

Tidewater Striders Board of Directors

Meeting Minutes

Date: January 3, 2022

Call to Order

At 6:35 pm, President Thomas Hicks called the Striders Board of Directors meeting to order. The meeting was held virtually, online via Zoom. The following Board members were in attendance:

- | | | | |
|--|--|--|--|
| <input checked="" type="checkbox"/> Randy Cook | <input checked="" type="checkbox"/> Avi Kelley | <input checked="" type="checkbox"/> Jim Martin | <input checked="" type="checkbox"/> Tim Robinson |
| <input checked="" type="checkbox"/> Amber Conrad | <input checked="" type="checkbox"/> Susan Kreider | <input checked="" type="checkbox"/> Bunny May | <input checked="" type="checkbox"/> Danny Smith |
| <input checked="" type="checkbox"/> Thomas Hicks | <input checked="" type="checkbox"/> Teresa Markley | <input checked="" type="checkbox"/> Wayne Phelps | <input checked="" type="checkbox"/> Tim Westfall |

Guests present: Peter Pommerenk

Election of officers

- Nominations were opened and read. Vote was made en bloc, and passed 11-1 with the following officers elected for the 2022 term.

President:	Thomas Hicks	Treasurer:	Tim Robinson
Vice President:	Randy Cook	Secretary:	Wayne Phelps

President's Report

- Minutes of the December monthly Board meeting were approved 9:0 via email on December 27.
- Recognized Peter Pommerenk, past Board member and Secretary, for a Constitution & Bylaws Committee report. See report under Committee reports below. Peter excused himself for the rest of the meeting.
- Presented assignments for the 2022 committees. Board approved chairpersons as follows.

Advisory: Sam Wittenberg	Media: Thomas Hicks, Jean Phelan, Amber Conrad, Jim Martin
Audit: Dan Edwards	Membership: Bob Brunner
Awards: Marie Price	Multisport: Bob Boyce
Banquet: Randy Cook	Nominations: Jean Phelan & Richard Hildreth
Budget: Tim Robinson	Programs: Randy Cook & Avi Kelley
Constitution and Bylaws: Peter Pommerenk (add members: Bunny May & Wayne Phelps)	Race: Dan Edwards & Thomas Hicks (all race directors are members)
Elections: Lori Sherwood	Scholarship/Campership: Dan Edwards & Jim Dare
Grand Prix: Chris Novakoski	Teams: Thomas Hicks
Hall of Fame: Randy Cook	Volunteer: Danny Smith & Teresa Markley
History: Randy Cook	Walking: Bunny May
Marketplace: Avi Kelley (add member: Susan Kreider)	Youth: Steve Sheppard & Amber Conrad

- Welcomed new board members.
- Highlighted past year's achievements, including awards of \$34k in scholarships, holding two Boston qualifier races, adding three new races, relocating Summer Series to EquiKids, and returning ERR to Norfolk.
- Desire to continue to improve membership, increase volunteers, and reach out to local schools.
- Striders Plus membership increased from 34 in 2021 to 50 this year.
- Requested a \$599 check for Cindy Meinen for photography services in 2021, for presentation at the awards banquet.

Vice President's Report

- Reported for the Banquet and History committees under Committee Reports.

Treasurer's Report

- Budget overage was less in 2021 and expected to be balance in 2022. Sent out preliminary financials this afternoon and plan to get final 2021 costs by the February board meeting. See attached balance sheet and income statements.

Committee Reports

The following committee updates were provided:

- Awards: (Marie Price) The 2021 winners are as follows below. Awardees are being notified.
 - Performer of the Year (men/women) – Roger Hopper/Bethany Spector
 - Race Director of the Year – Thomas Hicks
 - Inspiration – Marie Price
 - Appreciation – Endeavor Running Company and Elizabeth River Trail
 - Volunteer of the Year for Race – Teresa and John Markley (Gold), Jim Martin (Silver), Dwight Kane (Bronze),
 - Community – Dick Brothers (Gold), Bill and Marie Price (Silver), Virginia Davis (Bronze)
 - High School Cross Country, New Energy Coach of the Year, and Presidential Award – pending
- Audit: (Dan Edwards) Tim Robinson reported that Dan has started the 2021 audit.
- Banquet: (Randy Cook) Over 50 registered for awards banquet so far, with a cap of 140 seats.
- Budget: (Tim Robinson) The attached budget was approved via email vote 8:0 on Dec 29, 2021
- Constitution and Bylaws: (Peter Pommerenk) Will work with Marie Price on amending policies for award nominations and selection. No pending by-law revisions.
- Grand Prix: (Thomas Hicks) Results for 2021 are final and are posted. Update for 2022 is also posted on the website.
- History: (Randy Cook) Preparing the cover for the 50th Striders anniversary edition to publish around August 2022.
- Marketplace: (Avi Kelley) New order of hoodies came in. In December, \$653 of sales, less taxes and fees. Took actions to correct online stores that excluded sales tax, and to standardizing costs across the stores. Plan to do full inventory over the next week or so.
- Media: Updated Grand Prix results, volunteers, results, links, and youth site. Reached over 5,000 followers on Facebook.
- Membership: (Bob Brunner) The Striders had 2,099 members at the end of December, up from 1,978 one year ago. There were 1,403 family memberships compared to 1,282 a year ago. There were 82 membership transactions in December 2021 involving 120 members.
- Multisport: (Bob Boyce) The proposed Multisport Grand Prix events were provided in the attachment for the Board's review. Vote was taken and schedule was unanimously approved.
- Programs: Programs: (Randy Cook & Avi Kelley): Discussed ideas and Randy and Avi will collaborate. Plan to update clubs and meetups.
- Race: (Thomas Hicks)
 - Race Director assignments for 2022: Thomas Hicks – 10 events, Mark Manny – Seashore 50k, Jean Phelan & Steve Shapiro – Distance Series, Tim Robinson & Jim Martin – Resolution 5k, Avi Kelly – 10 Miler.
 - Races: Resolution 5k closeout – Jim Martin reported 35 volunteers, 251 runners, and next year will consider kids' mile, sponsorship funding, lowering award costs, and 5-year age groups. Distance Series – Fort Monroe is still the venue for the second race, but the start/finish must be relocated. Track Meet – Planning and preparations are ongoing, and we will need lots of volunteers. ERR – Permit was received, and preparations are underway. Marathon – Beer permit received.
- Scholarship/Campership: (Dan Edwards/Jim Dare): No updates.
- Teams: (Thomas Hicks) Lost three runners for Florida, but still ran well.

- Volunteer: (Danny Smith & Teresa Markley): Resolution 5k had 35 volunteers excluding Cox High School students.
- Walking: (Bunny May): When can proposed update to August 2018 Walker instructions be presented to the board? Thomas asks committee to coordinate directly with each Race Director. There were no motions for the Board. There will be no Walking Grand Prix this year.
- Youth: (Steve Sheppard/Amber Conrad): Season starts in March with signups. Updated Run Signup website and ordering new singlets for the New Energy store.

Old Business

- Walker Committee Race Director Instruction

New Business

- Rundown publication discussion. Readership is low and cost is high (\$7,200/yr). Some members enjoy the articles. Some find it too lengthy. Need posting on social media. Could consider reducing publication to bimonthly or quarterly. Propose Media Committee to review this, including Danny and Amber.
- Questioned paying schools for volunteers, \$300/race. Total of \$4,500 paid over 12 races in 2021. No proposed motions.
- Recommend collaboration among Race Directors to standardize operations and to share knowledge. No proposed motions.
- Volunteer requirements. Possibly offer incentives or have a party for volunteers. Volunteer signup tools are available but require Race Directors to use it. Discussed, suggestions solicited, and no proposed motions.

Next meeting: Monday, February 7, 2021, 6:30 PM (Location: Running ETC Norfolk)

Adjournment: The meeting was adjourned at **8:17 PM**.

