



CLEVELAND DARTER CLUB
BOD MEETING MINUTES - APPROVED
MEETING DATE: November 06, 2009

The November 06, 2009 General Membership Meeting was called to order by President Jeff Inman at 6:09 pm.

ROLL CALL [JI]:

President: Jeff Inman [JI], Vice President: Jon Molnar [JM]
Recording Secretary: Sue Russano [SR], Treasurer: Paul Hansen [PH]
Board Member: Dave Ellis [DE], Jeff Heath [JH], Audra Heath [AH], Dave Rook [DR]

Also Present: League Manager Missy London [ML]

I. READING OF PREVIOUS MEETING MINUTES [SR]:

Minutes from October 8, 2009 BOD meeting were previously distributed via email by JI

***MOTION** by JI to accept the October 8, 2009 minutes as read, seconded by DE
Voted on and approved 8-0-0*

II. PRESIDENT'S REPORT [JI]:

Ji read his Presidents report previously emailed to all BOD's which included:

- a) League Manager Performance Review – evaluation form has been completed and sent to Missy for comments and a list of her goals for the upcoming year. Once complete, it will be ready to be signed. The next evaluation process will begin in late December/early January.
- b) Affiliate Fee Waiver for Harbor Inn – per a Board resolution at October's BOD meeting, a provision has been added to the "Wall of Fame" contract which waives the affiliate fee for The Harbor Inn for as long as the contract is in place and the Wall of Fame is housed at The Harbor Inn. JI has dropped off the revised contract for Harbor Inn's consideration and will follow up.
- c) Lifetime Membership Awards – Letters have been sent to all three recipients (Jane Boyd, Joe Gannon and Bill O'Neil). We need to determine an appropriate venue for awarding plaques to these three individuals.
- d) Criteria/Process for Awards – With the establishment of The Cleveland Dart Hall of Fame, we should consider developing some general criteria for each award so as to be able to distinguish each from the other (Lifetime Membership vs. Distinguished Darter vs. Hall of Famer) JI and Jane Boyd will work on developing those criteria and also consider retiring the Lifetime Membership Award and instead provide Lifetime Memberships to future Hall of Fame inductees.
- e) Long Term Planning – its not to early to start thinking about future league fees and payouts. If we decide to bring our fees down and/or raise our payouts, we need to do so in conjunction with an aggressive marketing campaign with the aim being to dramatically increase our league participation. We also need to do so within a realistic budget.
- f) We must continue to look for ways to spend our limited finances wisely, pay down our debt, and free up more money for increased payouts and lower fees.
- g) We need to take a fresh look at how we recruit and more importantly provide incentives for our volunteers.
- h) Upcoming Meetings:
 - (1) Friday, December 4, 2009 – Panera Bread (Brooklyn) 6pm
 - (2) Friday, January 8th, 2010 – Panera Bread (Brooklyn) 6pm
 - (3) Friday, February 5, 2010 – Panera Bread (Brooklyn) 6pm

III. FINANCIAL REPORT [PH]:

National City Checking Account balance:	\$ 2,917.41
Charter One Checking Account balance:	\$ 10,527.81
Charter One Money Market:	\$ 24,440.86
PayPal account:	\$ 138.44
<hr/>	
SUBTOTAL	\$ 38,024.52

❖ Trails	\$ 5,069.20	
❖ AllStars	\$ 2,345.49	* note Hotel Paid
❖ Extravaganza	\$ 3,747.18	
❖ HOF	\$ 307.64	
❖ ADO	\$ 160.00	

The National City loan balance is \$35,164.31 - while last year it was at \$45K.

- a. SOP1 – Bank Deposits by League Manager
- b. SOP2 – Purchasing Requirements
***MOTION** by PH to accept SOP1 and SOP2 as written and presented (see attached) to the BOD, seconded by JI
Approved by a vote of 8-0-0*

IV. COMMITTEE REPORTS:

a. LEAGUE [ML]

- i. Refunds for Team Drops – was discussed. Decision that Lois's Place will be reimbursed for all weekly fees except for 1 week. Rule will be established and put in place for future. Added to unfinished business for League Committee.
- ii. Bye/Forfeit refunds for Summer...since there is no payout – how should byes and forfeit penalties be handled on a monetary basis. Rule needs to be put in place.
- iii. League Manager Contract – Bye week pay was discussed. Decided that the vote via email stands...pay will be deducted by number of bye weeks for week as written in contract.

b. TRAILS [JI]

***Motion** by JI to suspend the membership of Aaron Mason (CDC 20081055) effective Sat. Nov. 7, 2009 if payment of \$239 for outstanding Trails debt is not paid in full. Seconded by DR. Voted on and approved 8-0-0 [NOTE: Subsequent to our meeting, on Saturday, November 7, 2009, full payment was received from Aaron Mason. No suspension or further action required by the Board on this matter.]*

c. ALL-STAR [JI]

- i. The AllStar financials were presented by JI...see attached

d. ADO [SR]

- i. SR read the ADO report...see attached.

e. OTHER

- i. Database/Technical Committee [EB]:
Nothing at this time
- ii. Grievances/Rules/Sanctioning [EB]:
Nothing at this time

