



## CLEVELAND ROWING FOUNDATION

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### Cleveland Rowing Foundation

Board of Directors Meeting

February 17, 2010

7am-8:45am

**Attendees:** Bill Braun, Anna Chanakas, Theresa Gang, Gia Ligato, Becky Osborne, Kevin Roberts, Maria Tornincasa, Bob Valerian, Kerry Watterson, Doug Carlson (via phone), Chris Maeder, & Sharon Romily.

Theresa called the meeting to order.

### **Minutes:**

Approval of Minutes from January 16, 2010 meeting.

Anna moved to approved. All approved.

### **Bill Braun – Development:**

Bill has a meeting scheduled with TPLA at 1:30 today to find out if our deadline will be extended for two months. After having a great response from members, we have been unable to obtain donations from the community, both individuals and foundations. In addition, we currently have only \$300K in loans from the city of Cleveland. There has been a lot of verbal support, but no one can commit money to our project. The common feedback we are hearing from the community is: “we are not sure you aren’t going to make our goal” so no money is given.

Trust for Public Land – Bill requested an approval for the \$14K to cover half the cost of the phase two of the environmental testing.

Bill moved, Anna second – all approved – no opposed

Kerry asked if there is any possibility for the owner of the Commodore Club to offer more time. Bill explained that we would be using the phase two to extend the deadline because it will be at least 6 weeks for phase 2 to be complete which is close at the earliest at the end of May. The fundraising team needs to come up with \$1.4M by the end of April.

At this time, we don’t know what will happen if we don’t get another extension if we don’t raise the money.

The foundations in the area are not counting the loans in the total raised so far. Theresa spoke to the person at the state of Ohio and found out that more Clean Ohio Funds will be available at the end of the year.

Bill will talk to the landlord to let him know we have to move the date for new boat house to the end of August. Sharon explained that the HOTC is a week later and requested not moving to the new boathouse the week prior.

Theresa explained that we are going to need a lawyer in place and we want someone to know CRF and be ready to jump in when needed.

The question came up: Who can sign Commodore Club papers? The group discussed the need for an independent consult. Anna suggested tapping into our Jones Day connections? Kathy Rickle works there and rowed masters so that is the connection. We need lawyer, and will likely have to take on a loan. If the board considers approving a loan transaction, we would need to keep our loan payments under 90K a year, which is our rent now.

### **Kerry & Gia – Finance:**

We have \$38K in the operating account – some is bow ball profit – so really only \$31 K in the bank. The accountant will have the review by March to use for the loan applications we are doing. Kerry explained that if you look at history, this is the strongest position we have been in forever. This is a testament to what we have been doing i.e. charity poker, bow ball, etc. We can breath easier – we are in a good position.

Kerry discussed the taxes and assessment issue and thinks it is resolved. In WRRRA's budget they put out, they did not include the CRF assessment \$'s in and out. Since it's a wash, it seems ok, but for sales tax purposes, WRRRA needs to charge sales tax for that portion. It has been resolved. Doug said WRRRA understands the situation and it's ok.

Kerry brought up that another issue is the inconsistency on coaches paying to row. We need consistent policy. Theresa said that basically some pay, and some don't. The overall statistics say that most pay and row, but some didn't pay. If we let them row without paying, there would be a \$5K loss in revenue as a result. Bob- are the 6 coaches with different orgs? Theresa – what are the qualifiers? Need to account for this. If you have a coach that row, need to pay an assessment. If the organization wants to absorb it, they can. It's also an insurance issue. Kerry moves that all rowers & coxswains are subject to paying an assessment – Anna seconds. Bob – questioning the effectiveness of this? Do the orgs know and have input? Theresa – didn't ask them, showed most are registered and paying. Kerry – needs to make it consistent. We need to decide – end of story – but we are out of \$. Becky – we already said the org. can pay for them. Theresa – we are paying for CPR, training, etc. They should have to pay to row. Anna – it's up to the org. Gia – if we move away from a per person payment, wouldn't it not matter? Becomes less of an issue. Chris – What about if the coach is only rowing once or twice? Bob- it seems that if you are rowing with your org., maybe say it as a reminder to the orgs. – discovered in an audit that not all coaches are paying, if they want to row, need to be registered and a member. Not a new policy, but just a reminder to orgs. Theresa – definite questions because of alumni – all adults must be under WRRRA, but then people can row under others. Bill – if we can convey

this to others, rather than make a new policy. Bob – include in the cover letter. Coaches need to pay. We don't want it to look we are gunning for anybody.

Theresa announced that we gave a donation to the Opera – one \$220 assessment from CRF, and WRRRA general membership and a learn to row pass for their auction.

Theresa also announced that we received 10K for 2010 from the sewer district, but haven't heard from Key Bank yet.

Bill commented that it would have been good for development to do the diversity deal outreach to the community. He believes this will encourage people to donate to us. Theresa is hoping to do that in the summer.

Kerry explained he has a colleague that is a sports agent and has an interest in promoting diversity opportunities for kids in Cleveland. He is going to talk to some of his clients to sponsor a diversity program/fundraiser on the river. It would be a 3-4 day program for kids including a picnic, practice on the water, etc. and having a little regatta to for the kids that learn to row.

