



## Niagara Association Board meeting

September 12, 2022

This September Board meeting was called to order by Vice President Fred Covelli at 7:37 pm EST.

Members in attendance included: Fred Covelli, Terry Eason, Chris Cummings, Rozanne Redlinski, Jen Potter, Eric Boyce, Jim Glinsky, Kathy McLymond and Don Lawrence. Absent from this meeting were Brian Lombardo, Izeal Bullock, Dave Reinhardt and Russ Ebbets.

1. The minutes for the August 8, 2022 were approved upon 2 corrections.
  - a. Chris Cummings was in attendance.
  - b. Eric Boyce wanted the names of the meets Russ was questioning about the sanctions listed in the minutes.

Eric Boyce made a motion to accept the minutes with the above changes. Jen potter seconded this motion and it was approved.

2. President's Report:
  - a. Four XC clinics took place on August 20<sup>th</sup> and 27<sup>th</sup>, 2022. Don Lawrence attended the clinic in Amherst and said there were 15 attendees. No other information was available about the number of attendees at the other clinics.
  - b. Preliminary accreditation has been given.
  - c. We need to fulfill a website requirement. Andy Martin knows about this situation.

3. We need to have 8 delegates at the Orlando Annual meeting. This group must consist of 33% athletes and 20% coaches. A discussion followed about the delegates. Terry Eason and Chris Cummings said that they would be attending the convention but asked not to be designated as delegates unless absolutely necessary. Terry said he would sit in on some of the Youth sessions if Izeal was not attending. Izeal had not yet responded as to whether he would attend the convention or not. Don said that some of the new Board members may wish to attend. Rozanne reported that there is a Grant- in-Aid that can be used to help cover the cost of attending the convention. Chris said that we have received this grant in the past. The delegate list will be finalized at the Annual meeting.

4. Treasurer's report: Please see attached report

Chris wanted to remind everyone, that we do not get most of our money from the Youth Programs. They get a discounted price and even though our numbers are high, the income from them does not correspond. Our main revenue course is through sanctions.

Since this is Chris Cumming last Treasurer's report, he asked to have his closing comments included in the minutes:

- The Association has improved its financial position over the last four years, going from having approximately \$11,000 in total financial assets to approximately \$58,000 today (despite weathering and basically a two year COVID shut down).
- While we have improved our financial position despite challenging times, there is still more work to do. The widely accepted best practice in the non-profit arena (and supported by the National Office) is to have at least one year of spending in savings. We currently have about 50% of that target.

- Despite my best efforts to create an easy to use template and solicit broad input from the whole board, the annual budgeting process still has limited input and often times does not reflect all of the planned programs that various board members want to pursue.
- In my 25 plus years in the financial planning business (having helped thousands of clients achieve their financial goals) there are two quotes about budgeting that I want to share. First, “Budgets are nothing if not statements of priorities.” Second, “A budget is telling your money where to go instead of wondering where it went.”
- During my tenure on the board we talked about getting meet/ event information out to our members months in advance, and unfortunately that has only happened in the LDR events. It is not surprising to see many of our events losing thousands of dollars when we do not get meet information out until just a few weeks before the event and the information is not always accurate or consistent.

5. VP reports:

Fred:

Rozanne asked Fred if he had any information about James Shaftsaal, who is running for Treasurer. We need some information about this candidate before he can be on the ballot. Jen’s bio was also missing. Jim Glinsky will make sure that James is a member of USATF.

Jen asked if there was anyone else that may want to run for the treasurer’s position. Jen offered that Jackie Mendez was interested in doing anything to help the Association and may be a candidate.

Kathy stated that issues like this occur when we decided not to have nominations from the floor and to have the voting completed 48 hours

before the meeting. Our present (2016) bylaws state that there must be allowed from the floor (Article 6 B3). Jen asked if there were write-ins last year.

Too many questions about procedure came up that the Board could not answer. So, Andy Martin joined us with the correct procedure. He will be available to accept nominations from the floor. Uncontested elections will be decided by acclamation. All voting will occur during the Annual meeting. Voting will take place with the Vice-presidents positions taking place first and allowing those that do not win to run for at-large positions. Nominations from the floor must occur when the nominations open. Andy said that he would adjust the information about the voting procedure on the website.

Kathy McLymond made a motion that we follow the present by laws, allow nominations from the floor and that all voting will occur during the Annual Meeting. Perry seconded this motion and it passed unanimously.... No negative and no abstentions.

Fred said that he had a conversation with Dave about the Region 2 meet in 2023. Dave has the contacts for hotels, vendors and the venue. The venue was recently redone.

No information was offered about Buffalo (Izeal) or Rochester (Russ). Fred recommended that we approve the use of Strider Field in Jamestown. He still needs to contact Dick's Sporting Goods about their \$25K grant. We meet all of the criteria except possibly having a location within a specified distance to the closest Dick's store. We need to have the venue chosen before we submit the proposal. A discussion followed about the pros/cans of using Jamestown. We need to have contracts listing exactly what each party is responsible for and who will handle various costs. A contract must include how moneys from the entrance fees, vendors, etc. will distributed.

