

AGENDA

Friends of UCI Rowing

Sunday, December 16, 2018 at 11 a.m.

UC Irvine Anteater Recreation Center

Chief of Stewards:

Vince Mestre

Treasurer:

Michael Maxwell

Secretary:

Brian Frank

Directors at Large:

George Basile

Todd Canfield

Mike Del Castillo

David Heimerl

Theo Khachaturian

Tom Kirksey

Mike Thompson

Roll Call

Approval of Minutes

1. COACH'S REPORT

Coach Austin AJ Brooks gives his regular update on the program and outreach efforts.

2. TREASURER'S REPORT

An update on financials and fundraising results.

3. FUNDRAISING FOLLOW-UP EFFORTS

Discussion with potential board action on executing a newsletter follow-up campaign with a direct ask for donations.

4. ELECTRONIC RECORDING OF BOARD MEETINGS

Discussion of whether it might be a good idea to record audio of the meetings, whether simply for note-taking purposes or for publicly posting on the website for those who couldn't make it, and if so, to establish guidelines of when to record and when to go off the record.

Adjournment

MINUTES OF THE BOARD

Friends of UCI Rowing
Board of Directors Meeting

November 28, 2018
Conference Call

Chief of Stewards Vince Mestre called the regular Board of Directors meeting to order at 7:35 p.m. Those in attendance and constituting a quorum were:

Present: Vince Mestre, Brian Frank, Mike Thompson, George Basile, Theo Khachaturian, Mike Del Castillo, David Heimerl

Absent: Todd Canfield, Michael Maxwell, Tom Kirksey

Others Present: Adrienne Buckingham, Coach AJ Brooks

MOTION: Mike Thompson moved to approve minutes from the previous meeting. Seconded and passed without dissent.

Coach's report:

AJ discussed efforts on the Bob Ernst endowment and shared a letter from Ernst that will be circulated among alumni and donors.

He also said for those contacts for whom we may not have had a physical address to send the newsletter, the team will put together a call list for the rowers to follow up, share the newsletter and ask directly for donations.

Treasurer's report:

David reported in Maxwell's absence. Account balances stand at:

- \$23,252 for Paypal
- \$51,266 for the checking account

AJ said he reached out to Mary Ann to find out whether any donations might have been received at the board's PO box in response to the newsletter and is hoping to report back soon.

Thompson inquired how much money we usually take in between now and the start of racing season in the spring so we know what to expect. David said it's been unpredictable. Typically the board makes a little back at the end of the year (around this time) through a combination of the newsletter and sometimes a phone tree and other outreach, including emails. He said the goal should be to make from \$20,000-\$30,000 before racing starts. That would at least help erase some of expenses from the end of last year and balance AJ's salary. David said we're spending a little more each month for AJ, which we know. We also had the Henley and another expense that brought us a little lower than usual, so we have some ground to make up. He said \$30,000 should be considered a minimum and we should aim to exceed that.

Expanding Newsletter Outreach:

Del Castillo said 1,200 copies were printed: we have 1,000 addresses in the database and the extras were intended for oarsmen to send to family and friends. Total cost was \$1,829.

ACTION ITEM: Del will send the PDF to David, and David will send an email blast with links to download the newsletter and to donate.

General consensus that it would be a good idea for an email to follow the newsletter with a direct ask for donations. George also suggested a phone tree, though Vince said he has found phone calls yield poor results on similar projects he's been involved in.

AJ also pointed out we will have the Lido Living newsletter going out in January as another ask or reminder.

Vince said he also plans to email alumni that rowed around the same time he did and directly share the PDF, offer an update on how well the team is doing and ask for donation. He suggested it might be effective for other board members to do the same, though George pointed out we would collectively cover only a small portion of the 1,200 names on our list.

Brian asked Adrienne, who was on the call from UCI, if the university might share contact info for those people on their alumni list. She said she thought the policy would likely be that the university would not share direct contact info and might instead offer to send communications on our behalf to their list.

George said it might be a good idea to do just that. In addition to our personal asks it might be good to do another email ask through the university.

AJ asked the price per page on the newsletter. Del Castillo said printing 1,200 copies was only about \$725, but including stamps and envelopes the total came to \$1,829. If you do a cost per newsletter it would be less than \$1.50.

