



ANNUAL GENERAL MEMBERSHIP MEETING

Tuesday, May 24th, 2016

Goodson Recreation Center

- **Welcome and Opening – Lisa May**
 - Always a pleasure to serve on the DFSC BoD
 - Outstanding commitment and effort to lead this club. As we look back on the past membership year we have had a very successful year. Our largest event of the year, Denver Invitational continues to grow profit the club. Colorado Champs continues to grow and this year we will host the US Collegiate Championships. We are still the only club with interest in supporting our HS skaters by hosting the HS Competition. Our skaters have competed at Regional, Sectional and National events in Singles, Synchronized, Pairs, Artistic and Solo Dance.
- **Members present: Lisa May, Cassy Papajohn, Andi Lyndahl, Sherri Jacoby, Lori Sewell, Suzi Nyquist, Liz Banko, Robyn Ruetz, Laura ElHaje, Amy Schneider**
- **Approval of 2015 Meeting Minutes**
- **President's Report – Lisa May**
 - It was a very successful year. All disciplines went to US Nationals. Successful Competitions – main fundraiser. Only club in Colorado interested in promoting the High School Competition, it continues to grow and we have good response. We are using simpler communication going forward, especially for volunteering. Getting up to date with social media. We will work on by laws in the coming year. We have become a referenced club – want to keep up.
- **Treasurer's Report – Andi Lindahl**
 - All of stripe is going into membership account. Andi now has access and is working on separating the items. Will look at getting it to go into separate accounts going forward. Will look at better investment than American Funds. Endowment checking and savings are only bringing in about .30/month combind.
 - **Balance sheet as of April 30, 2016**

Total

ASSETS

Current Assets

Bank Accounts

AMERICAN FUNDS MONEY MARKET	29,974.53
ENDOWMENT CHECKING	250.00
ENDOWMENT SAVINGS	9,277.96
GENERAL SAVINGS	2,146.80
MAIN - GENERAL CHECKING	21,768.32
MEMBERSHIP	42,223.39
TEST	9,742.54
Total Bank Accounts	\$115,383.54
Total Current Assets	\$115,383.54
TOTAL ASSETS	\$115,383.54

LIABILITIES AND EQUITY

Liabilities

Total Liabilities

Equity

Opening Balance Equity	92,468.75
Retained Earnings	15,388.26
Net Income	7,526.53
Total Equity	\$115,383.54
TOTAL LIABILITIES AND EQUITY	\$115,383.54

Denver Figure Skating Club Profit and Loss

June 2015 - April 2016

Total

Income

Annual Awards and Gifts - Income	
Donated Scholarships & Awards (DFSC is recipient) - Income	970.70
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Total Annual Awards and Gifts - Income	970.70
Apparel - Income	299.18
New Items - Income	4,977.18
Lulu Jackets - Income	25.00
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Total New Items - Income	5,002.18
Total Apparel - Income	5,301.36
Awards banquet - Income	
Banquet - revenue from non members - Income	283.00
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Total Awards banquet - Income	283.00
Denver Invitational - Income	1,958.48
Entryeeze - Income	97.25
Registration - Income	64,240.18
Vendors - Income	387.50
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Total Denver Invitational - Income	66,683.41
DFSC Shows - Income	426.00
Holiday on Ice Registration	1,073.95
Holiday on Ice Registration (\$15/skater*5, \$25/skater*1) - Income	24.95
Holiday on Ice t-shirt - Income	1,004.15
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Total DFSC Shows - Income	2,529.05
HS competition - Income	32.50
Registration - Income	3,510.02
	<hr/>
Total HS competition - Income	3,542.52
Membership - Income	16,673.24
Other Events - Income	240.00
Colorado Championships - Income	838.59
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Total Other Events - Income	1,078.59
SOI - Income	5,406.10
Test Sessions - Income	752.72
Test Fees - Income	7,906.12

