Minutes of the
Executive Meeting of the AARA
February 10, 1993

CONFERENCE CALL

The meeting was called to order at 2:05 p.m. by President Calkins. The following board members participated in the conference call:

Keith Calkins, Otto Dietrich, Van Dubolsky, Doug Ganim and Carol Pellowski, Luke St. Onge was also present.

President Calkins, briefly reviewed the meeting's agenda with everyone. He noted that all items discussed and acted upon during this meeting would be submitted to the entire board of directors as recommendations subject to board confirmation.

The following is a brief summary of the issues addressed and any action taken in the form of a motion.

1. Luke St. Onge asked the executive committee to consider moving its usual Monday evening meeting, at the nationals in Houston, to Sunday instead. The board meetings would begin on Monday ending Tuesday. Since the nationals actually begins at 8:00 a.m. Wednesday, the board meeting on Wednesday would be interrupted regularly if we continued to meet on this day.

   Carol Pellowski/Otto Dietrich (m/s) moved to approve these time and day changes. The motion passed unanimously.

2. With regards to the recreational membership change, it was moved by Carol Pellowski/Doug Ganim (m/s) to make the nationals, regionals, and state championships exempt from the membership waiver, which allows recreational member players not to be competitive license members when playing in sanctioned events in their clubs. Further, the rec. members would be restricted to use of the waiver for only one sanctioned event during the year. This idea evolved from feedback gathered during the leadership seminar. The recommendation represents a compromise that will not impact the rec. program negatively, and will encourage the states to work and develop the program. The motion passed unanimously, with a note that the current rec. members will have a "grandfather clause" to allow them to follow the previous policy until their renewals.

3. A motion was made to accept the trading card agreement with Russ Manino. Otto Dietrich//Carol Pellowski (m/s). Manino will use the AARA logo and the AARA will receive 10% of all sales with no up front money for production. It's a one year agreement with a second year option. The motion passed unanimously.

ITEM 4B
AUDIT REPORT

Ken Waugh presented the audit report. He reviewed the advantages of obtaining the building and increasing our net worth as we did it. He noted that the report was very clean: accounting and accountability has improved. Our net worth had increased from 1992 by $15,000. Ken mentioned that net worth needed to be built up, with a goal being equal to about one half years' revenue. He reviewed the balance sheets, statements of revenue and expenses, statement of cash flow, and the notes to financial statements. He added that we can now produce detailed line item accounts. Doug Ganim noted that payroll taxes should be tracing the salaries (see the schedule of program services line item). Ken mentioned that we are not missing payroll taxes and that it was just an allocation problem that can be corrected.

Ken reviewed the recommendations made because of the audit. These included: deferment of multiple year memberships to their appropriate years; evaluation of the way the magazine is reconciled financially; accountability for inventory through application of our Solomon III inventory module, and reconciliation of receivables and payable ledgers monthly.

Mike Arnolt asked Ken when we would be able to do the quarterly comparisons of budget vs. actual that we discussed implementing last year. Melody and Ken explained that when the transfer of records from the "Profit Wise" program to "Solomon" took place, the full detail was not saved. Last year was a split year: Five months with Profit Wise and seven with Solomon. The budget wasn't finalized until July (with all the revisions) so the analysis couldn't be done. For next year we will have the full comparison.

As a final statement Ken mentioned the USOC audit of the association was currently undergoing. This was being done by an internal auditor and all the N.G.B.'s are or will be undergoing compliance grant review.

Motion 2
A motion was introduced to accept and approve the recommendations of the audit report. Passed unanimously. (m/s Otto Dietrich-Marta Groess).

Luke expressed his gratitude to Ken and his staff and Melody for all their work.

Before leaving, Ken reviewed the letter he wrote to the Goldetsky's outlining his responses to their inquiries. Doug asked Ken if it was standard procedure for our books to be open to any AARA member, if they visit our office. Ken stated that the board defines what the general membership receives in terms of financial information. No one just sends this information to their general members regularly.

Motion 3
After Ken left, a motion was made to retain Ken Waugh and Associates as our accountants for the 93-94 fiscal year.

Passed unanimously. (m/s Otto Dietrich-Margo Daniels)

ITEM 4B
Audit Report

Otto reviewed Ken Waugh and Associates audit report. Statements showed that the associations fund balance was about $15,000 more than it was 12 months prior. It was noted that Ken Waugh's recommendations were being acted upon, and that the number of these recommendations continued to be reduced each year. Our accounting methods and accountability continues to improve each year.

Motion 2
The executive board moved to accept Ken Waugh's report (m/s Doug Ganim-Carol Pellowski). Passed unanimously.

Additional discussion:
Luke and Keith updated the executive board on Nina and Norm Goldetsky's continued inquiries into the association's business practices. They reviewed letters sent to the Goldetsky's by our attorney and by Ken Waugh. Our position and our business is all documented in writing. It was noted that anyone was free to review our books, as they are a matter of public record.

ITEM 5
Constitutional Changes

Two items were considered that qualified as constitutional changes. Both were submitted in time for consideration at this meeting. The first item for review was the elimination of the national commissioner as a position limited to board members. **Section 4.060** was recommended (as detailed in the April 21 letter) for deletion from the constitution.

