

Spartan Alumni Rowing Association

Annual General Meeting Minutes

August 11, 2018

I. Call to Order

- a. Doug Rathburn called to order the regular meeting of the Spartan Alumni Rowing Association (S.A.R.A.) at 9:07 AM on August 11, 2018 via teleconference.

II. Roll Call

- a. The following persons were present on the teleconference: Doug Rathburn, Brian Chorney, Fraser Hewson, Colleen Kennedy, Lauren Boucher, Aaron Marcovy, Meg Attenweiller, Steph Merlino, Mike Krofcheck, Dan Bachmann, and Liam Hoye. Guests from the student rowing club included Ian Steiner and Anneliese Braunegg.

III. Presidents Report – Doug Rathburn

- a. Donations & Endowment
 - i. Donations to SARA were \$87,851 in 2017 and \$10,995 in 2018 YTD.
 1. Largest donors were the Rathburns, JD Foundation, the McClung Family, the Carlson Family and RegattaCentral.
 2. Fundraising went back to a more “normal” year this year, but was aided significantly by a generous match from the JD Foundation.
 3. We were able to fund the assistant coach and purchase another 8+ this year.
 4. We typically get the endowment report for the previous university fiscal year (June 30) in December.
 - ii. Endowment balance at the university’s fiscal year end (June 30, 2017) was \$104,430
 1. Distribution amount for 2017 was \$3,676 (~5% distribution) vs. \$3,635 in 2016
 2. The head coach’s salary this year was partially paid for from accrued endowment distributions from the prior year with the balance paid via previous alumni donations. We will have a funding gap for head and assistant coaches for the 2018-2019 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. 2002 Quantum 8+ from Ithaca College. This vintage was the original company, not the current WinTech variant, and it is a very nice shell that the students like.
 - ii. We also a new engine for the Pocock wakeless launch. The launch is awesome, and the coaches are happy.
 - iii. This year’s coach’s wish list garnered a lot of support with almost everything donated.
 1. Donations included: erg slides, an engine for the wakeless launch, nutrition supplies, and survival suits.
 2. All in nearly \$7,000 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. We continue to discuss the "fringe benefit" adder the university applies to salaried that eats up the gift. We've temporarily stopped gifts to the endowment until this issue is resolved. The athletic department is investigating changing the status of the coaches to contractors, which they believe will eliminate the requirement to also fund fringe benefits the coaches do not receive.

d. Infrastructure – Boathouse, Tanks, Etc.

- i. Tanks are still in storage. Since Ken's passing there is no torch bearer for the project. Need to sell them or use them.
- ii. We are still investigating a site on or near campus for an erg center or tank facility.
 1. We've talked to the university about storing the ergs and being allowed to pull them out for practice. This requires certain "rights" to floor space that doesn't have precedence for "only" club sports. More to come.
 2. The back-up option that's still in play is to acquire a building near campus and do it ourselves.
- iii. We are actively in discussions with the owner of a piece of property on Drydock Avenue (Marathon Bend) for a potential boathouse site.
 1. We've made a relatively modest offer on the property to attempt to get them to negotiate. The proposal involves a modest cash payment, but possible co-development into a park with a potentially large tax deduction for them on the back end. More to come. Next meeting of current owners planned for September. Doug feels there's a low chance of success, but we're continuing to pursue.
- iv. Aaron has been dripping on the Aurora Lake home owners association about a possible partnership for more races and even maybe a couple buoy lines. The Aurora site would be ideal for spring races and possibly a weekend small boat training site.
- v. All three major infrastructure projects, boathouse, erg center, and sprint course, will require significant investment over the coming years. We are working on a proposal to engage lead alumni and other partners (Metroparks, etc).
- vi. We acquired one new shell and an engine for the wakeless launch this past year. Aside from potentially another midweight 4+, the "fleet is complete" and we're in rollover mode as needed.

e. Other items

- i. The team held their spring break training trip in Gainesville, Georgia. I had the pleasure of attending and driving launches for the coaches. If you ever want a fun few days out in the weather, hanging with the students and watching rowing, I'd recommend tagging along one year.
- ii. We decided to cancel this year's alumni regatta and dinner. Various regatta scheduling SNAFUs conspired against the team/coaches prompting the coach's request to cancel. This is not an ongoing phenomena, and in the spirit of "support the team first" we agreed to cancel.
- iii. SARA sponsored a tent at Vails again, and many parents and a few alumni attended for the

racing. More alumni are attended—strong correlation between parents attending Dad Vail with good experiences and gifts from them. All the alumni, parents and students met up Friday night after the first day of racing for dinner and awards. If you can attend one year, it's definitely a good time.

