



2019 Annual Membership Meeting

Aug 18, 2019

Celebrating



BYLAW AMENDMENT

- ★ Original bylaws written in 1959.
- ★ Modernize language, easier to understand.
- ★ Additional Treasurer responsibilities such as monthly treasurer reports and monthly bank account updates.
 - More financial transparency & regular check and balance with entire Board.
- ★ Update Secretary responsibilities to accommodate today's technology.
- ★ Increase Bond beginning 2020 Season.
 - Bond was previously reduced (as a temporary measure) to increase buy-in for new membership.

BYLAW Amendments requires 1/5 of total bonded members. (28)

One vote per **'family unit'** (*bond*).

NO BOARD VOTING necessary as of 8/15/19 deadline.

Consider joining a Committee.



DELHI SWIM CLUB ANNUAL MEMBERSHIP MEETING

Meeting Minutes: August 18, 2019

TO BE PUT TO VOTE: BY-LAW AMENDMENTS and BOND INCREASE

INTRODUCTION (TIM ERNST)

1. Amending Bylaws. Amendments include:
 - a. Update of Treasurer responsibilities.
 - b. Update Secretary responsibilities.
 - c. Vote to Increase Bond beginning 2020 season. Bond increase of \$50. Anyone after May 1st, 2020, would have to pay new rate.

BOND INCREASE VOTE (TIM ERNST & BC CHARLES)

1. Bond requires an approval vote of 1/5 of the Bonded Membership, which is 28 members. We have quorum, so based on vote today, we will decide to increase bond from \$50 to \$100.
2. Tim asks if anyone disputes conducting a voice vote for increasing the bond.
3. There were NO objections to membership doing a voice vote.
4. BC asks members who is in favor of to change bylaws for the following:
 - a. Increase Bond: VOTE PASSED
 - b. By-law Composition: VOTE PASSED
 - c. Updates to Treasurer responsibilities: VOTE PASSED
 - d. Updates to Secretary responsibilities: VOTE PASSED

TREASURER REPORT

CURRENT ACCOUNTS

Manager Checking:	\$7,595.88
Operations Checking:	\$21,928.87
2020 Savings:	\$1,191.53
Bond Savings:	\$5.00
Total:	\$30,721.28

TREASURER REPORT

UPCOMING 2019 EXPENSES and INCOME

- ★ Remaining expenses through Dec. 2019:

\$12,000 payroll	\$300 trash
\$2500 insurance	\$300 phone/internet
\$3000 water	\$400 towards payroll loan
\$2000 energy	

- ★ 2019 remaining income is Snack Bar, Guest Fees, Shelters, and Fundraisers.
- ★ We are about \$10k ahead of where we were in August 2018.
- ★ Increases in taxes and water costs use up a lot of our income.



TREASURER'S REPORT (TIM ERNST) *(see slides for reference)*

1. CURRENT ACCOUNTS

- a. Manager Checking & Operations Checking: On average, keep \$7-10K in manager account (Snack Bar, Leslie's Pool Supply), then move additional into the Operations Account. Operations account is main account for payroll, bills, etc.
- b. 2020 Savings Account created recently to separate the 2020 Operational funds of current year (2019).
- c. Bond savings account: Bond Savings was depleted over the years, and we need to build back up to \$13,000 to reach the bond value.
- d. Three (3) years ago, we (2017, 2018, 2019 board) joined with \$35,000 in DEBT. Club owes a remaining \$2,500 which we pay \$100/mo.

2. UPCOMING EXPENSES & EXPENSES:

- a. We are \$10K ahead of where we stood in August, 2018. Largest immediate battle is the increase in Property Taxes. Tim plans to work with Marty Berning to lower property taxes.

3. SHORT & LONG TERM FINANCIAL GOALS:

- a. Pay all bills in full, with 2019 income, and not borrow from 2020 membership dues.
- b. Pay off 2016 Payroll Loan (\$2525 still owed, 3% interest)
- c. Start 2020 debt free.
- d. Purchase a new PA Sound System. Top priority for 2020 Season.
- e. Grow savings account to \$50,000. Put an end to the cycle of spending the dues for upcoming year to cover cost of previous year(s).
- f. Pay insurance in full so we don't get charged monthly billing fees.
- g. Set money aside for capital improvements, and rebuild bond fund.
- h. Jeff Weikel asked if members can see the P&L (Yes, Tim will email to him).

4. EXPENSES BREAKDOWN: *(see charts in presentation)*

- a. Tim going thru line by line of the expenses YTD. Electric is much lower, we were at \$2,500 this time last year.