AJ suggested doing a follow-up physical newsletter for the winter to share how we're doing with fundraising. Brian said we might want to stick to email to save on costs, given it's \$1,800 for a mailing. Vince said we'll want to see how valuable the mailings are first by seeing how much we got in donations via the PO box. George mentioned it might make sense to only print one hardcopy a year, at the end of the year, and others can be electronic, to save money and paper.

Nominating Committee:

Vince asked for volunteers. Del Castillo stepped forward. Thompson warned we're already having trouble getting current members to attend and questioned the wisdom of adding more.

Vince said it's worth considering how well each decade is represented. A brief review seemed to indicate the biggest gap is for recent graduates, after 2002.

AJ said he has some rowers who might be interested. Brian mentioned the nominating committee could have a specific mission of getting a more recent grad to join, and maybe an honorary member from current rowers.

George suggested starting even simpler, having the committee scope a mission and selection criteria or guidelines, i.e. at least one person from each decade, and possibly just start keeping a list of potential candidates.

MOTION: George moved to make Mike Del Castillo the founding member of the nominating subcommittee with the idea that he can grow it over time as needed, and he will be provided with support by Coach AJ Brooks, George Basile and Vince Mestre as they scope out some guidelines and start a list. Seconded and passed without dissent.

Other business:

Discussed where to meet at the in-person meeting on Dec. 16. **ACTION ITEM:**

Adrienne said she'll look into whether we can use a UCI Recreation space and will let us know Friday if there's space available at university. Brian will follow up, and the backup plan will be the boathouse.

AJ noted that a parent liked one of the team's rowing clips and is putting it on Fox Sports News. Vince asked if it is national broadcast or local only. **ACTION ITEM:** AJ will try to get a video clip for David to share.

Brian asked about whether it might be a good idea to record audio of the meetings, whether simply for note-taking purposes or for publicly posting on the website for those who couldn't make it.

George expressed concern that people might not say what's on their minds because it's being recorded. Unless there is a clear utilitarian reason, he said he would tend not to want to add more to our plates. Del Castillo said he was not opposed to the idea. But AJ agreed with George, especially considering the impact of making discussions about specific donors public. **ACTION ITEM:** Brian will add this as discussion point to the next meeting agenda.

Meeting adjourned at 8:27 p.m.

Minutes submitted by Secretary Brian Frank.