Minutes prepared by: Wayne Phelps

Attachments

Profit & Loss Report (Income Statement), January through December 2021

Balance Sheet as of December 31, 2021

2022 Proposed Budget

2022 Multisport Grand Prix

Tidewater Striders
Profit & Loss
 January through December 2021

	Jan - Dec 21	Jan - Dec 20	\$ Change
Ordinary Income/Expense			
Income			
Awards Banquet Revenue	340.00	2,386.00	-2,046.00
Club Race Reven			
1-1 Resolution 5K	5,272.07	10,771.73	-5,499.66
10-Miler Entries	3,582.00	608.48	2,973.52
100k - 50k	4,399.80	2,296.10	2,103.70
50K Trail Ultra	29,363.99	12,350.98	17,013.01
All Comers Track Meet.	0.00	0.00	0.00
BQ Marathon Invite	4,890.00	0.00	4,890.00
Dismal Swamp 5 miler	395.00	3,849.00	-3,454.00
Duathlon	3,615.00	3,010.40	604.60
Eliz River Run	52,675.14	2,703.50	49,971.64
Marathon - 1/2 Marathon	9,845.18	8,356.85	1,488.33
Memorial Schol Race Revenue	14,383.28	8,398.74	5,984.54
NBG Sum Series	380.08	3,823.10	-3,443.02
Spring Dismal Swamp 5 Miler	3,245.05	0.00	3,245.05
Spring Marathon 1/2 Maratthn	24,487.76	0.00	24,487.76
Strider Mile 1500M RW	1,806.34	2,003.00	-196.66
T S Dist Ser Re	9,086.52	26,719.87	-17,633.35
Turkey Trot Revenue	49,184.10	9,412.80	39,771.30
Virtual 5k	0.00	2,057.00	-2,057.00
Virtual 757 Boston Marathon	0.00	1,040.00	-1,040.00
Virtual ERR	0.00	1,760.00	-1,760.00
XC Classic	3,220.85	4,552.80	-1,331.95
Total Club Race Reven	219,832.16	103,714.35	116,117.81
Donations	1,582.20	40.00	1,542.20
Exec Race Comm	5,060.22	2,248.04	2,812.18
Interest Income	2.86	2,298.01	-2,295.15
Market Place	3,742.94	3,153.73	589.21
Membership Rev	24,119.22	20,858.43	3,260.79
Newsletter Rev			
Web Referral Fees	100.86	0.00	100.86
Total Newsletter Rev	100.86	0.00	100.86
Scholarship Donation Genl&Mem			
Scholarship General Donations	0.00	25.00	-25.00
Total Scholarship Donation Genl&Mem	0.00	25.00	-25.00
Striders Plus	14,090.00	90.00	14,000.00
Youth Revenue			
Uniforms - Youth	436.18	1,328.64	-892.46
Youth Revenue - Other	0.00	17.50	-17.50
Total Youth Revenue	436.18	1,346.14	-909.96
Total Income	269,306.64	136,159.70	133,146.94
Expense			
40-Yr History Project	0.00	58.29	-58.29
50 Year Party	978.90	0.00	978.90
Awards	3,720.17	3,441.18	278.99
Bank/CrCard Fees/Interest	0.00	4.20	-4.20
Banquet Expense	780.00	9,870.05	-9,090.05