Total Test Sessions - Income	8,658.84
Uncategorized Income	662.09
	\$111,788
Total Income	.90
	\$111,788
Gross Profit	.90
Expenses	
Advertising	
Regionals -Expense	150.00
Total Advertising	150.00
Annual Awards and Gifts - Expense	60.00
Flowers - Expense	42.65
Honorary Award Trays/Plates - Expense	193.96
Indiv and Synchro Skater Awards (Banquet) - Expense	7,999.99
Outgoing Board Gifts (Banquet) - Expense	150.00
Total Annual Awards and Gifts - Expense	8,446.60
Apparel - Expense	2,555.67
New Items - Expense	4,488.18
Lulu Jackets - Expense	25.50
Total New Items - Expense	4,513.68
Total Apparel - Expense	7,069.35
Awards banquet - Expense	440.75
Banquet event - Expense	
Banquet Decor - Expense	1,364.20
Banquet food, beverage, cake - Expense	3,092.40
Banquet Office supplies and postage - Expense	8.53
Banquet venue - Expense	500.00
Total Banquet event - Expense	4,965.13
Total Awards banquet - Expense	5,405.88
Bank Charges	31.50
Club Ice and Social - Expense	1,779.51
October 13 - Southwestern Exhibitions, DFSC and CSC, - Expense	
Regionals send-off gifts - Expense	452.60

Total October 13 - Southwestern Exhibitions, DFSC and CSC, - Expense	452.60
Total Club Ice and Social - Expense	2,232.11
Communications - Expense	291.22
Club advertising - Expense	877.50
Denver FSC website - Expense	50.00
Office supplies related to communications - Expense	20.39
Total Communications - Expense	1,239.11
Denver Invitational - Expense	1,505.16
Awards - Expense	2,050.79
Entryeeze - Expense	175.00
Gifts (judge, tips, volunteer) - Expense	42.44
Goodie Bag - Expense	858.01
Hospitality - Expense	4,107.57
Minisystem - Expense	1,400.00
Officials - Expense	13,699.30
Other - Expense	1,237.81
Program - Expense	703.45
SSIA Rink Fees - Expense	20,935.00
	0
Total Denver Invitational - Expense	46,714.53
DFSC Shows - Expense	254.88
Director Fees	1,150.00
Holiday On Ice t-shirt - Expense	1,438.69
Sanctions	182.00
Total DFSC Shows - Expense	3,025.57
General Operations - Expense	224.06
Accounting Software - Expense	296.45
Board discretionary fund - Expense	1,363.75
General office supplies and expenses not specifically related to a budget category - Expense	40.00
General Postage not specifically related to a budget category - Expense	19.20
Insurance - Employee Theft Crime Bond - Travelers - Expense	273.00
Insurance, (USFSA liability) - Expense	575.00

Post Office Box - Expense	220.00
Storage Locker - Expense	1,879.45
Tax Accountant - Expense	475.00
USFS dues - Expense	415.00
Total General Operations - Expense	5,780.91
HS Competition - Expense	205.95
Awards - Expense	82.06
Hospitality - Expense	399.08
Officials expense reimbursement - Expense	331.43
Total HS Competition - Expense	1,018.52
Junior Board	82.44
Membership - Expenses	182.27
Paypal percentage - Expense	150.00
USFS Membership Dues	12,616.00
	0
USFS Processing Fee	255.00
Total Membership - Expenses	13,203.27
Other Events - Expense	
Colorado Championships - Expense	322.97
Total Other Events - Expense	322.97
SOI - Expense	597.55
SOI Scholarship Fund	200.00
Total SOI - Expense	797.55
Test Sessions - Expense	829.72
Hospitality - Expense	193.95
Ice Time - Expense	4,340.00
Misc expenses (copies, toner for copier)	104.04
Testing Judge Reimbursement - Expense	684.75
Testing Judges Gift - Expense	440.00
USFS Online Test Fees	740.00
USFS Processing Fee	5.00
Total Test Sessions - Expense	7,337.46
Uncategorized Expense	1,407.76

Total Expenses	\$104,265 . 53
Net Operating Income	\$7,523.3 7
Other Income	
Interest Earned	3.16
Total Other Income	\$3.16
Net Other Income	\$3.16
Net Income	\$7,526.5 3

- **Membership Report – Suzi Nyquest**

- 387 members, 18 more than last year. Will ask USFS about our certificate.
- Denver FSC Membership Report
 - Active Members: 387
 - Senior: 61
 - Collegiate: 36
 - Honorary: 7
 - Introductory 1: 37
 - Family: 170
 - Large Family: 15
 - Introductory 2: 25
 - Additional Family Member: 13
 - Associate: 23
 - Not in good standing: 0
 - Active Families: 262
 - The Denver FSC was recognized with two membership awards from USFS:
 - “Plus 10”, registered 10 or more introductory members this year.
 - “Plus 10 Encore”, registered more than 10 introductory members last year and retained 75% or more of those members this year.

