**Minutes of CMAC Board Meeting**

**September 18, 2017 – 6:00-8:00 p.m.**

**Held at Yankee Grill, Renton, Washington**

## Board Members Present/Not Present:

1. Rob Wright
2. Tom Honeybone
3. Tracy Ballweber
4. Tom Loeser
5. Eric Van Valkenburg
6. Kelly McCann
7. Barney Cohen
8. Dave Derwin
9. Brian Janssen
10. Maureen Valasses
11. Andy Stines
12. Andy Caine
13. KC Holm – not present
14. Peter O’Kane – not present
15. Lindsay Clark – not present

**Invited Guests:**

Dale Koetke – Program Administrator

Alan Lauba – Program Director

Laura Derwin – Director of Advancement (Sponsorship/Fundraising)

# Approval of minutes

T. Loeser motioned to approve the minutes from the last Board meeting. Motion seconded by R. Wright. Unanimously approved by remaining Board members.

# Reporting / Action Items

## Program Administrator

* Registration on place with plan – slight higher number of registrants than last year at this time
* MM Saturday Program – very popular, but were only 1/3rd way through the process
  + Last year was 62
  + Budgeted for 72, but we have 20+ this year over
* Parent meetings –
  + Socials still need to be scheduled
* CMAC store still in progress
* Coming up: impact testing – need the Board to discuss it’s perspective and approach with racers
* Concession agreement expires in April – Board will need to address
  + A. Lauba – would like CMI to consider keeping certain parts of the mountain open in later part of season
  + B. Janssen – will still need to focus on grooming; not sure when Gold Hills will get snowmaking

## Financial Update

* July 31 (end of our fiscal year) – reviewed report
* Overall, CMAC financial status good. Camp profits better than forecasted and adjusted accounting for new shacks to be listed on the balance sheet
* Each quarter will provide a similar report so that the Board can track whether CMAC hitting hits budget forecast
* Registration is important. Will need to hit the budgeted numbers forecasted and the new shacks need to come in on budget; auction needs to hit its forecast as well (these are the 3 areas that drive current budget estimates)

## Advancement Report

**Auction Update**

* Auction Update - 80+ tickets sold to date
* Need to reach out to everyone in CMAC to ensure they are coming – have coaches/Director call them
* When new registration opens up in 10 days – L. Derwin will respond to each new registrant to offer auction invite and offer discount; would like to attract the new families
* Item donation looks good so far
* 180 people max – not sure what the final numbers will be
* Need people to reach out to others outside of CMAC
* A. Lauba reached out to alumni with some accepting; discussed different methods to connect alums; will put together one more table of 10 – D. Derwin suggested that A. Lauba look through the Wednesday night City League list
* Discussed the possibility of having CMAC underwrite a table; need head coaches there, but may consider discounting auction tickets
* Still need U16 volunteers – numbers are low; they receive a t-shirt and other swag; will reach out to U14s as well if can’t recruit enough U16s
* Looking for additional adult volunteers as well – set up and tear down is covered
* Dessert Dash – 14 donations (T. Janssen and M. Dennehy). Ok today, but if numbers/attendants increase, then will need more
* Booby prize – licorice and twinkies
* Live and silent auction – Nelson sent ways Board members can be better involved
* Procurement and item acquisition
* Engagement of Board on auction night – meet and greet at front door (very important!)
* Call for dinner – help bring people to tables (good to move this along quicker); family style meals this year – kids will come out bringing food to each table – self serve from there
* Board members should start the bidding
* Sponsorship
  + 4 year –
  + Crystal Mountain Hotels – sponsor for MM SL
  + Bruce Titus – in discussions
  + Brotherton – in discussions
* New parent participation – ATI (gift bags)
* New flying banners – JP Morgan
* Podium Jackets
* Alaska Air – in discussions
* JP Morgan bibs – 4 diff designs (boys and girls MM; Junior bibs – more adult size and M/Female) – The Board reviewed samples

## Program Directors Report

* Discussed upcoming race camp at Copper Mountain, CO
* Staff Update – some concern about the number of FIS racers returning
  + Use existing coaches for mentoring
  + Some college graduates – may be able to be an important travel coach
* Calendar/Schedules: MM/U14/16 done
* Physical testing – need a meeting early season to discuss schedules for race (received lots of questions from parents at this summer’s physical testing days)
* Equipment:
  + Make equipment shack the equipment shack – keep old coaches shack for just that (no equipment in than shack)
  + Good ideas coming from S. McCartney
  + Talk to Louis about where to store stuff as well
  + All U12 programs are full – FIS group is a question, but maybe offset by U12s (high-end kids are all in)

## Other Items

B. Janssen

* The new shacks are built to last; on track to get done for the season; anticipate having them weathered in by end of October
* Hopefully can refurbish outside of other shacks, but not sure there will be enough time
* Ramp at lower bull is ready to be finished
* Budgeted funds will be spent on these shacks – Gold Hills shack not going to happen (Brian Holm will design something for next year – bigger and better)

T. Ballweber (on behalf of KC Holm)

* Discussion regarding assignment of parent reps
* KC Holm will be copied on all communications

K. McCann

* Dr Taylor’s presentation – thorough and more advanced – good for our higher-end athletes
* Discussed pricing options (e.g., spread cost among the older athletes who use it? CMAC subsidized? Other?)
* How do we want to enable and push these older kids?
* Per A. Lauba, this is a serious program for a serious athlete – it would probably be too much for the average skier
* How do we put this out to the club? Everyone? Select few? Other?
  + Cost was about $5000 to bring one of the racers up
  + B. Janssen - wasn’t sure it was great for the kids, but it was a good program; suggests having him spend some targeted time with key athletes and some time to the general audience
  + Board agrees that this is important and we need to do it; need budget for it
  + Per R. Wright – need coaches to bring the message; A. Lauba confirmed that he’s already doing that
  + Scheduling him can be tough per A. Lauba, but he’s available throughout the year. It’s reconciling with kids and races that can prove challenging

Race Calendar – D. Derwin

* Sally Mcnabb will be a week early
* No Bull – open to everyone (qualifier)
* Good volunteer staff at home races
* Need to get officials trained – need 3-5 more officials (start/finish reps important) D. Derwin to start reaching out
* Cherry Tree – allow U14s? May draw other teams. Offer SG? How do we give away the cup?
  + Probable answer is to just open it up to U14s, but it will remain a U12 race – our U14s will be training for the following week
* Need conduit/wiring for No Bull – need Spencer to assist to decide what we need to do.
* Chief of Race is settled for the year
* What can we do to make races better?

Impact Testing:

* B. Janssen – D. Thompson initiated this effort, but wants to discuss further with the Board regarding whether the club should provide
* T. Loeser – we shouldn’t “require” or “sponsor”, but offer it as a resource
* A. Lauba noted that baseline testing can get you on the slope quicker
* B. Cohen would like to know what USSA’s perspective is
* Doctor’s opinions are all over the board per T. Ballweber
* Volunteer credit – discussed CMAC’s approach for the upcoming year
* Insurance – PSIA – how are we covered for shacks/faciliites. A. Stines to look into.

## Adjournment: ~ 8:00 p.m.

* + Motion to adjourn the meeting: Proposed Mr. Janssen, Seconded by Mr. Stines, approved unanimously.