

WARP Board Meeting  
September 6, 2011  
5:30pm

Attendees: Randy Rogers, David Montgomery, David DiMarco, Cameron Halmrast, Jennie Ford

1. David DiMarco calls the meeting to order
2. Randy suggests that, going forward, the board email the agenda 3-4 days in advance of the meeting. Thanks to Cameron for preparing this month's agenda.
3. Cameron presents the financial report.
  - a. IRS 990EZ and OR CT12 have been filed for this year.
  - b. The club's account currently has \$3,149 less this year than last year.
  - c. See Financial Report provided by Cameron for details.
  - d. Randy says that raising \$3600 has helped cash flow a lot and thanks to all who helped make it happen. We raised more than last year.
  - e. Hope to build WARP Downhill mountain bike race as both a marketing and fundraising tool. The WARP Downhill also supports the club's relationship with Willamette Pass Resort.
  - f. We appreciate Cameron working "off the clock" to help with fundraisers.
  - g. We have already paid \$2100 of next year's expenses. Goal is to rebuild our financial reserves to previous years' levels.
4. Discussion of providing members' a tuition discount for early payment and for referring new club members. Board decides to allow 10% discount for early registration and 10% discount for each new club member recruited, to a maximum of 3 referral discounts per family. Early registration/payment allows club members to qualify for the discount at Berg's equipment night, which is usually held the 1st Monday in November.
5. Discussion of how to advertise the club. David DiMarco, David Montgomery, and Jennie Ford will distribute brochures to schools in Eugene. Our best advertising is word of mouth and will encourage members to share on Facebook and other social media.
6. Cameron Halmrast is leaving Willamette Pass Resort on September 16th. The WARP board will need a new representative from Willamette Pass. David DiMarco will send a letter to Willamette Pass asking for a board representative. Cameron will be in Eugene for at least another year. We need five board members per our bylaws.
7. Discussion of future club development. Randy has been comparing our program to other comparable programs, particularly MARA. He suggests continuing to fundraise so that we don't have to raise tuition prices. Randy is also working on developing a

snowboarding program but it has been difficult to find coaches. Randy will continue to develop that program and find appropriate coach. Snowboarding has to be revenue positive in order to run. Winter Camp is a good opportunity for skiers to try our program.

8. Discussion of possible master's program. Need to figure out coaching and which day to offer the program. Dave DiMarco will send an email poll to find out if there is interest among club members in signing kids up for the 2-day program. If so, masters could ski on Sunday. If masters ski on Saturday, the club would probably need an additional coach.
9. We need new posters and other promotional materials. Cameron says that after he leaves Willamette Pass, he can work on those materials for us as well as a new website. The club can reimburse him for expenses but he cannot be paid since he is on the board.
10. Jennie will be in charge of registering and collecting paperwork from families this year.
11. Discussion of accepting Paypal payments for tuition. Decided that even though Paypal charges a 2.75% fee for each transaction, the club will accept payments through Paypal for the convenience of its members.
12. Lane County Healthy and Active Youth (LCHAY) is sponsoring a 5K and expo on September 17th at Springfield Court Sports near River Bend hospital. The club will have a booth and Randy needs a pop-up tent for the booth and volunteers to help.
13. Randy suggests that the club do a "Ullr Fest" fundraiser at Ninkasi brewing this year. Randy will continue to pursue this idea and it will likely take place in November.
14. Another fundraising possibility is hosting a ski movie.

Meeting adjourned.