

**CRA Board Meeting
Annual Membership Meeting
10/10/09**

Board Members Present: John Dembeck, Leigh Folds, Kimberly Goodman, Brigitte Newberry, Lisa Rider, David Walsh

Board Members Absent: Deanna Courter

CRA Members Present: Becky Brault, Tom Wehle, Chris Brooks, Leigh League, Sally Plunkett

I. Reports

A. President

Leigh F thanked the members for attending and mentioned that we still don't have a President and that Brigitte would be stepping down as the JRAC representative. Lisa added that we still need to decide whether we need a social person on the board; that we didn't have many parties as a result. Mrs. Plunkett stated that the 4th of July was great. Lisa reported that we lost money because of over ordering the food and attendance was much lower than expected. More than half the chicken was left over and most of it was given to St. Joseph's Villa. The rest was sold through the snack bar.

B. Treasurer

David reported that our total cash is nearly \$50,000 with the checking and Smith Barney combined. He handed out the budget numbers. He highlighted that we spent nearly \$10,000 more than we brought in but the good news was that it was less than we thought it was in this economic environment; that we took in only \$2,000 less in membership fees. He mentioned marketing the "staycation." He added that when we self-manage next year we should break even or better; as always we need to figure out how to generate more memberships. David said that the signature card for the Smith Barney account was lost and he is working on fixing that and said that we would be taking the money out of there and putting it in our Suntrust account. Tom Wehle suggested using EVB because they work well with non-profits. A discussion about the bank's stability followed. Leigh League commented that the Smith Barney account was much less than she thought. David said we spent \$58,000 more in 2008. Lisa mentioned that we had the pool resurfaced.

C. Buildings and Grounds

John mentioned that we could use volunteers to help with the leaves. There was a discussion about having a workday in the Fall after the majority of the leaves came down. Lisa suggested renting an industrial blower. John said the back area by the Pavilion needs a lot of work, that it is filled with leaves. Brigitte suggested offering the leaves to the public for compost. Some woodworking still needed to be done to the snack bar building. John mentioned that he volunteered to cut the grass and it saved us a lot of money. Lisa said we need to winterize the snack bar and Douglas Aquatics does all the outside winterization. John said he would like to move the volleyball to the area by the basketball court; a member agreed that this was a good idea. The crepe myrtle needs trimming to get the leaves/branches off the roof. The wall by the baby pool is faded and needs painting. John suggested putting up gutters on the back side of the building to keep water from splashing the walls, which is causing the rotting wood. He needs to measure the building for insurance purposes. He was not sure if we should include the overhang and David said we do not. The dumpster is still outside but Lisa has called to get it removed. John asked if we should move the bike rack closer to the pool because of the theft, but Lisa said the problem was that it wasn't chained. John mentioned that there is a large dead tree that should probably come down.

D. Operations

Lisa reported that this was the best summer since she has been manager. There were no break-ins, no drama. The only problem was a stolen bike the last week but it was not chained to the bike rack. She said we had great lifeguards. Mrs. Plunkett agreed and said they would always greet you. Lisa said she thought getting rid of the desk and putting the table facing the entrance helped a lot. We don't know the numbers for self-management yet. Lisa explained that instead of going from Douglas Aquatics doing it all to us doing it all, that we would be hiring a company to deliver and monitor the chemicals. She mentioned that we have used Millennium Pools from northern Virginia and that they have been very responsive but we will get more bids. We figure we will save about \$10,000. Tom Wehle asked if the insurance would go up and David said he has already looked into it and it won't because we wouldn't be insuring the same thing twice. Tom asked about insurance going up because of the lifeguards; David said workman's comp will go up. Leigh said that she figured that in when she did a spreadsheet to calculate the cost of hiring our own guards. Lisa mentioned that our contract with Douglas Aquatics says that we can't employ guards that worked for them but David said that meant that we can't actively pursue them. Lisa will let people know in January that we will need guards. She mentioned how she has had to go through Douglas to manage the guards; she couldn't tell them to do something but had to call their supervisor and the supervisor would tell them what to do.

She mentioned that we are considering extending the pool season by one or two weekends past Labor Day but that would mean an increase in rates. We need to assess the cost because someone still needs to be coming during the week to vacuum and do the chemicals. John suggested a pay as you go but Lisa said that didn't work too well with the aerobics and we need people to commit from the start.

E. Membership

Kimberly reported that we had 217 members this year including Board members; we need 250 to break even. Lisa mentioned that we had to give away initiation fees to a lot of people because they wouldn't have joined without a deal. Lisa said 217 is higher than it's been since she's been the manager. Kimberly reported we had 47 new memberships and broke them down by category; 48 didn't renew from 2008. Becky Brault asked why and said that's a lot, about a quarter of our membership. Kimberly said mostly due to finances, kids in sports. We sent letters to them this year and will do it again next year. Lisa said it's rarely because people are unhappy but it's for other reasons. Kimberly mentioned that we had a lot of nice young families join and hopefully they will spread the word, and mentioned that word of mouth was our best marketing. We will use the flyers again. Lisa said we gave them out before the pool opened and with specials after it opened. Becky Brault suggested sending them out before Christmas and Chris Brooks agreed saying some people might want to give a membership as a gift. David suggested pairing with a church, maybe doing UPWARD swimming. Leigh League suggested offering a discount to church members. Kimberly said other members might get mad about paying different rates. Becky Brault suggested an ad in Style Magazine and said she was willing to pass out the flyers in her neighborhood. She said other pools like Burkwood have to pay dues in January; there are people who only use the pool and may want to go to a lesser type of membership. Someone mentioned putting a sign by the church by Burkwood. Tom Wehle mentioned that Burkwood has BAC which is year round swim team.

F. Swim Team

Brigette reported that we had 61 swimmers and more than half went to Champs. They brought in \$8528 which is a significant increase over previous years and that we came out about even. The difference was that made families commit to fundraising. Tom Wehle stated that there is not a sports organization out there that doesn't require participants to do fundraising. Next year Deanna will need a JRAC rep and a person to handle volunteers; Brigette did both this year and it was a lot for one person. Dates are already set for the 2010 meets. Brigette said she brought up at the JRAC meeting the possibility of a rule change to allow non-members to swim. JRAC told her that any organization could define what membership is and we could offer a swim team only membership that ended at the end of the swim team season. This would be hard to monitor and Tom Wehle mentioned that some people that now pay full dues just so their kids can be on the swim team might opt for the lesser one. Brigette reported that JRAC had a change in how they do their point system. Lisa said that we will miss Brigette and thanked her for doing the mural on the wall.

G. Social Activities

No report

H. Advertising/Vice President

Lisa offered the President's position to members at the meeting. She said Leigh Folds is basically doing the job of President and should be President. Leigh agreed and the board voted her in. Lisa said we can now say we need a VP/Recording Secretary which might be easier to recruit for.