

Blackhawk Bowhunters
Board of Directors Meeting Minutes
December 6, 2021 @ 6:30 PM @ Blackhawk Clubhouse

Officers		Board Members	
x	Dale Goytowski - President	Brian Austin	Mark Noyce
	Dannielle Hendon – Vice President	Brian Kreutz	Michael Waisbrot
x	Jerry Gleisner – Treasurer	Jamie Zahalka	Sheryl Blaschka
x	Amy Crooks – Secretary	Jeff Schultz	x Tony Bickel
Board Members		Kurt Baus	
	Alan Riggs		
	Alex Binter		

- Meeting called to order by Dale Goytowski
- **Secretary:**
 - Review minutes from the August 2021 meeting
 - ✓ Jerry made motion to approve minutes; seconded by Tony; motion approved
 - Date & time for next meeting is January 3, 2022 at 6:30pm at Blackhawk Clubhouse
- **Treasurer:**
 - Review the treasures report
 - ✓ Approximately \$183k cash on hand
 - ✓ Approximately \$2k decrease from 2020 to 2021
 - \$6500k less income
 - membership
 - League
 - Raffle
 - Tournaments
 - Largest expenses:
 - Targets, 3D stakes, Maintenance
 - Mower repair
 - ✓ Tony made motion to approve treasures report; seconded by Amy; motion approved
 - Reviewed proposed five-year capital budget
 - ✓ Replacing the old ATV is a priority in 2022
 - ✓ Will discuss again in January for approval
- **Blackhawk Election in January 2022:**
 - Board positions up for election along with the current incumbents seeking another term are listed below. All positions are for a 2 year term.
 - ✓ Vice President – Dannielle Hendon
 - ✓ Secretary – Amy Crooks
 - ✓ Maintenance – Open
 - Alan Riggs is not able to run for another term
 - Dale will send an email to recruit for this position & a board assistant position
 - ✓ Media/Communications – Kurt Baus
 - ✓ Tournaments – Tony Bickel
- **Membership:**
 - Discussed increasing the cost of unworked hours for working members
 - ✓ Non-working memberships: single \$160; family \$235; youth \$130 senior \$125
 - ✓ Recommend dropping the working 6-month memberships as there are reduced opportunities to put in work hours; continue non-working 6-month memberships
 - ✓ Tony made motion to increase the cost of unworked hours from \$15/hour to \$17/hour; motion seconded by Dale; motion approved
 - Approved complimentary memberships for 2022
 - ✓ Blackhawk has 4 honorary life members:
 - Morgan Olson, Dick Gjerde, Susan Crouch & Jerry Robertson
 - ✓ All Blackhawk Officers, Board Members & Board Assistants
 - ✓ Comp memberships for former board members
 - Duane Austin – Year 3 of 5 for serving 10 years
 - Jon Dove – Year 1 of 2 for serving 4 years
 - Rick Gitzke – Year 3 of 4 for serving 8 years

- Tom Keleny – Year 4 of 7 for serving 14 years
- Ed Pierick – Year 1 of 5 for serving 10 years
- Chad Worrall – Year 2 of 2 for serving 4 years
- ✓ 1-year complimentary memberships:
 - Working Vortex Open
 - Mike Austin
 - Travis Boran
 - Ken Calhoun
 - Tim and Lynette Larsen
 - Blackhawk Neighbors
 - Brian Esser
 - Larry Kinsman
 - Joe Pertzborn
 - Cynthia Stocker
 - League Assistant
 - Alex Binter – Tuesday hunter league
 - Jim Burns - winter trad league & Vortex Open setup
 - Jeff Button - winter spot league, May NFAA tournament & July State FITA tournament
 - Youth Archery Program
 - Sheryl Blaschka
 - Clarke Hammer
 - Craig Hammer
 - Jay Herman
 - Tournament Assistant
 - Phil Pellitteri
 - Dennis Zintz
 - Mike Waisbrot
 - Running Hunter Safety Classes
 - Tim Gorski
 - Chris Mikkelson
 - Dave Marshall – providing pork for Blackhawk events
 - Steve Misusten – plumber on call
- **Kitchen:**
 - Beer distributor
 - ✓ Will begin utilizing Miller & Son’s Supermarket beer distributor
 - ✓ Already have a charge account at Miller & Son’s
- **Maintenance:**
 - No discussion
- **Tournaments:**
 - Finalized the 2022 tournament schedule
 - ✓ HHAUSA event in April 2022 was cancelled. Will host a club shoot
 - ✓ Confirmed Blackhawk will host the 2022 Vortex Open
 - T4T Shoot Results – December 5, 2021
 - ✓ \$90 Registration; \$6 Bar
- **Leagues:**
 - Winter Indoor Leagues
 - ✓ Monday Youth – Alan Riggs
 - Dale will contact Alan to determine if he plans to coordinate again
 - ✓ Tuesday Hunter – Alex Binter
 - ✓ Wednesday Hunter – Jeff Schultz
 - ✓ Thursday Target – Jeff Button
 - ✓ Thursday Trad – Jim Burns
 - Tuesday & Wednesday night fall indoor hunter leagues results
 - ✓ Tuesday league – Alex Binter
 - ✓ Wednesday league – Jeff Schultz