Perry asked whether we should be discussing the outdoor meet in summer 2023 before the present XC season and Indoor season meets. With

both Russ and Izeal not in attendance, we have no new information about either of these meets. So, at the time of this meeting, we do not have a confirmed site for the XC or Indoor meet. Eric reminded us that when considering the Indoor meet, we could move it to December 2023 and have 14 months to plan it.

Fred proposed that we accept Jamestown for our Association and Region 2 meet. Eric and Kathy expressed concerns about the Masters going to Jamestown because of the availability of closer meets with prize money. The Board was overwhelming concerned about the lack of information and decisions of about the upcoming meets.

Terry:

Terry expressed his concern about individuals working on projects and events without including the Board. If someone is working on details about a meet, the entire Board should know the details. He feels that we should work together and be included in the planning. Feedback and transparency are important. Eric reinforced this idea.

6. LDR reports:

Eric Boyce's report:

The next LDR championship will be September 25th which will be the trail championship hosted by the breadsticks trail run. As the runner of the year and team Grand Prix series starts to wrap up and concludes (since after the trail champs there will only be 1 more race which will be the xc championship) I started to pull together some stats for participation numbers.

6 championships have been conducted

1 championship was canceled d/t covid  
141 open/masters men have participated in at least 1 championship.  
102 open/masters women have participated in At least 1 championship.

If anyone feels inclined to look at the standings they can be viewed at the Niagara website.

<https://docs.google.com/spreadsheets/d/1HbuwFrbsb0xKHUxID4n0bghp3DU0qqIQmkSWJaQRkmw/htmlview#gid=628859889>

Also, Andy Martin recently posted the bid form for races to complete for 2023 to be considered an USATF Niagara LDR championship. The criteria is outlined in the form and the deadline is Nov 26. I'm also going to request either Andy or Reinhardt email all the sanction races the bid form as well.

<https://niagara.usatf.org/news/2022/bids-being-accepted-for-2023-long-distance-running>

Last item and this could probably fall into old business but I'll put it in here as it relates to something Russ brought up last call. Russ stated that a few races that were Niagara championships weren't properly sanctioned when he looked up information for the accreditation. In 2022 Tipp hill hosted the 4 mile championship and was sanctioned, running of the green hosted the 5 mile championship and was sanctioned, lilac 10km hosted the 10km championship and was sanctioned. A conclusion that I came up with is if Russ accidentally used the 2022 USATF Niagara LDR championship schedule and looked up information from 2021 when filling out the accreditation process. If that's the case then these races weren't sanctioned but also weren't championships in 20221 so the accreditation information would be wrong. Because 2021 was only half open we only had 5 LDR championships. Tipp hill and Running of the Green weren't conducted because of covid. Lilac last year was a hybrid of in person and virtual. The 5 LDR championship in 2021 were the 4mile championship which was hosted by the Empire State 4 mile team challenge. We also had a mountain championship, trail, xc, and 5k championship. I'm going to reiterate when the accreditation information is submitted, we use the previous year to fulfill the current years accreditation. So, all of the 2021 championship would go towards the 2022 accreditation. All of these LDR championships that can be viewed when you click the link below from 2022 would apply for the 2023 accreditation.

2022 LDR championships

<https://niagara.usatf.org/events/2022/2022-usatf-niagara-runner-of-the-year-series>

Eric Boyce  
LDR Chair

7. Membership: Jim Glinksy

Youth 581  
Open—287  
Master—426...clubs 45  
Total 1294 +29% over 2021

8. High Performance: Don Lawrence

Don is still having great success with his High Performance Clinics. The clinic in October will be about Mountain Ultra Trail running. Eric Boyce will be heading this clinic and has several experienced runners signed up to speak.

9. Youth Athletics: Izeal Bullock

No in attendance...no report

10. Officials: Kathy McLymond

No report

11. Calendar Project: Perry Jenkins

No report

Old Business:

Region 2 JO 2023 meet—discussed earlier

Election Committee report:--discussed earlier

Annual Meeting update: discussed earlier

New Business:

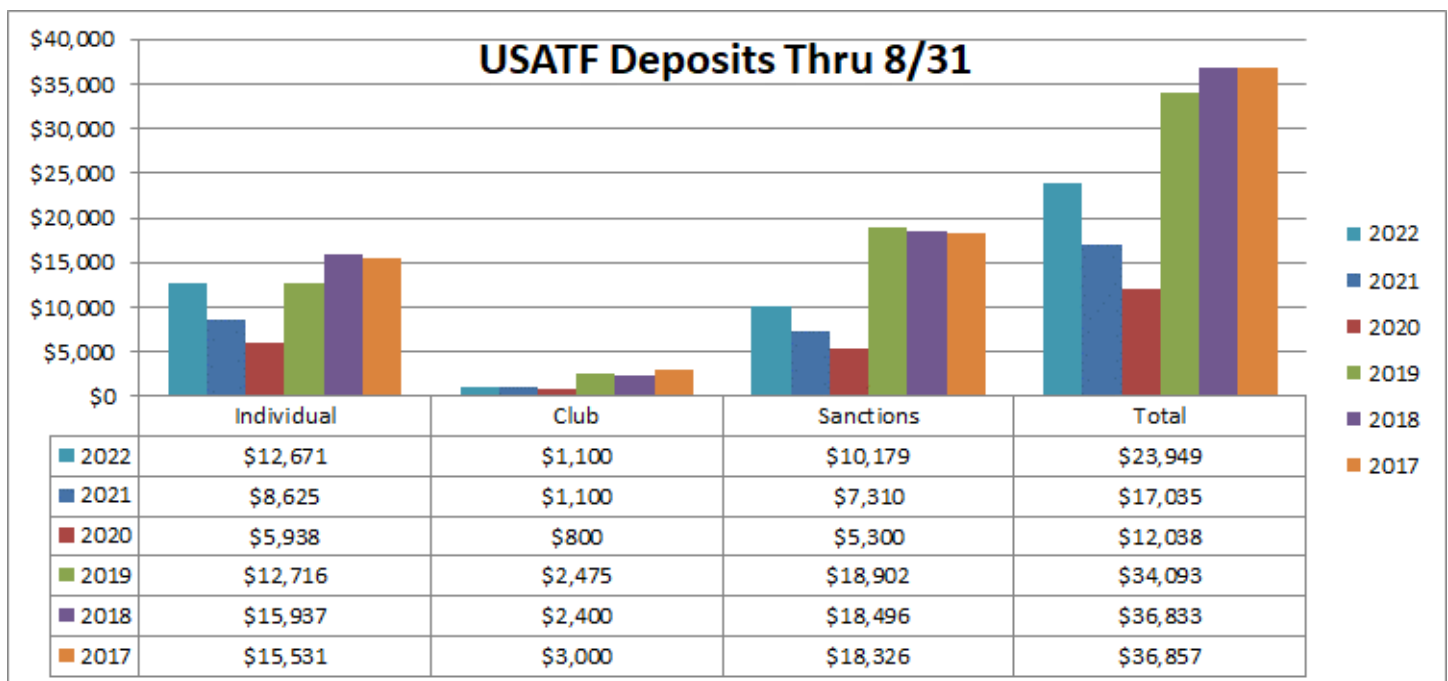
JO Cross Country site update—At this time of this meeting, there was no information available.



9/12/2022 Board Call

**I. Summary:**

The chart below shows individual and club membership, as well as sanction revenues for 2022 and the last five years. Sanctions revenue continues to be soft. Total revenues are down approximately 13% versus our 5-year average and down 30%-35% from the pre-COVID years. Sanctions continue to be soft (i.e., down 26% versus the 5-year average and down approximately 45% from the Pre-COVID years). While club memberships have historically been a relatively small source of revenue for the Association, they are also down 44% from the 5-year average and approximately 55% from the pre-COVID years. A point of clarification as it relates to membership numbers versus membership revenues is that while it is true that the largest membership group is youth athletes, youth athletes have a heavily discounted membership versus adults and therefore membership revenues from adults are higher than youth membership revenues. Specifically, YTD youth memberships account for 43% of total individual membership revenues and in 2021 youth memberships were 29% of total individual membership revenues.



**II. As of 9/7/2022, our financial assets include:**

Checking	\$35,865
Savings	<u>\$23,919</u>
Subtotal	\$58,784
Less: ESC Funds	<u>-\$666</u>
Total Assets	\$58,118

### III. Parting Observations

As this is the last Treasurer's report I will provide I wanted to offer a few parting thoughts and observations from my four year term as Treasurer.

- The Association has improved its financial position over the last four years, going from having approximately \$11,000 in total financial assets to approximately \$58,000 today (despite weathering basically a two year COVID shut down).
- While we have improved our financial position despite challenging times, there is still more work to do. The widely accepted best practice in the non-profit arena (and supported by the National Office) is to have at least one year of spending in savings. We currently have about 50% of that target.
- Despite my best efforts to create an easy to use template and solicit broad input from the whole board, the annual budgeting process still has limited input and often times does not reflect all of the planned programs that various board members want to pursue.
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## Niagara Membership Report 9 SEP 22

	Male	Female	Total	
Youth	289	292	581	45%
Open	185	102	287	22%
Masters	286	140	426	33%
Total	760	534	1294	
Clubs 45				
On 12 SEP 21 we had 923 individual and 41 club members. We continue to be significantly ahead for the year to date. In the past month we increased by 38 individual members. I expect this trend to continue.				