

## January NRC BOD Agenda



**Date:** January 19th, 2022

**Time:** 7:00 p.m. General

**Location:** Virtual

**Attending:** Steve Grant, Cory Sanderson, Emily Gadsden, Susie Ryan, James Augone, Victoria Tkacz, Amelia Strobel, Liz Holihan, Raja Clark, Henry Trost, Becca Williams, Jenny Snape, Jonathan Brendle, Kathryn Lillard

7:00pm Call to Order

7:00pm President – Steve

- Welcome
- A small group of Masters is working with Coach James to scope the feasibility of adding smaller regatta opportunities for Masters
- Election of Officers
  - Based on recommendations and conversations between current and rolling off BOD members, Steve proposed Liz for VP of the BOD, Emily for Treasurer and Jenny for Secretary. Steve volunteered to remain as President for another term.
  - Steve asked if any objections or if others had a desire to serve as any one of those officers
  - The BOD approved all nominations with majority approval
- BOD retreat
  - Steve would like to have another retreat this year, focus less on long-term strategic plan (like last year's retreat) and focus more on planning for the upcoming year
  - Some more specific topics from Cory that could be good to cover at the retreat: equipment rollover, fundraising (likely to come up anyway in 2022 planning discussions), 6 lane buoy course (Cory provided further detail later in the agenda)

7:10pm Secretary – Emily

- Any outstanding minutes (November and December annual meeting) to be sent out to the new BOD for approval

7:11pm Treasurer and Finance Committee – Amelia (outgoing Treasurer)

- 2021-22 fiscal year budget is on track



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- Net operating income is above where we had budgeted for at this time in the year, we have been managing expenses well, some projected income also came in earlier than we had expected
- Winter training programming income is coming in lower than expected for both Juniors and Masters, some but not all of the difference will be resolved by future payables on programming fees (more Juniors and Masters are utilizing payment plans)
- NRC bank balance is higher than in prior years at this time – good safety net
- NRC 990 was submitted to IRS, and Club is in solid financial shape
- Steve asked for more specifics on the programming income shortfall
- Cory specified that we are 75% there roughly on Masters in part due to utilization of Saturday only memberships plus lower overall numbers
- Cory on Membership fees: Less student memberships are being utilized than budgeted, dues likely to run under or close unless some other inflection point, hopefully close to 90%
- Steve also asked for additional information on MCHR differences in the reports provided, Cory noted that some sponsorship checks are still to come in, should net just over \$3,500-4k profit, impressive we made a profit at all given the date change of the event and subsequent dropouts
- Henry expressed a vote of confidence in utilizing the potential 6 lane course on the lake as another opportunity to host a regatta beyond MCHR, data from John Miller at Vanderbilt suggests the lines could pay for themselves over ~3 years

7:29pm Executive Director Report – Cory

- 2021 tax receipts going out shortly via Neon One, Giving Matters profile updated
- Buoy line, spring sprint regatta
  - We have a bid from buoy line install team, we have been approved by TVA to have full race course out in the BMX cove, a full course requires tensions lines and full grid system
  - Some of the install is 1-time cost, we also need training sessions so club members can learn how to install
  - Current idea is to buy more lines over the next few years until we have full race course
  - More buoy lines helps our programming (good feedback from members on the single buoy line last spring), more lines makes things safer when multiple programs out or individuals in singles



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- More lines also more likely to deter some of the pleasure boats in the BMX cove
- Having a full course would allow us to host sprint racing to bring in revenue, we can bid out to host existing regattas bc not many places have full 6 lanes
- Additional we can could have spring training groups come down to a warmer location to bring in some revenue
- Initial ticket shock is high but we are splitting 50/50 with Friends of Vanderbilt rowing + not having to travel to a Juniors regatta (i.e. bring that regatta to us) offsets what we would normally spend travel and hotels etc for Juniors regattas
- There is a large project coming up to revamp Nissan stadium which could potentially change the whole waterfront area around it, right now we don't know what this means for our ability to continue hosting MCHR each year, racing capability on the lake helps us hedge against this possibility
- Liz asked if our current dock capacity at the lake handle more rowers and/or racing on the lake? And can we handle more dock maintenance?
- Cory: likely we will need to invest in more dock/extend anyway, we can buy more dock space piecemeal and don't have to do all at once
- Increasing sponsorships for an event is low hanging fruit to increase more income and offset such costs; Dawn Foster is now helping lead the charge on this area
- Liz also asked if we have any concern about getting permits for more dock space?
- Cory has been pleasantly surprised at how well TVA etc greenlit the first buoy line last year, generally they encourage getting more people out on the water so he wouldn't expect too much pushback, permitting is also generally much easier at the lake than on the Cumberland
- James shared confidence in the volume of northeast teams that are always looking for somewhere affordable to go for spring training where accommodations are close to the water
- Amelia added that income from an additional regatta would also greatly relieve the current pressure on the Development committee to generate income via the fundraiser and other events
- Steve will add to retreat agenda to discuss further



