

BCAF Board of Director Meeting Minutes
On July 18, 2012
@ Pink Shell Beach Resort in Fort Myers Beach, FL

Alex Ross calls role at 8:56 am:

Officers present: President - Matt Stevenson, Vice President - Steve Perry, Secretary/Treasurer - Alex Ross, Charlene Harmon, Past President

Directors present: Jack Kordusky, Tod Janssen, Alex Ross, Anthony Perrone, Mike Cannington and Kevin Krauss.

Friends of BCAF Director: Dave Driscoll & Bill Matovina

State Executive Director: Chris Gallas

Absent Board Members: Jim Carter & Joe Olear

Guests: Gary Cinello

A quorum is declared, meeting begins

1. **Past Meeting Minutes**– *Motion (Mike Cannington) 2nd (Charlene Harmon) all in favor of accepting the past minutes, past minutes approved.*
2. **Agenda** – Anthony wants to a new marketing plan by Alex under new business. *Motion to accept current agenda with the one change –Motion (Jack Kordusky) 2nd (Tod Janssen) to approve, all in favor, agenda approved as is.*
3. **President Report – Matt Stevenson**
 - a. Matt said that he will be doing his actual letter for the BCAF Newsletter. He will be getting that for Chris within the next week.
 - b. Bowl Expo in Reno was great industry event again this year. From the many seminars that offered game changing opportunities, the heroes that offered emotional and motivational speeches, to the Women's US Open which was held outdoors; the event lived up to my expectations. For those who were unable to attend this year's Bowl Expo, we are working to bring some of the very best educational seminars to our annual meeting in September. Please mark your calendars now for your association's annual meeting which will be held on Tuesday, September 25th at the Rosen Shingle Creek in Orlando. The event will include our annual Town Hall Lunch with vendors having table top displays, great seminars, and the awards dinner at Charley's Steak House (featuring live entertainment).
 - c. Need to put something in the newsletter to let all BCAF members know to monitor their Sysco pricing with the BPAA. People should contact John Warling or Amy Arcuri at the BPAA to find out.
 - d. We will also be hosting our Annual Bob Dykes Memorial Golf Tournament on Monday, September 24th at the Rosen Shingle Creek Golf Course. The proceeds from this great event will benefit youth bowling in our state. We expect to have several PBA Bowlers there, such as Randy Pedersen and Norm Duke – and we are waiting to confirm others. We hope you can participate and we encourage you to share information on this great event with your colleagues and customers.
 - e. Your BCAF board continues to look for ways help our members succeed. We are in the early planning stages to bring BPAA's Management School to Florida. With the BCAF subsidy, you will be able to send key staff members at a fraction of the cost normally charged. Look for more information on this coming soon.

4. ED Report – Chris Gallas

- a. BCAF currently has 130 member centers, with 5 non-renewals, 2 closed centers compared to 2011. We are at 4,095 total lane beds, which is 84% of the state.
- b. BCAF Pepsi Pour Update: In 2011 through the first 6 months of the year we had 73 pouring centers for a total of 35,225 gallons. In 2012, we have 69 pouring centers for a total of 32,902. We are down 4 centers and 2,323 gallons compared to 2011.
- c. BCAF Smart Buy Update: Currently there are 130 BCAF Member centers. 121 of those centers use at least one or more Smart Buy programs. Music Licensing is #1 with 105, followed by Grainger at 83 and Pepsi at 69. Brandon Crossroads, Dunedin Lanes and Pinechasers Midtown all use 11 Smart Buy programs.
- d. All but one board member pours Pepsi and only 3 BOD members don't use Sysco.
- e. Some of the new Smart Buy programs are: Bet Buy, Classic Foods, Fawn Vending, Gibby Dog, Fontanini, GIS Background Check, Java Bowl, York HVAC and Summit Energy.
- f. Java Bowl is a new program that was rolled out at Bowl Expo. This is a program that is owned by all BPAA members. Kurig will sell you a coffee maker for only \$1 and give you the display rack and display materials.