Kerry brought up the statistics of the WRRRA budget and passed out copies of the charts they distributed. The graph shows that when assessments have increased, participation has decreased. If you look at the proposed jump, the WRRRA budget assumes the membership stays the same. In a sense this is none of our business, but if their membership goes down, CRF's \$ goes down. They have an ambitious plan laid out, revolves around coaching, not sure if the 49 people in masters are going to see the value associated with that. There is a meeting on the 27<sup>th</sup> to bring up the point that lower the cost will increase membership. Sharon asked if WRRRA has a responsibility to come to CRF and tell us? Theresa responded that the members of WRRRA that are on CRF don't have to come to the representatives and ask what CRF will think. Anna commented on the masters rower and expressed concern about the SRL increase because they are the feeder to masters. Another point was brought up about how we are in the middle of the new boat house capital campaign, and as a part of that we are talking to everyone in the city about our financial needs. Will we ruin our image with this increase in cost? We aren't appealing to more people with the increase.

Bill suggested trying to raise the amount of non-assessment revenue. Try to keep it under control by getting these funds. Theresa noted that it is very important that we don't rely on outside funds to continue programming, but that we should be prepared to not rely.

#### **Doug – Governance: No report**

Theresa explained that there is a need to officially separate safety and operations, but we are waiting on a vote from BW. They got a coach – Jeff Zabor & Sharon is helping them as well.

Theresa – Committee meetings, everyone has been good about them, but can't make it to all of them.

#### **Chris - Program Committee:**

Harbor Fest is June 5-6 - CRF will have a presence there this year.

June 5<sup>th</sup> is national LTR day – charge? Maybe, not sure. Target collegiate, and youth. There is the adult LTR in spring, but not sure how many adult would come, but open to all ages.

Bob discussed a proposal from Vicci Simpkins from the Synergy Fest to hold a race – connected to the Gay Games 2014. It appears that they have already sent out flyers/webpage for this event to be held on April 25<sup>th</sup>. No one ever asked if there is a conflict, how much it would cost, etc. It is LTR weekend, which proposes a safety concern. Sharon – reported that according to their (Synergy Fest) website, they are going to have a LTR day and she was surprised to see CRF on it when it was a private entity. If there are 150 people on the property – do we want to be liable? We have no control when people are out on the water. Theresa expressed the benefit to collaborating, but feels we should make money on this. Bob said they would provide insurance and agree to safety and they already agreed to provide equipment. Becky asked if they could sign a waiver as well? Bob is going to go back to Vikki and try to get more information. Bob will ask Vicci to come and talk to representatives from the board to discuss how we can work together. Tell them they should be taking CRF down from their website in the mean time.

**Anna - Bow Ball:**

Final figures: 190 registered, \$20K income, \$7K expenses, net profit \$13K. ☺ \$6K went to CRF operating and \$7K to the new boathouse. Next year it is going to be the week before, January 22, 2011 in the same location (Trinity Cathedral).

Brite Winter Festival – February 27<sup>th</sup> – original idea was the paint one of the old shells – but time is tight, so we might use a 4 through WRRRA. Want to have this as a yearly event. Outdoor event at the park next door to the Commodore Club from 5pm-9pm. Outdoor event, music, food, etc. Anna to send reminder.

**Becky – Communications Committee:**

Needs a tri-fold board, table skirt, promotional handout to pass around for events.

Theresa said that James Levin from Ingenuity Fest wanted to work with CRF again. Theresa offered for them to take 1 shell for the parade of the circle. He is notifying an artist and will put it on display on St. Patrick's Day.

Becky – the committee decided not to do St. Patty's day parade this year. Fun, but it's a drunk fest.

Anna spoke to Mitch Zimmer and Banff about the film festival and he said they might give us a portion of a table at the festival to recruit members.

**Theresa – Other Items:**

Rack Availability: Individuals who want their own racks for singles have limited availability. There is no rack available for this individual that said they are going to the board because they are upset they are not getting a rack. Anna said she knows of 2 others that are interested in buying singles. Bill suggested that we buy a set of single racks and have room for more people then there would be room to do so. It was suggested to hold off on buying a rack until after

WRRRA registration because there are limited funds right now. Theresa did send notes out for people to claim rack space.

Dock for Triathlon – 1<sup>st</sup> weekend in August – also Dragon Boat festival. DB people are interested in helping purchase the connectors to the plastic docks to extend the docks. Kerry asked if the DB people have given \$ for Rivergate. Their individuals have given money – but their group has not.

We are not going to let the Triathlon use the dock – very hard on the dock and launches. Bob – my view is to tell the Tri that we can't do that again. It's not that we don't want the money, but it takes 100 hours of volunteer time.

Theresa reported that the computer broke at the boat house. It does not turn on. It is costing \$100 to fix it. The suggestion was made to limit the users to Gia and Theresa only. It was also suggested to get a back up hard drive to save files for this instance.

Adjourned!