

Colts Board of Directors Meeting Minutes January 17, 2015

Meeting called to order by Greg Blum at 1:00 PM.

Board Attendees: Greg Blum, Jeff Eagan, Steve Delaney (via phone), Peter Hansen (via phone), Randy Eichhorn, Bill Symoniak, Tom Reilly, Bill Howes, Bruce Hallahan, Jake Rios, Lisa Delaney, Jeff Barnwell and Jeff MacFarlane.

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

Motion to approve the 12/20/14 minutes by Jeff E. and second by Bruce unanimously approved.

Motion to re-elect Randy Eichhorn, Bruce Hallahan and Tom Reilly to three year Board terms by Bill H. and second by Bill S unanimously approved.

Motion to re-elect Rod Bakke, Gary Dolphin and Peter Hansen to one year Board terms by Randy and second by Bruce unanimously approved.

Motion to elect Greg Blum as President, Randy Eichhorn to Vice-President, Bill Howes to Treasurer and Bill Symoniak to Secretary by Tom and second by Bruce unanimously approved.

Financial – insurance up because refunds not received; \$40,000 paid to Legacy during last month; accounts receivables are less due to members paying contracts sooner; equipment line of credit was also paid down by; the asset purchase plan will be completed and sent out to Board members in the next couple of weeks.

Development – suggested process for 10 for 10 contact is initial icebreaker letter, followed by personal contact to set up a meeting; process may need to vary based upon prospect and our existing relationship with prospect; progress towards goal – 20% to target; DRA grant to be written to support change to tent based vs. truck based souvenir sales to purchase canopy/tent and transit vehicle, including inside improvements; reviewing information about Anderson/Eagle grant to determine if it is applicable.

Fundraising – good response to fundraiser mailing and reminder; monthly giving expansion plan being developed.

Marketing – Colts Mall Store improvements are done with new pictures and descriptions being tested; launch, including ACH payment option, is planned to be soon; website upgrade development continues.

Shows and events – Kansas show, July 1, (in all likelihood) moving back to Olathe; Waukee show is July 2; Music on the March is July 7; Cedar Rapids, July 27 with location still TBD; ticket sales for all shows are starting earlier.

Transportation – need to lock in staff bus with sleepers with Huskey.

Booster – no donations to Corporate Board yet this year; Bingo results are flat; raffle (\$5,000 prize @ home show) tickets to be distributed to contracted members to sell; car wash date is Saturday, June 13 with good progress on securing sites; Schwan's Cares continues @ 5% donation level.

Executive Director Report – full design team at camp; general show information will be presented to members at this camp; Colt Cadets start February 1.

Long range planning meeting – Board members are asked to prepare 3 long range goals submitted to Greg B. by 2/14; tentative plan for 1 hour Board meeting followed by 4 hours planning/vision meeting with start time and location TBD.

Next Board meeting is 1:00 Saturday, February 21 at the Colts Center.

Motion to adjourn by Bruce and second by Randy unanimously approved at 3:55.