

SMART Board Meeting Monday May 12, 2014  
Conference Call 7:45 pm

Attending: Rob Michalski, Janet Massolo, Diana Wilson, Ernie Mill, Laura Hartwick, Michelle Pressell, Margaret Grinois

Agenda:

I. Minutes & Correspondence

a. Review/ Approve minutes from our 4-14-14  
These were approved.

II. Old Business

a. new Quick Books Software for business (Janet proposal?)  
This will be tabled until the next meeting.

b. Treasurer's Report

There is currently \$15,394 in the bank.

Janet is almost done with the April trial money. Michelle still had some outstanding receipts. This trial netted about \$500. Judges expenses were kept in line. The workers comps went a bit over, in relation to how many comps there were for how many dogs were entered (there was \$4000 in comps). Janet is sending out a comparison from the last 3 trials to see the amounts. Also the Dowells got a comp for trailer storage, it was unclear as to where all the trailers are, and whether they need to have one stored at their house. This was a \$183 cost, and we are not sure if this should have been a Bayteam cost or a SMART cost. The comp schedule says \$50/day certificate equivalent for trailer storage, so the Dowells got \$83 extra. This was unclear as Janet and Michelle had thought that trailer hauling was mileage, storage different. Also the indicated rate is less than the IRS rate, so perhaps it should be the same as the IRS rate? Janet will check with the compensation committee and bring this back to the board.

The overall cost was higher than February, and way less profit came out. The food vendor seemed a bit high, at least workers did need to work 2 classes to get a lunch ticket.

Michelle asked that Katrina receive the spreadsheet for this trial as well as the board to see how it costed out. She will also send to Karey.

III. New Business

a. Trial dates for next year? Possibly move the winter trial to Jan. to coordinate with MLK weekend with Bay Team. This would be instead of the November trial. It would trade off with Bayteam/SMART who does the 3 day trial with team depending on whose trial has the holiday. Not sure if this would be in lieu of November trial, or an additional trial. It isn't clear if the holiday switches from the 3rd Monday of the month though. Perhaps the best proposal is that for 2015 there would be Jan, April, July, August trials. Jan 17-19 dates would be the 3 day team trial, Diana will run this by Karey.

Another question actually is, do we need more than 3 trials with no Regional in CA 2015?

Also, the April trial is now very close to the SW Regional. It used to be on the last weekend in April, but that will be SW Regional again next year. Easter will not be a conflict in 2015 if it's the weekend of 4/18-19. Diana will look whether the Regional is for sure on the following weekend. The board agrees we should not compete with the Regional. We will give Aug 29/20, April dates to Karey to see if these dates work.

b. Cost of runs, raise prices but offer discount for members.

Bayteam is thinking about raising tournament to \$23, but offering discount to members. Diana suggests if we have to pay workers, perhaps we have to raise the entry fees. Ernie said a lot of runs are going to \$14 at some trials. NAF just charged \$25 for tournaments. This is a common price in Southern California. Team would raise to \$65 if we tried this. Trial entries are down, full time workers are needed, so makes sense to raise rates. Maybe even just on tournament classes.

The raffle cost \$700 on the last trial. Comps are costing a lot. Janet said If we take the expectation that we can't get workers and pay everybody, then that's the expectation. Janet feels we can keep the rates the same if we managed the costs more carefully and appropriately. Janet feels team going up \$15 would be reasonable. She worries that people may choose to not come if it's more expensive.

Diana is trying to start budgeting and finding workers for August, she would prefer to not hire people as full time workers.

Rob suggests that at the last trial, we ended early. If we thought that it was going to be a small trial try having a 2 ring trial, which would help the worker problem.

Ernie agrees that we should be more efficient with the dollars coming and be profitable without raising the prices.

The worker raffle had a lot of free entry certs if there was more stuff like that which is trade on the raffle, and less items purchased that would be a good cost cutting area. Diana remembers spending \$600 for the whole year, not a whole weekend, that is a big cost.

Perhaps not giving out lunch is a good place to cut costs too. Fewer vendors keep costs down so entries can stay low. Margaret wonders what the general membership would feel about this? If it is more valuable to have a big raffle and a lunch and perhaps raise prices, or no lunch, cheaper raffle but keep the prices low?

At VAST, it was just cold cuts for sandwiches and very cheap. The cheap lunch that Derede did with the sandwich bar should be revisited, that worked well. It does cost the comp if someone needs to be compensated for this, but still cheaper than paying the vendor.

August trial, Diana is trying to keep to 1 fulltimer per ring, to keep costs down.

c. Ring Boards?

Ernie has some proposals for new ring boards. (4) 3x4' magnetic white boards that are weather-proof. These would be \$1000. Wow! That is a lot! 2 would be for gate, 2 would be for volunteer boards. For gate, a 3x3 would suffice. The current masonite ones are warped and falling apart. How about getting 2 smaller ones just for workers? This price includes the lettering and printing that needs to be there for ring positions to get workers. Or just buy 1 set? Ernie can get another quote on a smaller one for gate and keeping the 3x4 for the volunteer boards, he can see if he can get a lower price.

d. Budget to print flyers made by Derede on water toxicity and heat exhaustion  
Derede asked for \$50 to do this. This was approved by the board.

e. General Meeting, June 29th 9-12 at Morgan Hill Dog Sports, cost \$75.00

Michelle set this up for a practice and meeting, morning would be cooler. Practice 9-11 and meeting til noon. This would be a good time to bring up to membership whether they would prefer lunch/raffle being smaller and prices for entries not going up. This would be good to announce in the email inviting members to meeting so people know there are some important issues about trial prices being discussed.

IV. Close meeting

Meeting was adjourned at 8:51pm. The next meeting will be the General Membership meeting.