- **Competitions**

- *Denver Invitational – Lisa May*

- Everyone involved has been doing it long term so it runs very well. Has grown - brought in more judges, 16 out of state officials there were no personal conflicts. Bought computers for music, very successful. Event can continue to grow, can start practice on Wednesday. Need to think of what is best for the skaters.
- 2017n event will be held a week later, one week further away from synchro nationals and out of daylight savings time.

DENVER INVITATIONAL 2016 REPORT: MARCH 10-13, 2016

DI 2016 LOC:

Lisa May: LOC chair

Cassy Papajohn: Chief Referee

Jennifer Kilstrup: Assistant Referee

Alicia Carr: volunteer coordinator

Connie Decker: vendor liaison & registration desk

Carla Wetzel & Andrea Adams: Ways & Means

Colina Rivetts & Gloria Perez: Hospitality

Michelle Neilson: Program

DFSC Jr Board: Goodie Bag

- Brought in 16 out of state officials
- Total of 36 officials: many positive compliments on our panel including the high value of critiques
- Continued tradition of having IJS down to PrePre and using IJS for many supplemental events
- Profit: ~18,000!

2016 numbers vs 2015 numbers

429 individual skaters (up 11% from 386 in 2015)

494 individual skaters (including synchro skaters) (up 9%, from 452 in 2015)

11 Synchro Teams (up 28%, from 8 teams in 2015)

930 event starts (up 18%, from 765 in 2015)

SAVE THE DATE: **DI 2017 will be held March 15-19, 2017!!**

WE WILL CELEBRATE THE 45th ANNIVERSARY OF OUR COMPETITION

- *High School Competition – Laura ElHaje*

- Need more outreach to High School students.
- Try to offer a grant for winning team to go to High School National Competition

2016 High School Competition Report

- The event was held on February 7, 2016 at South Suburban Ice Arena.
- The Chief Referee was Hannah Katz and the Chief Accountant was Cherry Harrison.
- There were 11 teams participating, down one from last year. There were 44 skaters at this year's event. They ranged in test level from pre-preliminary to senior level.
- The move to February did not adversely affect the event; when the date was chosen we did not know that would be the date of the Super Bowl. It became a concern for time but not a factor for entrants.
- Finding judges was challenging, there were a lot of other events that same weekend. We should approach judges earlier for next year's competition. Late entries were a problem as well. I believe we should adjust the deadline to include a late fee. I will have a notebook for future competitions with a time line and other helpful information.
- The participants enjoyed the day and many told me they plan to attend next year.

• Total entries received:	\$3390.00
• Ice fees	(\$ 205.95)
• Hospitality	(\$ 399.08)
• Hodges Badge Co - Medals	(\$ 82.06)
• Lodging for judge	(\$ 83.40)
• Judges expenses	(\$ 331.43)
• Total profit	\$2288.08

- *Colorado Champs – Cassy Papajohn*

- With Rocky Mountain Skate Club
- 255 starts
- Profit \$1700 – 50/50 split DFSC/RMSC, \$650 short from 2014
- Brought in minisystem, more judges from out of state
- Held in conjunction with collegiate this year
- Team USA athletes came to event to sign autographs and take photos

- **Denver Synchronicity – Andi Lindahl**

- Andi will get full amount of money raised for SK8 to Eliminate Cancer event
- Web site needs updating with current synchro teams and achievements
- Number of Members: Estimate 70+ including coaches
- 5 Teams – Beginner, Pre-Juvenile, Intermediate, Adult and Masters

