



2023 ANNUAL MEETING MINUTES

DATE: Sunday November 19, 2023

TIME: 5:30pm

LOCATION: Bismarck Gymnastics Academy

CALL TO ORDER: 5:48pm

Vision: To be a first-class gymnastics academy that fosters a stable yet dynamic program through dedicated coaches, parents, and passionate gymnasts.

Mission: To provide a progressive gymnastics training program which enhances the strength, agility, flexibility, balance, coordination, and self-esteem of the participants.

Attendance

- **Board Members:** Gina Sondeland, Jade DeSmidt, Trisha Morrell, Germain Krueger, Justine Movchan, Dave Spickler
- **Absent:** None
- **Staff:** Brenna M and Membership

Open Meeting: 5:48am

Welcome – BGA Staff (Brenna Mosbrucker)

- Welcomed board and members to the 2023 Annual Meeting.
- Referenced the new Rec equipment that was brought in to facility more rec classes and times.
- Briefed Golf Scramble fundraiser and thanked those who participated in the event
- Thank you to those who recently participated in our spring and fall product based fundraisers of Cookie Dough and Butter Braids
- Upcoming Julie Ziegler Memorial Meet scheduled Dec 8-9
- Plan for Volleyball, Softball, and Cartwheel-a-thon fundraiser events in 2024.

Call to order (Jade DeSmidt)

Determination of quorum (Jade DeSmidt)

Approval of 2022 Annual Meeting Minutes

- **Motion:** Germain Krueger, 2nd: Justine Movchan

Officer Reports:

Secretary (Trisha Morrell)

January 2023

- New board members initiated and officer elections made.



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February 2023

- Discussion for Expiring CD investment options
- Re-established expansion committee for discussion on future expansion options.
- Discussion of Xcel program planning for initiation, which has since started within the gym

March 2023

- Approval to have First Western Bank & Trust to analyze and formulate plan for investment strategies
- Membership Survey questionnaire discussion, prepped for distribution to the membership

April 2023

- Tuition and Membership fee structure approved

May 2023

- 2023-2024 final budget presented and approved
- Motion to approve change in bank accounts providing our funds additional protection and interest opportunities

June 2023

- Jo Vroman's departure was announced, interim account signers approved

July 2023

- Brenna Mosbrucker was brought on as the BGA Executive Director
- Re-Initiation of discussion with Bismarck Hockey boosters for potential future expansion
- Motion approved to clarify/update BGA travel policy

August 2023

- Motion approved to move accounts to First Western Bank & Trust due to investment opportunities with them. Continuing discussion with them on future options for support within the gym including potential for sponsorships.
- Discussion of Rec Equipment redesign, which we are utilizing today, supporting a better rec class structure and scheduling options.

September 2023

- Final 2023-2025 strategic plan was reviewed and approved by the BOD
- 2023-2024 Coaching Contract was review and revisions where approved by the BGA BOD
- Initiated Discussion of updating record board preserving BGA history had. This continues to be discussed as old records continue to be gone through and categorized

October 2023

- Bonus structure was approved for fulltime and part time employees
- \$2/hr Wage increase was approved for part time rec coaches
- Initiated a Capital Campaign Committee Discussion to promote future expansion opportunities

November 2023

- Discussion had on finalizing parts of the upcoming Ziegler meet
- Expansion Committee reports that continuing ongoing discussion and participation in expansion with potential of future partnership with Bismarck Hockey Club in multiuse facility

Treasurer (Gina Sondeland)

For the fiscal year ending May 31, 2023 we ended the year as follows: Total Income \$783,806.76 and Total Expenses \$663,447.27 for a net surplus of \$120,359.49. This was our first full year of charitable gaming and it made a significant impact on our financial position, 65% of our surplus came from charitable gaming funds. We hope the future of



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charitable gaming at BGA will continue to make an impact to our bottom line and future expansion. In addition, we continued to invest in our gym with safe and new equipment. During the fiscal year we put approximately \$135,000 of new equipment in service during the fiscal year.

Income for the fiscal year is broke down as follows:

Fundraising Income was \$65,300 or 8% of Income. Butter Braids was our most profitable fundraiser.

Grants, Donations & Sponsorships were \$8,602 or 1% of income.

Other Income, which includes interest income and Pro-Shop income was \$10,467 or 1% of income

Ziegler Meet Income was \$17,858 or 2% of income. Charitable Gaming was \$167,238 or 22% of income.

Program Income was \$235,046 or 58% of income. Our most popular programs financially in order are: Recreation, Competitive, Private Lessons, Birthday Parties, High School, Show Team, and Open Gym.