5. INCOME BREAKDOWN: *(see charts in presentation)*

- a. Tim going thru line by line of income YTD. Sponsorships are under target of \$2,500 minimum each year. Fundraisers include swim meet food sales, bake sales, and donations.
- b. 2016 began at \$-27K. We are just now climbing out of the hole moving forward. We're at the point to break even.
- c. Diana Veid asks if snack bar income (\$4500) is a NET number: Yes, it is NET. (\$4k in expenses, 10k in profit)

SHORT TERM FINANCIAL GOALS

- ★ Pay all 2019 expenses with 2019 money, and not borrow from the 2020 early dues payments (*unless absolutely necessary*).
- ★ Pay insurance in full for 2020 season (*renews in April, \$7000*)
- ★ Pay off 2016 Loan (for payroll). We owe \$2,500.
- ★ Update PA Sound System (\$1,000). Used for swim meets, pool announcements and pool deck music.
- ★ Work with Hamilton Co to get property taxes reassessed and lowered

LONG TERM FINANCIAL GOALS

- ★ Grow a savings account minimum \$50,000, then \$100,000. (*Stop 'just getting by'*)
- ★ Set aside money for capital improvements.
- ★ Rebuild bond money. (*\$13,000 value*)

TREASURER REPORT

EXPENSES Year to Date

★ Insurance	\$3,504.32
★ Licenses/Permits	\$1,013.65
★ Loan (2016 payroll)	\$800
★ Grounds Maint.	\$491.60
★ Chlorine (pool maint.)	\$6,590.34
★ Pool Maint.	\$1,499.98
★ Office Expenses	\$948.30
★ Payroll	\$23,194.86
★ Referral Discounts	\$2,660
★ Credit Card fees	\$1,418.16
★ Property Taxes	\$10,556.02
★ Payroll & Sales Taxes	\$5,884.37
★ Water	\$3,994.14
★ Electric	\$942.78
★ Trash/Phone/Internet	\$990.56

P&L Comparison

2016	2019
-\$27,034.36	\$43,982.29

INCOME Year to Date

★ Membership dues:	\$93,586
★ Guest fees:	\$2,995.32
★ Shelter rentals:	\$1,968.74
★ Snack bar:	\$4,251.20
★ Swim & Dive team:	\$2,951.27
★ Sponsorships:	\$1,750
★ Fundraisers:	\$3,312
★ Donations:	\$690



MEMBERSHIP REPORT (TIM ERNST)

1. Up 40 memberships from last year. At 195 Members and we have a 300 Membership cap.
2. CAPACITY ISSUES DISCUSSED:
 - a. BC explains as the membership grows near capacity, the Club may require capping the sales of guest passes on busy days/holidays. Phil Rolfes adds that this was done in the past.
 - b. Last year membership of 160 family units, this was a barely break-even point financially for the club.
 - c. Now, the Board will need to look at strategies for accommodating the additional payroll and operational issues which arise with additional members utilizing pool and grounds.
3. CURRENT & UPCOMING MEMBERSHIP SPECIALS: *(see attached slide)*
 - a. Tim reading with explanation line item by line item. August special, Labor Day Membership Renewal.
 - b. 40% of our membership paid as late as May 5th, 2019.
 - c. The earlier members pay renewals, the easier it is to prepare for the season and decide which improvements to make preparing the pool for opening in the spring.
 - d. Implementing a late fee has made a difference, however, we still had 40% of renewals a month before we opened for 2019 Season.
 - i. The Board doesn't have enough time at that point to make improvements.

MEMBERSHIP REPORT

MEMBERSHIP DUES INCOME

2016	2017	2018	2019
\$58,306.00	\$65,365.00	\$72,235.00	\$93,586.00

	Membership Comparison Chart			
Membership Type	2016	2017	2018	2019
Family	80	89	105	137
2 Person	19	27	32	37
Single	13	16	15	17
<i>Member for Life</i>	3	3	3	3
TOTAL	115	135	155	194

	Membership Comparison Chart			
Membership Type	2016	2017	2018	2019
Riders: (Gprt, Nanny, Bsit)	6	11	13	10
Number of Individuals	?	511	587	747
New Members	?	46	40	52
Bonded families	?	95	124	139
Pay Plans	n/a	12	15	22

CURRENT MEMBERSHIP SPECIALS

★ AUGUST SPECIAL - NEW MEMBERS (began Aug 5th)

★ LABOR DAY RENEWAL SPECIAL (begins Aug 30th)

Early renewals on 2020 memberships (*paid in full*) receive:

- \$20 snack bar pass
- 10 guest passes
- DSC Water bottles (*first 10 renewals*)

★ Set aside money for Capital Improvements.

★ Replenish Bond Savings. (\$13,000 value)

PAYING DUES EARLY

Having renewals paid by March 1st, allows us to budget for capital improvements, payroll, and determine season hours.

