

Spartan Alumni Rowing Association

Annual General Meeting Minutes

December 19, 2020

I. Call to Order

- a. Doug Rathburn called to order the regular meeting of the Spartan Alumni Rowing Association (S.A.R.A.) at 09:02 AM on December 19, 2020 via Zoom teleconference.

II. Roll Call

- a. All persons participated via Zoom teleconference: Doug Rathburn, Brian Chorney, Lauren Boucher, Kevin Cronin, Doug Brubaker, Tom Hudak, Tim Marcovy, Steph Merlino, Dan Bachman, Chris Shoemaker, Kevin Cornin, Stephanie Collins, Liam Hoyer, Nina Ma, Spencer McClung, Samantha Magliato, Fraser Hewson, Ian Steiner, Emily Schnittman, Abby Sevier. Guests from the student rowing club included Liam Ryan, Aaron Marcovy and Kate Hanseman.

III. Presidents Report – Doug Rathburn

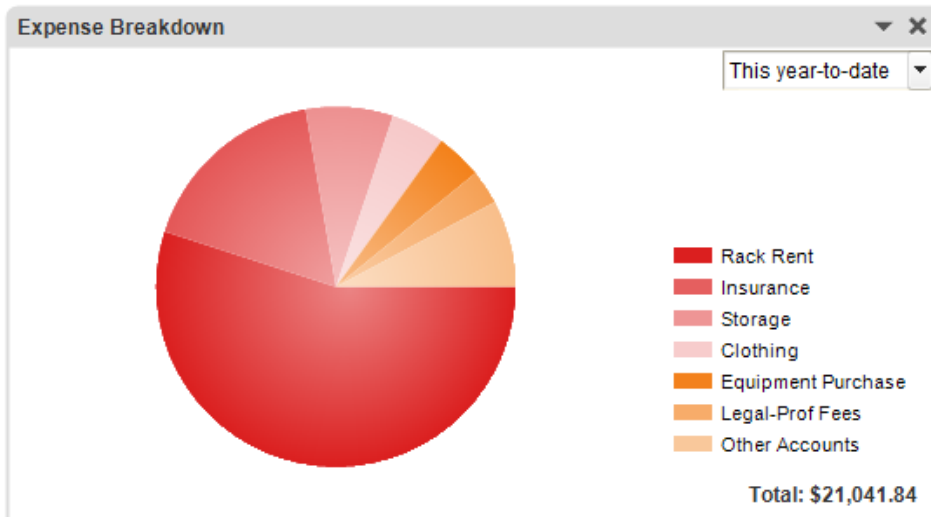
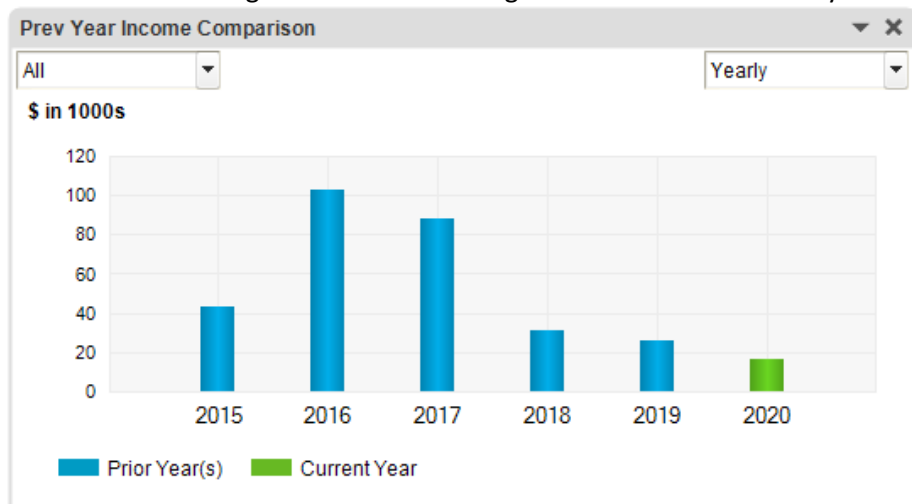
- a. Donations & Endowment
 - i. Donations and fundraising to SARA were \$14,956 in 2019 and \$13,565 in 2020 YTD.
 - 1. Largest donors were: the Rathburns, Lauren Boucher, and an anonymous donor.
 - 2. We purchased another Pocock wakeless for the team in November 2020.
 - 3. We typically get the endowment report for the previous university fiscal year (June 30) in November or December.
 - ii. Endowment balance at the university's fiscal year end (June 30, 2020) was \$112,647
 - 1. Distribution amount for 2020 was \$5,217 (~5% distribution) vs. \$4,858 in 2019
 - 2. The head and assistant 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. No funding gap was experienced due to the coaches not taking a salary due to COVID-19.
 - 3. Due to the additional funding required for salaries (benefits, etc) required in excess of the salary amount, we're planning on not directing new funds to this endowment. Our focus in the near term will be to set up another, more general purpose, endowment to support the team. A new endowment will require a minimum of \$25,000.
- b. Equipment and Other Fundraising
 - i. We acquired a used Pocock wakeless launch from The Hun School in Princeton, NJ for \$3500. The launch matches our other Pocock launch and comes with the driving mechanism, but no engine. Doug Rathburn provide \$2500 of the purchase price and SARA general funds were used for the balance. Aaron intends to pick up the launch in early 2021 and will get a new engine fitted. We received a \$2000 anonymous donation for the new engine. We will also need a trailer (~\$1000) and safety gear for the launch.
 - ii. Hydrow wants to provide us with a sponsorship for the use of OarSpotter images. I will donate the intellectual property to SARA. SARA will sign an agreement with Hydrow. Agreement will be three years with options for annual renewal thereafter. Hudak and Tim have been helping with accounting and contract details.