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- Cory provided a screen-share demo of NeonOne and several of the capabilities including donation history by member, reminders to email members on birthdays or anniversaries of past donations, etc.
- Office space
  - NRC office space relinquished after the tornado effectively, definitely when the pandemic began
  - Cory has been looking at new office space options again now that staff has grown, places that could also host land training + office space have been cost prohibitive
  - There are some options for \$600 or \$660/mo at two coworking spaces
  - Amelia proposed that the BOD could agree to a cap on monthly spend now so that Cory then go out and execute when he finds something without needing to come back to the BOD for approval

### 8:10pm Juniors Update – Victoria

- Some recent practices have been cancelled because of snow, otherwise things are on a good track
- Raja helped Victoria connect to Ensworth, Victoria will teach rowing fitness class there and encourage kids to try out rowing, she has also reached out to Hume Fogg to try and set up something similar
- Cory added that summer camp dates have been decided on and some spring regatta details mapped out as well

### 8:13pm JAC Update - Kathryn

- A new JAC chair has been elected, Howard Miller, he has 2 daughters, his wife is also on the JAC, will transition by April 1
- Kathryn requested an update on the new clip-in shoes as several Juniors have still not received their shoes, Cory said they can be brought to the hangar but also won't be needed until spring when everyone is back on the water, Kathryn will direct individuals to contact Cory if they would like to have their shoes brought to the hangar
- Kathryn also shared that several parents are keen to know dates for large events like Music City Indoor and even MCHR, Cory noted that dates may change and aren't finalized but will communicate more on tentative dates, he also confirmed that there is no indoor erg racing this year (even Crash Bs is virtual), the Dry Tri is on for early March



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- Kathryn suggestion suggested an in-person Q&A for parents with the Coaches this spring

8:18pm Masters Update – James

- Winter training is going well
- James expanded on the small group thinking more critically about different regatta opportunities (as Steve mentioned earlier in the agenda), likely to have a financial liability waiver for non-club regattas when a club shell is used, delineate regattas when club shells cannot be used for other regattas, etc
- James is working with Sydney to develop a more in depth learn-to-row strategy, goal is to develop into more of a Novice program, better delineate new rowers and seasoned development rowers; they are also thinking through how to offer more coaching to scullers
- James aims to bring these proposals to the next BOD meeting

8:22pm MAC Update - Jonathan

- There is interest in an expanded adaptive rowing program, likely a longer term discussion that Jonathan may add to the retreat agenda
- Jonathan will circulate more information on the club committees to help get more volunteers
- Cory added that we should also add more explicit mention of who to contact to join what committee

8:25pm Fundraising / Development Update – Susie

- The spring silent auction will be March 6th, 3-6pm at Nobles in East Nashville, we have the whole upstairs reserved, we are gathering donations for the silent auction, will have another wine pull and raffle package this year as well
- Newsletter: blurbs needed from committees by Monday (Susie will be out of town next weekend)
- As mentioned previously, the committee is working with Dawn Foster on sponsorship packages

8:28pm Equipment/Facilities – Jordan

- Jordan needs email addresses to set up James and Victoria logins for PickTime
- QR code decals have arrived and ready to go on to shells (volunteers needed to help with applying them), when a rower scans the code they can immediately fill out a



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form to report and damages or issues relating to the shell that goes to the equipment email account

- Jordan requested an update on hiring Paul Burns and framed as: everyone on the committee is happy to help and continue volunteering but only under the understanding that there will be a full-time equipment manager who can steer the committee, everything has been set up for seamless handoff to whoever comes in to take it all over
- Cory's last conversation with Paul was a week ago, he had questions for us around the advancement role that we put forward, where we left it is we sent him a bunch of info on school zoning and areas to live, we are waiting for Paul to come back with "basement number"
- Cory is leaning toward reposting the position in case of additional interest, we can still continue discussing with Paul; no objection from the BOD on reposting

8:36pm New Business

- none

8:37pm Next Meeting Date

- BOD meeting and retreat: scheduled for February 12th at 11:30 at Steve's office

Adjourned at 8:43pm