



**Dad's Club Board of Directors Meeting Minutes
Monday, 15 May 2023, at 6:30 p.m.
Dad's Club Aquatic Center: Studio A**

I. Declaration of Quorum / Call to Order at 6:35 p.m. – Justin Chapman

Present: Justin Chapman, Kendra Lee, Sarah Snyder, Jamey Moss, Michelle Northcutt, Donald Cramp, Linda Kutak, Rey Aguilar, Wojciech Mrugala, Chris DelGardo, Earl Lee, Jeff Manley, Cheryl Nealon, Dustin Heitmann,

Not present: Jamey Moss

II. Review and approval of minutes of April meeting (Chris DelGardo)

- a. Remove Jamey from the list of ‘present’ people in the minutes
- b. Motion to approve with the change (a) included:
 - i. Motion: Dustin
 - ii. Second: Donald
 - iii. Passed unanimously

III. Treasurer Report/Financials (Earl Lee / Linda Kutak)

- a. Income statement YTD – this is a record year so far
 - i. Net Profit: \$18,470
 - ii. Net Loss (April): \$26,771
 - iii. This is due to a timing situation
 1. Aquatic program receipts came in, but will be reflected in May’s numbers
 2. In the month of April, there were \$7 K in league fees (as part of the loss shown), this is reimbursed over a few months by the parents
 3. Year over year comparison: Facility rental YTD is \$250. Normalized, this should be about \$10K in revenue receipts. Invoices have been sent to Awty, and we expect to receive that soon.
 4. Cash projection does not include payroll market adjustments, but we’re going to adjust it to reflect the incremental market rate in salaries, etc.

IV. Report of the Executive Director (Linda Kutak)

- a. Facility Improvement Updates
 - i. All the improvements are well received – people have responded positively about the changes
- b. Facility Well Update – covered in LRPC notes below
- c. Off-site Growth Opportunity
 - i. Still in discussions with Fonn Villas regarding leasing their water
 - ii. This is important to pursue because we’re losing revenue by putting kids on the wait list
 - iii. We propose that we pay a lane-hour fee – as much as \$50 per hour
 - iv. Discussions are taking place about us installing a heater (~\$24 K) – but they would install and maintain it
 - v. We would break even at ~34 per kid – but we would still keep them engaged. Above that number would be profitable (this does not include initial cost for heater) (this does include additional costs of staffing)
 - vi. We are only pursuing this as a seasonal (winter) opportunity. Once March arrives, we don’t need the additional water.

- vii. This is Memorial @ Gessner – about 20 minutes away from Dad’s main campus. This might help draw kids from the southern area.
- viii. Another concern is in pulling kids from main campus to Fonn Villas
- d. Local Competition
 - i. Timeline has changed (extended their time) from “coming in summer” to “coming soon”.
 - ii. Looking into changing the format of swim lessons to match the swim team (provide notice to leave)
- e. MayFest Updates
 - i. We had nearly 1000 people here – plenty of new email addresses for the alumni database
 - ii. It was hot – some of the alumni moved into Studio A to cool off
 - iii. Could do better next time:
 - 1. Manage volunteers – more specific assignments for jobs
 - 2. TYR had a long line – they only brought one person
 - 3. Need better signage of sign-in
 - 4. Perhaps a volunteer tent to help coordinate volunteers
 - iv. What went well:
 - 1. Food worked out well
 - 2. Games went very well
 - 3. Rock gym were spectacular
 - 4. T-shirts were popular, more will be ordered in (the website currently shows 24 April as the end date – Rey will get this fixed right away)
 - 5. Fire and police were well received
 - 6. Church parking was full much of the time
 - v. This was our third MayFest: 2018, 2019, then this one
 - 1. Alumni will be invited every five years
 - vi. Expense for this event were primarily long-term (e.g. banners, signage), with relatively zero cost for the event otherwise
- f. HR Update
 - i. Hiring instructors and lifeguards
 - ii. Another lifeguard class starting in a few weeks

V. Report of the Head Coach (Rey Aguilar)

- a. Big focus right now is our off-site growth opportunity
- b. Numbers for the swim team: 471 this year vs 475 last year
- c. Shifting to long course as school lets out
- d. Banquet is on 6 June – 15 and over groups + graduating seniors recognition dinner
- e. We are getting many compliments on the facilities upgrades

VI. Committee Reports / Goals / Progress

- a. Long Range Planning Committee (Dustin--Chairman) Meeting May15
 - i. Progressive 7/30 – fix gutter
 - ii. Concrete – fix sidewalk by gym, fix sidewalk at entry
 - iii. Well -We are going to get bids ASAP (cost to drill, cost to secure well, etc)
 - iv. Storage – we have 1000 square feet at the end of the driveway
 - v. Basement Demolition – Call Cherry Demolition
 - vi. Pickleball club – continue to pursue this idea
 - vii. Covered water – new topic to be included in the LRPC
- a. Fundraising Committee (Sarah—Chairman) Annual Fund Update
 - i. Annual Fund: 6000 letters / 6000 emails
 - 1. Asked for \$75 for 75 years
 - 2. Goal is \$75000
 - 3. Average donation is about double
 - 4. We have a total of \$16 K right now
 - 5. Opportunities
 - a. Some parents have not received emails – perhaps we should try the non-MailChimp option to try to bypass spam filters
 - b. Company match is another opportunity to request
 - ii. MayFest
 - 1. We switched out old sponsorship banners for new ones
 - 2. We raised about \$1000 during MayFest
 - iii. Swim Marathon
 - 1. Need a chairman to lead this event
 - iv. Sponsorship
 - 1. Ramping up more sponsorship drives this summer
 - v. Merchandise sales
 - 1. Tshirts are available online.
 - 2. Yard signs, decals, etc. are not available online – only at the Dolphin Shop
 - 3. We'll ask Bonnie to look into getting hats at the Dolphin Shop
 - 4. We need to better advertise the Dolphin Shop – perhaps a website banner
 - 5. We did just add a new banner on the Dolphin Shop
- b. Swim Team Committee (Kendra / Victoria—Co-Chairmen)
 - i. Swim team and fundraising committees were key contributors to MayFest (food, games, etc.)

II. Other Business

- a. n/a

III. Adjourned @ 7:17 pm