○ **Event Participation**

- May 2015 – Skills sessions held for No-test thru senior level skaters.
- June 2015 – Tryouts for No-test thru Senior level skaters. Skills sessions and tryouts for 18+ skaters.
- August 2015 – Choreography began.
- Fall 2015 – Last year's Preliminary and Open Juvenile Teams combined to make a new Pre-Juvenile Team.
- November 2015 – Pre-Juvenile and Intermediate competed in Anaheim, CA. Placements: Pre-Juvenile 4th, Intermediate 2nd.
- Dec. 2015 – Intermediate, Adult and Masters competed in Ann Arbor, MI at the Dr. Porter Classic. Placements: Intermediate 6th, Adult 4th, Masters 4th.
- Jan. 2016 – DS Keystone Show – Pre-Juvenile and Intermediate participated and exhibited their programs. DS skaters also had the opportunity to do solo or duet programs.
- January 2016 – Pacific Coast Sectionals: Portland, OR – 3 teams completed for the opportunity to advance to Nationals and 1 competed for the Sectional title. Placements: Pre-Juvenile 6th, Adult 1st, Masters 1st, Intermediate 1st. Three DS teams qualified for the US Synchronized Skating Championships and the non-qualifying Pre-Juvenile Team was 6th out of 10 in the Pacific Coast.
- Feb. 2016 – Denver Synchronicity held its third charity exhibition/Nationals send-off to raise money for Scot Cares – Sk8 to Eliminate Cancer.
- February 2016 – US Synchronized Skating Championships: Kalamazoo, MI – Placements: Intermediate 8th, Adult 5th, Masters 5th.
- March 2016 – Denver Invitational – Placements: Pre-Juvenile 1st, Beginner 2nd.
- April 2016 – Showtime on Ice – Intermediate performed in a guest spot in the Saturday night show and Pre-Juvenile performed in a guest spot in the

Sunday matinee. The Beginner Team was incorporated into the show as the "Wait Staff" in Annie and performed in all 4 shows.

- **Denver Synchronicity Financial Report**

See Account Reports – to be provided later

- **Denver Synchronicity / Denver Figure Skating Club**

Denver Synchronicity's teams are grateful for the continued tremendous support from their home club. The club's support in providing program ads at competitions and a financial award for the club's national teams has been so greatly appreciated and noticed by all of our synchro members. We are proud to represent this amazing club throughout the country each year.

- **Club Ice/Social Events**

- Will not do a club ice in December, not enough participation. Exhibitions are the most popular club ice.
- Suggest we do coffee and donuts at ice dance events again, perhaps do a patch session to do figures. Can look at ice at Family or Friday night or Sunday for days.

- *DFSC Club Ice Report by Amy Schneider – May 24, 2016*

- Between September 2015 and February 2016 DFSC and CSC hosted 9 separate club ice sessions. DFSC had 3 sessions and 5 hrs of ice. CSC had 4 sessions and 6 hrs of ice. The two clubs shared 2 sessions of 4.5 hrs of ice time.
- The two clubs shared all the ice and gave the opportunity to participate to all club members.
- The sharing of club ice was successful, and many of DFSC club members participated. We have decided to do the same for the 2016/2017 year and have booked similar sessions. By sharing these sessions our club members have more ice and we split all ice costs.
- This coming year we will have 7 total sessions, cutting back on time slightly, based on need and demand.
- The most popular club ice sessions continue to be exhibitions and social functions.

- **Holiday on Ice**

- *DFSC Holiday On Ice Shows Report by Amy Schneider – May 24, 2016*

- During the 2105 holiday season DFSC sponsored 9 separate holiday show/exhibitions. One was cancelled due to weather. We had between 14 and 53 skaters participate at each event, and the response has grown each year.
- We used 4 DFSC coaches as directors and paid out \$1150 in fees for this work.
- For the second year CSC members were allowed to participate in these shows and CSC paid half of our director fees.
- The sharing of these events has been beneficial to our skaters and helps financially as well. The percentage of CSC skaters that participate is quite small.
- We offered t shirts for purchase that were designed by Tamara Valdez and these were sold without profit in mind.
- We took in a small fee for Keystone which covered most all our outgoing costs.
- This program is very successful from a club standpoint.
- **MHFSA – Cassy Papajohn**
 - They held no meetings, same board as last year
- **Governing Council Report – Cassy Papajohn**
 - Governing Council is a place for all clubs to send reps to vote on bylaws and all changes in rules, new clubs, speakers, new ideas and assistance for clubs. Lots of good new programs for learn to skate and working with learn to skate hokey. Lots of upcoming changes.
- **Governing Council – April 27-30, 2016 – Columbus, OH**
 - **Overview**
 - **Recognition:**
 - **‘Plus 10’ Recognition:** For the fifth year in a row, Denver FSC is among this honorable group as having 10 or more introductory members.
 - **‘Plus 10 Encore’ Recognition:** Denver FSC broke into this prestigious group this year! Those that retain 75% of their introductory members from the year before. Retention is key!
 - **Learn to Skate USA** has a new campaign – Get Up!

