

**Sioux Falls Figure Skating Club Board of Directors Monthly Meeting Minutes**  
**Tuesday, July 19, 2022, 6:30pm Tom Stengrim's home/office**

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**Present:** Tom Stengrim, Allie Alvine, Lily Derynck, Riley Block, Tasia Hillestad. On Zoom: Olivia McDowell, Beth Pearson, Katelyn Conover, Beverly Lush.

**Call to Order & Election of Officers:**

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- The meeting was called to order by President Tom Stengrim at 6:35pm.
- New Board members were introduced and welcomed.
- Olivia announced her resignation as VP after completing 1 year of 2-year term. Her resignation was accepted. She will stay on with the club as a coach social director.
- Allie was nominated for Secretary. Tom moved to elect her to this position. Katelyn seconded. No discussion. Unanimous vote to approve
- Katelyn was nominated for Treasurer. Allie moved to elect. Tom seconded. No discussion. Unanimous vote to approve.
- Tom was nominated for President. Katelyn moved to elect. Tasia seconded. No discussion. Unanimous vote to approve.
- Tom moved to nominate and elect Katelyn as VP to replace Olivia's vacancy until a permanent replacement is found. Allie seconded. No discussion. Unanimous vote to approve.

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**REPORTS**

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**Secretary's Report :** Allie Alvine, Secretary

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Katelyn moved to approve agenda, Allie seconded, motion approved. Minutes from April and June meetings will be reviewed and approved at next meeting.

**Financial Report :** Beverly Lush, Club Accountant

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- Reviewed balance sheet and budget vs actuals.
  - Updated W9 sent to Sioux Falls Surgical Hospital and donation received.
  - Beverly is getting Scrip update from Deb monthly.
  - Prepaid classes will always show in unearned revenue, as we have year round classes.
  - Many revenue items exceeded budget for last year including Membership, LTS, Advanced, and Fundraising. Shows and Banquet were on budget. Workshops and TOI came in lower than expected. Will keep HA & Aspire separate going forward, as well as the Regional & National TOI.
  - Freestyle ice did well. Not raising cost this year, but considering adding cap above 16. Break-even is 10 skaters. Want to continue to maximize use. Drop in ice revenue looks low because pre-registration is going into regular practice ice. Will start only tracking Guest Drop In registrations, and adjust Sports Engine accordingly.
  - Going forward will combine all Membership fees in one item. Need to add more to budget for training, split up insurance and workman's comp. Payroll was off due to hiring Riley and will be changed on next year's budget.
- Reviewed 2022-23 Budget.
  - Conservative with numbers, focusing on growing advanced classes and new 'Sunlight Skate' program.
  - Adding 'Sunlight Skates': For homeschool, daycare, preschool, and private school groups. During daytime hours. Can plan an outing with lessons/games, or have a recurring weekly class time. Could partner with other local groups. Will depend on coach availability during these hours.

- Planning on modest growth for FS, LTS, and HA.
- Will budget more for competitions, programs, wages. TOI budget large increase considering cost of TOI going to national competition, and starting to pay TOI coaches at the regular hourly rate instead of the initial lower rate.
- Focus on sponsorships and memberships in club.
- Motion to approve the 2022-23 budget by Allie. Seconded by Katelyn. Vote taken and budget approved.

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**Director's Report:** Riley Block, Club Director

- 2022-23 Calendar: Goal is to keep consistency for skaters and parents. All ice secured through December. Added Friday 6am freestyle. Show dates (12/18/22 & 5/6/23), Competitions (USFS 10/22-23/22, ISI 4/1-2/23), USFS testing (10/21/22), Skate-a-thon (10/9/22), and Banquet (5/7/22) are on the calendar. More clinics and workshops planned this year, as well as Family Fun skate times over holiday break. Will add some evening ice over break as well, Scheels has some during the day. Discussing new names for advanced classes, and keeping them consistent. Club will pick several ISI and USFS competitions to attend as a group.
- Other items deferred to next meeting.

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**Learn to Skate and Aspire:** Lily Derynck, LTS and Aspire Coordinator

- Summer Camp: Going well. 29 skaters registered.
- Other items deferred next meeting.

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**Marketing Report:** Beth Pearson, Marketing Director

- Brochure: Will do one more review and update before print. Want to have ready for Fall.
- Social Media: Continued growth. Messaging going well. New policy is out for posting on public site.
- Website Audit: Continuing to make improvements, updates, and make more user friendly. Will add "coaches apply here" button on main page.

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**Fundraising Report:** Katelyn Conover, Treasurer

No report due to time constraints.

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**NEW BUSINESS**

- USFS Checklist: Printed copy handed out for review. Discussion tabled until a meeting dedicated for only this purpose on Monday, July 25, 8-9pm. This will be the 3<sup>rd</sup> USFS yearly checklist, working on changes to meet these goals.
- Set Board meeting calendar for upcoming year: Tuesdays. 6:30pm.  
Aug 30, Sept 13, Oct 11, Nov 8, Dec 6, Jan 10, Feb 7, March 7, Apr 11, May 9, June 6

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**Next Meeting:** Monday, July 25, 8-9pm is the USFS checklist meeting.

Tuesday, Aug 30, 6:30pm is next Board meeting.

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**Adjournment:** Meeting adjourned 9:35pm.