

Colts Board of Directors Meeting Minutes  
November 24, 2012

Meeting called to order by Greg Blum at 12:35 PM.

Members Present: Greg Blum, Bruce Hallahan, Randy Eichhorn, Bill Howes, Rod Bakke, Jeff Eagan, Peter Hansen (via phone), Emily Neuendorf, Mike Wolfe, Lisa Delaney, Greg Orwoll and Jeff MacFarlane. Guests: Rob Rohrs (Colts alumnus) and Vicki MacFarlane.

Motion to approve agenda by Randy and second by Bruce unanimously approved.

Motion to approve minutes of 10/07/2012 Board meeting by Bruce and second by Randy was unanimously approved.

Nominations Committee: Bruce indicated that Jeff Goldsmith will accept a Board position. Lisa Delaney was acknowledged to be on the Board list on which her name was absent. Bruce moved to put Jeff Goldsmith on a three year term, Randy seconded and the motion was unanimously approved.

Development Report: Greg O. passed out his plan for marketing and development. Bruce explained the overall goal was to identify who does or doesn't support. Greg offered a very comprehensive overview of what he plans to do for 2013. We must increase any communication and awareness in and beyond the community. Continue the Legacy Campaign but expand 50th Anniversary promotion. (New logo and plan to attract support.) Greg and Greg have some people in mind to head up 50th push. (Refer to Greg O.'s handout for specific info on his overall plan.) Greg feels that souvenir sales should come under his area. Grant writing must improve and increase. Logo is being worked on. Randy wants to discuss duties of marketing person in the next week or so.

Finance Report: Jeff M. commented on some format changes he made to the P&L report. Need to make a down payment to McGladrey before they can do depreciation data. Bill H. then commented that there have been many changes to the financial report. The budget calls for four full-time staff positions. The numbers currently in the proposed budget are based on input from appropriate personnel. If changes are to be made we must discuss these changes with affected parties. Greg B. said he is still working on a transportation plan. Final numbers will depend on Board's final decision. More money was budgeted to Cadets travel than to bus repairs. Miscellaneous discussion by Jeff M. regarding jacket purchases, bingo sales, etc. A question was asked as to whether the budgeted amount for postage was sufficient to cover aggressive campaign. Jeff M. and Greg O. thought it should be. Could an alumni be found to fund the Colt Cadets fun day outing in 2013? Need to verify the date of June 22 for Summer Premiere with Loras. Discussed if we have budgeted enough payroll taxes. Jeff M. to check the figures. Bill H. suggested this figure could increase from \$14K to \$19K. Insurance credit from O'Connor was placed in last fiscal year. Bill H. asked for discussion on budget approval. Greg B. wondered what items need to be corrected before the next Board meeting. Jeff M. said he will make

revisions and recommendations to the Board. Greg B. wondered when Colts staff starts to get paid? Jeff M. said total staff budget for 2013 would remain at \$98K and staff does not currently have budgets but are prepared for same as last year. Lisa moved to NOT approve the budget at this meeting. Emily seconded and called “ayes” have it.

Proposal (Rob Rohrs): To celebrate the 50th Anniversary, five alumni trumpet soloists, one from each decade in uniforms from each decade, play National Anthem at Music On The March. Discussion followed. May do performance group with drums.

Collections Report: Bruce said group met a week ago. More are paying on credit cards. More increased their payments. Jeff M. said incoming kids are reminded to pay their past due balance before they can perform.

Transportation Report: Greg B. is trying to determine what sort of transportation we will go with. Consider all related costs and what firm will do the best job for us. Plans are to submit a recommendation at the December Board meeting.

Boosters Report: Greg O. said we netted \$9,900 from bingo this past year. Starting to move in the right direction. Concession sales now showing a profit. Mike said there is a committee functioning that will sharpen the focus on the bingo operation and all Boosters projects. Parents of Colts who live out of town could be asked to help on various projects.

Program Reviews: Vicki reported that Colt Cadets show theme is “Red” that will celebrate the organization’s anniversary. Jeff M. showed an artist’s rendering of the new uniforms. Colts show will open with “At Last” and include music from Aaron Copeland and Morton Gould. Full production ready by February 2013. Now have 130 more kids than last year but want December camp to be bigger yet. Staff is top notch. Pre-registration for camp was over 160.

New Business: None to include.

DCI: Greg O. said they are doing a one-year business plan now because of uncertainty. Vicki will eventually turn over her Colt Cadets seat to Matt Mulvanny.

Executive Report: Jeff M. announced show dates of July 12 for Music On The March, July 10 for Waukee, and July 15 for Olathe. All other topics included earlier.

Jeff B. motioned to adjourn. Randy seconded. Motion passed unanimously at which time Rod retired from his duty as secretary.

Next Meeting: December 22, 2012 at Roosevelt Middle School in Dubuque.