Friends of UCI Rowing									
INCOME BY CUSTOMER SUMMARY									
January 1 - December 12, 2018									
	INCOME			EXPENSES			NET INCOME		
	JAN 1 - DEC 12, 2018	JAN 1 - DEC 12, 2017 (PY)	CHANGE	JAN 1 - DEC 12, 2018	JAN 1 - DEC 12, 2017 (PY)	CHANGE	JAN 1 - DEC 12, 2018	JAN 1 - DEC 12, 2017 (PY)	CHANGE
A. Ford	150.00		150.00				\$150.00	\$0.00	\$150.00
Alan Wiessbrod	1,000.00		1,000.00				\$1,000.00	\$0.00	\$1,000.00
Allison Faris	40.00		40.00				\$40.00	\$0.00	\$40.00
Amazon Smile	89.85	111.97	-22.12				\$89.85	\$111.97	\$ -22.12
American Online Giving Foundation, Inc.	70.00		70.00				\$70.00	\$0.00	\$70.00
Amy Beattie	100.00		100.00				\$100.00	\$0.00	\$100.00
Andrew Truong		25.00	-25.00				\$0.00	\$25.00	\$ -25.00
Anthony Lewis		100.00	-100.00				\$0.00	\$100.00	\$ -100.00
Bob Ernst	100.00		100.00				\$100.00	\$0.00	\$100.00
Boris Buzan		200.00	-200.00				\$0.00	\$200.00	\$ -200.00
Brian Atwood	1,000.00		1,000.00				\$1,000.00	\$0.00	\$1,000.00
Brian Frank	85.00		85.00				\$85.00	\$0.00	\$85.00
Brian L Frank		100.00	-100.00				\$0.00	\$100.00	\$ -100.00
Brooks Kinney	100.00		100.00				\$100.00	\$0.00	\$100.00
Bruce Ibbetson	500.00	2,000.00	-1,500.00				\$500.00	\$2,000.00	\$ -1,500.00
Carol Bennion	100.00		100.00				\$100.00	\$0.00	\$100.00
Carolyn Petree	200.00		200.00				\$200.00	\$0.00	\$200.00
Charles Rollin Buchanan		1,250.00	-1,250.00				\$0.00	\$1,250.00	\$ -1,250.00
Charlie Hughes	100.00		100.00				\$100.00	\$0.00	\$100.00
Christer Fiege-Kollmann		750.00	-750.00				\$0.00	\$750.00	\$ -750.00
Christina Basile	350.00	600.00	-250.00				\$350.00	\$600.00	\$ -250.00
Christine Lee	600.00	500.00	100.00				\$600.00	\$500.00	\$100.00
Christine Metz	400.00		400.00				\$400.00	\$0.00	\$400.00
Christopher Romberg		1,000.00	-1,000.00				\$0.00	\$1,000.00	\$ -1,000.00
Colleen Anderson	100.00		100.00				\$100.00	\$0.00	\$100.00
Craig Runnalls	100.00		100.00				\$100.00	\$0.00	\$100.00
Craig Sandberg	2,500.00		2,500.00				\$2,500.00	\$0.00	\$2,500.00
Curt Fleming		500.00	-500.00				\$0.00	\$500.00	\$ -500.00
Daniel White		50.00	-50.00				\$0.00	\$50.00	\$ -50.00
David Faris	200.00		200.00				\$200.00	\$0.00	\$200.00
David Graham	300.00	225.00	75.00				\$300.00	\$225.00	\$75.00
David Heimerl	1,443.00	525.00	918.00	-2.00	-1,082.00	1,080.00	\$1,441.00	\$ -557.00	\$1,998.00
David Maurer	300.00		300.00				\$300.00	\$0.00	\$300.00
Dennis Ettlin	300.00		300.00				\$300.00	\$0.00	\$300.00
Diego Canchola	10.00		10.00				\$10.00	\$0.00	\$10.00
Don Burns		300.00	-300.00				\$0.00	\$300.00	\$ -300.00
Donald Isabell	150.00		150.00				\$150.00	\$0.00	\$150.00
Duvall Hecht	2,100.00	1,000.00	1,100.00				\$2,100.00	\$1,000.00	\$1,100.00
Fidelity Charitable	1,000.00	500.00	500.00				\$1,000.00	\$500.00	\$500.00
Total Duvall Hecht	3,100.00	1,500.00	1,600.00				\$3,100.00	\$1,500.00	\$1,600.00
Edwin Ohanian		50.00	-50.00				\$0.00	\$50.00	\$ -50.00
Elaine Gronberg	50.00		50.00				\$50.00	\$0.00	\$50.00
Fabian Flores	150.00		150.00				\$150.00	\$0.00	\$150.00
