

Spartan Alumni Rowing Association

Annual General Meeting Minutes

April 15, 2017

I. Call to Order

- a. Doug Rathburn called to order the regular meeting of the Spartan Alumni Rowing Association (S.A.R.A.) at 3:17 PM on April 15, 2017 at the Flat Iron Grill in Cleveland, Ohio

II. Roll Call

- a. The following persons were present: Doug Brubaker, Doug Rathburn, Brian Chorney, Dan Bachmann, Tim Marcovy, Steph Merlino, Kevin Cronin, Abby Sevier. Fraser Hewson, Mike Krofcheck, Trisha Krofcheck, Lauren Boucher and Evan Halprin participated via teleconference. Guests from the student rowing club included Ian Steiner, Dave Fulton, Colleen Kennedy and Sean Mann.

III. Presidents Report – Doug Rathburn

- a. Donations & Endowment
 - i. Donations to SARA were \$89,402 in 2016 and \$8,994 in 2017 YTD.
 1. Largest donors were Paul B., Doug Rathburn, the McClung Family, the Monroe Family, the Lubowe Family, the Carlson Family, the Class of 2007 and RegattaCentral.
 2. There was a large increase in the number of donations driven by the push for the Coaching Endowment for last year's alumni regatta and for the wish list this year.
 3. We were able to fund the assistant coach for two years and purchase three shells with funds raised.
 - ii. Endowment balance at the university's fiscal year end (June 30, 2016) was \$83,274
 1. Distribution amount for 2016 was \$3,635 (5% distribution) vs. \$2,782 in 2015
 2. The head coach's salary this year was fully paid for from accrued endowment distributions from prior years. We will have a funding gap for head and assistant coaches for the 2017-2018 school year without additional fund raising.
 3. Communication with Gary Pillar at the university is excellent, and the university is publishing endowment reports in a more timely fashion this year.
- b. Equipment and Other Fundraising
 - i. We acquired three shells this past year:
 1. Midweight Pocock 8+ from Evans Rowing Club in Florida
 2. Pocock 8+ from Cornell University
 3. Heavyweight Resolute 4+ refurbished at the factory and purchase from Resolute
 - ii. We also acquired a 1996 Pocock wakeless launch from Harvard. The hull was in good shape and it came with a decent engine, but all of the accessories were missing. Acquiring the accessories was one focus for this year's Wish List and all parts were sponsored.
 - iii. This year's coach's wish list garnered a lot of support with almost everything donated.
 1. Donations included: flotation suits, oar sponsorships (total of 20), names for the three new shells, nutritional supplements and all of the accessories for the new wakeless launch.
 2. All in over \$11,000 was raised by the wish list!
 3. Any ideas for next year's list or how to communicate better/differently?

- iv. I anticipate needing to help fund another mid/lightweight 4+ next year.
- c. Coaching
 - i. The university continues to support the paid coaching position and appears to be working well. Funds located in an expendable account (no interest) and an endowment account (earns interest) all to be used to pay coaching for the team. This year's endowment distribution will not cover the full salary so additional fund raising is required to cover coaching salaries next year.
 - ii. We will need to continue looking for ways to fund the head coach salary on an ongoing basis through use of the endowment and annual giving.
 - 1. Ian Steiner asked about payment of benefits for the coaches to include "30% fringe benefits"; this will need to be clarified
 - iii. We secured enough funding to pay Rachel the assistant coach for both the 2015-2016 and 2016-2017 school years. It took some effort to get the paperwork done on the university's side, but all worked out.
 - iv. Aaron will provide a nice "State of the Team" presentation at tonight's alumni dinner.
- d. Infrastructure – Boathouse, Tanks, Etc.
 - i. Tanks are still in storage. Since Ken's passing there is no torch bearer for the project. Plus the Foundry is building the best tanks on the planet.
 - 1. It is technically feasible to convert the tank pieces into a barge. The Foundry is interested in acquiring the pieces for a barge. CRF also reached out to see if they could acquire the pieces (i.e. we donate them) for use as a tank.
 - 2. *No change in situation in the above points from last year's AGM.*
 - ii. The Foundry has approached SARA to move across the street.
 - 1. The decision is tricky due to SARA/Paul's previous commitment to CRF and also potential leverage opportunities with the university. We have communicated "not at this time," but "we may be interested in the future."
 - 2. The students are also formally approaching us for permission to move.
 - iii. We acquired three new shells and a wakeless launch this past year. Aside from potentially another midweight 4+, the "fleet is complete".
 - iv. The team was running three-four shifts on the ergs this winter and often traveled to the boathouse to erg as a full squad. We continue to investigate options for more space and more ergs on or near campus (e.g. GVSU has off campus rental the rowing team pays for).
- e. Other items
 - i. The team held their spring break training trip in Lake Guntersville, Alabama. Coaching was going to be short this year so alumnus Brian Chorney '07 took off work and helped coach the team all week – on very short notice. Thank you Brian!
 - ii. Our fifth alumni dinner is tonight at the Flat Iron Grill in the Flat at 5pm
 - 1. Thanks to the students for organizing
 - 2. It will be awesome!!!
 - iii. The SARA will sponsor an alumni tent at Vails this year (tent #10!). Alumni and parents are encouraged to visit the tent and pre-register.
- f. Motion by Bachmann to approve Presidents Report. Second by Merlino. Unanimously approved.

