

Meeting Minutes - October 30th 9 am - 11 am CONF CALL: 719-325-2571 / passcode 9739714681

Attended: Craig, Donna, Mark M, Mark P, Andrea, Rich, Jenn, Ken, Sporty, Mary, Diane

Agenda:

Scheduled Meeting Dates

- Blazing 7's (Craig)
- Review Open Items from last meeting (Diane)
- Financial Review/Update (Rich)
- Website & Team Snap Update (Mary)
- Marketing Review (Andrea)
 - Membership (Andrea)
 - Scholarship Criteria (Andrea)
 - Comedy Night (Andrea/Jenn)
 - NJ Devils Night (Andrea)
 - Canterbury Partnership (Andrea)
- Annual Development Summit Plan (Craig) www.rugbysummit.com
- 2016/17 Goals (Craig)
- New Items

Blazing 7's:

What is relationship for next year? / What are Morris' responsibilities? / What is profit split if we are involved? / Location? / Qualifier Tournament? / Sanctioned (TopScore) - NJ Blaze owns the tournament, not Morris. Craig will ask Omar to come to our Nov meeting to outline what help he needs from Morris for the July tournament

Open Items from Last Meeting:

Financial - 501c3 Audit (Craig) - did person he have in mind agree, what do they need to start? - Kevin Laughlin's first took a quick look and seems we are okay. No one has committed to do in-depth analysis. Craig is hoping to find someone from the Morris Chamber of Commerce

Financial - WePay/Team Snap discount (Jenn) - we are already getting the lowest non-profit rate they have

Financial - Corporate Fee for 7's programs - bullet points to provide to programs of what Morris covers (Dennis) - Dennis will provide

Financial - U14 Girls: \$250 fee to Rugby NJ, why? (Rich/Dobbs) - Union/Monmouth/W Milford are all starting programs, NJ Rugby has helped sort out crosstown player issues, have new youth programs starting in S Jersey, worked with Sparta/Byram to merge programs

Website - Member Spotlight Section: Monthly profile on folks going above & beyond - who would write (Craig) - Andrea will incorporate as part of the quarterly newsletter and solicit stories from the coaches

Other - James Moore: reached out for opportunities for internship William Paterson (if not with us with NJRugby) - currently working with the Men's team

Other - John Zeich: Eagle Scout project (Aug request - still valid) did we connect him with something? (Craig) - We gave ideas, Craig will check back in on what was chosen and progress

Other - Liability for pick-up Touch Rugby games, are we covered? (Craig) - Craig is checking with Prop-Bono and if needed will have Jenn check with insurance company

Other - Rugby NJ has openings on their board (Treasurer & Development Officer), if interested, please contact KJ - neither position filled as yet

Emergency Plan for Empire GU - Do we have confirmation that KJ put together & submitted for Morris? (Craig) - Yes, done

Annual Development Summit - on agenda to decide on 2017 & future

2016/17 Calendar - any help/additional info needed (Dennis) - Dennis to provide

2016/17 Calendar - Keep Sunday mornings for 2017? Feb 26th for AGM? - Yes, Sunday mornings at 9:00, avoid holidays. Move to every other meeting in person @ Moose, others on conf call. AGM will be on Feb 12th.

Financial Update:

in October received checks from the Colonials dated in June for shorts, dues, sponsorships. Sport will reach out to let them know they need to be more timely. Books closed in August

this is a slow time of year, not much going on. New revised budget sent out to everyone after meeting to review and vote on re-allocating funds to cover 4 coaches attending AGM in January.

Website & Team Snap Update:

Team Snap is running well. Concentration now is on store & ice hockey tickets. Andrea sending out a draft of a marketing calendar for review.

Mail Chimp update went out - this is for the youth teams not yet on Team Snap, Mary is sending both to make sure we capture everyone

Mary can run a Team Snap overview to show everyone how to use.

Annual Development Summit Plan:

Proposal - 2017 Cost: \$200/coach registration - \$320/hotel room - Total: approx \$560/person (no room share) or \$400/person (2 per room)

4 officers, trustees or a combo of these volunteers to attend the Winter USA Rugby NDS when it is held on the east coast. This includes the reg. fee, hotel and a \$40 / day food allowance.

2 officers, trustees or a combination of these volunteers to attend the Winter USA Rugby NDS when it is held in the Midwest, West Coast or when an airline flight is required.

1 officer, trustee or a combination of these volunteers to attend the Summer USA Rugby Summit regardless of where it is held.

senior and high school head coaches get right of first refusal and then perhaps middle school and assistants coaches if someone can't attend

Marketing Review - Membership:

committee created, not many other clubs have a "membership" but rather a "friends of..." Would prefer to go that route

\$35 donation will include a quarterly newsletter highlighting matches/other events/player profiles
more info at the November meeting

Scholarship Criteria:

agreed to clarify #1, that it's current players - not alumni

total budget for year is \$1,000 for the club. No budget per team

would cover 50% of cost, max is \$250

will publicize to the coaches

Comedy Night:

cancelled the Nov 11th event, lots of discussion that it might be time to try something new... Need ideas of what that would be that would bring in \$3,000

possibly a greater focus on the golf outing & NJ Devils night

Consider a casino night... but it's lots of work and may be hard to do with 40th anniversary this year.

Suggested getting feedback from the folks involved on what worked and what didn't

NJ Devils Night:

Need to promote more, ticket sales are low

28 tickets are all that is needed to break even - please talk up within team, especially youth!

Cantebury Partnership Update:

Sponsorship of youth teams, they have changed their operations since we've worked with them last

Andrea will send out info prior to Nov meeting for all to review, so we can discuss

Concern about having to move our teams to their uniforms as some youth teams still have a surplus of old uniforms they are still using

\$1500 allowance given for branded apparel, what are the hidden costs?

Agreed to reach out to Rugby Athletic and give them a chance to understand Cantebury's proposal and counter to stay on as vendor of choice

2016/17 Goals:

ran out of time, will review at next meeting

New Items:

no new items

Open Items for November meeting:

Craig will supply Value Statement from NJ Rugby to all to review

Dennis will provide 2017 calendar for review

Dennis will provide bullet points to share with coaches on what Corp Fee covers

Sport to talk to Colonials to remind of timeliness of getting in checks

Trustees to vote on revised budget that was emailed at the end of the meeting - voted by email = APPROVED

NEXT MEETING, SUNDAY - NOVEMBER 20TH AT 9AM AT THE MOOSE