## TCOTC Board Meeting (4/12/22)

Meeting called to order at 7:05

## Members present:

- Joyce Carlson-Rioux; Marsha LeDuc; Tonni-Sue Keinz; Meera Kannan; Susanne Jones; Cally Samson; Chris Mosley; Anitra Francis; Jane Jacobson; Karen Radford;
Anne Schenk; Mary Steinbauer
Excused Absences:
Vanessa Niemi, CPDT-KA;
- Carol Ouhl
- Scott McKenzie
- Officer \& Staff Reports
- Managing Director's Report - Anne Schenk - $\mathbf{2 0}$ minutes
- No prepared report tonight
- Membership flat
- Annual meeting in January drives a lot of renewals
- Not much change in class fill rate
- What is not filling?
- Single Advanced Obedience - cyclical, left over from drop in
- Daytime agility - some take the summer off to practice outside
- Treasurer's Report - Mary Steinbauer
- Sent out financials prior to meeting
- Seminars - fitness and nosework - did quite well
- Scott will consider repeating these
- New Member List - Anne Schenk - 2 minutes
- Meera motion to approved; Marsha second
- All approved
- Staff Report -
- Chris Mosely - 5 minutes
- Christine K whelped puppies, then on leave
- Sara Z coming back
- Anitra will teach on Monday night
- Overall we have 159 students every week - up from 130-140
- Saige will rotate special weaves classes with Julia
- Expanding beginner classes
- Foundations 1 taking a break - using time to do special skills
- Great Foundations and Beginners help us raise our numbers
- Will write up something from NAC - all members who went had great success
- Considering Agility For Fun class(es)
- Challenges: set up, courses, putting things back
- May install cameras
- Raised \$1400+ in raffle of old/unused equipment
- Jane Jacobson - 5 minutes
- Obedience - May classes are mostly full
- Saturday - Obedience Run \& Done, nearly full
- Was not advertised outside of the club
- Brainstorming on games for early May
- Increasing cost but good prizes will be available
- Always open to donations for prizes
- Draw for raffle after each time slot
- Possibly include agility games
- Chris will talk with Scott
- No CampK9 Report


## - New Business

- CampK9 - overview of revenue, expenses and challenges with present structure? 30 minutes
- We have people who want to instruct but not enough dogs
- Karen talked with Vanessa and Taylor > put together a spreadsheet
- Example below
- Different scenarios demonstrated/discussed

- K9 Coaches program
- Flashier, more fun, cheaper
- Marketing plays a big part
- No half days - must be whole day
- Max 14 dogs - 6 10-minute training per day (we offer 8 trainings per day)
- They are in St. Paul and Mpls - we are right between the two
- May also have neighborhood satellites
- Reviewed their website
- Our program/site may need improvement
- "You get to choose what your dog does"
- Usually 1 half day dog per day consistently
- Considerations:
- No playtime currently offered
- Add tricks?
- The more we add, the more staff we may need
- Emphasize customized program for each dog
- Camp K9 does not require TCOTC membership
- Create its own website > link our and their websites
- Improve sign up - currently a Google form
- Perhaps two sections - adult dogs and puppies
- Meld "fun" and "training"
- Objective for tonight's board meeting around this issue: Determine what is the next step(s) we need to address in light of Vanessa's resignation.
- Vanessa's replacement
- She's been working from home the last few months
- Just trainers have been there
- Admin person can work from home
- Joyce and Karen will ask Vanessa - if someone else could take on things that are overloading her, would she stay
- Meera, Joyce, Karen, Callie sub committee to work more on this, and talk to Vanessa
- Unfinished Business
- Status of Expansion Project Planning $\mathbf{3 0}$ minutes
- Revenue and Expenses known thus far
- Next Steps
- Karen presented spreadsheet of potential costs/projected profits
- Increased class size but not cost
- A minor increase in seminars
- Doubled base costs such as rent and utilities
- Karen also presented spreadsheet on "needs" for expansions
- Tails Up is moving to a new space
- All Breed Obedience is up for sale
- Suggestions
- Ask Capp if anyone has inquired in renting a portion of the space
- Put everyone in the same room and discuss options
- Look at first ring suburbs - may change class offerings
- Figure out what we could afford then look for other places that fit that
- Building layout

- Joyce is working on barn hunt numbers
- Capp has been very good about splitting improvements with us
- Anne will talk with Capp about different scenarios
- Cally will look into proposals other potential places
- 50,000 sqft
- Entrance at ground level desired
- More like a walk out basement
- Cally will also have numbers from her contractor visit by next Wednesday
- Will share with the group
- Marsha moved to adjourn. Meeting adjourns at 9:05 pm


## Business Item

Item Discussion
Actions Taken
Future action items

