

TCOTC Board Meeting March 14th, 2017

Meeting called to order at 7pm by Stephen Dent

Members present: Kate Anders, Stephen Dent, Judy Dove, Ben Rimbey, Ann McKasy, Karen Radford, Barb Yanish, Vanessa Niemi, Nanette Malcomson, Anne Schenk, Jane Jacobson, Mary Steinbauer

Absences:

Officer & Staff Reports

Managing Director's Report – Anne Schenk

Satisfaction survey phase 2 is set to go out tomorrow, polling people who've attended classes other than basic. Anne is working on creating a new employee and volunteer welcome packet.

Office Manager's Report – Nanette Malcomson

Nothing new to report. Store is going great and classes are filling well. Gary is doing well keeping up with the weekend events.

Treasurer's Report – Mary Steinbauer

Will be sent via e-mail. We are pretty much right on with the budget.

New Member List – Corrie Barrows

Kate moves to approve the new member lists. Judy seconds. 7 - Yea, 0 - No, 0 - Abstain. Motion passes

Staff Reports:

Anne Bentley – Looking at restructuring some of the agility classes (grouping of levels of classes to limit equipment changes). Hired a new instructor starting this week. Will be starting a new puppy group in April and hoping to start a new foundation class Mondays at 8:15 in the near future. Kory Kay will be doing her speed/drive seminar again at the end of May. AKC has announced major equipment changes going into effect next January, Anne will take a look at these in detail to understand their impact.

Jane Jacobson – Classes are filling. We will be losing an instructor (Julia Manor is moving). Jane is not sure when she will next offer Observing Behavior class.

New Business

Review of February 2017 TCOTC's Business Scorecard – Discussion

15 minutes

May need to adjust target for facility usage – and possibly different targets between busy winter months and slow summer months. Anne S continues to work with our database to look at how many people are actually taking a second class after puppy/tweener or basic – that data is not available as a premade query in Mindbody.

Action Item: Stephen will correct targets in membership (new and total memberships targets are flipped)

Club Financial Objective for 2017

10 minutes

Budgeted for \$389,000 – do we want to create a stretch goal above and beyond the budget? Key concepts: It's key we have a plan for how to meet any goal we set. Concerns about being mission driven vs setting an economic goal. Straw poll shows board interest. 400 and 405,000 both floated as possible target numbers.

What is the future of TCOTC? Where do we want to go as a Club?

30 minutes

Straw Poll showed the board agreed to support exploring options for business growth.
Discussion

Exploratory Committee's Project Plan - Karen Radford

30 minutes

Anne S., Ann M. and Karen worked together and Karen and Ann presented. Primary objective of this committee is to look at opportunities to expand and grow TCOTC's business. Huge thanks to Karen and Ann for their work on producing this document.

Member Recognition: Big Thanks to the following individuals for their efforts

- Awards Banquet: Katie Brittan
- Staff Appreciation Dinner: Jane J, Donna G., Corrie B., Anne B., Anne S.

Unfinished Business

NONE

Business Item

Item Discussion

Actions Taken

Future action items

Stephen moves to adjourn. Meeting adjourns at 9:05 pm