

MINUTES

USSPWDC

09/22/2020 7:00 PM | *Meeting called to order by* Vickie Baker

In Attendance

Debbie Jackson, Meg Defore, Marilu Novy, Letitia Dort, Lizette Wagoner, Nancy Vencill, Nancy Watson, Vickie Baker, Leigh Stafford

Approval of Minutes

The minutes were reviewed/addition's/corrections made and published 05/05/2020

Report of the President – Vickie Baker

What an Incredible Year in spite of Covid-19 and changes that had to be made for this year's Water Camps and Water Trials. Hats off to the Board and the Water Activity Committee and all of the volunteers who helped. The club purchased a boat, finances look pretty good, and after the Mini Jamboree we should be in a pretty good state. The only merchandise purchased this year was three ring binders late in the season. We have sold the majority of the merchandise purchased in 2019.

Report of the Vice-President- Marilu Novy

No Report

Report of the Secretary - Nancy Watson

Total of 6 Electronic Votes taken beginning with:

05/14/2020 - Request to Hold June Water Trial @ Callaway	Yes-5, No-2, No Response-1	PASSED
06/08/2020 - Additional Water Camp @ Villa Rica, Ga. 09/03-09/05	Yes-6, No Response-2	PASSED
06/14/2020 - Sarasota Water Camp Updates- 07/18-19, 08/22-23, 09/05-06	Yes-6, No Response-2	PASSED
08/03/2020 – Award Mementos Policy Revised	Yes-6, No Response-2	PASSED
08/21/2020 – Order Tervis Tumbler	Yes-6, No Response-2	PASSED
08/28/2020 - Order PWD Binders	Yes-6, No Response-2	PASSED

Discussion followed with Meg DeFore asking if the No votes were Abstain votes or just no response. Nancy stated no response. Vickie Baker asked that in the future we show "No Response" and not "No Vote" appropriately.

Report of the Treasurer - Nancy Vencill

Before the treasures report Vickie Baker reported YTD Financial Status P&L will be published the beginning of November after we reconcile all income and expenses for the Mini Jamboree. Total dollar amount for Mini Jamboree \$9,920.00 there was total \$1,680.00 in refund, showing a net revenue of \$8,000.00. Because of the

incredible response for the Jamboree we had to go to increase the trial sites to two (2) trial sites per day for first 3 days, Mover and Shakers chose not to for Monday. This increase in trial sites results in double judges' expenses which is projected to be \$3500.00. We anticipate projected income of \$4000.00 split between Movers and Shakers. Nancy Vencill reported the September Balance Sheet sits at \$38,728.00, but it is inflated as it includes income for the Mini Jamboree which will be reconciled by the end of October. Beginning October 1, we should start receiving Membership Renewal dues.

Committee Reports

- **Membership**-Nancy Watson reported 150 active Members breakdown is 80-Family, 62-Individual, 9-QNP. One application was for QNP but was not eligible, 2 applications were already members, refunds were provided to those applicates. We will send out the Membership Renewal notice to members next week.
- **Communications** – Lizette Wagoner – none, Vickie Baker reported that Nancy Nelson has agreed to be on the board and will be voted on at the December Meeting. Vickie went on the explain that it is important that the person doing communication be in the Board Meetings to make sure items don't slip thru the cracks and to ensure we keep on top of all membership communications.
- **Website Administrator** – Vickie Baker reported that she has reached out to John Ellery and he may be willing to help with refreshing the website this winter. Mover and Shakers first time doing on line entry's, was very pleased with how the site handled everything for the Mini-Jamboree.
- **Event- GA- Marilu Novy** – No Report
- **Event FL- Water Camps** went well. Waiting on results from survey that was sent out. Lot of interest along with merchandise being sold and several equipment orders to Tom Leather. Nancy Watson-tracking event has been postponed due to Covid. A tracking seminar is planned at the Mini Jamboree. Leigh asked maybe we could do a tracking seminar at a fun day event. Offer something at the annual party in December? Lizette Wagoner asked could we offer Act 1 and Act 2. Discussion followed and was determined to do at another time as a standalone. Meg DeFore recommended offering CGC and Tricks at the Annual Holiday Fun Day. Meg will reach out to Lisa McClish to see if available to be CGC and Trick tester at this year's annual party on Saturday December 5th.
- **Merchandise-** Letitia Dort- New PWD Binders have been purchased. Meg DeFore asked can we do holiday T-Shirts in the future. Discussion followed and Letitia will reach out to Amanda Jones Ellery to see if Angie Robinson can do up a holiday theme for T-Shirts. Debbie Jackson asked to be included on this project. Discussion on where and who has club merchandise and to make a master inventory list of who has what.
- **2020 Achievement Awards-** Vickie Baker asked should we do the performance awards this year. Discussion followed and it was unanimously decided to do the 2020 Achievement Awards and continue with the tags. Nancy Vencill volunteered to chair. Nancy Vencill asked that someone do the Courier Ad for the Awards.
- **Water Activities Committee-** WAC report attached. Discussion to hold Junior/Apprentice only trials. Vickie Baker reported in order to do that a Judge would have to give up 2 years of judging and therefore finding a judge to do only Junior/Apprentice would be difficult. Discussion followed and it was suggested that we could do mock trials with a real judge.
- **Supported Entry-** Debbie Jackson- no report

Old Business

- Non-Water Events - Tracking in FL has been postponed for 2020

- Meg Defore will reach out to Lisa McClish to be tester for CGC and Trick at Annual Meeting Dec. 5th 2020
- Outgoing Board Members - Thanks to Letitia Dort, Nancy Vencill and Meg Defore for their service as Board Members and committee chairs. Lizette will be taking over as Treasurer replacing Nancy Vencill. Debbie Jackson is taking over as Merchandise Chair for Letitia Dort and Meg Defore has graciously agreed to stay on as Rescue Chair.

