



BOARD MEETING MINUTES

DATE: Tuesday April 25, 2023

TIME: 6:30pm

**LOCATION: High Prairie Arts and Science
Center Community Room**

CALL TO ORDER: 6:34pm

Attendance

- **Board Members:** Gina Sondeland, Jade DeSmidt, Justine Movchan, Trisha Morrell, Dave Spickler
- **Absent:** Germain Krueger
- **Staff:** Jo Vromen, Brady Dutchak, Brenna Mosbrucker, Shirley Manifold via phone in **and Membership**

Approval of March Meeting Minutes

- **Motion: Dave Spickler, 2nd: Justine Movchan**

Officer Reports:

Secretary

- Next meeting to be held on May 16th at 6:30pm
- High Prairie Arts and Science Center Community Room

Treasurer

April 2023 Treasurer's Report:

March Financials - After income and expenses were calculated for the month of March 2023, we ended the month as follows: Total Income = \$112,170.02 Total Expenses = \$47,208.53 Net Surplus = \$64,961.49 Year-to-date Net Surplus = \$143,825.81. We have used approximately \$91,000 of the surplus to purchase new equipment. These purchases are reflected on the Balance Sheet.

March Income Recap:

- \$2,165 in Fundraising Income
- \$12,971 in Charitable Gaming & Donations
- \$95,424 in Program Income
- \$1,610 Pro-Shop Income & Final Ziegler Income

March Expenses Recap:

- Wages & Payroll Taxes - \$32,693
- Credit Card & Professional Fees- \$4,022
- Program Expenses (\$8,780 – payback of uniforms, meet fees & \$7,624 of gymnastics equipment reclassified from previous month to Balance Sheet to depreciate)
- User Fees \$6,242
- Insurance - \$3,838
- Office Expenses - \$1,123
- Charitable Gaming Expenses \$5,727
- Staff Expense \$84
- Travel \$2,260



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Net Charitable Gaming through March 31, 2023 \$67,399.63

Approval of March Financials

- **Motion: Justine Movchan; 2nd Dave Spickler**

Vice Chair

- No Report

Chair

- With Brady Dutchaks's move back to BGA staff, a board seat with the fundraising portfolio is now open to be filled.
- A notice will be placed on the Board of Directors website

Business/Program Reports:

April Board Report 2023:

Office:

We are so excited to announce the return of Brady Dutchak as our recreational coordinator! He will be joining us part time as he continues to pursue his real estate goals.

An announcement and explanation of our current organizational structure have been sent out to staff and membership to clearly delineate roles and expectations regarding BGA Core staff.

Recreational Program:

We are in week 5 of our 2023 spring session. We are actively working on the summer schedule and recruiting recreational coaches to bring on board to BGA.

Fundraising/ Business and Community:

Pro-Shop: The pro-shop remains open for in person vending of leos, drinks, snacks, and BGA car/ water bottle stickers. The year round online pro-shop is live and available to membership. This has been promoted through Facebook, Instagram, twitter, our website, and email. We have added "Rip Guards" (a temporary glove designed to help gymnasts to prevent or heal from rips on the bar), scrunchies, and doll leotards to our in person pro shop.

Grants: We have received our new competitive carpet! The carpet has been delivered and is in use.

BGA Was approved for the 1st round of the BPRD Matching grant program. This year's match is replacement mats for our competitive uneven bars and balance beams. They have also been delivered and are in use at the gym.

Sponsorships: BGA Has received additional funds from Bravera bank and have utilized them in our scholarship sponsor program to complete the spring session requests. We will reach out again in June for the continuance of our partnership with them.

Butter Braid Fundraiser: BGA is partnering with Fresh Alternative Fundraising for our Spring Session fundraiser. Packets were distributed during the week of March 20th with a turn in date of Thursday April 13th. Fundraising financials as follows: 3,216 units sold @\$15 dollars each. BGA Collected \$48,285.00. We were invoiced \$27,492. Profit to BGA \$20,793. Donation in lieu of participation \$2,550. **Total profit to BGA \$23,343**

Safety Champion: We continue to stay educated though USAG communication regarding the Safety Champion role. We have transitioned Brenna into the Safety Champion and she is coordinating information for staff and membership.



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Community Outreach: We are continuing to explore the 3.0 chapter of BNI. This is a networking and referral group and should be a great opportunity for BGA. The first year for the nonprofit seat is free of charge. We are hoping to launch the new group and the next few weeks.

BGA continues to attend monthly Bismarck Mandan Chamber EDC mixers and the local issues committee.

Jo continues to work with "Do Good Youniversity" following the "Do Good Better" conference to foster and maintain fundraising contacts and best practice methods moving forward.

