

approved

NAPA VALLEY DOG TRAINING CLUB

September 11, 2023, at 6:30 PM at NVDTC Clubhouse



I. CALL TO ORDER at: 6:30 pm

II. Call for additions or changes to agenda - Debbie Hilton has questions regarding the Board Meeting Agenda from August 2023, Mary will discuss under President Report.

III. APPROVAL of August 14, 2023, MINUTES - Under New Business a.) change to, Donna Albini volunteered to be on the committee, to Donna Albini voiced interest in being on the committee. Minutes approved with this change.

IV. TREASURER'S REPORT—Lori Jackson - Business Checking Account: \$19,873.68; Business Savings Account: \$22,356.34; Certificate of Deposit: \$20,399.96; Current Profit and Loss Statements: July Profit of \$2,501.12, YTD loss of \$805.61

V. BOARD, COMMITTEE, & CHAIR REPORTS

A. PRESIDENT—Mary Ash; Debbie's questions, Class Descriptions for website – on hold, 2042 Instructor contracts – on hold, Press release for Napa Valley Register- in progress for publicity, building flood report – all repairs needed have been done, Changes to Guidelines and Procedures/Bylaws – being worked on, Financial Services Contract – will be discussed later this evening, Class fees to be discussed later this evening.

B. Vice President – Carol Coawette; Membership - New Member: Previous Heather Azevedo voted back into club and a new membership list has just been sent out.

C. VOUCHERS—Lori Jackson – nothing new to report

D. OFFICE—Mary Ash - **Session 7 Registration** opens September 25th. Closes October 16th. Will be a 5-week session. **Status on Drop-ins** Upper-Level Classes – Drop-ins have been reinstated. And they can be paid using vouchers. Cost is \$25.00 for a class drop in. Drop-ins are for upper level classes at trainer's discretion. No drop-ins to puppy, adolescent or GM1. Drop-ins to Vange's classes board will need to discuss.

E. TRAINING—David LeCount - Next Training Meeting Reminder – October 25th, at 5 pm. Set Sessions 1 and 2, 2024.

F. PUBLICITY – Class certificate for Downtown Joe's, Donna will issue certificate.

G. BUILDING—Karen Jackson - Roofing Work – the roof is being worked on this week, may cause some disruptions for classes. Trainers were reminded to dismiss classes on time to help with the parking for the next class.

H. NEWSLETTER/WEBSITE—Sue Osborn

a. October Meeting Announcement Deadline Sept. 22nd

b. Adrienne Amdahl is working on the database of people who take classes. Thank you.

I. HOSPITALITY – Pizza party tonight, next month Halloween Party is planned.

J. SUNSHINE—Debbie Hilton brought a plant to the meeting for both Bobbie and Jennifer, neither were at the meeting. Debbie will deliver to them.

VI. OLD BUSINESS - Mark your calendar, Halloween Party, October 9th

VII. NEW BUSINESS

- A. Nominating Committee Report, Debbie Hilton – with Donna Albini help an email was gone to all member and only 12 responses. 6 were from current board members. Lori Jackson was the only one stating that she is willing to stay on the board, all other undecided. A thank you to the committee as their job is now done, next month nominations from the floor.
- B. Class Fees - Raise of cost of classes from \$125.00 to \$150.00 effective January 2024
 - a. Mary informed the group of prices other charge: Napa Humane \$200.00/5 wks, \$40.00 per wk; Marin Humane \$200.00/6 wks, \$33.33 per wk; Mt Diablo \$182.00/7wks, \$26.00 per wk; Vallejo \$150.00 4wks, \$37.40 per wk; County Wide \$160.00/8wks, \$20.00 per wk. We are currently charging \$125.00 for six weeks, with \$20.83 per week. After discussion, everyone voted in favor except one person abstained. **Motion passed.**
- C. Membership Dues – Raise dues from \$35.00 per year to \$40.00 per year to start in 2024.
 - a. Motion made to raise dues \$5.00. From \$35.00 to \$40.00 per year in 2024, everyone voted in favor. **Motion passed.**
- D. Approval for cost of Financial Services – Linda Luchsinger to be paid \$200.00 per month for her financial and payroll services effective January 2024
 - a. After giving background on this item and discussion a motion was made to accept the contract with Doud Booking, everyone voted in favor. **Motion passed.**

VIII. BRAGS – Dena Parrish Tzoey and earned their Novice Rally title, David LeCount and Lila eared 2, five-point majors at the show in Reno, Mary Ash and Cort achieved their NACSW NW2 title, Glen Dusky's lab on a hunting trip retrieved 300 doves.

IX. MEETING ADJOURNED at 8:07 pm

Respectfully Submitted,

Donna Golemon –

STATEMENT OF PROFIT AND LOSS

From 07/01/23 to 07/31/23

Year to Date As of 07/31/23

Sales or Income					
CLASS FEES	\$ 10,705.00	93.4%	\$ 52,831.00	89.7%	
DUES	35.00	0.3%	1,832.00	3.1%	
MISC INCOME	15.00	0.1%	1,040.00	1.8%	
BUILDING/EQUIPMENT RENTAL	708.00	6.2%	2,810.00	4.8%	
INTEREST INCOME	0.00	0.0%	354.05	0.6%	
Total Sales or Income	<u>11,463.00</u>	100.0%	<u>58,867.05</u>	100.0%	
Cost of Sales					
VOUCHERS & DISCOUNTS	630.00	5.5%	4,555.00	7.7%	
VOUCHERS & DISCOUNTS	50.00	0.4%	295.00	0.5%	
CONFIDENCE BLDG					
CONFIDENCE BUILDING/ VOUCHER & DISCOUNTS	50.00	0.4%	80.00	0.1%	
Total Cost of Sales	<u>730.00</u>	6.4%	<u>4,930.00</u>	8.4%	
GROSS PROFIT	10,733.00	93.6%	53,937.05	91.6%	
Operating Expense					
TRAINER FEES	2,820.00	24.6%	14,204.00	24.1%	
STUDENT EQUIPMENT	-227.50	-2.0%	-419.50	-0.7%	
GRADUATION TOYS	0.00	0.0%	754.74	1.3%	
TREATS	0.00	0.0%	55.98	0.1%	
EDUCATION	0.00	0.0%	528.85	0.9%	
SUPPLIES & MINOR EQUIP.	30.15	0.3%	138.96	0.2%	
BOB & DUFF PEST CONTROL	0.00	0.0%	280.00	0.5%	
LEGAL/ACCOUNTING/FEES	0.00	0.0%	200.00	0.3%	
NAPA COUNTY BUSINESS PROPERTY TAX	61.33	0.5%	61.33	0.1%	
OFFICE EXPENSE	0.00	0.0%	232.71	0.4%	
PRINTING & COPYING	42.02	0.4%	581.56	1.0%	
CLUB AWARDS	0.00	0.0%	1,084.39	1.8%	
HOSPITALITY	0.00	0.0%	117.31	0.2%	
DUES/CONTRIBUTIONS	0.00	0.0%	-140.00	-0.2%	
BUILDING	4,993.88	43.6%	35,878.33	60.9%	
INSURANCE & LANDLORD TAX	512.00	4.5%	1,184.00	2.0%	
Total Operating Expense	<u>8,231.88</u>	71.8%	<u>54,742.66</u>	93.0%	
NET INCOME OR <LOSS>	\$ 2,501.12	21.8%	\$ -805.61	-1.4%	