

**Frederick Steeplechasers Running Club Executive Board Meeting - Public
November 18, 2015**

Attendees

Lou King
Harriet Langlois
Javier Montenegro
Sage Norton
Art Gregory
Ruth Taylor
Billy Clem
Jan Harris
Julie Harris
Nikki Martin
Luanne Houck
Kerry McHugh
Mark Lawrence
Anne Light
David Levine
Brent Ayers
Lori Mensh
Pam Geernaert

Meeting called to order at 6:11 p.m. by President Lou King
A motion was made by Sage to approve past minutes
Harriet seconds the motion.
The motion was approved by all members in attendance.

Treasurer's Report-Harriet Langlois

- 2015 Financial projection as of November 18:
Income: \$ 72,072 (budget \$59,607)
Expenses: \$ 72,877 (budget \$62,466)
Net: \$ -\$806 (budget -\$2,605)
Highlights of Budget/Projection discrepancies:
Income
 - Our signature races made more money this year, higher # of participants
 - Membership fee income higher due to increased membership numbers
 - August Shirt sale and race revenue is higher than initially projectedExpenses
 - Delaplaine has asked for more money as deposit for use of facility
 - Member events are higher than projected (40th Anniversary Celebration)
 - August shirt sale (this actually ended up being a money maker)

- Race Management Services

We have 27 finish line races set for 2015. As a comparison, we closed out 2014 with 31 finish line races. 14 races for premium promotion services. Finish line fee will be going up \$50, due to RRCA \$76 insurance fee, "race director" insurance. Course marking and premium promotion will remain the same for 2016.

- Race Revenue

All 3 races did better in 2015 compared to 2014. All races give a 5% FSRC admin fee. In 2015 \$28,269 was donated to charity as a result of our races.

- Audit Results

A 2014 audit was performed by Susan Hughes, CPA. She did not find any discrepancies in our financial procedures.

She made a few recommendations to improve record-keeping which will be considered and incorporated in 2016

Documented fiscal policies and procedures is currently in the process of being developed, Harriet will be seeking board approval in the February timeframe

Suggestion Box

Suggestion #1 - asked if there was any place she could join a speed development program in Frederick

RESULT: Javier is looking into a pilot program, Arif Khazi has expressed an interest in leading a speed program. The goal race would be the Summer Solstice 8k in June

Suggestion #2 – Is there a place where we can link all different mileage routes around Frederick

RESULT: Sage is working on adding a mapmyrun group with training routes that can be viewed as a public interface

Suggestion #3 - Can we have a virtual coaching/training program? Is there something that mirrors a training program already in place. Perhaps a Facebook group.

RESULT: Billy and Jan are going to add a training program specific Facebook Group for Half Marathon and Marathon training. Luanne already has one for the WDF 5K training, and there is one for the Intro to Trail as well. These will be closed to individuals that are members of the marathon/half/5k training groups.

Suggestion #4 - Feels it is hard to find people to run with other than word of mouth or FB.

Would like to develop software to track these things.

RESULT: Perhaps tie this in with the Virtual Training solutions. Lou is not particularly comfortable with individuals posting their exact whereabouts especially if they are alone.

Minutes from all of our Board Meetings will be posted on the FSRC website from this point forward.

Liquor Liability Insurance

- RRCA Liability insurance has exclusion for liquor related suits when we have liquor license (insurance would be \$400-\$700 for banquet)
- Maryland is not "dram shop state" - we cannot be held liable for accidents when we host an event when serving liquor.
- We could still have to pay attorneys' fees if such a suit was brought about

BYOB is not a problem - because we are not selling any with the sales of the tickets

ACTION: Look into an application to get a quote to see how much the insurance is. Ruth suggested we raise the cost of the ticket to \$20 to cover the cost of the insurance.

MOTION: Pam makes a motion to raise the banquet cost to \$20 per person to partially cover additional insurance costs.

Jan seconds the motion.

Brent moves to amend the motion: Change the banquet to BYOB so we do not incur any added insurance costs.

Mark seconds the motion.

All present vote in favor of the amended motion.

Motion approved

Club Communications - Luanne Houck

Luanne presented the results of a survey conducted by her daughter. A few highlights:

Said we work like a family

Work like a team

When there is conflict, it is caused by lack of communication (74%)

A handful suggested we need more people to volunteer and take on larger roles

Membership/Volunteer Appreciation

- Nikki Martin and Kerry McHugh are the new co-chairs of the Membership Committee
- Lori Mensh is the new chair of the Volunteer Appreciation Committee

Social Committee - Art Gregory and Ruth Taylor

- Art has suggested we need to look into a larger venue as the number of club members rise
- Jan suggested looking into local hotel conference rooms, Art said one of the issues with that is you are required to utilize their caterers and that may not be cost effective.
- Art thinks we need to publicize how many individuals can attend and once it is sold out we will be unable to have more people than allowed by capacity
- If we have a problem this coming event, we need to look for larger capacity venues

RunningAHEAD Review - Lou King

- The club has been using RunningAHEAD since 2013.
- Comparisons were done with comparable sites in February and October and RunningAHEAD is by far the most cost effective.
- At the RRCA Convention and recently Lou and Harriet saw some interesting features from RunSignUp and asked RA if they are capable of supporting these.
- RA does not have the bandwidth now to add these features
 - These are not so compelling that FSRC would switch to a more expensive service provider
- Lou offered to help develop some of these, with idea that these would be good for FSRC, and would benefit RA for their other customers
- RA offered to give special discounts to FSRC for club and event processing fees in return for Lou's technical services
 - This arrangement is currently in trial period before processing fees will be adjusted

- Lou will not be receiving any compensation from RA for this software development, nor does he have any financial interest in RA

Unauthorized Bib Transfer - Lou King

- FSRC needs to tighten up our policy on bib transfer
- A link will be posted to all FSRC race waivers and websites
- We are looking to just DQ the individual if they are caught unlawfully transferring bibs
- Currently exploring technical solutions to allow transfer for a certain time period prior to the race

Advertising on Facebook Group - Lou King

- Our FB page says we have “No Commercial Advertising”
- Very large grey area when members recommend vendors
- Is it possible to make a separate section on Facebook page that can be labeled as “Runner’s Services” where local vendors can advertise their services to the club members?

Running Topic Discussion Panels - Pam Geernaert

- Talk about integrating training specific panels that would integrate club members that have run a variety of seasoned club members
- Survey club members to see what topics they are interested in

Market Street Mile - Anne Light

- 2015 was the first year for chip time, in a short race should we have a start mat and a finish mat to have more accurate time
- Anne has asked what the additional cost would be to add a second mat, waiting on a response from the timing company

Status Report Highlights

General Membership Meeting - popcorn machine for next year

Membership- 742 members to date

177 volunteer appreciation, 47 of 84 gifts distributed

Competition Committee is taking nominations for major awards

Scott Meredith has been leading some finish lines

Racing Team will open for enrollment for 1 December - 31 December

Training - Half (Billy), Full (Jan), Arif Khazi (speed), Nicole (trail-TBD)

Panther Running Club - 55 runners and track is completed

MSM - increased # of runners, teams, and revenue

WDF - course modification planned to remove double loop

Rick’s Run - 203 registered runners, looking to increase field to 300 next year

Frederick Summer Solstice Twilight 8k (new) - application already put into the city

RRCA Maryland - adding a MD Grand Ultra Series - more info to follow

Meeting was adjourned at 7:53.