



USA RACQUETBALL BOARD OF DIRECTORS  
Monday, November 30, 2020  
5:30 pm MT  
Videoconference via Zoom

## MINUTES

Called to order by President Dan Whitley at 5:32 pm MT

### Roll Call – Cheryl Kirk

**Attending:** Thurman Brooks\*, Steve Czarnecki (Treasurer), Michelle De La Rosa (Athlete Rep - ExCom), Scott Fish, Mike Grisz, Cheryl Kirk (Secretary), Danielle Maddux (Athlete Rep)\*, Charlie Pratt (Athlete Rep), Terry Rogers, Stewart Solomon (Vice President), Cindy Tilbury, Mike Wedel (Executive Director), Dan Whitley (President)

\* Arrived late and/or left early

A quorum was achieved. President Whitley provided prior notice of the meeting.

### Approval of Minutes - Cheryl Kirk

**Motion by Cindy Tilbury to approve the October 26, 2020, Board meeting minutes forwarded prior to this call.**

**Seconded by Scott Fish**

**Discussion: None**

**Vote: Passed unanimously with 10 voting**

### Executive Committee Update (Dan Whitley)

The Strategic Planning group is meeting on Wednesday 12/2, and the Finance Committee is meeting on 12/8.

Board appointments -- process for identifying individuals to fill recently vacated Board seats (one for 2.5 years, one for six months).

- Asked Board members to recommend individuals for consideration.
- Assessed needs and spoke with some people we haven't contacted before.
- Reached out to a couple of people for discussion.
- In filling vacancies, wish to have a vote to gauge the Board's approval for the appointment.

Dan reviewed Laura Pesek's credentials and background. Background in Finance. Experience in roles ranging from manager to director to VP to president in different affiliations. Expertise in strategic planning, business processes, finance proposals.

**Motion by Mike Grisz to accept the appointment of Laura Pesek to the USA Racquetball Board of Directors effective 12/1/2020 and ending at the Annual Board meeting in May 2023.**

**Seconded by Cindy Tilbury**

**Discussion: None beyond the introduction up front.**

**Vote: Passed unanimously with 10 voting**

Note: This appointment fills a Board seat vacated by JD Shelton in October 2020.

#### **Executive Director Update (Mike Wedel)**

Mike submitted the ED report prior to the meeting, which is on file with the Secretary. Topics covered included fundraising (Giving Tuesday and Year-End Appeal); insurance and rent refunds; line of credit; 2021 budget approval in December; Serving Up the News newsletter; R2 ranking system updates and WOR rankings; staff projects recap.

Given rent relief afforded by the USOPC, et al., Mike and Cheryl will draft a letter of appreciation from the Board.

#### **Financials Update (Steve Czarnecki)**

Documents sent prior to meeting (see below).

Finance Committee is meeting often, working on 2021 budget to present to the Board at the December meeting. A list of expense reductions is being developed.

Membership revenue -- not optimistic about first half of 2021 given the current environment. For the year, 43% behind budget on membership. Membership discussion took place relative to the psychology and culture in racquetball. Memberships are purchased as necessary to compete in sanctioned events, not to support the sport itself.

As a result of the pandemic and continued restrictions on racquetball activity in many areas of the county, the continued decline in the number of members and membership revenue remains the greatest financial concern of the Association. For 2020, membership revenue is \$124,000 behind budget through October and anticipated to be \$187,000 behind budget by the end of the year. Sanction fee revenues are also well under budget. The necessary postponement of the 25th UnitedHealthcare U.S. Open Championships has also had a significant impact. Grants originating from the CARES Act, a major gift from Root Laboratories, Inc., donations from individuals, and members renewing to support the sport during this time with limited events have been critical in helping the Association move forward. The Finance Committee is closely monitoring the cash flow forecast for the organization as a budget for 2021 is being formulated.

Dan thanked Steve and the Finance Committee for their extensive work this year.

#### **Committee Updates (Stewart Solomon)**

##### **Activity as follows:**

**Rules Committee** -- Otto Dietrich is retiring at end of this year. An article and announcement to fill the National Rules Commissioner position will be included in the coming December newsletter.

**Hall of Fame Committee (Voting Group)** is active.

**Membership Committee** -- Terry Rogers covered a membership drive/raffle initiative that will incorporate the value infographic and PinchPerks information. There may be a "tickler" in the coming newsletter. Discussion took place surrounding the need for identifying potential complications with a "raffle." Board members offered ideas on approach to simplify the initiative as much as feasible.

**Future of Racquetball Group** -- Mike Grisz stated that for the sake of state level outreach, the FOR group is beginning to explore logistics and approach to strengthening connection with state

leaders, state board members, tournament directors, et al. The FOR Group is forming a small advisory group of state level racquetball leaders to discuss how to best solicit feedback from the states (likely via Zoom format) on a variety of topics including value/content of quarterly state calls, etc. They talk/we listen -- we hear their concerns and ideas. At a time when we are losing members, improving relationships and getting some concrete suggestions will be valuable.

### **Next Meeting – December 21, 2020**

As sitting Board members seeking a place on the Board slate, Stewart Solomon and Terry Rogers departed the meeting.

### **Motion by Cheryl Kirk to enter Closed Session**

**Seconded by Michelle De La Rosa**

**Vote: Passed unanimously**

A record of the proceedings of the closed session resides in the files of the Secretary of the Board.

### **Motion by Michelle De La Rosa to exit closed session and adjourn**

**Seconded by Scott Fish**

**Adjourned 7:55 pm MT**

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***Materials provided to Board by President Dan Whitley, Vice President Stewart Solomon, Secretary/Election Committee Chair Cheryl Kirk, Treasurer/Finance Committee Chair Steve Czarnecki, Executive Director Mike Wedel, and Membership Committee Chair Terry Rogers***

### **Administration**

USAR BOD Meeting Agenda 11/30/2020

USAR BOD Minutes 10/26/2020 for Board approval

### **Updates**

- Executive Director Update
- Financials Update \*\*
- Membership Committee Report
- Election Committee Materials
  - Election Committee Report to the BOD
  - Board of Directors Matrix 11052020 2
  - Proposed Slate (to Board members not seeking a place on the Board slate, for discussion in closed session)

### **\*\*Financial Reports**

Finance 1 -- Finance Memo to Board November 2020 (2020-11-28)

Finance 2 -- Cash Flow Analysis (2020-11-24:

Finance 3 -- Membership Revenue- Budget - Actual - Forecast (2020-11-28)

Finance 4 -- USAR PL Through Oct 2020 v SPLY)

Finance 5 -- USAR PL v Budget - Oct 2020

Finance 6 -- USAR Balance Sheet - Oct 2020

Finance 7.1 -- 2019 Form 990

Finance 7.2 -- 2019 Form 990 T  
Finance 8 -- 2019 Financial Statements