New Business

- Vickie Baker will get with Nancy Nelson to send out Recruitment Letter for New Board and WAC Members end of October.
- Renewal Notice to go out in October
- No further business
- Motion to adjourn was made at 7:58 pm by Vickie Baker and was passed unanimously
- See below Board Member terms
- WAC Report is attached
- Q4 Meeting Scheduled for November 17, 2020 – 7 pm.

Board Member Terms	Directors	Committees	2017	2018	2019	2020	2021	2022	2023
Vickie Baker	President	Website Administration							
Marilu Novy	Vice President	Event Committee							
Nancy Watson	Secretary	Membership							
Nancy Vencill	Treasurer								
Meg Defore		Regional Rescue							
Letitia Dort									
Lizette Wagoner		FB Communications							
Leigh Stafford		Event Committee							
Debbie Jackson		Supported Entry							

WAC Activities Report September 20, 2020

Water Training:

Fifteen water camps were planned, three were cancelled due to COVID-19 and twelve were held. The Villa Rica and St Mary's camps were three days, the Sarasota camps were two days and the New Smyrna Beach camps were one day. The camps at Villa Rica and St. Mary's included lunch. Below is a financial summary of the camps:

Total by Location						
	# Camps					Avg
	Held	Revenue	Expense	Net		# Dogs
St Mary's	2	1,410	859	551		12
Villa Rica	2	4,165	3,014	1,151		17
NSB	4	290	140	150		8
Sarasota	4	790	444	346		10
	12	6,655	4,457	2,198		

We are beginning to discuss camps for 2021 and have sent out an e-mail to those who attended camps this year to solicit feedback and input.

Water Trials:

Logistics: After holding both the June and August water trials which were each two trials held over three days, the WAC unanimously voted to limit the trials to two trials over two days. In other words, eliminate the Friday afternoon of Trial 1. The main reason is that holding Trial One over Friday and Saturday causes issues with entries. We can get more people in those two days but then we cannot get them all in on Sunday and it causes frustration and anger. Also, three days is just too much work. If we went back to a Friday / Saturday trial, we would have Friday only for Practice.

This year we moved the opening date to a weekend based on complaints from working people. We really did not have any issues with our June and August trials, but we are encountering some with the Mini-Jamboree as there is a water trial being held on Aug 29/30 which some people are attending judging. We recommend moving the opening date back to a Monday or Tuesday.

Financial: Attached are the estimated water trial revenue and expenses. Combined we lost about \$300, which included one-time and COVID expenses of \$680. The one-time expenses were mainly site equipment and supplies that the Leather's previously provided. Also note that in 2019, \$3,600 in revenue was generated by the auctions and raffle baskets.

With the uncertainty of whether the COVID environment will be still with us in 2021, we looked at several ways to reduce expenses / increase revenues:

- Charge for practice spots – not supported as a signature of our Club is free practice

- Increase entry fees for Courier and Master level which take more time – WAC supported increasing entry fees for all levels if needed but not for select levels
- Eliminate participation gifts – We have tabled this topic until next year. If we continue to provide these, we need to have a set of parameters such as order quantity required, unit price and “usefulness”.

Mementos: The WAC suggested, and the Board approved limiting the Tervis tumbler memento to titles only, not legs toward a title.

The WAC discussed whether the MWD fender should be awarded for each MWD title or just the first. Recommend awarding for all MWD titles.

Mini-Jamboree:

The Mini-Jamboree has been very disorganized, without a clear person organizing all efforts. Late in July the M&S trial secretary and USSPWDC trial chair had to scramble to put together a “Mini Brochure” and trial premium. As each club is providing ribbons and title mementos, we had to order Ribbons, Tervis tumbler WWDX float lines, CWDX balls and MWD fenders. I forecast we will hopefully break even from this event. Good news is the unused Tervis tumblers, ribbons and title mementos can be used in 2021.

2021 Water Activities:

Determine number and location of dry land training and water camps

Set dates for Callaway trials

Select judges for Callaway trial

Document Chief Steward responsibilities and other key responsibilities

INCOME:	June		August		Total	
Entry Fees	2,200.00		2,880.00		5,080.00	
Lunches	704.00		832.00		1,536.00	
T-shirts	500.00		500.00		1,000.00	
Photographer			1,200.00		1,200.00	
Park Fees	1,320.00	2,524.00	525.00	3,057.00	1,845.00	5,581.00
Trial Income:	4,724.00		5,937.00		10,661.00	
Merchandise Sold	552.00		847.00		1,399.00	
TOTAL INCOME:	5,276.00		6,784.00		12,060.00	
EXPENSES:						
Callaway						
Park Fees	1,404.71		581.26		1,985.97	
Meals	942.80		1,135.64		2,078.44	
Beach Rental	540.00	2,887.51	540.00	2,256.90	1,080.00	5,144.41
T-shirts	590.00		547.00		1,137.00	
PWDCA						
Application	50.00				50.00	
Ad	160.00				160.00	
Qs	64.00	274.00	116.00		180.00	
Judges	854.49		1,074.19		1,928.68	
Participation Gifts / A	689.99		18.38		708.37	
Ribbons	314.70					
Tina Evans Plate	185.00					
Hospitality	192.90		95.02		287.92	
Photographer			1,240.00		1,240.00	
Trial Expense	284.22		66.99		351.21	
Trial Specific Expense	6,272.81		5,414.48		11,187.59	
Trial Income / Loss	(996.81)		1,369.52		872.41	
One-time Expenses						
Trial Expenses	320.65					
COVID	361.05					
Total One Time Expenses	681.70					
NET INCOME / LOSS	(1,678.51)		1,369.52		(308.99)	