Charitable Gaming: BGA is continuing with our charitable gaming efforts with Buffalo Wild Wings South. We are submitting our renewal application and payment to the city of Bismarck and will submit renewal to the state upon city approval. We continue to seek out relationships with other establishments to increase our site opportunities. We have remained informed of gaming bills in the legislative session and testified or provided feedback when necessary to BGA charitable gaming interests.

Competitive Program Report

The Competitive Teams finished off the regular season at the NDUSAG State Championships in Minot on March 17-19. We had 5 state champions this year – Hailey K (Level 3 Bars + All Around), Hannah H (Level 5 Bars), Maddy M (Level 7 Beam), Kalyn M (Level 8 Beam), and Ellie D (Level 9 All Around). At State Championships, we had 11 qualifiers to the Region 4 Championships – 1 qualifier in Level 9, 2 qualifiers in Level 8, 3 qualifiers in Level 7, and 5 qualifiers in Level 6. At the Region 4 Championships, we had 3 Regional champions – Hadley A (Level 6 Bars), Pieper S (Level 7 Bars and All Around), and Chloe K (Level 8 Beam) – and 1 qualifier to Level 9 Western Championships. Ellie D will compete at Western Championships in Boise, ID on May 4-7.

Pre-Comp Tryouts were held on March 25. We had 27 athletes participate. Six were selected for BIO and 6 were selected for Pre-Comp. Xcel Tryouts will be held on April 22. We are hopeful to have a team of Xcel Silver and Xcel Gold ready to compete by the upcoming season.

The competitive floor carpet was delivered and installed with the help of the Level 5+ athletes on March 28. New Carpet Bonded Foam was purchased and with help from Torrea's family, the tumble strip was rebuilt and the CBF was installed. New beam mats were also purchased and a new beam setup was put in place. We now have 6 high beams and one low beam available to athletes on the Competitive side of the gym. The old mats from the Competitive side of the gym were moved to the Rec side of the gym.

Show Team

Show team is about to start their summer session. So far it looks like we have a lot of the kids returning for summer session and even more excited to return in the fall. Currently, I am working with several individuals to get our teams into several local events such as Riverwalk, BisMarket, Mandan 4th of July Parade, A few fundraising events of our own, as well as a potential performance in Medora. The kids are excited to show off all their skills. At the end of March, we did evaluations for Gold and Mini and a handful of kiddos were able to move up to new teams. I also have been looking into getting new equipment for the teams. Our 12 inch landing mats are falling apart to the point that I feel they are starting to be unsafe. Many parents have brought attention to it as well throughout the season and have said they and their businesses are willing to sponsor the teams getting new mats, as well as another trampoline. I will be discussing this further with Jo and Brenna to move forward with this.

Current Numbers for Summer (more is added each day as we approach the start of the session in May):

Mini - 5

Gold - 13

Black - 15

Current Numbers for those returning in the Fall:

Mini - 5

Gold - 22

Black - 30



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Committee Reports

- **Expansion Committee**
 - Brady Dutchak has been brought on the expansion committee
 - Potential build out to suit lease option presented and is an option that may fit some immediate facility needs
 - Exploring a build to suit potential in future being explored but timeframe on this completion is at a minimum 2 years and is a large capital campaign project projection
 - Discussed Budget action items to prepare for lease increase and equipment purchase
 - Board agreement to continue exploration with current potential lease option

Old Business

- **Membership Survey**
 - Survey Questions sent to Jo and provided to board for review
 - Suggestion to have questions sent out to membership via anonymous survey option
 - Working with staff to complete this
- **2023-2025 Strategic Plan**
 - Continued discussion next meeting with updates
- **Coaching Contracts**
 - Continued discussion next meeting with updates
 - Jade DeSchmidt is now working with Germain Krueger on amending these
- **2023-2024 Budget**
 - Draft budget presented
 - Discussion on credit card fees and checking to see what other options may be available to decrease the fees being charged to the facility
 - Discussion on introducing tuition increase structure given many new equipment purchase, program offerings, staff retention efforts, and expansion efforts
 - Discussion and further research on wages and salaries
 - Continued discussed eligible expenses for charitable gaming
 - Last edits on the budget to be presented at next meeting
- **Membership Fees increase to \$40 annually**
- **Teams Rates to change to a sliding scale structure/hour**

Bio/Pre-Comp/Gems/Xcel	\$7.00
Level 3	\$5.50
Level 4/5	\$4.50
Level 6+/High School	\$4.25
- **Recreation Rates increase to \$14/hour**

Motion to approve tuition and membership fee increase

- **Motion: Gina Sondeland; 2nd Trisha Morrell; Unanimous vote of approval**



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New Business

- None

Member Presentations

- None

Adjourn

Executive Session