



Central Iowa Figure Skating Club

Board of Director's Meeting Minutes

Date: August 17, 2013

Location: Ames Ice Arena

Attendance: Kevin Hassall, Cecilia Granwehr, Kim Roberts, Elena Tobiash, Marcy Loukili, Rano Marupova, Inna Kuznetsova, Emir Deymich, Alyssa Weaver, Igor Velikanov and Mrs. Cunningham (Trevina's mom)

- 1) **The meeting commenced at 4:15p.m.**
- 2) **Iowa Wild Partnership:** Eric Grundfast from the Iowa Wild (hockey team) came to the meeting and presented a partnership offering. Purchase 21 hours of ice @ \$275/hour. For each hour purchased, we would receive 30 hockey tickets to resell up to \$13/ticket. The cost of ice would be \$5,675. Potential ticket sales if we sold all would be \$8,190 (630 x \$13). Tickets could also be given away as promotional materials for LTS, new members, etc. and used however would be most beneficial to the club. The partnership could also include our skaters performing at half-time during some home games. The Wild would also donate 150 pairs of used skates (unsure of current condition) to our club. Payment can be split into 4 or 5 monthly payments.

After Eric left, the board discussed financials. The board discussed the monthly ice fees and Disney partnership to determine financial feasibility. In the end, it was determined the club cannot afford the partnership. Kimberly will contact Eric to follow-up.

- 3) **Review of Club bylaws:** Copies of bylaws were handed out by Kevin. The bylaws were not discussed due to time constraints, but strongly emphasized the need to follow rules for non-profits and not make large decisions without Board approval, or knowledge. This was important due to a number of recent issues (LTS schedule, email regarding ice contracts, etc) which surprised everyone on the Board of Directors.
- 4) **LTS report:**
 - a. **Cecilia resigned as LTS Chair.** LTS programs were planned and announced without any involvement or inclusion of LTS Chair. When request for information was made by president, no information was shared.
 - b. **Daytime LTS:** 6 week session. Will charge \$100 per 1st skater, \$50 per second skater in family. Last year they had around 9 skaters. Dave (from Bucs) will charge based on how many skaters register and the club will not lose money. Motion to approve by Kevin, seconded by Marcy and Approved by board.
 - c. **Artistry in Motion:** Inna reported on plans for a class combining basic dance skills (off-ice) with on ice training. Will work with Elena for on ice component. Off-ice can be held in Pirate's cove. Students will need to provide their own yoga mats. AIM will be for Basic Skills 4 and up. Inna and Elena want to require students in group numbers of holiday and spring shows to attend this class, so they can work on show choreography and make group numbers. Inna will order matching costumes and charge a recital fee (to be determined). Cost for class was not finalized.

- d. **Wednesday night LTS:** Elena explained the need for additional Learn to Skate times, since Saturdays are not convenient for all students. DMFSC has 3 LTS sessions per week. Kevin discussed the additional cost for an extra LTS session (\$1,200 for 6 weeks of ice plus \$300 - \$500 for coaching). The club will need extra Learn to Skate students to pay for additional ice and coaching costs, not just splitting the same number of students between 2 time slots. The Board approved Wednesday night LTS with some reservations.
- 5) **Winter Holiday Show:** Inna was approved as the “Artistic Director of the Show” and she was put in charge of the Winter Show committee. A motion was made by Kevin and seconded by Cecilia. Members will include Elena and Rano and others as needed. Deadlines for show registration and music will be earlier (September 30th).
- 6) **Ice Contracts / Punch Cards:** Board questions Elena about Ice contracts, as written in a very confusing email to the club membership. By ice contracts, Elena meant to institute a punch card system. Elena and Kim felt that a punch card system might encourage more skaters to the ice. Board agreed that this will make it easier for some than writing a check for each walk-on fee.

In addition to the “All You Can Skate” pass, our club members now have an option to buy a “Multi-Skate Pass” (also known as a punch card).

- The **Skate6pass** costs \$105 (covers 6 freestyle ice times at \$17.50 per freestyle ice time)
- The **Skate10pass** costs \$160 (covers 10 freestyle ice times at \$16 per hour per freestyle ice time)

- 7) **Financials:** Ice purchase was cut from \$4,200 proposed to \$3,600. After Disney on ice agreement for \$1,900, the club will be very low on funds, unless Learn to Skate turn out is very high. Need for fundraising was discussed, but finally cut short by president due to time. Kevin also informed the board that CIFSC might have to pay a \$960 late fee to the IRS.
- 8) **Disney on Ice:** Kimberly explained Disney on Ice promotion. There were two possible plans, but club opted for less expensive plan with smaller amount of advertising spots. For \$1,900 the club gets the Disney on ice partnership with promotion of club and links to Web site and FB, along with 46 commercial spots that will run right before or after Disney on Ice advertising. Commercial footage will be shot at Buc’s on a Thursday night during Freestyle. Skaters will be alerted when date is decided. Marcy made a motion and Cecilia seconded. Motion was approved.
- 9) **September ice and monthly fees:** Ice schedule approved for \$3,600 (18 hours) and fees set at \$140 all you can skate, \$20 walk-on, \$12 LTS/new skater walk-on. Also, punch card system (see previous). Motion to approve by Marcy, seconded by Kevin. Motion approved.
- 10) **Set dates for Winter and Spring Show:** Elena needs to get in touch with Dave to see available times and days to have our Winter and Spring shows. Board members agreed that afternoon shows are preferable to evening shows, if possible.
- 11) **Request from DMFSC regarding ice purchase.** Kevin discussed Bridget Butler (new DMFSC president) regarding potential ice purchase. Kimberly suggested that people think about what is best for the children. In the end, agreement was that ice purchase is denied, unless DMFSC offers some sort of reciprocal contract, in which case the Board can discuss again. If DMFSC agrees to CIFSC terms, Cecilia suggested that we offer

to buy the ice from Bucs and resell to DMFSC at a profit. The board agreed to allow DMFSC skaters to utilize our ice at walk-on prices, but not coaches.

- 12) Open Board positions:** Treasurer, LTS Chair, President (?). Lesya resigned from the Board of directors.
- 13) Annual Meeting:** Kevin suggested we hold the annual meeting after skating on Sept 14th at 5 PM in the Pirates Cove. Kimberly suggested brining food. Members up for reelection are Marcy and Elena. Both agreed to be put on the ballot. Board will vote on open positions after the Annual meeting.
- 14) Number of tables for Family Night Buc's games:** Due to financial considerations the Board decided not to buy tables. Elena and Kimberly will ask if our skaters can still skate at half-time.
- 15) The meeting adjourned at 6:45 p.m.**