

2/10/14 SMART Board Meeting began at 7:35pm with the following in attendance & on conference call: Ernie Mill, Rob Michalski, & Diana Wilson (at Ernie's office), and the following on the conference call phone line; Margret Grinols, Michelle Pressel, & Janet Massolo

- Notes from the December 21<sup>st</sup> meeting and Christmas Party were discussed. Limited business was conducted and was as follows:
- Treasure's report was provided by Sue Rush due to Janet being sick. There was a motion for approval and a second for approval and motion carried.
  - Discussion on 2012 recommendation to Donate \$2,000 to the SPCA – Take the Lead program. There was a motion to proceed to Donate the previously committed \$2,000 to that program. The motion was seconded and carried.
  - The Nominating Committee reported on the nominations for the open Officer's positions and the one position on the Board. Nominations were closed and the ballots were passed out and the vote was conducted with the following results:
    - President 2014 – 2016: Diana Wilson
    - Secretary – Laura Hartwick
    - Board member – Margret Grinols

The minutes of the December general membership meeting and elections were approved as presented.

Janet provided the board with the Treasure's report noting the following:

- She is close to finishing the 2013 year end financials and should have them ready to offer to the membership for their review by +/- the end of February
- She noted that 2013 is showing a loss of +/- (\$4,000)
- It was further clarified that if we had not had the large purchase of new jumps we would have had a positive year end of +/- \$2,000. She confirmed that the summary of our trials had a positive impact totaling +/- \$3,000.
- Janet confirmed that the February Tournament Trial had a net profit of +/- \$100, but isn't totally sure that all of the costs have come in yet.
- The Treasure's report was moved and approved as presented.

7/45pm Laura Hartwick joined the conference call.....Thanks.....Ernie

Vice President Report:

Membership

New members

Michelle Membership:

She has been finalizing the memberships, Ernie suggested an exit interview with people who are not renewing their memberships. There are approximately 80 members in SMART currently.

Treasurer:

Year end financial report

Feb. trial

Committee Reports:

Compensation committee report (Janet, Sue, Michelle, Dee and Sue)

Worker appreciation schedule

Volunteer committee:

Michelle and Janet are reporting on this.

Certificates will be issued to board members and annual workers for future trials.

For every free entry, the club ends up paying \$43 (actual cost).

The value for the person averages \$200. Based on actual cost of runs including USDAA fee, judge fee, etc.

There were no major changes to the old compensation amounts from the current compensation spreadsheet, but it is now clarified as to what each position needs to do on a new spreadsheet. This can also be customized for each trial with different amounts on the spreadsheet to calculate exactly what the workers will be costing.

Janet and Michelle advised the board to look over this carefully before approving this, comparing it to the old one, before it's approved, so it doesn't have to be revised again in 18 months. It would be good to get this approved and posted on the website in time for it to have the new compensation take effect for the April trial. It would be great for the trial chair to use this to keep track of what everyone is making for compensation. Ernie would like to approve now and move forward on it right away.

By 2/28, everyone will review it and email their approval in.

Diana asked if there could be a new membership committee to try to get more volunteers at trials. Laura will send out an email to the club asking for someone to chair this committee and try to find a good way to get more volunteers at trials.

With the full timers, they cost a lot of money, and while key positions are filled, with the full timers there isn't such a variety of jobs.

Why aren't there enough volunteers? Is it the trial schedule? People just don't want to work? Perhaps a committee could look at this question.

What would get people to work. It would save a lot of money. AKC trials are much easier for people to work because there is more downtime, but they do not have the same trouble finding workers.

Issuing certs to the board will give more internal control over who is getting comped entries, and is no problem for the trial secretary. Also if someone isn't running their dog at some trials, they can use the certs at a later date. These will go out to people as soon as the compensation spreadsheet is approved.

Janet made a motion to approve the annual distribution of certs to the board members, it was seconded and approved.

Future Trials:

Proposed budget for Profit and Loss, 6 months in advance of trial profits; how to increase profit without raising entry fees

Diana wanted to know if a profit and loss sheet like the Bayteam uses would be useful for trial budgets.

Janet said that Vici has been trying to put together a package for trial chairs to use, Janet has been trying to use Bayteam's profit and loss sheet

for this. She sent this to the board to look at and used it with Vici in planning the last trial, it was very useful to know where the trial would need to cut costs to break even. Janet thinks this is a very useful tool. Ernie asked Janet to resend it to the board for everyone to look at again, the new compensation spreadsheet does this somewhat by letting you plug in amounts for key workers for the trial. The only problem with it is that it is very dependent on how many people are entering the trial, so it is hard for chairs to predict this important part of the formula. Michelle gave us a link to the bayteam's different spreadsheets that they have been using, so the board can review their profit and loss spreadsheet.

[http://bayteam.org/wiki/Portal:Running\\_a\\_trial](http://bayteam.org/wiki/Portal:Running_a_trial)

All trials are projected income, and there is no way to know or control the number of entrants which affect the income from the trials.

Janet will send the spreadsheet for the Feb trial out when it's complete for the board to review. She would like to get a similar spreadsheet to Katrina for planning the April trial. Katrina had commented how she never hears how her trial did, this was valid and the trial chairs should know more how their trials did and the financial outcome.

Ernie made a motion that all trial chairs submit a budget no later than one month before their trial for board approval. This was approved by the board.

Janet and Vici will be the committee to make the official package for the trial chairs.

#### Equipment:

Nobody complained about the new jumps.

Agility Works; missing 14" jump height on spreads, poor quality retrofit, do they need to be returned?

Agility works retrofitted the NAF jumps differently, with more widths.

Ernie said he would work with agility works to get the spread jumps fixed properly, and he would figure out a way to make a guide so that the little dogs could use a wingless and a wing jump to have the proper spread width that would be easy to set.

Purchases: 2 measuring wheels, 1 rake, we also need ring tape.

Trailer repairs/enhancements; (Ribbon Trailer) repair door and wiring, add fender to left rear, add reflectors to both fenders. This was repaired.

Rob suggested there might need to be a long range plan to replace this trailer, it is 20 years old.

Janet asked if there was an inventory of the equipment. Ernie said he would create an inventory of each trailer's equipment. The club is carrying the value of the purchase price of the equipment, so there can be an estimated value of the older equipment as well as the newer equipment for tax purposes. There is no insurance on the equipment, just the trailers.

#### Other New Business:

Board Mtg. Schedule

Frequency- once per month? Diana would like to have a call once per month. Bayteam reports that they get more done with more frequent meetings that are shorter. Monday March 10 will be the next meeting.

Conference calls vs. face to face? Conference call was fine.

#### General Mtg. Schedule

Diana thought it would be good to set up a schedule of the next meetings. When should it be? Perhaps Quarterly? How about the end of March? Location? Perhaps Morgan Hill Dog Sports or Kathleen's field?

#### Burn Off the Bird

Michelle will reserve Kirgin Winery again for the Saturday after Thanksgiving. November 29, 2014

They require a deposit and have raised their prices.

Diana will send Janet the info for the donation to the SPCA.

Meeting adjourned at 8:57.