IV. Treasurer's Report – Fraser Hewson

a. Last Year

- i. Profit and Loss (Accrual basis)
 1. Total income: \$102,308
 2. Total Expense: \$26,917
 3. Net Income: \$75,388
- ii. Cash Flow
 1. Net cash provided by operations: \$66,100
 2. We invested in shells and other equipment: \$17,541 including purchasing one Resolute eight for \$12,000
 3. Leaving us with a cash balance of \$58,616 at the end of the year.
- iii. Major outflows for calendar year 2016:
 1. \$12,000 for equipment purchases (Midweight Pocock 8+ from Evans RC)
 2. \$3,267 for insurance
 3. \$1,632 for equipment, parts & supplies
 4. \$6,788 for Rack Rent to CRF
 5. \$1,800 for tank storage
 6. \$438 for marketing
 7. \$3,388 for printing the 25th anniversary book
 8. \$1,796 for the 25th anniversary banquet (dining)
 9. \$1,682 for clothing
 10. \$2,306 regatta support costs
 11. \$655 for professional fees
- iv. Fund raising and donations:
 1. Donations were \$98,702 including the \$50,000 donation from Paul Bucheit (172% increase)
 2. Our other fundraising activities raised \$3,603 (35% increase)
- v. Balances compared to previous year
 1. Cash and current assets were up 575% at \$67,916

b. This Year to date

- i. Fundraising and Donations
 1. We have raised \$12,818 in donations which is down 24% compared to this time last year.
 2. Fund raising through Amazon etc. \$1,640 which is up 62%
- ii. With \$25,918 in expenses this year, we are currently running at a loss of \$11,459. The largest expenses this year so far are
 1. \$10,000 to fund coaching salaries
 2. \$8,600 in rack rent
 3. \$3,400 to insure the boats
 4. This also includes the rack rent for the second half which will be paid in August.
- iii. From a cash perspective, we have spent \$10,671 on operations and another \$33,000 investing in equipment.
 1. This includes Grandma Liz (4+) and the Class of 2007 (8+) and a used wakeless launch.
- iv. Currently, our cash on hand is \$14,369 down from \$58,616 at the beginning of the year. This is a decrease of 75%. While this may sound grim, remember that we have been investing heavily and also that this is 203% higher than this time last year.
- v. Looking at ways to forecast expenses and generate continuous income. Pledges, auto payroll deductions, etc.
- vi. Gifts for the Marcovy Endowment have not yet been transferred to the university.
 1. Gifts and pledges totaled \$32,520
 2. Rathburn gave his \$10,000 pledge directly to the university.
 3. Of the remaining \$22,520, \$14,000 is on hand and \$8,520 is receivable.

- vii. Reminder -- SARA membership fees are \$5/year. Membership is required to vote at the AGM.
- c. Motion by Cronin to approve Treasurer's Report. Second by Merlino. Unanimously approved.