- Speaker was Scott Hamilton who talked about his career and the many times he simply got up to rise to the next challenge and success!
- **Official's honors:**
 - Susan McInnes – National Singles/Pairs Judge
 - Barbara Boucher – Honorary National Dance Judge (resigned appointments)
 - Debbie Griffin – 25 year Referee
 - Hazel Wecal – 25 year Referee
- **Amendments/Proposals:**

Governing Council considered approximately 70 rule changes. The specific items can be found through the [Combined Report of Action](#) (link).

 - **Membership:**
 - **Dues Increase** starting with 2016-2017 membership year
 - **New Provisional Clubs:** 3 (all Pacific Coast)
 - **New Full Clubs:** 5 (MO, remainder East Coast)
 - **Bylaw Amendment:**
 - The rationale for this amendment is so that no member can sit both on the Nominating Committee and serve on the Board of Directors and/or the chair of the Athlete Advisory Committee at the same time.
 - **Adults**
 - Well Balanced rule changes
 - Dances to be skated, Dance couple qualification
 - Test for Free Dance/Solo Free Dance, can come in based on PD completed level
 - **Competitions**
 - Advancement in qualifying events: advancement numbers and total skaters in championship round has changed. See rule 2466
 - 4 skaters will advance from their qualifying round to championship round
 - Remaining skaters will be ranked by total program points
 - Top 4 skaters with points will advance to championship round

- Seeding for championship round – 1st and 2nd will skate in the last two(ish) groups.
- Interruption (all disciplines) after 1:00 minute: if the skater/couple does not report to the referee, they will be considered withdrawn. Previously, rules stopped with interruptions at 40 sec.
- Deductions
 - Singles/Pairs –
 - Program time violations (July 1 2016)
 - 0.5 for every 5 sec lacking or in excess for Juv, Int, masters and Adult Gold Singles and Pairs events
 - 1.0 for every 5 sec lacking or in excess for Nov, Jr and Sr singles and pairs events
 - Falls (July 1 2016)
 - 0.5 Juv, Int, NOVICE, Masters, Adult Gold
 - 1.0 Jr Sr
 - Ice Dance –
 - Program time violations (July 1 2016)
 - 0.5 for every 5 sec lacking or in excess for Juv, Int, masters and Adult Pre-Gold and Adult Gold ice dance events
 - 1.0 for every 5 sec lacking or in excess for Nov, Jr and Sr ice dance events
 - Music violations
 - 1.0 per program – Juv, Int, Adult
 - 2.0 per program – Nov, Jr, Sr
- Non qual competitions, Referee is not considered a part of the judging panel; thus family member can be on the judging panel
- **Singles**
 - Juvenile FS (July 1 2016)
 - all double axels will have a 1.0 bonus
 - Intermediate – (2/1/2017)
 - SP Program length 2.10 max

- FS Program length 2.40 +/- 10 seconds
 - One Step Sequence with max level 2
 - Novice – (July 1 2016)
 - If the triple/triple is different, one may be repeated elsewhere in the program and eligible for a 1.0 bonus
 - **Dance** (July 1 2016)
 - Free Dance may have vocal music – levels: Sr, Jr, Nov, Int, Juv, PreJuv, and Adult
 - Change of tempo/expression is not needed for Int, Juv, PreJuv and Adult
 - Dance Tests – can be skated by a partner of the same gender
 - Reskating pattern dances must be done prior to moving to another test
 - **Synchro**
 - MIF test level updated for Juv through Sr (moved up a level) - (7/1/2017)
 - Deadline to register for qualifying events moved back! – for this year!!!
 - **Pairs**
 - Elements on tests have changed to be more in line with well-balanced program rules
 - Testing does not need to start at lowest level – can start at level similar to
 - For Nov, Jr, Sr test – it can be judged as part of the corresponding nonqual competition. See rules TR7.02, TR39.04, TR39.05, TR39.06)
 - **Governing Council 2017** – Colorado Springs, CO
- *Merchandise/Apparel – Lisa May*

