference for future refund requests
- Some members have Requested for the MAC and JAC minutes to be updated more regularly on the website, this will help to reduce potential overlap of MAC and JAC discussions



August NRC BOD Agenda

- Others have also requested the BOD minutes be posted to the website again rather than circulated by email
- Cory to work with Liz and Kathryn to set up an easier way for MAC and JAC to update minutes to the website directly, BOD minutes can also be added back
- Liz requested an update on filling the open Masters assistant coach slots, Cory is talking to Rae and Katie to see if timing can work (personal outreach) and can post the opening to see if we get any additional interest

7:45pm Executive Director Report – Cory

- Finance update (for Amelia)
 - o Operating income is in a good place from a budget standpoint, total membership dues are slightly lower than expected, some of that is attributed to the difference in the number of Masters signed up for programming but haven't yet paid
 - o Cory will pull comparison of those paid vs athletes listed on attendance sheets for fall programming to help close the gap
 - o We are over our expected numbers for Juniors which is great
 - o More are also taking advantage of payment plan options which will impact PnL timing
 - o Cash flow analysis shown with fundraising and event items moved above the line, seasonality shared to help identify when we can aim to time large expenditures, full view (not condensed) available as well
- ED update
 - o Membership numbers have gone up since Monday when the attached summary was exported
 - o We had a great Juniors LTR program this weekend with 20 new names, we are currently at capacity for Development now but that is a good place to be
 - o We will need to pay for equipment we've already paid for (eg missing riggers, speedcoaches, etc) which is unfortunate on top of regular maintenance and recent equipment damage
 - o Steve asked about the possibility of an insurance claim for the missing equipment? We would need to demonstrate they were stolen
 - o Open call for more eyes and ears on indoor trainings space and potential office space
 - o Music City Head Race update: moving to oct 3rd due to the Rolling Stones concert at Nissan, email forthcoming for volunteer requests, likely to be smaller event than 2019



August NRC BOD Agenda

- 8:12pm Fundraising / Development Update – Susie
- Susie and the committee are seeking sponsorships, looking outside membership
 - Nissan concession events: Going forward the committee will favor soccer games and similar events over concerts which are very long time commitments
- 8:15pm JAC Update – Kathryn
- Kathryn has taken over as JAC Chair
- 8:20pm Equipment/Facilities – Jordan
- Two launch engines are back in use after annual service, the costs were slightly higher than anticipated
 - Damage to the Sully (new HW Wintech) (see recent email): the boat is now out of service as the damage is extensive. The concern is why do we not know how it happened and why was it not reported.
 - Ideally, we could have a more “real time” system for boat usage, we want to encourage use if used safely and collect data on how often they are being taken out (to help us better calculate return on investment)
 - Jordan to start on repairs of the Sully, Liz to remind Masters to report damage if they see it
 - The group agreed it is also a good idea to remind individuals of small boat policy, members should have passed a flip test to sign out a single, etc; remind members to help maintain the geese deterrents (buckets) on the dock as well
- 8:30pm Old Business
- none
- 8:30pm New Business
- Suggestion from Susie to remind Masters to reach out to new members, help show them around the lake, where the oars are, etc to ensure practice starts on time; also suggested bringing back to coxswain clinic
- 8:32pm Next Meeting Date
- Next meeting date set for Sept 29th; meeting adjourned at 8:33pm