



Austin Ballroom Dancers
Board Meeting Minutes
July 11, 2010

Present:

Board Members: Phyllis King, Pam Maxwell, Debbie McCulloch, June Kelly, Diane Powell, Frank Sclafani, Tom Baylor

The meeting was called to order at 10:07 a.m.

Approval of June Minutes

The June 12th, 2010 Annual Board Meeting meeting minutes were approved.

Financial Report

The Treasurer reviewed the short-term financial performance of ABD. She reported a profit of \$705 on the Nash Hernandez Dance held June 19th. Class participation is down.

Net worth--\$37,121.39; Net worth one year ago--\$40,352.94; Down \$3,231.55

Profit & Loss for June	\$ 956.35 loss
Profit & Loss year-to-date	\$1,712.82 gain
Membership dues YTD:	\$5,810.00
155 paid-up members as of 7/4/2010	
6 memberships expired on July 1	
23 memberships will expire August 1	

Expenses this month:

Rent for Saturday dances	\$700.00 (ARC for 6/5 pd May)
DJs for Saturday dances	\$375.00

Instructors for group classes \$294.00

Rent for group classes \$126.00

Saturday night dances:

Average loss this year - \$ 186.81

Average attendance YTD 71

Average number of free passes YTD 8

Loss year-to-date \$4,857.00

Nash Hernandez Dance

Attendance: 193

Ticket Sales \$2,694.00

Expenses: \$1,988.35

Rent \$240

Nash Hernandez: \$1,500.00

Food & Supplies: \$248.35

Net gain: \$705.65

Group Classes:

Session 1 gain of \$136.00 with 84 attendees

Session 2 gain of \$419.50 with 92 attendees

Session 3 loss of \$273.50 with 67 attendees

Session 4 loss of \$354.00 with 62 attendance

Session 5 loss of \$210.50 with 66 attendance

Year-to-date \$282.50 loss

Membership Report

The Membership Coordinator lists 167 members - with several members to contact regarding renewing.

June Kelly reported 155 paid Memberships with 6 expiring in July & 23 in August. Members will be contacted the month prior to their expiration & are encouraged to renew by the 1st of the month.

Publicity Report

An active discussion of feasibility of various options for increasing community

awareness, class participation & membership. Suggested were "Family & Friends" night and booths & demonstrations at local festivals & health fairs. Volunteers would be sought for the latter. City & state listings are available for determining appropriate events.

Ads are currently running in The Austin Chronicle every three weeks & cost of advertising in The Daily Texan will be reviewed.

Discussion of copy-making for class schedules & flyers. Various board members volunteered to handle this responsibility.

It was agreed we should promote our non-profit status & longevity of 30 years of providing lessons & promoting the value & enjoyment of ballroom dancing.

Program Report

Phyllis reported 7 new students in Don's Thursday class with 12-16 in each class Tuesday & Thursday, & 16-17 in Richard's & 30 in both Friday classes, with about 6 new students in each. Estimated participation is 50 individuals. There will be a six month class/student report in August.

Instructors will be very strongly encouraged to attend the next board meeting so that a more thorough discussion of future class offerings & approaches can be entertained. There is discussion of elimination of samba/mambo from next session & inclusion of more Level 1 East Coast, Tango, Cha Cha, Foxtrot, Waltz & Rumba as these are the courses most in demand.

Phyllis will talk to Hancock Center again regarding availability of classroom space on various nights.

Old Business

Nash Hernandez Dance--a huge success!

New Year's Eve--Dec 31st, 2011--Nash Hernandez is available & Phillips Center is available. Motion made, seconded & carried to pursue making final arrangements for both.

Also noted, Nash is booked for Halloween, but may still be available for Thanksgiving weekend. It was suggested it would be good to book Nash for the 30th Anniversary

celebration of ABD sometime in March 2011. Phyllis will check venue availability.

Ticket pricing for the 2011 NYE Dance was discussed as were "Save the Date" cards to be available in time for the March dance to help promote the NYE Dance.

2010 New Year's Eve Dance--Diane will check location & DJ availability.

New Business

Oct 2nd Dance--Uptown Studio will not be available to ABD. Other possible venues were identified to be researched.

Uptown Contract--This contract is up for renewal in October. Discussion that a new contract needs to be negotiated ahead of the current contract's expiration.

Website Maintenance--John Shaw has trained June on website maintenance. June will maintain the website.

Budgets--Board members were charged with preparing annual budgets for the following: publicity, programs, dances & events, & security. June said she would email historical data for each of these categories of expenditures.

Charitable Status--It was agreed to research how we could become a charitable organization for donation purposes. It was suggested we hire a CPA or attorney to evaluate the potential for a change of status & cost/benefit analysis. It was agreed the board would review charter, social welfare & other requirements.

Opportunities for expanding UT student participation--Vinh & Kendall, who teach mini lessons for ABD periodically, are working with a UT Ballroom Club with about 90 members. Contact has been made with officers of the club & they may be scheduled as mini lesson instructors in the future. We welcome UT students to all of our Saturday night dances & hope to see & dance with them soon.

It was pointed out there are other university ballroom clubs & that there would be benefit in contacting ACC & Huston/Tillotson as well. It was also proposed that ABD participate in school open houses.

The meeting was adjourned at 11:30 am.