LULULEMON / IVIVVA – APPAREL ORDER

© We followed our pattern from 2015 and offered an online sale followed by a shop night. Lululemon was less successful than 2014, but still did well. Ivivva actually put their whole store on sale for us and handled all transactions directly, so we were unable to track the success, but the families were all quite happy.

- ⊙ Our profit slightly decreased over 2014 due to lower sales, but still earned money for the club
- ⊙ \$1226.54 total profit.
- ⊙ We will once again have soakers for sale for \$30.00. They will be available to club members at the annual banquet
- ⊙ The once annual ordering process works well for the majority of the club members, but it does make it difficult for any new members looking for club apparel. They are forced to pay higher prices or wait for the annual order. It may be worth offering a bi-annual order with only one shop night. There are between 6-10 families that place orders outside of the main order period. They pay \$3 more for embroidery and don't get the club discount at lululemon or ivivva.

- ***Junior Board – Amy Schneider***

- Junior board did a good job this year, think it will get stronger each year. We still need a stronger board liaison.
- DFSC Junior Board Summary and Rules
- Written by the 2015-16 Junior Board, edited by Lydia Waterman and Sofia Daley
- DFSC Junior Board Summary of Events 2015-16
- This past year, the Junior Board has hosted club ice events, participated in the Alzheimer's walk, volunteered at various board events, and volunteered to put together goodie bags and gifts for Denver Invitational and Keystone Holiday on Ice skaters.
- Election Rules 2016
 - Jr. Board members can run a second consecutive year; however, if they wish to run a third year they are required to take a gap year in-between terms. Skaters applying must be going into grades 6-12. There will be approximately 7 skaters on the junior board. When electing officers, new skaters running for specific positions will get the position when running against someone who has already had the same position a previous year. At the end of the summer, new Jr. Board members will meet with the current Jr. Board to discuss the next year!
- Junior Board Expectations
 - Members of the DFSC Jr. Board are expected to commit to monthly meetings and will be given a warning after 2 absences with no legitimate excuses. A skater's position on the Jr. Board will be reviewed after 3 absences with no valid excuse. Valid excuses will be determined at the absence, but some may

include sickness, injury, emergencies, or competitions. Members are also expected to do their best to attend Jr. Board club events.

- *Showtime on Ice –Lori Sewell*

Showtime on Ice Report

- **Showtime On Ice** – April 22-25, 2015 – South Suburban Ice Arena
 - **Theme:** Broadway on Ice (this was one theme through first and second half)
 - **Committee Members:**
 - **DFSC:** Cassy Papajohn, Tamara Valdez, Lori Sewill
 - **CSC:** Carrie Ochitwa, Valerie Powell, Ellen Honeck
 - **Skaters:**
 - Registration was again online – opened in October
 - 170 plus registered skaters including DS and TOI
 - Auditions: Held Nov 21st, 2015 with the casting on the 22nd.
 - Casting: All 6 members of Committee, representative from each club, two Directors, coach representation (DFSC Hollie Price, CSC Ali Smith)
 - **Tickets:**
 - **Total Sold** – 2866
 - **Net Sales** - \$42,441.00
 - **% Online, In person** – 90.39 vs 9.61%
 - **New happenings**
 - SOI started to use PayPal here for ticket window credit card transactions since WiFi was an issue for our ticket system
 - Continued to sell blankets with embroidered generic SOI logo – Still some left.
 - Held Shed Sale to lower inventory and gain space for needed items for storage shed – made \$189.50