- iii. We did not do a “big” fundraising campaign in 2020 due to COVID-19 canceling most of the team’s spring (post Spring Break) and Fall racing season. We do anticipate a big push for funds and capital needs in 2021!
- c. Coaching
 - i. Aaron and Rachel ended their coaching duties in the Spring of 2020 – now emeritus coaches! The team, supported by SARA Secretary Brian Chorney, interviewed and hired a new head coach - Kate Hanseman. Kate is an experienced coach, her most recent position Assistant Coach at St. Joseph's Academy. She has 20 years of rowing experience, having coxed at the national level in high school and in her time on The Ohio State University's women's varsity team. She is a 2008 graduate of OSU and received her master's in education and exercise science from Cleveland State University.
 - ii. The funding plan will be SARA provides \$5000 per year for the coach’s salary with the balance coming from the student’s account (either endowment or student fundraising).
- 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 continue to discuss an appropriate on-campus setup for the team with not much progress (stalled due to COVID-19).
 - 2. The back-up option that’s still in play is to acquire a building near campus and do it ourselves.
 - iii. We continue to search for a permanent boathouse site. Switching from renter to landlord we feel is still in the best, long-term interest of the team.
 - iv. Work with the Aurora Lake Association for exclusive use of the site for events has essentially been paused until COVID-19 is mitigated.
 - v. All three major infrastructure projects, boathouse, erg center, and sprint course, will require significant investment over the coming years.
 - vi. In terms of equipment, the team is in good shape. The new wakeless launch is a critical addition, and the need for erg access is ever present.
- e. Other items
 - i. The team held their spring break training trip in Oak Ridge, Tennessee. The spring season was canceled upon the team’s return to Cleveland due to COVID-19. If you ever have a chance to tag along to support the coaches (drive launches, take photos, cox, fill-in, coach, etc), we highly recommend the opportunity for alumni. Over the years numerous alumni have travelled with the team to help out.
 - ii. Alumni list is well over 600 people with ~550 good email addresses.
 - iii. Join the Concept2 January Virtual Team Challenge to get your t-shirt and hat!
 - iv. Vice Treasurer (Holdren) stalled waiting for getting bank account set up. Bank provided us with challenges getting accounts set up.
- f. Motion by Fraser Hewson to approve Presidents Report. Second by Dan Bachmann. Unanimously approved.

