

Hello Everyone,

Thank you for attending the Skating Club of Wilmington's Annual Meeting. As you know, the club bylaws require us to hold this meeting between April 15 and June 15. We chose a Sunday in early June so we could avoid finals, proms, and school nights.

I hope everyone can sit tight while we hold the business part of the meeting. I know the presenters are standing between you and a broomball game. We'll make it as short and entertaining as possible. We hope to finish the business meeting by 4:30. Then the kids, big and little, will go play broomball. Others are welcome to stay upstairs and meet and mingle with the committee chairs and Board Members. To make this a little more fun, I am going to hold a contest. Let's see who knows who authored some of our favorite quotes. Here's how it works.....

### **I'M JUST PREPARING MY IMPROMTU REMARKS.....WINSTON CHURCHILL**

The club has had an exciting year. I want to thank the Board of Directors, the Executive Committee, Committee Chairs, our many volunteers and our rink managers Peter and Dot, for their hard work and support in making things happen. Speaking of Peter, we have something special for him today. This year marks Peter's 25<sup>th</sup> year with The Skating Club of Wilmington. Peter is part of the reason the club has continued to exist and thrive as it does.  
PRESENT CLOCK.

Congratulations and Welcome to the Board members Kathy Snyder, John Lanyon, Suzanne Badalmenti and Pam Kincaid. Welcome to the team and we look forward to working with you.

I thank Carole Rebmann and Diana Wisner for serving on our Board. I particularly want to thank retiring Board members, Don Thureau and Laura Stratton their extended Board service and volunteer service to the rink. Don and Laura have been huge contributors to the club over their years on the Board. Don has been a Board member for 17 years. Our website, one of the best websites of all the USFS club sites, is thanks to the expertise and excitement Don brings to the task. Don will still manage the website, so please continue to take you news and announcements to Don. Don is also our rink photographer. Don has chronicled our lives and times at the rink. I'm sure all our scrapbooks are full of skating memories thanks to Don's photography. Laura was a Board member for over six years and contributed greatly to our spring shows and competitions. We thank Don and Laura for their outstanding and reliable service to the rink.

Let's look back at the 2008/2009.

The construction outside is finished. We can now drive on a paved asphalt road that wanders through a well tended golf course on the way to the rink. Our cars are no longer constantly dusty and muddy. Thanks to Dot's tenacity in keeping the golfers' cars out of our parking lot we have room to park again. Maps to the rink are accurate and we don't need to designate a volunteer to answer the phone to give directions.

We have had an exciting competitive season. Did you know that the Skating Club of Wilmington sent the second most number of skaters to Nationals? Our skaters have been successful in all levels of competition and in many places all over the country and around the world.

Ashley Wagner came in forth at Nationals with a fantastic comeback with her long program. She qualified for Jr. Worlds and placed 3rd. I was fortunate enough to be able to present Ashley with the SCW President's Award on Friday. Ashley had unchangeable plans to be away this weekend and couldn't be at this meeting to accept the award. Please congratulate Ashley they next time you see her.

SCW was represented at South Atlantics and our other qualifying competitors who moved on to Easterns included Blake Rosenthal, Shawn Rogers, Austin Wagner, Mac and Lauren, Kelsey Traunero, Alex Zahradnicek and Marcus Mimidis.

Qualifying to compete at Nationals included Blake Rosenthal, Shawn Rogers, Austin Wagner and Mac And Lauren.

Our National competitors included Ashley Wagner, Blake Rosenthal, Austin Wagner, Shawn Rogers, and Mac & Lauren.

The University of Delaware Collegiate Synchronized Skating Team, and our own Emily Walsh, a former Lady Duck, won the Pewter Medal at US Figure Skating Synchronized Skating Nationals. Caitlin Higgins attended synchro nationals with the University of Delaware Senior team.

SCW's synchronized teams are continuing to grow and expand. I hope the members of both the children's team and the adult team are having a good time. The rink supports this activity and we hope to see more synchronized skating at SCW. I hear the adults had a great time competing at Terry Conners in Ct last December and Synchro Easterns in NJ.

I announced at this time last year that The Skating Club of Wilmington was honored by US Figure Skating for being one of the highest producers new group lesson skaters in 2007/2008. This year we did it again. Dot, you outdid yourself! Thanks for the hard work. SHOW THE PLAQUE.

As we move beyond our first steps on the ice to taking our first US Figure Skating tests, I thank Elaine Hickman for her continued excellent job as competition chair. So far this year test income is around \$13,000. That's a lot of Ps and Rs. Thank you Elaine!

Feel like you've gotten a few too many R's lately? Let's try another quote. Listen to this and wait 'til you find out who said it....

