

Kahler Glen Athletic Club  
Board of Directors Meeting  
Miller residence            27 December 2011            3:00 p.m.  
**Minutes**

**Present:** Steve Craig, Kaye Crandall, Bill Miller (with MaryRose Henebry's proxy), Nancy Miller, Mark Demeritt, Gary Marks

**Guests:** Don Carlson, former board member, and Marcus Woods, club member

**Quorum:** The meeting was called to order at 3:11 p.m. Bill noted the presence of a quorum.

Bill distributed an agenda with adopt-a-family draft attached, list of new and potential members, analysis of athletic club membership, current club P&L statement, projection of debt reduction, comparison of various promotional suggestions, results of telephone survey.

Kaye Crandall pointed out that the spelling of Gary Marks' name in the 27 Sept minutes needs to be corrected. M/S/P unanimously to approve the **minutes** of the last meeting as corrected.

Bill presented a list of **new members**:

General membership: Scott & Colleen Campbell family

24/7 couples only: Jim & Paula Steiner

24/7 single only: Michelle Roy

Midweek single: Jodi Gage

Midweek couples only: Steve Brothers, Jim & Dianne Roberts, Tim & Shelly McAllister, Bill & Dana Isherwood, Susan Hastings & Bob Lamar, Greg & Kathy Prentice

Midweek family: Becky Campbell family, Kelsey Urness family

M/S/P unanimously to approve the new members.

Bill reviewed membership by category, length of membership, etc. Bill reported on the rate of return of current **invoices**; 14 are still outstanding.

Don Carlson reviewed the **history** of the club's membership and plan, and the origin of the membership limit in the bylaws and covenants.

The **current P&L** was presented. Gary Marks led the explanation.

Bill described the condition of the **dehumidifier** as reported to him by Carl Keen. Emergency plans re the failure of the dehumidifier before the reserve fund is sufficient to cover the approximate \$50K cost would be

1. Special assessment of members for this purpose
2. Approach lenders
3. Possible line of credit. Question was raised whether this required personal signatures from Board members. Consensus was to inquire of CVB and/or other lender and include this question in the discussion.

Bill reported that a member has inquired about the suspension of membership for medical reasons. Since we have no policy on this matter, by consensus, it was decided to wait until the situation presents itself.

Bill reviewed the results of the telephone survey of members. The comparison of the various suggested **promotion** plans (adopt-a-family plan, open plan, group-threshold plan, and weekend plan) was reviewed and discussed. Information from experience with other athletic clubs (eg., WAC) was provided; possible levels of initiation fee were discussed; possibility of member assessment instead of promotional programs to increase membership was discussed. After discussion, by consensus, the adopt-a-family proposal was changed 1) to make the year of dues re-calculation 2014 instead of 2015, 2) to apply the benefit of non-sponsored families joining under this program to the general/charter membership overall rather than to an individual.

M/S/P unanimously to approve the **adopt-a-family plan** as discussed and developed at this meeting. Nancy will circulate a draft of her notes of the discussion in the form of the formal policy for review by the board; if no corrections are noted, or after the discrepancies have been resolved, the policy will posted on the website and the promotional memberships will be available immediately.

The long term debt, the business loan, and interest rates were discussed. Bill and Gary will be meeting with CVB re the business loan. Our goal is to lower the interest rate on our debt in order to speed repayment or build the reserves, or for other purposes. Scott Campbell may be a source of information about a possible internal bond issue. He will be invited to a subsequent board meeting.

Marcus Wood talked to the board about **promotion and marketing**. This is an area of his professional expertise and he volunteered as a friend of the club to write a marketing plan. He will send this plan to the board. One item that he suggested was to create a members' wall in the club, with photos of all members, headed by the phrase "These are the people who make the club work". Consideration might be given to special indication of former board members, or of founding/charter members.

The board thanked Marcus for his generous offer. The board thanked Don Carlson for sharing his knowledge of the club with us.

The meeting was adjourned at 5 p.m.

Respectfully submitted,  
Nancy Miller  
Secretary, KGAC board