Tidewater Striders
Profit & Loss
 January through December 2021

	Jan - Dec 21	Jan - Dec 20	\$ Change
Club Race Expenses			
1-1 5K	18,356.87	6,578.77	11,778.10
10-Miler	2,746.98	0.00	2,746.98
100k - 50k	4,580.41	3,098.89	1,481.52
50K Seashore Ultra	26,288.11	11,820.44	14,467.67
All Comers Track Meet	0.00	0.00	0.00
BQ Marathon Invite	4,506.33	0.00	4,506.33
Dismal Swamp 5 miler	5,160.59	3,373.45	1,787.14
Eliz River Run	50,450.22	4,690.00	45,760.22
Marathon - 1/2 Marathon	13,285.53	12,964.46	321.07
Memorial Scholarship Race Expen	4,033.99	410.34	3,623.65
NBG Sum Series	8,718.41	8,258.14	460.27
Spring Marathon 1/2 Marathon	26,538.10	0.00	26,538.10
Spring Marathon 1/2 Maratthon	76.00	0.00	76.00
Strider Mile Race / 1500 M RW	3,058.92	3,971.89	-912.97
T S Dist Series	13,913.72	16,629.52	-2,715.80
Turkey Trot Race Expenses	24,824.68	12,397.63	12,427.05
Virtual 5k Food Purchase	0.00	2,000.00	-2,000.00
Virtual Duathlon	3,134.94	2,180.77	954.17
XC Classic	7,184.48	6,780.80	403.68
Total Club Race Expenses	216,858.28	95,155.10	121,703.18
Community Svc	810.21	3,047.65	-2,237.44
Depreciation	0.00	1,629.00	-1,629.00
ERC-Van & Trail	3,056.96	3,419.90	-362.94
ERC Race Oper's	484.20	9,910.70	-9,426.50
General Ops			
Website Expense	5,628.19	6,373.49	-745.30
General Ops - Other	4,269.40	474.75	3,794.65
Total General Ops	9,897.59	6,848.24	3,049.35
Market PI Exp	9,702.05	9,926.76	-224.71
Membership Exp	358.88	38.18	320.70
Newsletter Exp	7,200.00	7,398.00	-198.00
President	1,479.38	2,017.18	-537.80
Program	0.00	200.00	-200.00
RRCA Dues & Insurance	7,984.35	6,376.10	1,608.25
Scholship Award Expenses			
Memorial Scholarship Award Exp	16,000.00	9,000.00	7,000.00
Strider Scholarship Award Expen	18,500.00	24,500.00	-6,000.00
Total Scholship Award Expenses	34,500.00	33,500.00	1,000.00
Social Act's	1,703.95	0.00	1,703.95
Team Exp	2,620.00	360.00	2,260.00
Treasurer	96.00	108.04	-12.04
Volunter Comm	0.00	58.26	-58.26
Walkers	0.00	318.00	-318.00
Youth Devel.			
Prof Dev & Bkgrd Ck's	924.86	200.85	724.01
Youth Coaching	8,367.58	4,450.00	3,917.58
Youth Uniforms	2,028.80	2,748.30	-719.50
Yth Track & CC Meets	0.00	198.55	-198.55
Youth Devel. - Other	2,386.56	2,950.98	-564.42
Total Youth Devel.	13,707.80	10,548.68	3,159.12
Total Expense	315,938.72	204,233.51	111,705.21
Net Ordinary Income	-46,632.08	-68,073.81	21,441.73

5:29 PM

01/03/22

Accrual Basis

Tidewater Striders
Profit & Loss
January through December 2021

	<u>Jan - Dec 21</u>	<u>Jan - Dec 20</u>	<u>\$ Change</u>
Other Income/Expense			
Other Income			
Gain/(Loss) on sale of assets	0.00	3,124.00	-3,124.00
Total Other Income	0.00	3,124.00	-3,124.00
Net Other Income	0.00	3,124.00	-3,124.00
Net Income	<u><u>-46,632.08</u></u>	<u><u>-64,949.81</u></u>	<u><u>18,317.73</u></u>