- iii. **Inventory and Engineering** [CR]:
Nothing at this time
- iv. **Extravaganza Committee** [SR]:
SR read the Extravaganza Committee report...see attached
- v. **40th Anniversary/Hall of Fame** [JI]:
JI presented the 40th Anniversary/Hall of Fame report...see attached

V. COMMUNICATIONS [JI]:
None at this time

VI. UNFINISHED BUSINESS [JI]:
None at this time

VII. NEW BUSINESS [JI]:

***MOTION** by JI to appoint Rose Scott to the Cleveland Darter Club Board of Directors with a term ending at the June 2010 BOD meeting, seconded by SR
Voted on and approved 8-0-0*

Meeting adjourned at 7:54pm

The Cleveland Darter Club

President's Report

For the Board of Directors Meeting – November 6, 2009

Prepared by: Jeff Inman, President

UPDATES:

League Manager Performance Review – Evaluation Form has been completed and sent to Missy for comments and a list of her goals for the upcoming year. Once done, it will be ready to be signed. The next evaluation process will begin in late December / early January.

Affiliate Fee Waiver for Harbor Inn – Per a Board resolution at October's BOD meeting, a provision has been added to the "Wall of Fame" Contract which waives the affiliate fee for The Harbor Inn for as long as the contract is in place and the Wall of Fame is housed at The Harbor Inn. I dropped off the revised contract for Harbor Inn's consideration this past week. I will follow up.

Lifetime Membership Awards – Letters have been sent to all three recipients (Jane Boyd, Joe Gannon and Bill O'Neil). We'll have to determine an appropriate venue for awarding plaques to these three individuals.

Criteria / Process for Awards – With the establishment of The Cleveland Dart Hall of Fame, I think we should consider developing some general criteria for each award so as to be able to distinguish each from the other (Lifetime Membership vs Distinguished Darter vs Hall of Famer). I will be working with Jane Boyd on developing those criteria and also consider retiring the "Lifetime Membership Award" and instead providing lifetime memberships to future Hall of Fame inductees. I welcome your thoughts on this.

TOPICS WORTHY OF DISCUSSION

In order to spark some conversation (and hopefully action), I'll throw out some general topics, which I consider very high priority items. I welcome any comments or suggestions regarding any of these topics:

STAYING FOCUSED: PROMOTING OUR LEAGUES

As we move closer to the Winter League registration deadline, we need to stay focused on promoting our club and leagues. The time is now to begin promoting our upcoming Winter League. As mentioned in my report last month, there is great opportunity for us to grow our leagues. To do so we must increase our competitive advantage by offering the best managed leagues with the best customer service, best web page and best overall experience for our league darters.

Longer-Term Planning: It's also not too early to start thinking about future league fees and payouts. Should we bring our fees down? Raise our payouts? Now's the time to start planning for next year. If we decide to bring our fees down and/or raise our payouts, we need to do so in conjunction with an aggressive marketing campaign with the aim being to dramatically increase our league participation. We also need to do so within a realistic budget.

FINANCIAL RESPONSIBILITY – THE KEY TO OUR FUTURE SUCCESS

In order to provide better payouts and lower fees, we will have to find ways to improve our bottom line. This can be done by decreasing the cost of doing business and/or finding new revenue

streams (e.g., sponsorships and fundraising). We've made some great progress over the past couple of years thanks to the great effort of many of our committee chairs, committee members, and other volunteers. We must continue to look for ways to spend our limited finances wisely, pay down our debt, and free up more money for increased payouts and lower fees.

RECRUITING AND RETAINING VOLUNTEERS – GETTING OUR MEMBERS INVOLVED

Our Club will succeed only to the extent we have members willing to volunteer their time and effort to helping their club succeed. It won't happen by itself. We need to take a fresh look at how we recruit and more importantly provide incentives for our volunteers. I would like to explore ways to recognize and possibly even provide some token compensation for our key volunteers. I also think that we need to launch a marketing campaign to hopefully increase awareness and interest among our members about the many opportunities the CDC presents to those interested in volunteering.

