

TCOTC Board Meeting March 13th, 2018

Meeting called to order at 7:00 by Ann McKasy

Members present: Barb Yanish, Lindy Luopa, Judy Galbraith, Ann McKasy, Stephen Dent, Anne Schenk, Mary Steinbauer

Absent: Karen Radford, Jane Jacobson, Anne Bentley,

Excused Absences: Katie Grillaert

Officer & Staff Reports

Managing Director's Report – Anne Schenk gave the report.

New classes: Nosework class started in January, 2 more are on the schedule. It is a 6 person class, limited to 3 voucher spots. We are playing it be ear regarding Level 2. We have started Wednesday Puppy Socialization classes.

Puppy/Tweener registrations between January and March in 2017 made \$8,020, vs 2018 \$12,393.

Incident at club last week: A handler fell and broke their arm. Incident report was given to the handler. The handler had a reactive dog, that lunged and caused the handler to fall. Anne has been in contact with the handler, and thinks it is being handled appropriately.

Facilities: Getting together with building manager to discuss snow removal, which did not go well this winter. Anne is looking at having the door looked at. The furnace in ring room appears to be fixed. Electrician is coming in to fix fan in the ladies room and a few other things.

Annual Banquet is scheduled for April 7. She is working on getting some great door prizes. Several board members had ideas.

Office Manager's Report – Anne Schenk gave the report. We are hoping to recruit another desk volunteer. Working with Corrie Barrows to work on a front desk training.

Treasurer's Report – Mary Steinbauer gave the report. – Ann McKasy made a motion to accept the February financial reports. Stephen Dent seconded the motion. All members present voted in favor.

New Member List – The board reviewed the new member list. Stephen Dent made a motion to approve the new members. Lindy Luopa seconded the motion. All members present voted in favor.

New Business

Review of February 2018 TCOTC's Business Scorecard – Discussion Scorecard – Class fill rate is up to 88%, Satisfaction with facility is down primarily due to ice.

Marketing Committee Update – Review of Competition; Financial Modeling for Classes - Ann McKasy is updating this review with any additional players, direct and indirect competition.

Board interest in a new design for TCOTC logo - Ann McKasy – Table for now, look at doing it strategically with new offerings. Open it up to the members for ideas as well. Member Survey- Anne will send out the last member survey so we can see the suggestions from that time. Also, put up an easel to collect member ideas.

Class pricing – The board is looking at agility class prices and gross margins. Looking at ways to fill the agility classes.

Pricing for new ring barriers- Lindy Luopa- Heard from Sage - \$60 per barrier for 8 or less, \$55 for 8 or more
We will hear additional quotes.

Allocation for new agility equipment- Mary Steinbauer- Mary provided a list of agility equipment that is needed for safety and running agility trials. Barb Yanish made a motion to approve, Ann McKasy seconded. The board voted in favor.

Stephen Dent- The board had a discussion of formally noting the Managing Director's resource authority. Stephen Dent made a motion to approve the managing director's ability to spend up to \$2,500 with just a memo to the board. Lindy seconded. All voted in favor.

Facility use calendar - Anne Schenk showed the board the google calendars that she inputted to show the layered calendar and look at open times in the club and opportunities for scheduling events and classes. This will allow us to easily see what times are available for events, seminars and classes.

Stephen Dent gave the board an update on Ms. Richards' estate of which TCOTC is a partial beneficiary.

Present Research on potential new classes – Lindy Luopa will present in future meeting.

Stephen Dent moves to adjourn the meeting at 8:40.

Business Item

Item Discussion

Actions Taken

Future action items