

**INDY AQUATIC MASTERS**  
**REGULAR MEETING OF THE BOARD OF DIRECTORS**  
**July 20, 2016**

The Indy Aquatic Masters (“IAM”) Board of Directors held its quarterly meeting on July 20, 2016. All of the Board members were present, in-person or by telephone, with the exception of Mr. Dolence and Ms. Schenkel. Also attending the meeting were IAM Head Coach, Dean Hawks, IAM Business Development Director Mel Goldstein, IAM Controller Michelle Harter, IAM Program Administrator Karen Gernert and IAM attorney Jeffrey B. Halbert. There was a quorum.

**APPROVAL OF AGENDA**

Board Chairman George Quigley called the meeting to order at 1:32 p.m. Ms. Bowen made a motion to approve the agenda. Mr. McCulloch seconded the motion. The motion passed unanimously.

**APPROVAL OF MINUTES**

The Board considered the minutes of the March 30, 2016 Regular Meeting. The minutes for the March 30, 2016 meeting were approved by the Board on May 19, 2016.

**TREASURER'S REPORT**

Mr. Zurcher reviewed the financial report for the program. Mr. Zurcher specified that his report represents an analysis of the impact of specific program modifications and the projected revenue derived from each of these changes. Mr. Zurcher’s report review the year-to-date profit and loss and balance sheet for the program. He noted that IAM sustained a loss of \$5,000, but that IAM is better than budget by \$7,000 for the year and \$24,000 over 2015. He indicated that revenues are slightly below budget due to lower than expected membership dues for the year. However, he noted that these figures have been partially offset as a result of better-than-expected donations. Mr. Zurcher indicated that program expenses are below budget and that Open Water event was very successful. Mr Zurcher noted that IAM will continue to monitor membership levels in conjunction with facility evaluation, limit discretionary spending, and give consideration to additional fundraising efforts.

**HEAD COACH UPDATE**

Mr. Hawks presented the Head Coaches’ report. Mr. Hawks indicated that the program continues add new members. He reviewed the status of the current coaching staff and practice coverage as a result of recent modifications. Mr. Hawks expressed some concern with potential coverage issues with the upcoming completion of construction at Carmel High School. He indicated that he had received favorable feedback from members of Carmel Masters who joined

IAM practices over the summer to the temporary closure of Carmel High School. Mr. Hawks noted that beginning in October, he will begin designating one lane on Saturday mornings for stroke work and analysis.

### **BUSINESS DEVELOPMENT DIRECTOR UPDATE**

Next, Mr. Goldstein provided a program update. Mr. Goldstein noted that the USMS 2-mile cable swim national championships was an incredible success. Mr. Goldstein informed the Board that the 1<sup>st</sup> Annual Chris Clarke Invitational will be held at IUPUI on October 1, 2016. He noted that he had recently received donation commitments from Runners Forum and Tom Merrill for the October 1<sup>st</sup> invitational and for use towards an open water event in 2017. Mr. Goldstein indicated that IAM will be participating in a conference call with USMS to discuss bidding for the 2018 USMS Spring Nationals. Mr. Goldstein highlighted the success of the ALTS program and the efforts of Ms. Schenkel. He also indicated that ALTS will be opening a second location at Warren Central High School. Current membership levels are at 311 and there have been minimal members requesting for their memberships to be placed on hold. There are currently no requests pending before the Scholarship Committee.

### **FUNDRAISING REPORT**

Ms. Bowen distributed a proposal for certain fundraising and sponsorship efforts for 2016-2017. The Board was very receptive to the proposal, but no specific action was taken during the meeting. The Board requested that Ms. Bowen continue to update the Board relative to her committee's efforts.

### **ACTION ITEMS**

There were no specific action items considered by the Board during the meeting.

Mr. Hawks, Mr. Goldstein, Ms. Harter and Ms. Gernert were excused from the meeting at 2:23 p.m.

### **OTHER BUSINESS**

There was no other business discussed by the Board.

### **DIRECTOR COMMENTS**

There were no director comments.

### **EXECUTIVE SESSION**

At 2:26 p.m. the Board went into executive session to discuss confidential business and personnel matters.

At 2:56 p.m. the Board returned to regular session.

**ADJOURNMENT**

The next meeting of the Board will be held on September 25, 2016 at 11:00 a.m. at Carmel High School immediately following Sunday morning practice.

The Board tentatively scheduled additional meeting dates for 2016 as follows:

1. December 14, 2016 @1:30 p.m. (Bowen Engineering)

Ms. Bowen made a motion to adjourn the meeting, which was seconded by Mr. McCulloch. The motion passed unanimously. The meeting was adjourned at 3:00 p.m.

  
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George Quigley, Board President

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Pat Schenkel, Secretary