V. Coach's Update – Aaron Marcovy (provided during alumni dinner)

- a. Improvement:
 - i. Team Growth
 - ii. 5 coaches
 - iii. 40+ rowers on spring roster – up from 24 in 2015
- b. Performance based training plans developed over years of experience
 - i. World class source material for training plans
 - 1. Steady State >200 min/week
 - 2. A.T. >60 min/week
 - 3. Core 2-3 times/week
 - 4. Lifting 2-3 times/week
 - 5. Periodization
 - 6. Sprint work 1-3 times/week
 - 7. 30% Increase Y-O-Y
 - ii. Nutrition planning & guidance
- c. Hammer Ergatta
 - i. Case won:
 - 1. Men's Open
 - 2. Women's Open
 - 3. Women's Novice
 - 4. Women's Lightweight Novice
 - 5. Relay
- d. Spring Season so far
 - i. U. Alabama Scrimmage during spring break
 - ii. Won 100% of Home Schools
 - iii. 6 "Gold" and 2 "Bronze at SUNY Invite
 - iv. Strong showing at Lubbers Cup
 - v. WN8+ National Ranking
- e. New equipment
 - i. 2006 Pocock Midweight 8+ (*Perseverance*)
 - ii. 2011 Pocock Mid/Heavy 8+ (*Class of 2007*)
 - iii. 2009 Resolute Midweight 4+ (*Grandma Liz*)
 - iv. 1996 Pocock Wakeless launch from Harvard
 - v. 3 sets of oars
 - vi. 1 NK Megaphone
 - vii. 2 Stroke Coaches
- f. Upcoming Goals
 - i. 5-10% collective speed improvement
 - ii. Top 3 finish at MACRA
 - iii. Dad Vail finalists
- g. Thank you alumni! We couldn't have come this far without your support.

VI. Election of the Board of Directors

- a. Proposed Board of Directors: Tom Hudak, Tim Marcovy, Chris Sheridan, Dan Bachmann, Brian Chorney, Fraser Hewson, Doug Rathburn, Meg Attenweiler, and Lauren Boucher
- b. Motion by Sevier, second by Merlino to approve board
- c. No opposed, by acclamation Board passed unanimously

VII. New business from the membership

- a. General Feedback from membership
 - i. None noted
- b. Student ExComm presentation (provided by Ian Steiner & Sean Mann): Relocation Proposal Spring 2017-Summer 2017 to The Foundry Boathouse
 - i. Location of The Foundry is amenable to an easy move
 - ii. Erg availability = 100+ and other workout equipment
 - iii. Auxiliary coaching availability
 - iv. In-house repair shop and meeting space
 - v. Cost to team is equivalent to current circumstances
 - vi. Benefits to SARA: search flexibility, program development & stability, networking
 - vii. Long-term: team growth & success, stepping stone to own house
 - viii. No conflict of interest perceived with Aaron Marcovy's involvement in both organizations
 - ix. Rathburn proposed tabling discussion for now; will convene a special meeting to address this specific topic (1-2 month timeframe)
 - x. Discussion ensued regarding the advantages/disadvantages of this move
- c. Sevier motioned to ratify and approve the actions of the officers and SARA Board of Directors since the last Annual General Meeting. Sevier moved to pass motion, Brubaker seconded and the motion passed unanimously by the membership.

VIII. Date of Annual Meeting in 2018

- a. Date & location to coincide, with proper notification, with the 2018 alumni regatta.

IX. Adjournment

- a. Bachmann moved to adjourn AGM, second by Merlino. None opposed.
- b. Doug Rathburn adjourned the meeting at 5:02 PM. See you tonight at the alumni dinner!

Immediately following the SARA Annual General Meeting (AGM), the newly elected Board of Directors met to elect Officers.

I. Election of SARA Officers

- a. SARA Board of Directors meeting called to order at 5:03 PM on April 15, 2017
- b. Board of Directors present: Doug Rathburn, Dan Bachmann, Tom Hudak and Lauren Boucher. Fraser Hewson, and Brian Chorney participated via teleconference. Quorum present.
- c. Officers: Doug Rathburn (President), Dan Bachmann (Vice President), Fraser Hewson (Treasurer), and Brian Chorney (Secretary)
- d. T. Marcovy moved to re-nominate slate, Boucher seconded. Passed unanimously.
- e. New Business
 - i. CRF property acquisition
 - ii. Crew Club move to The Foundry – Rathburn to distribute student presentation.
 - iii. No time before scheduled alumni dinner to discuss the two topics.
 - iv. T. Marcovy moved to request Rathburn set up a meeting at the Board’s earliest convenience to discuss the student request to move to The Foundry and the potential acquisition of the CRF property. Motion was passed by acclamation.
- f. T. Marcovy moved to adjourn the Board meeting, Bachmann seconded. Meeting adjourned at 5:04 PM

Minutes submitted by: Dan Bachmann & Doug Rathburn

April 18, 2017