5. Treasurers Report – Alex Ross

- a. Financials look good and don't have any real problems with the numbers.
- b. Pepsi numbers did jump out being down \$16k and Smart Buy is down \$3k.
- c. IFT Tournament we spent \$11k, but cash was down. That was because we were a lot lower in registrations for this year compared to last year.
- d. Alex went through all accounts and everything seems OK with them. Bottom line is we are up in 2012. But BPAA hasn't taken their FEE for 2012 out as of yet.
- e. Looking to see who our signers on our accounts are. Mike Cannington pointed out that we have 2 stocks of GM and who is doing the choosing. We are going to have Chris check with Judy to see who the signers are. It should be Matt, Alex and Judy as the signers on all accounts.
- f. Financials – *motion (Mike Cannington), 2nd (Steve Perry), all in favor, approved.*

6. Committee Reports

- a. Budget & Finance Committee – Alex Ross – None
- b. Constitution & By-Laws – Matt Stevenson - None
- c. Member Events Committee – Matt Stevenson
 - i. Bob Dykes Second Annual Golf Tournament will be held at the Rosen Shingle Creek Golf Club on September 24 at 1 PM. This year the BCAF will not provide lunch as a way to put more money towards the scholarship fund. BCAF will pay for the first drink for everyone after the round of 18 is over. *Motion (Mike Cannington), 2nd (Bill Hanson), all in favor, approved.*
 - ii. Sandy Finkelstein is working on getting the bowling celebrities to golf.
 - iii. Annual Meeting Registration will stay at \$99 for the first member and \$49 for each additional member. The rooms at the Rosen Shingle Creek are \$135 a night this year. We will do a rebate again of \$30 if you fill out a survey form again.

- iv. Want to give all BCAF members that haven't been to the Annual Meeting in the past three years and all non-members one FREE registration to this year's annual meeting to try and get them to attend. - *Motion (Bill Hanson), 2nd (Charlene Harmon), all in favor, approved.*
 - v. Send the BOD a list of all the 2011 Golfers. Make sure invitations go out to all the Florida Bowling Council.
 - vi. Gary Cinello is handling the food for the lunch and dinner. He said hotel prices are very expensive. As a way to cut some cost, he took some items off the menu to get the rate from \$61 to \$46 per person for lunch. Charley's Steakhouse was about \$64 per person. Has a limited menu, but with still very good choices. There is a \$7k minimum charge at Charley's. Will have Chris charter a bus again to take the group from the hotel to Charley's and back to the hotel. *Motion (Tod Janssen), 2nd (Steve Perry), all in favor, approved.*
 - vii. Board of Directors members are not allowed to win one of the 10 TV's that we will be giving away at the meeting.
 - viii. Going to have the Member Events Committee come up with a few choices of speakers for the annual meeting. Bill Matovina suggested that we bring in Jimmy Lamb. He has been doing these "Fix it" seminars the past couple years on how to fix panels, check lanes, etc. Presentation would be about 45 minutes in length.
 - ix. Want our new and first female BPAA President Cathy DeSocio to come address the membership.
 - x. Anthony Perrone would like to see Chad Murphy come back and speak about the USA Bowling and 8 for 8 program. He also suggested XBowling and Design Pro 300 as other potential speakers. *Motion on (7 – 10) (Jack Kordusky), 2nd (Tod Janssen), all in favor, approved.*
 - xi. Send Top Hat Award forms out to all the members again. As well as the Teacher of the Year Form. Coordinate with Tod Janssen.
- d. Insurance – Kevin Krauss
- i. WC is continuing to show adverse results. Companies are eliminating dividends and if you have any claims they are non-renewing the accounts. NCCI just approved the Split Point for experience mods. This will raise the cap substantially and any accounts that have had losses can expect to see their mod increase.
 - ii. Property market continues to be flat or increases of 5 to 25 percent.
 - iii. Liability is still stable.
 - iv. Anthony Perrone suggested that the BCAF start preparing for the Obama Care. Kevin Krauss accepts the roll to be the point person on this topic.
 - v. Compliance standpoint from providers doesn't start until 2014. Board needs to start working with Amy Arcuri to get the comply info.
- e. Legislative – Matt Stevenson for Joe Olear (*not in attendance*)
- i. Matt Stevenson asked for ADA Issues and received five of them from members. Matt is going to put together personal stories to present to them.
 - ii. Charlene Harmon said to check on the Salaried Employee Classification and we probably should put it into the newsletter. Check on the bill.
- f. Nominating Committee – Charlene Harmon
- i. For the upcoming annual meeting we need to have Bill Hanson on the election ballot for a new 2-year term that would start in 2013 and end at the end of 2014. Need to make Dave Driscoll and Bill Matovina both Friends of the BCAF for two year terms.
 - ii. Charlene Harmon is looking at Barbara in Jacksonville, Carlos in Spring Hill and Ronnie at Strikes at Boca for possible BOD replacements.
 - iii. Charlene also announced to the group that she will be stepping down as Past President at the end of 2012 for personal reasons. That means that Anthony Perrone will re-assume the role as Past President for 2013.