Expenses for the fiscal year were as follows:

Staffing Expenses (which includes wages, payroll taxes, health & dental insurance, training, attire, and memberships) were \$412,339 or 62% of expenses

General Expenses were \$33,554 or 5% of expenses. \$24,710 of General Expenses were for User Fees to BPRD. The remaining general expenses are for cleaning, repairs, and small equipment.

Insurance was \$13,639 or 2% of expenses. BGA pays for insurance for Accident & Liability, for qualifying employees, Board, and Worker's Comp Insurance.

Office expenses were \$16,537 or 3% of expenses.

Professional Fees were \$36,485 or 5% of expenses. The majority of professional fees are for accounting and payroll processing, as well as credit card processing fees. Professional fees also include legal fees, bank charges, and required business licenses.

Program expenses, including travel were \$35,092 or 6% of expenses.

Charitable Gaming expenses were \$88,697 or 13% of expenses

Other expenses, which includes sales tax, pro-shop expenses, and depreciation was \$27,104 or 4% of expenses,

Depreciation accounts for \$22,340 of other expenses.

As of May 31, 2023 BGA had \$542,339 in cash & investments. There were \$134,461 in fixed asset additions bringing the Net Value of all fixed assets of BGA to \$161,693. BGA as of May 31, 2023 and currently does not have any outstanding long-term debt.

The Net Assets as of May 31, 2023 are \$718,032

For the current fiscal year, current Year-to-Date Income through October 31, 2023 is \$301,758.28 Year-to-Date Expenses are \$313,206.39 for a Net Deficit of \$11,448.11. BGA is on track to end this fiscal year ending May 31, 2024 with a net surplus around \$8,000

Approval of YTD 2023 Financials

- **Motion: Trisha Morrell, 2nd David Spickler**

Vice Chair (David Spickler)

- Expansion Efforts
 - BGA continues to explore a potential partnership with Bismarck Hockey Boosters although there was a slight set back in the financials for their future expansion project. BHB has a site plan, architectural



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drawings, along with many sponsorships in place. BGA will continue discussion in exploring partnership with BHB in the future.

Chair (Jade Desmidt)

- BGA Welcome Brenna Mosbrucker to the new Executive Director position at BGA
- Early stages in concrete steps to growing BGA and finding a more concrete solution in growing our programs.

Fundraising (Brenna Mosbrucker)

Successful product based fundraisers over this past year including the most recent cookie dough fundraiser where there was a large participation by the membership with over 1,000 boxes and roughly \$14,000 to the facility. In addition the Butter Braid fundraiser also went very well.

Upcoming Ziegler meet is another huge facility fundraiser and then an anticipation for a new style fundraiser for winter session in Early January. Rather than a traditional product base fundraiser, there is plan for this one to include discount cards. More details to come closer to the distribution date.

Noted additional fundraising opportunities and upcoming events in welcome brief.

session. Discussion on options for adding classes midway through the winter session for potential waitlisted gymnasts when these coaches have come off of training.

Member Participation

- Questions regarding coaching staff younger rec and competitive level coaches and their attentiveness during class times to the gymnasts in their care
 - Response from Brenna, ED that they will be implementing a phone basket where all coaches cell phones are left in the office during coaching hours so they aren't on the floor while they are in class. Also, with the addition of the new Rec Coordinator, this will help ensure that all coaching staff have the adequate supervision to ensure that they are following the expectations set forth in their coach hiring packet.
- Question on coach training consistency. Discussion that coaches are just 'watching' the young kids do their skills vs actually critiquing, spotting, or giving correction.
 - Noted from ED that this would be observed and that BGA is working on hiring more coaches and with the addition of the new rec coordinator to help ensure proper training and supervision of coaching staff.
- Statement from Parent that the attentiveness discussion is also seen with the Xcel/Competitive/High School age coaches that even something as simple as warm up that is directed by a student (which is fine) but it was brought up by parent that the coaches are often times over to the side standing together and not supervising or correcting gymnasts on their form during warm ups.
 - Noted that this would be discussed with the overseeing coaches.
- Question from parent regarding boys program implementation that there seems to be no place to go from rec tumbling for boys that want to continue with gymnastics. Suggestion made on being able to market this to different wrestling or diving clubs that this could increase flexibility and mobility for their athletes that could be desirable for their program.
 - Response from BOD that there has been discussion in trying to implement a Ninja program in waves but ultimately comes down to space and ability to staff this program while we are trying to grow with our



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current program/gymnast demands. Noted that this would continue to be a discussion to work toward in the future.

Election of three new board members

- Board Nominations
 - David Spickler
 - Jade DeSmidt
 - Brita Cowan
- The 3 elected board members are: David Spickler, Jade DeSmidt, Brita Cowan

Adjourn 6:25pm

DRAFT