**I'VE MISSED OVER 9,000 SHOTS IN MY CAREER. I'VE LOST ABOUT 300 GAMES. 26 TIMES I'VE BEEN TRUSTED TO MAKE THE GAME-WINNING SHOTES AND MISSED. I'VE FAILED OVER AND OVER AND OVER AGAIN IN MY LIFE. AND THAT IS WHY I SUCCEED.....MICHAEL JORDAN**

On to the business condition of the Club....We had a very fortunate year. We were able to hold expenses down, maximize our revenue opportunities, and finish the year with money in the bank. Skating Clubs nationwide are experiencing difficult financial times. We have worked through some difficult times to be where we are now. We have survived and are currently in better financial position than many Clubs.

While we had sufficient equity, our liquidity to meet operating expenses was tenuous. If you can't pay your bills, you are bankrupt. While we are better off today, we are not out of the woods yet. There are a lot of reasons why we hit some rough patches, some controllable and some not, and those reasons extend over decades and not just years. I believe the future is bright. However, we need to remember, this is a business. SCW requires good business fundamentals to continue as a viable club. The Board identified three factors have played into the current upturn in our financial position.

- 1) Peter and Dot have done a phenomenal job of lowering expenses. This includes not taking well deserved bonuses this year.

- 2) Revenue stabilization after the departure of the Typhoons and continued erosion of membership. New membership programs, such as the high level skating program, growth in the new hockey programs and rentals, stable skate shop revenue, and continued strong revenue performance of our shows, competitions, and group lessons.
- 3) Luck! This is an important factor! We were lucky that 1) energy costs were not as high as anticipated this due to a warm and not too snowy winter this year which offset categories that did not make budget 2) growth of the high level skating program brought in more unlimited members to the club 3) the physical plant held up without any major expenses 4) increased activity of many club coaches and new programs that are attracting new skaters (such as the show skating class) 5) We have established a small ongoing hockey relationship with some local schools and that is starting to replace some of the lost Typhoon revenue and 6) our competitions and show revenue held up better than we thought.

We can't count on continuing to be lucky. Peter and Dot don't have much more they can do with expenses, and certainly we can't control the cost of energy required to run the building and ice surface. Try as we may, no one has figured out how to control the weather.

Our expenditures this year are almost immaterial.

Zamboni expenses were \$6,000.

We added freon to the compressor system for \$7,000.

Painting the back of the building cost \$2,600. SCW thanks Gary Cooke for doing a beautiful job. Did you notice that great coat of fresh paint when you walked in the rink this week? Gary is currently working on the front of the building.

We saved money this year on propane. We paid \$3,300 this year compared to last year's \$11,000. Electricity is still going up. This time last year I spoke about the increasing cost of power. Thanks to Dot and Peter we held our power expense to a minimum. We apologize if it is a little cold in the non-skating areas of the rink. We minimized heating expense over the winter. By cutting the compressors to half power mid-day in the summer we are able to hold our electric bills down throughout the whole year.

### **ELECTRICITY IS JUST ORGANIZED LIGHTNING....GEORGE CARLIN**

Did everyone enjoy the Spring Show this year? I thank Calla, Martha, and Tiffany Scott for managing and producing a very entertaining show about TV shows. I thank all the members and skaters for their enthusiastic participation. The show made about \$13,000 this year. Before expenses the show made almost \$27,000. That's huge in what we thought would be a down year.

Our competitions continue to do well. We clear about \$19,000 at each competition. Peter calculated that comes to over \$500 per ice hour, making the competitions the highest per-hour contributor to rink revenues. I thank Luci Betzler and all the volunteers that make our competitions run so well. Our competitions have a great reputation in the skating community. Many of our processes have become the standard for other competitions.

On a personal level we all mourned with Dot when her ex-husband died over the winter. This May we were all thrilled that the Club experienced another blessed event this year! Coach Courtney Richardson became a mom. Welcome to SCW McKenzie Violetta Richardson. Which brings me to another quote.....

**ALWAYS END THE NAME OF YOUR CHILD WITH A VOWEL, SO THAT WHEN YOU YELL THE NAME WILL CARRY ...BILL COSBY**

*For reference:*

*Our officers for next year are:*

*President – Carole Smith*

*Secretary – Jane Reid*

*VP-John Lanyon*

*VP-Martha Hays*

*Executive Committee:*

*President-Carole Smith*

*Secretary-Jane Reid*

*VP – John Laynon*

*VP – Martha Hays*

*Kirk Seagers*

*Leslie O'Brien*

Let's have a great year in 2009-2010. Please investigate the many facets of skating that are open to you. At age 16 you are old enough to trial judge. Consider becoming an accountant. We hope to hold an announcer school in the fall. We plan to get the Teen Board up and running to give our older teens organizational and leadership opportunities. We have a great club, fun people, and lots of talent. Everybody skate great and have fun.