- g. Marketing/Tournament Committee – Jack Kordusky
 - i. Next week IFT Tournament starts in Florida. Our two teams are all set to go!
 - ii. Jack made a suggestion that we combine non-advancing categories into one single category.
- h. Youth Committee – Dave Driscoll
 - i. We are all registered for FASA Show in October. Alex Ross and Dave Driscoll will work the booth. Chris Gallas has arranged to have the Youth Booth shipped to the Trade Show for them to use. Chris will also provide all the necessary hand-outs.
 - ii. We only had one In-School Grant this time from Port St. Lucie Lanes. Tod Janssen is going to call Christine to speak with her to get more details before we award it to them.
 - iii. High School Meeting is next month. Matt Stevenson will attend this meeting. The HS Tourney needs a center with lots of room for stands and to be able to move on the concourse. Anthony Perrone suggested that it might be a good idea to look into splitting the Boys and Girls and that way it would reduce the amount of lanes needed.
- i. Strategic Plan Task Force – Matt Stevenson
 - i. None

7. BCAF Update – Matt Stevenson

- a. Matt Stevenson reached out to Frank DeSocio to have the call center help us make calls to promote the annual meeting. Chris Gallas will get a script together for them and a list of all the centers broken out with the centers that have not attended in the last three years and non-members.

8. BPAA/USBC Update – Anthony Perrone/Chris Gallas

- a. There was a by-law change for the BPAA regionals. All will follow the same rules now. The choosing of all candidates via BPAA online.
- b. Also changed the 5,000 state rule. No longer 5,000 lanes, just top four state associations – (Ohio, Michigan, Illinois and NY)
- c. GA/Carolinas is 5th largest. Florida is right behind and will always be represented.
- d. There was a write-in vote for VP (Tom Martino), who won. Cathy DeSocio is the new BPAA President and Al Nordman is the new secretary.
- e. There were 3 big announcements at Bowl Expo. 1) XBowling – (Anthony Perrone has been testing it), 2) Design Pro 300, 3) Youth Bowling with new 8 for 8 Program.
- f. The new 8 for 8 Program has ball manufactures giving balls for \$27.50. All materials are great. One coach per lane and it is all scratch.
- g. GoBowling.com was re-launched in May.
- h. National Bowling Day is August 11th!
- i. Smart Buy Program is still doing very well.
- j. US Women's Open was very good, despite the bowling conditions from bowling outside in the desert.
- k. Next Year Bowl Expo will be at the Paris Hotel in Las Vegas.
- l. USBC sent every member a DVD to learn to bowl. It is a trail program. You can pay for it and keep it or send it back.

9. Old Business

- a. The proceeds raised at this year's Bob Dykes Second Annual Golf Outing has been tabled until the Member Events Committee can decide on what to do with the money raised.

10. New Business

- a. Extravaganza – Anthony Perrone suggested that the BCAF might want to look into sending a team or teams to the tournament in 2013 at the Red Rock Hotel in Las Vegas. The cost is

- \$500 to participate. People pay for their own flight to Vegas. Thought they did a first class job at this year's event. Mike Cannington said that his centers sent 6 teams this year.
- b. Management School – The BPAA suggested that the BCAAF do their school either in January or at their April meeting in 2013 instead of after the annual meeting. Looking to do it in the Tampa/St. Pete area. Would cap the school at 30 people and make it very affordable for someone to attend. The hard cost of hosting this event is \$7,500 to the BCAAF. – *Motion to host a BPAA Management school in 2013 - (Alex Ross), 2nd (Kevin Krauss), all in favor, approved.*
 - c. Charlene Harmon said that she has a verbal commitment for the State Tournament to extend the deadline from March 1st to April 1st.
 - d. Mike Cannington is going to have Chad Murphy from the IBC to come to his area to get the 8 for 8 program up and running for the fall. He has 8 centers committed.

11. Next Meeting

- a. Rosen Shingle Creek for the Annual BCAAF Meeting on September 24 & 25.

12. Adjourn – 12:04 PM

- a. *Motion to adjourn (Mike Cannington), 2nd (Jack Kordusky), all in favor, meeting is adjourned.*

Respectfully submitted by Chris Gallas on 8/21/2012 - Confidential