- f. Motion by Dan Bachmann to approve Presidents Report. Second by Fraser Hewson. Unanimously approved.

Treasurer's Report – Fraser Hewson

- g. Last Year 2017 (Jan-Dec)
 - i. Profit and Loss (Accrual basis)
 - 1. Total income: \$87,604
 - 2. Total Expense: \$74,492
 - 3. Net Income: \$13,112
 - ii. Cash Flow
 - 1. Net cash provided by operations: \$22,410
 - 2. We invested in shells and other equipment: \$30,900 including purchasing a Pocock 8+ from Cornell, a Quantum 8+ from Ithaca, and a refurbished 4+ from Resolute. \$2000 is money we fronted to pick up a boat for CRF, which will be reimbursed.
 - 3. Leaving us with a cash balance of \$72,172 at the end of the year.
 - iii. Major outflows for calendar year 2017:
 - 1. Depreciation of equipment
 - 2. \$9,300 for coaches' salaries
 - 3. \$8,400 for equipment purchases
 - 4. \$3,398 for insurance
 - 5. \$8,600 for Rack Rent to CRF
 - 6. \$884 for clothing
 - 7. \$1,800 for tank storage
 - 8. \$3,042 regatta support costs
 - 9. \$600 for professional fees
 - iv. Fund raising and donations:
 - 1. Donations were \$87,851 including a significant match to Rathburn's give from the JD Foundation
 - v. Balances compared to previous year
 - 1. Cash at the end of the period was \$74,820
- h. 2018 Year-to-date (Jan-Aug)
 - i. Fundraising and Donations
 - 1. We have raised \$10,995 in donations
 - 2. Fund raising through Amazon etc. \$1,018 which is down 52% vs. the same period last year. Please continue to use our link! It is much more profitable than Amazon Smile
 - 3. Keep an eye out for companies you are already spending with, which have commission opportunities for nonprofits like SARA.
 - ii. With \$15,255 in expenses this year so far, we have consumed almost all of our YTD income. Major expenses have been:
 - 1. \$1,213 to in misc equipment
 - 2. \$5,218 in rack rent
 - 3. \$3,368 to insure the boats
 - 4. \$1,714 in regatta costs.
 - iii. From a cash perspective, we have \$72,172 on hand as of Aug 10. We still have significant outlays ahead including:

1. Coaching salaries
2. Rack Rent
3. Potentially a new 4+
- iv. We need another good fundraising year to maintain our cash balance momentum.
- v. Looking at ways to forecast expenses and generate continuous income. Pledges, auto payroll deductions, etc.
- vi. Marcovy endowment sitting around \$25k.
- vii. Reminder -- SARA membership fees are \$5/year. Membership is required to vote at the AGM. Pay via PayPal.
- viii. Donations through PayPal Giving Fund are 100% to SARA. Best way for donations. The links on the SARA website will now go through the PayPal Giving Fund.
- ix. In process of setting up students with outside account to have access to immediate funds. It will be owned by SARA with reporting responsibility by the students.
- i. Motion by Liam Hoy to approve Treasurer's Report. Second by Mike Krofcheck. Unanimously approved.

IV. Coach's Update – Aaron Marcovy

- a. Team Statistics
 - i. 45 Athletes, 5 Coxswains (27 women, 18 men rowers)
 - ii. ~\$50K annual budget (including Club combined with S.A.R.A. contributions)
 - iii. Spring Season Team GPA: 3.56 by self-report
 - iv. 281 scheduled workout sessions, averaging 2 hours each
 1. Translates to 23 days and 2 ½ hours of nonstop exercise
 2. Not including the actual 24 hour Erg-a-Thon)
 3. Before the "championship" season crews going to Dad Vail Sprints and ACRA National Championships (another month of 2x/ daily)
- b. CWRU Rowing Club Coaching Staff:
 - i. Aaron Marcovy, Head Men's Coach / Director
 - ii. Rachel Stanley, Head Women's Coach
 - iii. Steph Merlino, Novice Women's Coach
 - iv. Stella Willoughby, Novice Men's Coach
 - v. Tim Marcovy, Head Novice Coach
 - vi. Kate Krengel, Assistant Coach
 - vii. Tim Denihan, Assistant Coach
- c. Notable Results:
 - i. Top place among women's club programs at Head of the Charles (largest regatta in the world)
 - ii. Gold medal in Women's Club/College at Head of the Hooch (2nd largest regatta in the world)
 - iii. 7th Consecutive year of winning Home Schools Cleveland Championship over CSU & JCU
 - iv. 4th Consecutive year of winning Hammer Trophy. Top 6 all went to Case men. Similar on women's side.
 - v. At MACRA, Case Western placed 5th overall out of 17 teams as a program, the best ever for program:
 1. CWRU is the third-smallest undergraduate population (MSOE and Mercyhurst, full-fledged varsity athletics programs, being the only schools with fewer undergraduates)
 2. Defeating programs from: MSOE, Ohio State, Miami, Northwestern, UChicago, Cincinnati, GVSU, UKansas, Michigan, MSU
 - vi. Bronze medal at Dad Vail Championships, this is an unprecedented 2nd consecutive year of medaling in Big Boat