- 40% of 2019 renewals were not paid until 2 weeks prior to May 5th, which does not allow time to upgrades.

POOL & GROUNDS

- ★ With a limited budget, pool and grounds heavily depend on volunteers and donors.
 - Grounds mowing, edging, facility repairs, tennis court area, volleyball court, playground area, etc
- ★ Inside the fenced pool deck area (*pool, water, pumps, deck, and chlorine*) takes precedence for capital improvement
- ★ 2019 upgrade pump house to phase 3 electric (\$750-1,000).
- ★ 2019 after-season priorities are draining pool, repairing concrete, and prepping for spring painting. Concrete has been donated, however, we will need volunteers to demo, remove, and finish.
- ★ 2020 priorities will be new ladders, concrete repair, re-strapping deck lounge chairs. This work will begin in the fall as soon as the pool season is over. Sandblasting the pool bottom, not including the sides, was quoted 80K. (*Opportunity with sponsorships, fundraisers, and donations.*)
- ★ 2021 purchase new mower.



POOL & GROUNDS (BRIAN MCMAHAN)

1. The tennis courts have been left 'as is' since 2016. There has been no funds to solve the tennis court issue.
2. Maintaining everything requires a lot of volunteers. The Club does not hire any outside help.
3. Brian recognizes several individuals who've been instrumental in running the grounds and maintenance team.
4. Right now, Pool and Grounds committees are preparing to close the pool. They are going to keep electric on under Cabana 1 so members can enjoy the grounds after pool closes on Labor Day.
5. (*See slide*) Brian explains line by line, capital improvement goals. Last year, the pool was spot painted, and this year it was completely painted, which was better with less chipping. However, the pool still needs sandblasted. We can do this as a group if we put our minds to it.
6. If you can't join the board, try to join the committee.
7. We are all owners of the pool, please take some ownership of the club.
8. Share your expertise for plumbing, electrical, contractors, etc. The club can use your expertise whether you're on the Board or not.
9. Donna Dillmore asks: How can we get keys if we want restroom access after the pool is closed? Tim answers to simply email the board at delhiswimclubfamily@gmail.com and someone will make arrangements with you.
10. Phil Rolfes says he will put up wire across entrance to parking lot (after electric is off) to deter people from tearing up grounds when it snows.

SWIM & DIVE

- ★ Competitive PPSL team adds value to the club. Brings additional memberships.
- ★ Increase in Swim & Dive Team
 - 43 team members in 2017
 - 53 team members in 2019
 - 63 team members 2020 goal
- ★ 2019 B-Finals Swim and Dive success, generating approximately \$1,200 in additional revenue.
- ★ 2020 goal for new lane lines.





SWIM & DIVE TEAM (BC CHARLES)

1. 2017 had 43 swimmers; 2019 had 53 swimmers (*see slide*). 2020 Goal is 63 kids
2. Hosted B-finals this year and it was a huge success. About 13 different DIVE clubs and 8 SWIM clubs. However, the several home meets and finals required us to close pool to members more this year, so we will be taking a break from offering to host in 2020.
3. A Swim and Dive team goal for 2020 is to re-string the lane lines.
4. Diving board has to be resurfaced as a safety concern. Kati Hageman explains she has checked into shipping with Oak Hills Swim Club so each club can save on shipping. Approximately \$2k. The boards cannot be resurfaced on-site and MUST be shipped.
5. Donna Dillmore asked Question: What happened to the team? Why not a lot of kids?
 - a. BC answers: This decline in number of participants is influenced by membership decline, other sport choices, 2-parent working households, and parents available to get their kids to morning practices.
 - b. We need more kids. Our biggest age group is 8 and under which is a growing age group. In future, these kids will strengthen team in future.
 - c. Kati answers for DIVE: 2/3 of the divers are new. Won 3 meets this year compared to no wins last year. Swim and Dive is one cost.

CLOSING

- ★ Bond Members own the Club. If you want something changed, improved, built, or an event planned, you can bring it to the board at any time.
- ★ Answer member questions.
- ★ Chipotle fundraiser.
- ★ Candy basket fundraiser.
- ★ Reminder of pool hour changes.



CLOSING (TIM/BRIAN)

1. Reminder, we are ALL owners of the club. Any way you can pitch in to help even if you are not on the board.
2. Chipotle fundraiser tomorrow.
3. Candy basket raffle will begin on Friday of last weekend.
4. Reminder that pool hours will change beginning tomorrow.

Any other questions? Any questions about anything DSC related?

1. No other questions

Review of 2020 members who've joined the board. Thank you!

Motion to adjourn meeting:

1. Brian McMahan, Phil Rolfes

END OF MEETING