***Colorado USA Wrestling***



**Board Meeting Minutes**

Location: Kennedy Center, 10500 E. Girard Ave., Denver, CO

Date: 09-23-17 Time: 12:00pm Recorded By: Bill Barron

1. Board of Directors

* State Chair – Joe Betterman
* Vice Chair – Paul Trygstad
* Treasurer – Deb Watson
* Secretary – Bill Barron
* Pairing Officials Director – Lenna Fajerman
* Mat Officials Director – Paul Trygstad
* Event Director – Stephanie Sanders
* Folkstyle Director – Abram Lopez
* Women’s Director – Deanna Betterman
* Cadet Director – Luke Morris
* Junior Director – JD Dinette
* Kids Director – Jake Martinez
* Coaches Director – Phil Grasmick
* Metro League Representative – Troy Pickerell
* Member-At-Large –

1. Roll Call
   1. Meeting called to order by Chair Joe Betterman.
   2. PRESENT: Joe Betterman, Paul Trygstad, Deb Watson, Bill Barron, Lenna Fajerman, Stephanie Sanders, Abram Lopez, Phil Grasmick
   3. ABSENT: Jake Martinez, Luke Morris, Deanna Betterman, JD Dinette
2. Proposed Agenda (Discussion / Additions / Approval)
   1. Budget
   2. Event Calendar
   3. Fundraising
3. Chair’s Report
   1. SUMMARY: What can we do to improve CUSAW for now and to prepare for the future?
4. Treasurer’s Report
   1. SUMMARY: $56,022 in savings; 18,937 in operating budget; various accounts with a total of $1000 (former director accounts)
   2. PROPOSALS: Debit vs. credit card to keep directors more accountable.
   3. APPROVAL:
   4. DISCUSSION:
      1. Fargo – prepay hotel, transportation, registration so that only expenses are for food, etc.
      2. Transportation – Should all levels fly? Re-evaluate each year. Plan well in advance. Schoolboy should go by bus instead of plane.
      3. Operating Expenses (September 1st): $253,000 as of August 31, 2017 (2016: $220,000)
         1. Notable expenses: State & Schoolboy
         2. Brought in more dollars this year
5. Fundraising Programs Under Consideration
   1. Golf tournament fundraiser
   2. Recognition banquet (open check)
   3. Annual Program – sell for $5 throughout the year
      1. Directors need to submit information about CO kids placing nationally and internationally
   4. Joint advertising through CHSAA and other tournaments
   5. Sell ads for sides of CUSAW trailer
   6. Set a target barometer with contribution levels and a target goal
   7. Use mail chimp to help clubs raise travel funds
   8. Advertisers pay CUSAW to use mail chimp to sponsor events
   9. Send out sponsorship newsletter on regular basis
   10. Should fundraising person be a paid position or a Board position?
   11. Get gaming licenses to be able to hold raffles
   12. Equipment rental for folkstyle tournaments throughout the year
6. Gear Sales
   1. Sell previous year’s gear
   2. Company to design CUSAW gear not specifically for national teams, available immediately online through direct order (without a required minimum # of items prior to shipping)
   3. CUSAW should not be in the business of selling merchandise or acquiring inventory
   4. Need to trademark CUSAW symbol and ‘CUSAW’ acronym
   5. Potential to pass gear down from higher levels (less to buy each year)
7. Qualifier
   1. Push national team qualifier to April (past years in mid-May) – need kids to commit earlier in order to make deposits for gear and travel
      1. Qualifier decides 2 eligible for wrestle-offs, not automatically make the team
      2. Determine alternates ready to go if the top kid(s) cannot attend
      3. Need to determine if same kids or different ones do freestyle & Greco
      4. Qualifier needs to be at a place and time that creates income
      5. Separate qualifier for Fargo (March 24th) & duals teams
8. Event Schedule
   1. Present policy: 3 clubs with largest participation in previous year earn the right to host an event
      1. Bear Cave 351, Betterman 202, Sons of Thunder 189 (including own tournament)
      2. Bear Cave 254, Betterman 155, Sons of Thunder 148 (not including own tourney)
      3. Philosophically, do we want to limit any club who wants to hold a tournament?
   2. Hall of Fame tournament
      1. Early June
      2. Beginning of season – volunteer officials, train new refs, teach rules to participants
   3. Sanction new tournaments in different sites around the state
   4. Metro, Peak2Peak, Suburban – unified K-8 state championship on March 3-4
   5. Last 3 weekends in March compromised by RMN Nationals & K-8 Regionals / State
   6. Participant cost: $25 / style or $40 both styles
   7. Tournament host: $5 to CUSAW for medals / refs, remainder of door goes to host
   8. Updated list of needs and responsibilities of tournament set up, break down, & management
   9. Need more trained tech people; train board members as back up
9. Job Descriptions
   1. Have: Mat, Pairing, Secretary, Treasurer, Events, Equipment, Folkstyle, Kids, Coaches
   2. Needed ASAP: Cadet, Junior, Women’s, Chair, Vice Chair
10. Next Meeting
    1. Annual Membership: September 24, 2017 – 2 pm – Denver West High School
    2. Board Meeting: October 29, 2017 – 2 pm – Kennedy Center – Denver