



**Meeting Date:** 12/14/24

**Meeting Start:** 1:14 PM

**Meeting Finish:** 2:16 PM

**Subject:** ANNUAL MEMBERSHIP MEETING

**Location:** Alano Club Balcony Room

**Attending:** Brad Rose (Chair), Susan Haworth-Hoeppner (Vice Chair), Kevin Rogers (Secretary), Michael Jasperse (Treasurer), Hannah Chee, Michael Spielmacher.

**Also Attending:** Jena Johnson.

Minutes taken and prepared by Kevin Rogers, Secretary.

### *Meeting Called to Order*

Brad called the meeting to order at 1:14pm and led a moment of silence followed by the Serenity Prayer.

### *Opening Remarks (Brad)*

- Brad opened by thanking Ed Paul and Ken R for their assistance this year and announced that Ed will be resigning at the end of the year, but will stay on the Personnel Committee.

### *Club Update (Jena)*

- Jena thanked the Board and Committees.
- The Club currently has approximately 350+ dues paying members.
- The Club operated at a Net Loss of \$39.99 in FY 23/24, compared to a Net Loss of roughly \$60,000.00 in FY 22/23.
- Club attributes this success to tapping into the community with better communication and outreach events as well as increased funding through local grants.
- This year the Club had 8 community outreach events, hosted the KCCO Roundup, and added 10 new meetings.
- Communication has been enhanced on the website, through email, and posting at the Club.



- Voting is available online for three weeks for electing directors to be more inclusive to those who cannot attend the annual meeting.
- Jena provided a personal statement of gratitude and commitment to the Club.

### *Moment of Silence*

- A moment of silence was held for Hank Wymer, who was an active member of the community that recently passed away.

### *Financial Update (Michael J)*

- FY 23/24 compared to FY22/23 has shown an income increase of \$98,000 with expenses increasing \$67,000.
  - This demonstrates the how the Club has been improving its efficiency and responsibility with promoting good value in its goods and services.
- Excess money that has been sitting in the endowment without collecting interest has been moved to an interest-bearing account.
- The Treasurer's Report will be made available online and an endowment update will be provided as well.
- We have community partnerships with Wealthy Street Bakery and with Guiding Light now, which has provided additional opportunities.
- We are still short on making room rent. This has been an issue for years.
  - The Club has listed room rent at \$35 per meeting for over a decade. Currently meetings are paying an average of \$21 per meeting.
  - Current goal is \$200,000 in room rent annually. Considering fundraisers, better signage.

### *Food, Beverage, and Literature Update (Hannah)*

- Discussion about price adjustments to the restaurant.
- Current mission is to provide tasty food that is affordable for people who may not normally have access to delicious food.
- BaNar Singleton was hired and has revamped the menu to encourage more people to stay and promote community while enjoying a meal.



- Locked displays have been removed for books to be previewed prior to purchase and the literature options have expanded.

### *Building & Maintenance (Mike S)*

- Mike opened that he has been a member since 1981 and a director several times. This is the best board he has been on.
- A new roof donation of \$50,000 was given this year to the Club and another \$25,000 has been donated as a grant from the same foundation to get handicap doors installed on all levels of the building.
- Future projects include improvement to flooring as tiles are popping up and warping in various rooms.

### *Questions and Comments*

- Comments
  - Feedback has been great about what is going on in the cafeteria and is shifting back toward old times when people would spend time at the Club outside of just the meeting rooms.
  - Literature pricing has stickers on the books. Request that signage be implemented for pricing to avoid having stickers on the books.
  - A member noted she has not heard of any complaints relating to the pricing increases at the club.
  - Likes idea of menu board posting at front of club.
    - Advised a weekly menu is going to be produced online and at the club that also includes the speakers for the week.
  - Fundraising
    - For fundraising ideas, when a large grant or donation is made, announce to membership and see if we can get members to contribute to match it.
  - Issue with name of organization
    - The Alano Club of Kent County is NOT a government entity but some people believe it is because it has Kent County in the name. This could lead people to believe the organization does not need



as many donations under the false belief that it is funded by the government.

- Questions

- What is the breakeven point for café in terms of sales?
  - COGS are being tracked, and new staff is being trained to carry out long-term goals. Pricing will continue to fluctuate to adapt to the Club's goals and find what works.
- Does Cafeteria sales include literature?
  - Yes.
- When can we expect to see the new proposed bylaws?
  - January 2025.
- How does the Club expect to grow membership?
  - Membership pricing goes up at the end of the calendar year. Holding a membership drive for three weeks to get numbers up at the current rate before the increase happens.
  - Membership drive post on Facebook page
- Does the club need road salt for the parking lot?
  - The club does not have a need for salt yet due to the success of last year's drive. However, in January it is expected the Club will be requesting salt again.
- How will we continue the upward trend of grant money?
  - 80k in individual donations last year. Outside donations and grants have increased and were just under \$100,000 mostly for building and maintenance.
  - Seeking grant for operational expenses that looks promising.
- How do you plan to improve room rent?
  - Looking at ways to incentivize groups such as naming the groups that make room rent on the website, provide a recommended script to group chairs, signage in rooms could change from room rent being \$35 to room rent being a minimum of \$35, stress of 7<sup>th</sup> tradition, provide quarterly updates.
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- Review of preliminary financial report prior to Annual Board Meeting.
- This fiscal year the Club operated at a net loss of \$39.99, a significant improvement from last year's loss of roughly \$60,000.
- Interest earned from endowment has been moved to a savings account to grow more interest.
- Cash Accounts similar in balance to end of FY 22/23, but significant improvements have been made to the building and the outlook is positive.
- Café sales have increased 60% in November compared to previous months. This is the first full month with trained staff and a full kitchen.

### Adjournment

The meeting was adjourned at 12:48pm.

### Next Meeting

The next Board Meeting is scheduled for 01/21/24, at 5:30pm in Room 2.

The agenda of the next Board Meeting will be prepared by Brad Rose and given to all Directors the Friday before the Meeting.