- Sold both Black SOI apparel and Broadway on Ice apparel. Both sold out.
- Alumni night at Waters Edge was a mild success. We sold 19 tickets prior to the event and some the door.
- Employees:
 - Directors: Amy Schneider, Kelly Smith, Sally Smith
 - Choreographers: Debbie Lane, Jamie Lane, Terrie Neukirch, Hollie Price
- Registration – Lori
 - Completed entirely online
 - Payment streamlined with PayPal
 - Used PayPal to issue invoices for balance due, spring payment
 - Good feedback that payments were quick and easy
- Social Media – Tamara
 - Was a big focus to disseminate information
 - Website - tried to keep it up to date and fresh – did a FANTASTIC job!
 - Facebook and Twitter were used to get the word out about the show
- Marketing – Tamara / Carrie
 - Used an outside company for a second year to assist with design of our logo, flyers and program – removes stress from small committee
 - Sanchez Creative -- Produced all materials – flyers, posters, program, etc.
 - Flyers and posters were very well done.
 - Programs – ran out by Saturday night.
 - Had a spot on Colorado and Company
 - T-Shirts were a big hit again – we sold out! This is a good way to spread the message of the show and show camaraderie amongst the cast and families.

- Ways & Means – Lori and Cassy
 - Sold additional programs –
 - Sold additional t-shirts, sweatshirts –
 - Sold blankets
 - Sold VIP Opportunity ticket – drawing for Santos Designs to make a dress, and gift baskets.
 - We made \$2,246.00 Gave \$1,500.00 to Alzheimer’s Association.
- Guest Skaters – Kitty DeLio, Rory Gautsche, Josie Frederickson
 - Guest Skaters: Mirai Nagasu, Max Aaron, Madeline Aaron and Max Settlege.
 - They were wonderful talking with skaters, taking pictures and watching/supporting the show! They participated in the autograph signing morning on Sunday.
 - Denver Synchronicity and Ice Theatre of the Rockies participated in the show.
- Overall
 - Utilized many committee assistants to get the job done!
 - Recognized volunteers for their service with praise in emails as well as two tickets in either Row B on-ice or Sec B/C
 - Gave out 5 top prizes for top sellers
 - Kept the top 2 ticket sellers with step-outs
 - Pushed ticket sales!
 - Gave little \$5 gift cards on blitz days for those that sold the most tickets and announced only the night before.
 - We recognized all skaters who sold 10 tickets or more!
 - Continually announced the ticket rankings instead of listing only once or twice

- Continued the SafeSport policies –
- Again, watched the ticket comps - 161 issued

- **Testing Chair Report– Robyn Ruetz**
 - Liz Banko will take over in July, she has been shadowing Robyn. Lisa is working on getting all items turned over to Liz.
 - June 2015 Test Session – 44 Test Entries: 21 other clubs, 23 DFSC
 - August 2015 Test Session – 37 Test Entries: 14 other clubs, 23 DFSC
 - October 2015 Test Session – 40 Test Entries: 14 other clubs, 26 DFSC
 - December 2015 Test Session – 36 Test Entries: 18 other clubs, 18 DFSC
 - March 2016 Test Session – 32 Test Entries: 18 other clubs, 14 DFSC
 - May 2016 Test Session – 46 Test Entries: 19 other clubs, 27 DFSC
 - Total: 235 tests in 6 test sessions (increase of 33 over last year)
 - Gross Revenue: \$11,743 (increase of \$2430 from last fiscal year)
 - Expenses: USFSA Test Fees: \$930
 - Hospitality/Judges’ gifts: \$1352.34 (\$51.44 more than last FY)
 - Mileage Reimbursement: \$968.51 (previously unaccounted for)
 - Revenue before ice expense: \$8,492.15
 - Estimated Ice Expense: 37 hours @\$165/hr = \$6,105.00
 - DFSC members testing at: DFSC Test Sessions- 137 (increase of 44) at other club’s test sessions- 147 (decrease of 36)
 - Total number of DFSC member tests: 284 (increase of 8)
 - Total number of DFSC member tests passed: 238 (83.8% passing rate)
 - 31 Pre-Preliminary Moves (almost triple last year)
 - 30 Pre-Preliminary Freeskate (more than doubled last year)
 - 13 Preliminary Moves
 - 17 Preliminary Freeskate
 - 11 Pre-Juvenile Moves
 - 11 Pre-Juvenile Freeskate
 - 8 Juvenile Moves
 - 8 Juvenile Freeskate
 - 7 Intermediate Moves
 - 8 Intermediate Freeskate
 - 6 Novice Moves
 - 1 Novice Freeskate
 - 2 Junior Moves
 - 1 Junior Freeskate