Treasurer's Report – Fraser Hewson

- a. Last Year 2019 (Jan-Dec)
 - i. Profit and Loss (Accrual basis)
 - 1. Total income: \$25,671
 - 2. Total Expense: \$35,806
 - 3. Net Income (loss): -\$10,143
 - ii. Cash Flow
 - 1. Net cash provided by operations: -\$10,984
 - 2. We sold the Class of 2007 and invested in slides for our CII Ergs for a gain of \$9,500
 - 3. Leaving us with a cash balance of \$54,788 at the end of the year.
 - iii. Expenses for the calendar year 2019: \$35,806
 - Major Items:
 - 1. \$6,330 for depreciation of equipment
 - 2. \$7,544 for parts, consumables, small items and other non-capital equipment
 - 3. \$3,583 for insurance
 - 4. \$9,633 for Rack Rent to CRF
 - 5. \$1,268 for clothing
 - 6. \$1,800 for tank storage
 - 7. \$3,116 regatta support costs
 - 8. \$650 for professional fees
 - iv. Fundraising and donations:
 - 1. Donations were \$14,956
 - 2. Income from fundraising activities: \$1,827
 - v. Balances compared to the previous year
 - 1. Cash at the end of the period was \$54,788 down from \$58,819
 - 2. Fixed assets less depreciation was \$60,087 down from \$101,676
This included a significant correction as a result of previous years depreciation not being recorded correctly.
- b. 2020 Year-to-date (Jan-Dec)
 - i. Fundraising and Donations
 - 1. We have raised \$13,565 in donations. To date, \$4,481 has come through corporate matching programs and \$3,571 through the Paypal Giving Program.
 - 2. Fund-raising activities through have brought in \$2072. Amazon income is down 90% vs. the same period last year. This has largely been due to Amazon shutting down our affiliate link.
 - 3. Keep an eye out for companies you are already spending with, which have commission opportunities for nonprofits like SARA.
 - 4. We use the PayPal Giving Fund to receive donations. They have several partners that allow you to benefit SARA. These are eBay for Charity, Humble Bundle and GoFundMe. Of course, you can donate from PayPal as well.
 - ii. With \$21,041 in expenses this year so far, we have consumed more than our YTD income. Major expenses have been:
 - 1. \$11,567 in rack rent
 - 2. \$3,645 on insurance for the boats
 - 3. \$1,650 in storage
 - 4. \$1,014 in clothing
 - 5. \$875 in misc equipment
 - 6. \$650 in professional services
 - 7. \$512 in marketing
 - 8. \$406 in postage

9. \$167 in regatta costs
1. From a cash perspective, we have \$46,733 on hand as of today which is down from \$54,788 at the beginning of the year. \$4,554 went to operating expenses and \$3,500 went to purchasing a Pocock wakeless launch.
- iii. We need another good fundraising year to restore our cash balance momentum.
- iv. We are seeing more money coming in through corporate matching programs. This is a great source of additional income, but keeping track of it is somewhat challenging. We receive checks in the mail with just the company name or payment processor on it. We have to contact the company to get donor information and details on other transactions. **Please let us know when you make a donation through a corporate matching program.**
- v. Marcovy endowment sitting around \$113k.
- vi. Reminder -- SARA membership fees are \$5/year. Membership is required to vote at the AGM. Pay via PayPal.
- vii. Donations through PayPal Giving Fund are 100% to SARA. This is the best way to make donations. The links on the SARA website will now go through the PayPal Giving Fund.
- i. We are seeing a trend of decreasing income over the last few years:



- c. Motion by Ian Steiner to approve Treasurer's Report. Second by Kevin Cronin. Unanimously approved.