UPCOMING MEETINGS

Fri Dec. 4, 2009 – Panera Bread (Brooklyn) – 6 PM

Fri Jan. 8, 2009 – Panera Bread (Brooklyn) - 6 PM

Fri Feb. 5, 2009 – Panera Bread (Brooklyn) – 6 PM

2009 All Star Fundraising

Beginning Balance \$1,445.40

Date	50/50	Jello	Entry \$	Bar \$	Raffle	Phase I	Donations	Team Fee	Book \$	Hotel \$	Phase II	TOTAL
3/20/2009	\$55.00											\$1,500.40
3/21/2009	\$53.00	\$55.00	\$52.00	\$100.00								\$1,760.40
3/27/2009	\$50.00											\$1,810.40
3/28/2009	\$71.00	\$31.60	\$37.00	\$56.00								\$2,006.00
4/3/2009	\$45.00											\$2,051.00
4/4/2009		\$27.00										\$2,078.00
4/11/2009	\$51.00	\$41.00	\$44.00	\$100.00								\$2,314.00
4/17/2009	\$34.00											\$2,348.00
4/25/2009	\$34.00	\$53.00	\$30.00	\$100.00								\$2,565.00
5/15/2009	\$43.00											\$2,608.00
5/16/2009	\$41.00	\$58.00	\$33.00	\$100.00	\$98.00							\$2,938.00
6/20/2009	\$43.00	\$67.00	\$45.00	\$100.00	\$87.00							\$3,280.00
Phase I \$						\$165.00						\$3,445.00
7/20/2009	\$45.00	\$59.00	\$49.00	\$100.00	\$75.00	\$60.00	\$515.00					\$4,348.00
8/8/2009	\$69.00	\$47.00	\$61.00	\$70.00	\$53.00	\$295.00						\$4,943.00
Phase I \$						\$265.00						\$5,208.00
9/19/2009	\$42.00	\$26.00	\$36.00	\$100.00		\$110.00		\$40.00	\$28.00	\$93.00		\$5,683.00
9/26/2009			\$29.00	\$74.00		\$120.00		\$50.00	\$280.00	\$93.00	\$205.00	\$6,534.00
10/17/2009	\$50.00	\$80.00	\$165.00	\$100.00		\$80.00	\$25.00	\$320.00	\$812.00	\$1,023.00		\$9,189.00
11/3/2009							\$100.00	\$10.00	\$28.00			\$9,327.00
TOTALS	\$726.00	\$544.60	\$581.00	\$1,000.00	\$313.00	\$1,095.00	\$640.00	\$420.00	\$1,148.00	\$1,209.00	\$205.00	

Actual Fundraising Dollars Raised in 2009 is: **\$5,975.60**

**THE CLEVELAND DARTER CLUB
NOVEMBER 6, 2009
BOD MEETING**

ADO REPORT – SUE RUSSANO

For the last 9 weeks, an ADO Cricket Singles Qualifier League has been run out of WPSH. 14 Men participated in the event. From those, 9 Men qualified to advance to the Cricket Regional to be held on November 8, 2009. Winners of the Regional advance to the Nationals to be held in Las Vegas in January 2010.

Going to the Regional:

Steve Evangelista	Rick Nemeth
Ray Skrovan	Chris Russano
Luke Kollias	Dave Ellis
Steve Kracjer	John Madison

Took cash payout:

Johnny Krecek (paid cash)

In addition, a local qualifier was held on Sunday, Nov. 1st where Brian Plum and Marlise Kiel qualified

ADO Awards for T80's, R09 and 6 Bull have been reported to the ADO for non-league events (Tournament Trails and ADO events). These names will appear in the Winter issue of Double Eagle

I would like to include a copy of the winter issues of the ADO Double Eagle newsletter in each team folder for the winter session. I will work with ML to see if we can make this possible.

Since the singles qualifier league was such a success, we are going to start again Dec. 16th for the ADO World Masters. I will be also promoting to Silver and Bronze shooters, where they will compete against only their peers. I am looking for alternate days besides Wednesday.

EXTRAVAGANZA REPORT – SUE RUSSANO

ADO Sanctioning for the \$13K Cleveland Dart Extravaganza 33 '10 has been approved. The event will be listed on the ADO Calendar of Events, pocket version, and will be published in the calendar in the Double Eagle newsletter.

The flyer is currently being finalized. The flyer will be sent to Bullseye News by Dec. 1st to be published in the Jan/Feb and Mar/Apr issues, and will also be included on the Bullseyenews.com calendar of events with a banner and link to the flyer. (advertising cost \$667.50)

Once the flyer is complete, the committee will be working on sponsorship materials particularly the Program – so we will be looking for help in selling program ad's from all.

The next meeting is scheduled for Monday, November 16th, 6pm at Fat Guys

2009 CDC Hall of Fame / 40th Anniversary Financial Summary

For the Board of Directors' Meeting - November 6, 2009

INCOME:

Fundraising Income:

Net Fundraiser Tournament Revenue	438.00	
50-50 Raffle Income - Tourneys	405.00	
Other Raffles	71.00	
Jello Shots	191.00	
Skill Shots / Calcutta	88.00	
Other - Donations	20.00	
Total Fundraising Income	<u>2,213.00</u>	1,213.00

Sponsorship Income:

Wall of Fame Sponsorship - Orioles	500.00	
Old-Timers' Tourney - WPSH	200.00	
Old-Timers' Tourney - Harbor Inn	200.00	
Total Sponsorship Income	<u>900.00</u>	900.00

Other Income - MDL Fees 56.00

TOTAL INCOME 2,169.00

EXPENSES:

Wall of Fame Display	(506.48)	
Digital Picture Frame	(110.00)	
Plaques and Trophies	(647.00)	
Dinner Comps	(150.00)	
Old-Timers' Payout	(400.00)	
Guestbook	(11.64)	
Misc Tourney Supplies (nametags, chalk, etc)	(16.24)	
Additional Tournament Payout	<u>(20.00)</u>	
		<u>(1,861.36)</u>

Net Income (to be carried over to 2010) 307.64