Filip Sulc	200.00		200.00				\$200.00	\$0.00	\$200.00
Forbes Morse		200.00	-200.00				\$0.00	\$200.00	\$ -200.00
Frank Jameson	1,000.00		1,000.00				\$1,000.00	\$0.00	\$1,000.00
Gabriel Francis		100.00	-100.00				\$0.00	\$100.00	\$ -100.00
Gavin Daly	50.00		50.00				\$50.00	\$0.00	\$50.00
Geoffrey Guerra		25.00	-25.00				\$0.00	\$25.00	\$ -25.00
George Stone		2,000.00	-2,000.00				\$0.00	\$2,000.00	\$ -2,000.00
Greg Sandberg		2,500.00	-2,500.00				\$0.00	\$2,500.00	\$ -2,500.00
Gregory Petersen	200.00		200.00				\$200.00	\$0.00	\$200.00
Gregory Rose		1,000.00	-1,000.00				\$0.00	\$1,000.00	\$ -1,000.00
Henry Poulos	206.00	25.00	181.00				\$206.00	\$25.00	\$181.00
J. S. Margenau	400.00		400.00				\$400.00	\$0.00	\$400.00
james erwin	100.00		100.00				\$100.00	\$0.00	\$100.00
James Tsang	250.00		250.00				\$250.00	\$0.00	\$250.00
James Wickenhaeuser	50.00	25.00	25.00				\$50.00	\$25.00	\$25.00
Jay Collins	200.00	200.00	0.00				\$200.00	\$200.00	\$0.00
Jeff Emdee	375.00	275.00	100.00				\$375.00	\$275.00	\$100.00
Jeff Leggat	50.00		50.00				\$50.00	\$0.00	\$50.00
Jeffrey Draper	175.00	160.00	15.00				\$175.00	\$160.00	\$15.00
Jeffrey Gordon	200.00		200.00				\$200.00	\$0.00	\$200.00
Jessie Solomon	50.00		50.00				\$50.00	\$0.00	\$50.00
Joan Anastasi	50.00		50.00				\$50.00	\$0.00	\$50.00
John Dashtara	600.00	450.00	150.00				\$600.00	\$450.00	\$150.00
John Gamblin		300.00	-300.00				\$0.00	\$300.00	\$ -300.00
Jon Detterich	200.00		200.00				\$200.00	\$0.00	\$200.00
Jonette Sessa	50.00		50.00				\$50.00	\$0.00	\$50.00
Justin Hempsey	200.00		200.00				\$200.00	\$0.00	\$200.00
Karen Ford	50.00		50.00				\$50.00	\$0.00	\$50.00
Katherine Basile	950.00	500.00	450.00				\$950.00	\$500.00	\$450.00
Kathryn Benight		100.00	-100.00				\$0.00	\$100.00	\$ -100.00
Keith Becker		25.00	-25.00				\$0.00	\$25.00	\$ -25.00
Keum Lee	200.00		200.00				\$200.00	\$0.00	\$200.00
Khalid Elassaad	25.00		25.00				\$25.00	\$0.00	\$25.00
Krissy Gendron	100.00		100.00				\$100.00	\$0.00	\$100.00
Kristin Stephen		100.00	-100.00				\$0.00	\$100.00	\$ -100.00
Kyle Starr		70.00	-70.00				\$0.00	\$70.00	\$ -70.00
Lisa Cohen	100.00		100.00				\$100.00	\$0.00	\$100.00
Mark Oemcke	790.00		790.00				\$790.00	\$0.00	\$790.00
Mark von Leffern		50.00	-50.00				\$0.00	\$50.00	\$ -50.00
Michael Burke		1,000.00	-1,000.00				\$0.00	\$1,000.00	\$ -1,000.00
Michael Del Castillo				-1,829.33	-1,917.35	88.02	\$ -1,829.33	\$ -1,917.35	\$88.02
Michael Gilb	200.00		200.00				\$200.00	\$0.00	\$200.00
Michael Glassey		200.00	-200.00				\$0.00	\$200.00	\$ -200.00
Michael Lebrun	200.00	225.00	-25.00				\$200.00	\$225.00	\$ -25.00
Michael Maxwell	100.00		100.00				\$100.00	\$0.00	\$100.00
Michael Thompson	10,300.00	15,500.00	-5,200.00				\$10,300.00	\$15,500.00	\$ -5,200.00
Michelle Sands	100.00		100.00				\$100.00	\$0.00	\$100.00
Mikhail Lychagin	10.00		10.00				\$10.00	\$0.00	\$10.00
Monica Kinney	100.00		100.00				\$100.00	\$0.00	\$100.00