- **Media/Communications:**
 - No discussion

- **Youth/Beginner Program:**
 - The 2022 youth/beginner program is scheduled to begin in January 2022
 - ✓ The program is limited to fully vaccinated individuals
 - ✓ Registration status
 - 98 registered shooters
 - Revenue approximately \$6500

- **Club Improvements:**
 - DNR Shooting Range Development Grant Program
 - ✓ The program provides grants up to \$75,000 for shooting range development projects
 - ✓ The program will fund up to 75% of the project cost
 - ✓ Discuss list of projects for 2022
 - Reviewed & discussed an updated list of major short term projects
 - Reviewed & discussed the updated long term goal options
 - ✓ An email survey of the Blackhawk membership will be used to seek input from the Blackhawk membership
 - Solicit ideas & comments about the estimated costs and how to pay for it.
 - Use membership feedback to develop a long-term goal for Blackhawk
 - A 5-year operating summary report will be included in the email survey

- **Old Business:**
 - Private Archery Lessons – Alex Yant
 - ✓ Alex taught 11 archery lessons during the month of September.
 - ✓ Alex taught 13 lessons in October. He landed a new job in late October that is more time-intensive so he is not able to take on new clients. As a result, Alex had Kurt remove his flyer from the Blackhawk homepage. Alex will continue to work with existing clients, most of whom he sees on a weekly basis.
 - ✓ Alex taught 9 lessons in November.
 - Construct a fence along the Blackhawk/Ice Age Trail property line in 2022
 - ✓ Need to clear the vegetation along the north and east side of the property boundary
 - ✓ West side of the property boundary is clear
 - ✓ Plan to install a smooth wire or hog wire fence with metal posts along the boundary
 - ✓ Build two more walls along ice age trail boundary for the 3D target course
 - The Mike DeLapp memorial project is complete
 - Discussed the proposal to reduce the number of board positions
 - Send newsletter to the Blackhawk membership – Dale
 - ✓ Included in the long-range plan

- **New Business:**
 - Jerry will update the bylaws.
 - ✓ Required to implement changes to the board positions
 - ✓ Will seek approval at the January 3, 2022 general membership meeting.
 - 2022 Raffle Discussion.
 - ✓ Spring start and draw in early summer vs. summer start and draw in late summer?
 - Starting later in the year would be a challenge as it would compete with other clubs
 - Recommend starting in April and complete after the June shoot; draw at the July board meeting
 - Discussed Good Oak's review of Blackhawk's wooded area to gauge the health
 - ✓ Discussed cost estimate
 - ✓ Determined Blackhawk members could do most of the invasive species removal.
 - ✓ Plan to hire Good Oak to spray herbicide and manage controlled burns
 - ✓ Will discuss further at the January board meeting
 - Professional fundraising advice/training – Camille Zanoni
 - ✓ Camille is a Blackhawk member
 - ✓ She is the Director of Philanthropy for the Natural Resources Foundation of Wisconsin.
 - How does club currently bring in revenue
 - Host archery events (5-6 tournaments/year)
 - Vortex Open – biggest revenue event
 - Raffle
 - Memberships

- Leagues (approximate 9-10k / year)
 - Youth Beginner Program (approximately 8k)
- Operating Expenses
 - Total expenses for the year \$40-60k (depending on maintenance & club improvements)
 - Recommend having 3-4 months of operating costs in the bank
- Savings / money market
- Blackhawk is a 501c4 organization – not for profit, but not charitable
 - Blackhawk is exempt from income taxes but does pay sales tax
 - Plan to investigate filing as a 501c3
- Camille proposed the following ideas to raise money for the club
 - Fundraise through individual organizations
 - Solicit grants
 - Major donor funding – these donors would want a tax deduction (would need to become a C3 first)
 - Could give guidance into starting the process for 501c3
 - Being a C3 could have a lot of fundraising advantages such as grants, corporate gifts
 - Potential for lifetime membership option (recommend approximate 10-year value of membership)
 - Promote bequests to include planned giving options to promote others to the mission
 - Offer & promote more youth archery courses – hire an instructor
 - Hulo frog: free listings for activities for the kids
 - Offer & promote more women archery courses
 - Recommend looking into Endowments
 - Places it into a long-term investment with a long-term growth
 - Typically pay out 5% per year
 - Could set one up through the Natural Resources Foundation of Wisconsin if the club was a C3 (diversified portfolios)
 - Update current website sponsor area to have direct links to their corporate websites
 - Recommend discussing creating a board position to manage fundraising efforts
- Proposed Tethrd event at Blackhawk – Shawn Chadwick
 - ✓ Proposing August 20, 2022 (weekend after Vortex); Rain date on Sunday August 21, 2022
 - Free event
 - ✓ When held in Barneveld there was an attendance of approximately 80
 - ✓ Set-up around 8am, guests arrive at 9am, product testing until lunch, close around 4pm
 - ✓ Free gear giveaways
 - ✓ Question / Answer time
 - ✓ Recruitment and sign-up will be completed through social media
 - ✓ Tethrd will consider setting up a vendor booth at Vortex Open to promote the event
- **Any Other Issues**
 - Discussed member of the year
- **Motion to Adjourn**
 - Seeing no further business, Jerry made motion to adjourn, motion seconded by Amy; motion approved.

Next board meeting will be on **Monday January 3, 2022 at 6:30PM.**
 Respectfully submitted by Amy Crooks.