- vii. 4th place at ACRA National Championships, in 2nd most competitive category
 - viii. This was the first time CWRU brought a Big Boat to ACRA Championships
 - ix. CWRU defeated crews from 31 different varsity programs at some point in 2017-18 season
 - x. CWRU earned a medal at every spring regatta, except the National Championships, earning a 4th place
- d. Thank you alumni! We couldn't have come this far without your support.

V. 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, Chris Shoemaker, Meg Attenweiler, and Lauren Boucher
- b. Motion by Liam Hoy, second by Steph Merlino to approve board
- c. No opposed, by acclamation Board passed unanimously

VI. New business from the membership

- a. General Feedback from membership
 - i. None noted
- b. Purchase of a new 4+
 - i. Do we buy a used Resolute 4+ that matches the Grandma Liz for \$19,500 or order a new Pocock 4+ that matches/replaces the Hudak (~\$27k delivered)?
 - ii. Weight range and preference of coaches is for Pocock. But the midweight used Resolute is close enough to the desired specs to go for.
 - iii. Doug will make a formal proposal to the board after further discussions with the coaches and a potential donor
- c. Potential new positions or sub committees
 - i. Vice Treasurer: alumni liaison for student budget support
 - 1. Provide guidance and support to student Excomm leadership for budget items
 - 2. Align and provide required info to SARA treasurer as needed
 - 3. Locally based in Cleveland
 - ii. Admissions Liaison: expose local high school students to CWRU and CWRU crew
 - 1. Potentially leverage touch points between local high school students and the rowing team
 - 2. Demonstrate that CWRU rowing can attract talent to the school
 - 3. Partner with admissions office at local events: Head of the Cuyahoga, alumni regatta, Hammer, "meet the team" night, etc.
- d. Mike Krofcheck motioned to ratify and approve the actions of the officers and SARA Board of Directors since the last Annual General Meeting. Steph Merlino moved to pass motion, Liam Hoy seconded and the motion passed unanimously by the membership.

VII. Date of Annual Meeting in 2019

- a. Date & location to coincide, with proper notification, with the 2019 alumni regatta.

VIII. Additional New Business

- a. New alumni are interested in getting involved with SARA and don't know how to get involved. Doug discussed roles of SARA board members and will sit down and see where else we have open opportunities. General membership can additionally help with various tasks as we understand who

wants to be involved. Alumni wanting to get involved or with more ways to get involved should reach out to a member of the SARA board. Current students also want a list of SARA members showing location and job field for career opportunities. Steph Merlino will frame a survey and flow it to the board.

IX. Adjournment

- a. Dan Bachmann moved to adjourn AGM, second by Lauren Boucher. None opposed.
- b. Doug Rathburn adjourned the meeting at 10:19 AM.

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 10:20 AM on August 11, 2018
- b. Board of Directors present via teleconference: Doug Rathburn, Dan Bachmann, Meg Attenweiller and Lauren Boucher, Fraser Hewson, and Brian Chorney. Quorum present.
- c. Officers: Doug Rathburn (President), Dan Bachmann (Vice President), Fraser Hewson (Treasurer), and Brian Chorney (Secretary)
- d. Meg moved to re-nominate slate, Lauren seconded. Passed unanimously.
- e. New Business
 - i. Vice treasurer position will be formally proposed after reviewing compliance against bi-laws.
 - ii. Junior on team had parents who wrote \$4,000. We offered to give more and we will request donation to cover 1/3 of new boat
- f. Fraser moved to adjourn the Board meeting, Dan seconded. Meeting adjourned at 10:24 AM

Minutes submitted by: Brian Chorney

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