Tidewater Striders
Balance Sheet
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Operating Funds			
Bk of Amer Ckg	39,205.78	35,266.20	3,939.58
Towne Bank Cking	46,051.68	58,049.96	-11,998.28
TowneBank Eliz River Run	4,245.76	0.00	4,245.76
Union Bank 0.65% Money Market	10,959.96	30,564.53	-19,604.57
Total Operating Funds	100,463.18	123,880.69	-23,417.51
Scholarship Restricted Funds			
MM Restrcted Funds	28,220.53	43,615.96	-15,395.43
TowneCD 1.5% 04/14/20 GenlSchol	83,470.72	83,470.72	0.00
TowneCD 1.5% 04/14/20 PSE MemSc	52,542.33	52,542.33	0.00
Total Scholarship Restricted Funds	164,233.58	179,629.01	-15,395.43
Total Checking/Savings	264,696.76	303,509.70	-38,812.94
Accounts Receivable			
Accounts Receivable	0.00	3,011.46	-3,011.46
Total Accounts Receivable	0.00	3,011.46	-3,011.46
Other Current Assets			
Accrued Race Expenses	-14,729.05	5,608.31	-20,337.36
Inventory	4,187.55	3,597.55	590.00
Total Other Current Assets	-10,541.50	9,205.86	-19,747.36
Total Current Assets	254,155.26	315,727.02	-61,571.76
Fixed Assets			
Accumulated Depreciation	-64,935.00	-64,935.00	0.00
Equipment	69,130.54	67,954.12	1,176.42
Total Fixed Assets	4,195.54	3,019.12	1,176.42
TOTAL ASSETS	258,350.80	318,746.14	-60,395.34
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	23,135.18	8,949.75	14,185.43
Total Accounts Payable	23,135.18	8,949.75	14,185.43
Other Current Liabilities			
Accrued Race Revenue	0.00	27,948.69	-27,948.69
Total Other Current Liabilities	0.00	27,948.69	-27,948.69
Total Current Liabilities	23,135.18	36,898.44	-13,763.26
Total Liabilities	23,135.18	36,898.44	-13,763.26
Equity			
Retained Earnings	281,847.70	346,797.51	-64,949.81
Net Income	-46,632.08	-64,949.81	18,317.73
Total Equity	235,215.62	281,847.70	-46,632.08
TOTAL LIABILITIES & EQUITY	258,350.80	318,746.14	-60,395.34

Tidewater Striders
2022 Proposed Budget

Income

Race Revenue

Club Races	160,000	Based on 2021 + 20k
Summer Scholarship	15,000	Based on 2021
Turkey Trot	<u>37,500</u>	Slight Increase over 2021

Total Race Revenue 212,500

Other Revenue

Donations	1,500	Based on 2021
Executive Race Committee	4,500	Runsignup shared fees based on 2021
Marketplace	5,000	Based on 2021
Membership	22,000	Based on 2021
Strider Plus	8,000	Based on 2021
Youth Uniforms	<u>500</u>	Based on 2021

Total Other Revenue 41,500

Total Revenue 254,000

Expenses

Race Expenses

Club Race Expenses	144,000	Budgeting expenses as 90% of race revenue
Summer Scholarship	4,000	Based on 2021
Turkey Trot	<u>31,000</u>	Based on 2021

Total Race Expenses 179,000

Club Expenses

50 Year Party & Book	4,500	Rough Estimate
Awards	4,000	Based on 2021
Banquet	7,000	Based on 2020

Community Service 4,000 100 per month trail and adopt a highway & Shamrock Youth Sponsor ship

ERC Van	3,500	Based on 2021
Marketplace	5,000	Break Even
Membership	500	Misc supplies
Newsletter	7,200	600 per month
President	2,000	Based on 2021
Program	1,500	Based on previous years
Dues and Insurance	8,000	Annual Insurance
Scholarship	35,000	Based on 2021
Team Expense	4,000	Based on prior years
Treasurer	200	Misc supplies
Walkers	500	Based on prior years
Youth	15,000	Based on 2021

Total Club Expenses 101,900

Total Expenses 280,900

Net Profit/(Loss) (26,900)

2022 Multisport Grand Prix

- 2 Apr Smithfield Sprint Triathlon
- 24 Apr Outer Banks Duathlon (Corolla)
- May TBD Northwest River Sprint Triathlon (NW River Park)
- May TBD Robious Landing Sprint Triathlon (Midlothian)
- 18 Jun Jamestown Olympic Triathlon
- 25 Jun Strider Duathlon (Dismal Swamp Trail)
- 16 Jul Allen Stone Run-Swim-Run (VB Oceanfront)
- 16 Jul Colonial Beach Sprint Triathlon
- 17 Jul Colonial Beach Olympic Triathlon
- 24 Jul Montclair Triathlon (date still tentative) (near Quantico)
- 21 Aug Luray Sprint Duathlon (1.1 mi trail run/27k bike/5k run)
- 10 Sep Patriot Half Iron Triathlon (Jamestown)
- 11 Sep Patriot Sprint Triathlon (Jamestown)
- 17 Sep OBX Olympic Triathlon (Manteo)
- 25 Sep Giant Acorn Sprint Triathlon (Lake Anna)
- 8 Oct Pleasant Landing Olympic Triathlon (Lake Anna)