	INCOME			EXPENSES			NET INCOME		
	JAN 1 - DEC 12, 2018	JAN 1 - DEC 12, 2017 (PY)	CHANGE	JAN 1 - DEC 12, 2018	JAN 1 - DEC 12, 2017 (PY)	CHANGE	JAN 1 - DEC 12, 2018	JAN 1 - DEC 12, 2017 (PY)	CHANGE
Nicholas Whitehead		25.00	-25.00				\$0.00	\$25.00	\$ -25.00
Nick Berkuta		500.00	-500.00				\$0.00	\$500.00	\$ -500.00
Patrick Dibb		500.00	-500.00				\$0.00	\$500.00	\$ -500.00
Patrick Skelly		150.00	-150.00				\$0.00	\$150.00	\$ -150.00
Patrick Winters	25.00		25.00				\$25.00	\$0.00	\$25.00
Paul and Martha Cohen	100.00		100.00				\$100.00	\$0.00	\$100.00
Paul Marron		750.00	-750.00				\$0.00	\$750.00	\$ -750.00
Peter Jung		200.00	-200.00				\$0.00	\$200.00	\$ -200.00
Powell Thurston	5,000.00	2,200.00	2,800.00				\$5,000.00	\$2,200.00	\$2,800.00
Richard Farrell		200.00	-200.00				\$0.00	\$200.00	\$ -200.00
Richard Heimerl	100.00	100.00	0.00				\$100.00	\$100.00	\$0.00
Rob Walker		200.00	-200.00				\$0.00	\$200.00	\$ -200.00
Robert Adzich		50.00	-50.00				\$0.00	\$50.00	\$ -50.00
Robert Gibson	200.00		200.00				\$200.00	\$0.00	\$200.00
Robert Sulc	900.00	230.00	670.00				\$900.00	\$230.00	\$670.00
Robert Wearn	50.00		50.00				\$50.00	\$0.00	\$50.00
Ronald Lind	200.00		200.00				\$200.00	\$0.00	\$200.00
Roxanne Williams	75.00		75.00				\$75.00	\$0.00	\$75.00
Roy Beven	100.00	100.00	0.00				\$100.00	\$100.00	\$0.00
Roy Culver		50.00	-50.00				\$0.00	\$50.00	\$ -50.00
Russ and Nancy Vorce	200.00		200.00				\$200.00	\$0.00	\$200.00
russnancy vorce	100.00		100.00				\$100.00	\$0.00	\$100.00
Scott Rowe	100.00	100.00	0.00				\$100.00	\$100.00	\$0.00
Sebastian Peter	50.00		50.00				\$50.00	\$0.00	\$50.00
Serena Dudek-Sommer	100.00		100.00				\$100.00	\$0.00	\$100.00
Shari Faris	200.00		200.00				\$200.00	\$0.00	\$200.00
Sheryl Andersen	60.00		60.00				\$60.00	\$0.00	\$60.00
Stacy Glover		750.00	-750.00				\$0.00	\$750.00	\$ -750.00
Stephen Zotovich	500.00		500.00				\$500.00	\$0.00	\$500.00
Steve Berry		200.00	-200.00				\$0.00	\$200.00	\$ -200.00
Stripe Customer	1.00	375.00	-374.00				\$1.00	\$375.00	\$ -374.00
Susan Gill	100.00		100.00				\$100.00	\$0.00	\$100.00
The Allstate Giving Campaign	120.00	207.00	-87.00				\$120.00	\$207.00	\$ -87.00
The Demars Collins Trust	10,000.00	20,000.00	-10,000.00				\$10,000.00	\$20,000.00	\$ -10,000.00
The Reinhold Foundation	5,000.00		5,000.00				\$5,000.00	\$0.00	\$5,000.00
Theodore Khachaturian	230.00	135.00	95.00				\$230.00	\$135.00	\$95.00
Theresa Tobaben	200.00		200.00				\$200.00	\$0.00	\$200.00
Thomas McBreen	25.00		25.00				\$25.00	\$0.00	\$25.00
Thomas Tischler	500.00	200.00	300.00				\$500.00	\$200.00	\$300.00
Thomas Wohlstadter	25.00	100.00	-75.00				\$25.00	\$100.00	\$ -75.00
Tiana Johnson	188.00		188.00				\$188.00	\$0.00	\$188.00
Todd Canfield	1,100.00	1,000.00	100.00				\$1,100.00	\$1,000.00	\$100.00
Tom Kirksey		100.00	-100.00				\$0.00	\$100.00	\$ -100.00
Travis Petovello		50.00	-50.00				\$0.00	\$50.00	\$ -50.00
Unknown		20,650.00	-20,650.00		-13,594.71	13,594.71	\$0.00	\$7,055.29	\$ -7,055.29
Vanguard Charitable		1,000.00	-1,000.00				\$0.00	\$1,000.00	\$ -1,000.00
Vic Edgerton	75.00		75.00				\$75.00	\$0.00	\$75.00
Vincent Mestre	400.00	400.00	0.00				\$400.00	\$400.00	\$0.00
William Blanning	25.00		25.00				\$25.00	\$0.00	\$25.00
William McGovern	1,200.00	900.00	300.00				\$1,200.00	\$900.00	\$300.00
Xufeng Zheng	150.00		150.00				\$150.00	\$0.00	\$150.00
YourCause, LLC Trustee for MUFG Union Bank		1,750.00	-1,750.00				\$0.00	\$1,750.00	\$ -1,750.00
TOTAL	\$58,917.85	\$87,988.97	\$ -29,071.12	\$ -1,831.33	\$ -16,594.06	\$14,762.73	\$57,086.52	\$71,394.91	\$ -14,308.39