



**USAR Board of Directors Meeting**  
**Monday, July 25, 2022**  
**5:30 pm MT**  
**Videoconference via Zoom**

Called to order by President Stewart Solomon at 5:32 pm MT

**Attending:** Jake Bredenbeck (Athlete Representative), Danielle Maddux (Athlete Representative), Michelle De La Rosa (Secretary/Athlete Representative), Mike Grisz, Maurice Miller, Laura Pesek, Charlie Pratt (Athlete Representative/AAC), Terry Rogers (Vice President), Stewart Solomon (President), Cindy Tilbury, Mike Wedel (Executive Director), Todd Boss

**Motion by Laura Pesek to approve the 6/27/2022 Board minutes**  
**Seconded by Terry Rogers**  
**Discussion: None**  
**Vote: Passed unanimously**

**Action Items Follow Up** (Stewart Solomon)  
Discussion of US Team Handbook - Tabled until September

**Executive Committee Update** (Stewart Solomon)  
Figured out some of the committee issues. Brian Dixon stepped up as the chair for the Junior Committee and Charlie Pratt volunteered as an athlete representative for the rules committee.

Discussed the US Open and the US Open task force that will be discussed later in the meeting.

**Executive Director Update** (Mike Wedel)  
Marketing campaign plan for increasing the membership. Working on a 6-month marketing plan to roll out each month. Creating different topics that promote racquetball for emails and social media. Currently they are creating a story board and creating a cost proposal. Discussed our membership and the trends. Hopefully we will be able to get the marketing campaign started in August. Goal is to promote the benefits of USA Racquetball and highlight our sport.

Discussed connecting with the memberships that are expiring and try to reengage them. Working with the membership and the states to help accomplish this as well as tasking board members. Our data from these calls circles back to the strategic plan and helps us get closer to our goals.

World Games update: Acknowledge the incredible job that Connor did to get the portable court set up. Then discussed some of the many struggles that Connor was able to overcome to ensure the event was successful. Calculated the expenses and we are projected to break even.

**US OPEN:**

- Main focus is the US Open.

- Looking for 10-15 volunteers to for the event. All of the previous volunteers from the past years are not able to assist currently. Discussed the engagement with the State President and his leadership role. Wedel is asking the board for people to take on management roles or recommendations for people who are experts who can fill needed roles.
- Should have the gold box layout and the amount of seats by the end of the week. Plus the amount of seats for viewing area in the bleachers. Next step is to reach out to the previous gold box sponsors and get them to sign on for gold boxes and general admission. This will hopefully bring in additional revenue.
- It is an incredible layout and its going to be a great set up. We need to promote the event a lot better with constant advertising. Asking for promotional videos of the venue so the membership can get good visuals.

#### **Budget/Finance Committee** (Steve Czarnecki)

USA Racquetball finances through the first half of 2022 have been challenging. The greatest concern is in the area of membership, which has plateaued at approximately 5,000 members following some recovery from the declines experienced during COVID. Without sizable growth in membership in the near term, the Association will not be positioned to operate under its historical business model and with current staffing levels. The financial focus continues to be on membership revenue recovery, fundraising, and championship profit, including sponsorship. The U.S. Open will be very impactful on the USAR profit and loss statement for the year.

#### **Other Committee Updates**

- Todd Boss updated us with the Referee certification process with Lynn Stephens. Updated the exam and have been doing the testing for it. Working through some of the issues. Having problems with the video uploads and payment platform.
- Terry updated the board with the committee update. Committee have all been updated on the website. Working on a quarterly update from the committees to the board.
- Todd Boss updated the board with progress with the membership committee. Spoke about the strategy they have moving forward and how to retain and grow the membership. Asked to present during the next state directors call. Talking about doing an additional call to discuss rebates and membership presentation.
- Rebates have been processed for Q1 & Q2 and have been sent out. Ask is to include a spreadsheet with the data that goes with the check (events and memberships).

#### **Other New Business** (All)

- Change our approach for fundraising. Please support Team USA instead of USA Racquetball.

#### **Next Meeting**

Monday, August 29th, 2022; 5:30 pm MT

#### **Adjournment**

**Motion by Mike Grisz to adjourn**

**Seconded by Maurice Miller**

**Adjourned at 7:09 pm MT**