

Colts Board of Directors Meeting Minutes

August 22, 2015

Meeting called to order by Greg Blum at 1:05 PM.

Board Attendees: Greg Blum, Jeff Eagan, Rod Bakke, Bill Symoniak, Bruce Hallahan, Randy Eichhorn, Bill Howes, Jeff Barnwell, Jake Rios, Peter Hansen (via phone) and Jeff MacFarlane.

Guests: JJ Miller & Jim Johnson

Motion to approve the agenda by Rod and second by Bruce unanimously approved.

Financial – anticipate the end of year numbers will be finalized by mid-September; program ads for MoM are to be billed so the profit for the show should increase; Colts and Cadets member fees are well above budget.

Development – 10-for-10 at \$84,000 in pledges with target date of 8/31 to reach our goal; received a \$3,000 grant from HAVlife for Cadets' scholarships; Legacy finalization and recognition to be completed.

Fundraising – monthly giving needs attention once 10-for-10 is completed; late summer email or mail appeal under development.

Marketing – web site update in progress with hope to be completed for fall recruitment; social media attention and improvement needed.

Alumni – continued database/spreadsheet reconciliation is needed; identify capability of current database(s) and what are our needs to determine if current database(s) are the best or do we need an alternative.

Shows and events – Cedar Rapids show went well and had very good ticket sales; KC show continues to be negatively impacted by Tour of Champion show in Missouri; ticket sales down at Des Moines show, but profit on budget; banquet will be 11/27 with camp on 11/27-29; plans are to schedule the 2016 premiere on a Saturday to facilitate alumni involvement.

Transportation – charters went well; Cadet vans were challenged and on last legs; decision on Cadet buses (use our own buses or charter) is needed.

Facilities – because of AC problems this summer, we now have modern breaker boxes off the original main panel; potential office remodel project for efficiencies and upgrades.

Booster – reducing the number of concessions to improve inventory control and profitability; cost analysis of bingo packets may result in potential increase of \$1/packet; car wash pledges received are at \$38,000, with more to be received; raffle results not as hoped; looking for additional fundraising opportunities.

Executive Director Report – very good seasons for both Colts and Cadets; staff decisions for 2016 underway.

Next Board meeting is 1:00 Saturday, September 26 at the Colts Center.

Motion to adjourn by Bruce and second by Randy unanimously approved at 3:45.