II. Coach's Update – Kate Hanesmann

- a. Team Statistics
 - i. ~35 Athletes, X Coxswains (19 women, 16 men rowers) – numbers affected by COVID-19
 - ii. A number of athletes got single sculler status due to CV19 restrictions. Trying to get as many athletes on the water as possible. Lots of online work outs.
 - iii. Spring Season GPA (Spring 2020) largely unrecorded due to many COVID related anomalies
- b. CWRU Rowing Club Coaching Staff:
 - i. Kate Hanesmann, Head Coach
 - ii. Steph Merlino, Novice Women's Coach
 - iii. Rachel Stanley, Emeritus Coach / Assistant Coach
 - iv. Aaron Marcovy, Emeritus Coach / Assistant Coach
 - v. Tim Marcovy, Assistant Coach (as requested 2020-21)
 - vi. Kate Krengel, Assistant Coach (as requested 2020-21)
 - vii. Tim Denihan, Assistant Coach (as requested 2020-21)
- c. Notable Results, Spring 2020:
 - i. Successful Spring Training Trip to Oak Ridge, TN until COVID struck. Undefeated during scrimmages at Spring Break.
 - ii. Athletes handled themselves beyond admirably, given the significantly stressful circumstances
 - iii. Athletes truly took care of one another. Coaches were proud to work with them. Truly rose to the occasion.
- d. Spring 2021 Plans
 - i. Will depend on individual school protocols for racing opportunities. Maybe some bubble duals to have some racing. Depends heavily on whether rowers stay virtual or not.
- e. Thank you alumni! We couldn't have come this far without your support.

III. 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 Doug Brubaker, second by Steph Merlino to approve board
- c. No opposed, by acclamation Board passed unanimously

IV. New business from the membership

- a. General Feedback from membership
 - i. Date of next alumni regatta/event to coincide with the 2021 Head of the Cuyahoga assuming a large participation event is actually held next year due to the global pandemic.
 - ii. Doug Rathburn and Kevin Cronin are trying to design an "official" team blazer. Watch social media for more details and ordering information.
- b. Stay active on social, share work outs on Strava, do an alumni/student erg challenge, weekly alumni team work out during VTC...
- c. Cronin runs the SARA Insta account and Chester Spartan FB page. Message him if you'd like anything featured.
- d. Any need/discussion for new sub-committees or initiatives for 2021?
- e. Kevin Cronin motioned to ratify and approve the actions of the officers and SARA Board of Directors since the last Annual General Meeting. Dan Bachmann moved to pass motion, Ian Steiner seconded and the motion passed unanimously by the membership.

V. Date of Annual Meeting in 2021

- a. Date & location to coincide, with proper notification, with an available time in the fall or winter via teleconference.

VI. Adjournment

- a. Tom Hudak moved to adjourn AGM, second by Fraser Hewson. None opposed.
- b. Doug Rathburn adjourned the meeting at 9:47 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 09:48 AM on December 19, 2020
- b. Board of Directors present via Zoom teleconference: Doug Rathburn, Lauren Boucher, Fraser Hewson, Tim Marcovy, Tom Hudak, Dan Bachmann, Brian Chorney and Chris Shoemaker. Aaron Marcovy attended as a guest. Quorum present.
- c. Officers: Doug Rathburn (President), Dan Bachmann (Vice President), Fraser Hewson (Treasurer), and Brian Chorney (Secretary)
- d. Tim Marcovy moved to re-nominate slate, Tom Hudak seconded. Passed unanimously.
- e. New Business
 - i. Discussion about attracting or inviting Board members from more recent alumni cohorts
 - ii. Aaron gave update on a large capital project in the works.
- f. Lauren moved to adjourn the Board meeting, Fraser seconded. Meeting adjourned at 9:08 AM

Minutes submitted by: Doug Rathburn

December 19, 2020