

TCOTC Board Meeting December 11th, 2018

Meeting called to order at 7:01 by Stephen Dent

Members present: Ann McKasy, Anne Schenk, Barb Yanish, Karen Radford, Stephen Dent, Jane Jacobson, Katie Grillaert

Excused Absences: Lindy Luopa, Mary Steinbauer, Judy Galbraith, Anne Bentley

Officer & Staff Reports

Managing Director's Report – Anne Schenk – Total sales are up about 33,000 compared to this time last year. Anne will send an updated forecast after the financials are completed. Anne will start working on getting things ready for the annual member meeting. There is a candidate for the rental position. One person has responded to being interest in the open board position.

Treasurer's Report – Mary Steinbauer – When the full financial report is sent, we will vote via email.

New Member List – Anne Schenk – Katie made a motion to approve the new member list. Stephen seconded. All approved.

Staff Report – Anne Bentley via Anne Schenk - There is a setup plan for the agility setup during the break. A new puppy agility class will be starting at the end of the month. We received a lot of great comments about the facilities at the agility trial in November.

Jane Jacobson – Jane is working on getting a new hunt class started. She proposes that we offer it at a rate of \$250, and the instructor get paid at a rate commensurate with her experience and getting paid at that level at other venues. Anne is in favor. She would like rates of compensation to be a priority next year. This could also be treated as a seminar with a split of the revenue as we have a policy for that already in place. The board is supportive of this new offering.

New Business

Review 2019 Budget and Assumptions – Anne Schenk

Vote to approve 2019 Budget – Stephen made a motion to approve, Ann seconded. Stephen, Ann, Barb and Katie approved. Karen abstained as she had not had a chance to review it. She will send her questions in.

Review of November 2018 TCOTC's Business Scorecard The board reviewed the scorecard. Karen noted that looking back historically, we have a green in class fill for the first time. Also, we are having a substantial increase in members who volunteer. Stephen noted that we have an increase in the facility usage rate that helps us cover our overhead costs. Jane is going to add some emphasis on asking students to fill out the feedback survey.

Increasing value to TCOTC memberships We reviewed the document that Karen put together with our ideas of things that would add more value to our memberships. Most of the ideas are events, and online content is another area. Ann noted that we could do a survey of our members to see what they would value. Karen noted that we could also ask members to submit why they value being a member. We could use these in our marketing materials or newsletters. Online content could elevate our club and the value of being a member. We will work on setting up a member event.

Review of TCOTC 2019 Strategic Plan - Discussion

Exploring competitive wages is a priority. A committee will be put together. Marketing plan and research and developing a master calendar will support the board and Anne's goals. We have specific actions to track. Karen and Anne will get together and start creating checklists for the goals.

Upcoming Membership meeting January 8th We need to elect one board member. The departmental reports for the year have been requested. We need to get 35 active members to the meeting. Anne will publicize the meeting. Stephen will be attending staff meetings to present the board's vision and plans, and to get feedback. At the member meeting, Stephen could present the accomplishments that we have completed, present the vision, and ask members for input on ideas and whether they are willing to volunteer. Katie asked if we could combine the awards banquets and the member meeting combined in order to increase attendance. That might be a good idea in the future. Ann would be happy to help with refreshments.

Katie Grillaert moves to adjourn. Meeting adjourns at 8:57 pm.