

Agenda

Joint Powers Meeting

September 28, 2020

4:30 pm

Google Meet - Virtual

Conducted via Google Meet at meet.google.com/tit-qrno-tro
pursuant to MN Statute 13D.021 due to the COVID-19 pandemic which is discouraging in-person meetings

Members Present: Mark Bartusek, Rik Seiler, Karla Schultz, Ken Ondich, Maggie Bass, Janelle Kirsch

Others in Attendance: Mike Johnson, Tim Dittburner, Sandy Linn, Megan Giesen, Heather Otto, Chuck Webb, Heather Tietz

1. Call to Order - Meeting was called to order at 4:34 pm by Maggie Bass, Chair
2. Approval of Minutes / Additions to the Agenda - Motion to approve minutes was made by Rik and seconded by Karla. Roll call vote was taken with 5 affirmatives and one abstaining
3. Membership and Financial Update - Sandy reviewed the following documents which were sent in advance of the meeting
 - a. [Membership and Financial Update 9.28.20](#)
 - i. Family memberships are close to what they were in 2018 when the fitness center was added to the aquatics center.
 - ii. We have to decide how long to keep a membership hold option for participants. Right now it is set to restart in November which is usually when people start getting back into the habit of working out.
 - iii. A communication will go out saying that:
 1. Members can keep their membership on hold for medical reasons
 2. Sharing information on what is available for people to use (le will the sauna, hot tub and other amenities be operating?)
 3. Personal trainers will be back in November
 4. Pool will be more accessible since HS swim completes their season on October 13 with those qualifying for the next level of competition going one week beyond that.
 - b. Review 19-20 financial results - Expenses and revenue were less than originally expected. We would have ended the year very well if we wouldn't have had to close down due to the pandemic

- c. [FY 20-21 YTD financial report](#) and [Narrative](#)
- d. FY 20-21 budget discussion -
 - i. Question was posed for consideration, “What might we be able to do to decrease expenses?”
 - ii. Property/liability insurance doubled this year due to the COVID-19 pandemic and the riots in Mpls. This hit the school district (and thus the FAC) very hard
 - iii. Dues and membership expenses jumped due to the fact that the Les Mills costs were moved to this area for \$600/mo.
 - iv. Maggie asked if personal trainers have sales goals. They do not at this time. Currently we pay them an hourly rate. Often facilities allow trainers to charge an hourly rate and a percentage goes back to the facility. It is something to explore in the future although having independent contractors can be a big red flag to the IRS which we may want to avoid.
 - v. We need to explore ways to increase revenue in the future

4. FAC Report

- a. [19-20 Year-End Summary Report](#) - Heather and Megan went through their PowerPoint presentation. Janelle will resend this as it was updated since it was first distributed to the group. This summary is needed for the annual report to the city from the Joint Powers group.
- b. [September Update](#) - Membership and Cancellation tracking can be followed [here](#).

5. Additional Agenda Items - None

6. Adjournment - Rik made a motion to adjourn, seconded by Mark. Meeting adjourned at 5:23 pm.

Next Meeting Dates:

November 23, 2020
January 25, 2021
March 22, 2021