3 Senior Moves
1 Senior Freeskate
2 Pre-Juvenile Pairs
2 Juvenile Pairs
1 Junior Pairs

- 7 Preliminary Dance
- 5 Pre-Bronze Dance
- 2 Bronze Dance
- 1 Pre-Silver Dance
- 1 Pre-Gold Dance
- 1 Second Figure Test
- The bulk of the test registrations are being accomplished on-line, however I have yet to have a test session where I did not get at least one check.
- Cost of Medals awarded at June 2015 Banquet: \$1,989.54
- The May 2016 test session was my last test session. Liz Banko trained alongside me in both the pre-test work and the actual test session. She provided a wonderful hospitality table and I am confident that she is prepared to take over the test chair position. I have offered to act as a “super volunteer” for the July test session if she feels that she needs help getting the test session put together. Liz would like more volunteer help than I have used in the past as she does not have the built in help that I have had.
- The club should also expect to purchase a new copier for the test chair in the new fiscal year at some point.

- NATIONAL SOLO DANCE SERIES:
- Last year, there were just 3 DFSC dancers registered for the series. Rachel Ruetz was forced to withdraw from the series due to injury. Kiere Gilbertson changed clubs mid-season, but did qualify for the Finals in Junior Combined Event. She placed 9th in the final round at NSD Finals. Kaitlynn Funderburgh failed to qualify for NSD Finals.
- This year, there are just 2 DFSC dancers registered for the series. Rachel Ruetz is currently in second place in the section in both Gold Pattern Dance and Junior Combined Event. Kaitlynn Funderburgh is currently tied for 11th place in Bronze Pattern Event and is tied for 3rd place in Intermediate Combined Event. The top six places in each event will receive an invitation to the NSD Finals in September. They are in Delaware this year.

- *Social Media/Website/Communications – Cassy Papajohn*

- Some members are unsubscribing. Will look at how to get information out, need to get current information on site and out to members.
- New communication person is Sherry Morris.

Communications Report

Amber Kole focused on the below communication items in 2015-2016 for the club. Having a main contact in each area helped to ensure we had consistent communication and messaging in all areas of social media.

❖ Facebook

- We currently have 344 “likes” on our Denver Figure Skating Club (<https://www.facebook.com/DenverFSC/>) page
 - Increase of 120% from last year! (285 “likes” last year)
- Page was used for the following instances: Passing test photos, competition photos, holiday shows, club events to promote the event.
- The club newsletters are linked to our Facebook page so that users can view our newsletter from the FB page.

❖ Instagram

- We currently have 238 followers on our denverfsc account (<https://www.instagram.com/denverfsc/>)
 - Increase of 192% from last year! (124 followers last year)
- Many, many photos of the skaters!
- This is also used for reminders of deadlines.
- Instagram is popular with the younger demographic

❖ Newsletters

- 58 newsletters sent out (June through today)
- 51% open ratio. This is down slightly from last year; however, list average is 47.6 and industry average among sports organizations is 18.4% both of which we are surpassing.
- 257 subscribers (emails) we send to

❖ Website

- Continues to be updated to show current events and photos
- Tough job along with announcements, newsletters, FB, Instagram, etc.
- Need to go through each page to refocus branding and make it similar fonts again and not piece-mealed.

- *New Business – Lisa May*
 - DFSC Annual Banquet
 - Banquet goers need to RSVP. Skater achievement awards are given out at banquet. Will have a new volunteer hours ticket contest.
 - Colorado Championships
 - DFSC Pool Party

- *Election of Board of Directors – Andi Lindahl*

Perhaps we should send out everyone's USFS number prior to voting.

Directors with Terms Ending:

Lisa May

Amy Schneider

Laura ElHaje

Candidates for 2015-2018 DFSC BoD:

Lisa May

Amy Schneider

Laura ElHaje

Mark Kuta

- New elected board members for 2016/17:
Lisa May, Amy Schneider, Laura ElHaje

Meeting Adjourned 9:00 p.m.