Motion 3
The motion to initiate this action passed unanimous. (m/s Otto Dietrich-Carol Pellowski)

The second item: It was proposed that the date of the spring board of directors meeting be changed to one that would not coincide with the National Singles Championships. After discussion, it was the executive committees recommendation to defer this item to the general meeting. It should be noted that the committee did not support making this change, but it was felt that consideration should be given to the elite athletes involved in both the competition for a U.S. Team position, and their duties as board members.

Margo presented a motion to bring the U.S. team to the USOTC in Colorado Springs for a mandatory training camp.

Motion 38
Passed unanimously (m/s Daniels-Groess)

ITEM 12
BLUE RIBBON TECHNICAL COMMITTEE REPORT

The Blue Ribbon Technical Committee report was reviewed by Margo Daniels. These recommendations will establish a set of standards that will be applied to all of our national and regional events.

President Calkins informed the board that he will move to add the Technical Committee to our permanent list of committees in the May meeting. Since this is a constitutional change, the official notice was given at this time. Neil Shapiro moved to accept the Technical Committees report.

Motion 39
Passed unanimously (m/s Shapiro-Ganim)

ITEM 17B
SKILL LEVEL NATIONALS

The establishment of a Skill Level National Championship was reviewed and discussed. Players will be rated using the PARI system, and the Olympic format will be used to help reduce the impact of sandbagging.

PARI certifiers will be available the day before the tournament, as well as locally, (depending upon the availability of PARI instructors in a given region.) Carol Pellowski moved that we accept the Blue Ribbon Committee's report on the Skill Level Nationals.

Motion 40
Passed unanimously (m/s Pellowski-Groess)

It was also moved to establish the Skill Level Nationals as an official AARA tournament.

Motion 41
Passed unanimously (m/s Daniels-Pellowski)

ADDITIONAL ITEM
MOVING EXPENSES

A motion was made to reclassify funds in the budget to address the issue of moving expenses. The motion empowers the executive board to approve these expenditures up to $3000, providing there are corresponding offsets in other budget items.

Motion 42
Passed unanimously (m/s Arnolt-Marriot)

Item 20
(pp 104-106)

Junior Development

The subject of junior regionals was reviewed by the board, including the alternatives listed on page 105 of the report: (maintain current structure, combine junior and adult metro events, eliminate jr regionals, and make states the national qualifier).

It was noted that junior regionals cannot be eliminated, since they are current contractual obligations. The board recommended that the junior council get together and reorganize junior regionals. (m/s Otto Dietrich-Carol Pellowski) The motion passed unanimously.

There were no action items required by the Executive Board for any of the Tuesday, May 25, agenda.

Items 26-40
(pp 112-155)

Please see the enclosed copy of that agenda.

New Business

A final discussion issue was raised by Doug Ganim. He charged the board to recognize that our sport appears to be in a downward trend according to certain traditional indicators: manufacturers' equipment sales, tournament participation, state memberships, court club closings, etc. Doug asked that the AARA address the issue formally, and put together a plan of action to respond to the trends. (Possibly a crises management team) No action item was required.

The Executive Board meeting adjourned at 10 p.m., June 23, 1993. (m/s Otto Dietrich-Carol Pellowski)

Submitted by:
Van Dubolsky
Secretary

The details would be worked out by the committee. (For example, a player would have to have a PARI rating skill level on a national rating system). (m/s Van Dubolsky-Carol Pellowski) Motion passed unanimously.

The financial report was reviewed by our treasurer, Otto Dietrich. He noted that our year to date net worth of $25,000 was the biggest ever in the history of the association. The financial statements were available for detailed review and copies would be given to the full board in the morning, May 24. Otto noted that future financial reports would be noted as such, if they were not completely closed out as end of month statements. Also, all recommendations from the latest audit were implemented by the National Staff. A motion was made to accept the financial report. (m/s Carol Pellowski - Van Dubolsky). The motion passed 3-0 with one abstention, Otto Dietrich.

Item 7
pp 378, 1-51

The 1993-94 Budget

President Calkins opened this discussion by commending Otto and the other board members who were actively involved in reviewing and revising the budget. The president asked the Executive Board to approve this budget in concept (with current revisions) so that the entire board would have an operational budget to consider as they go through the complete agenda. The detailed budget review would be updated by Otto and after the two full meeting days, the final budget would be adopted by the entire board. The motion (m/s Carol Pellowski - Van Dubolsky). Passed unanimously.

The Executive Board moved to eliminate the $25,000 deductible in our liability insurance at a probable cost of $9,000. (See Ivan Bruner's discussion on page one of these minutes) (m/s Otto Dietrich - Van Dubolsky) The motion passed unanimously. The actual budgetary impact will be closer to $7,000 based upon figures obtained from our insurance company. (From $22,387 to $29, 284)

Item 8
(pp 38 and insert)

Final Approval of the Constitution

No action items required.

ITEM 4A
FINANCIAL REPORT

The financial report was presented by Otto Dietrich. He reviewed our assets and liabilities, pointing out that our net worth at August 31, was $61,000, although that figure includes the equity in the new building. The final annual approved budget was sent out showing a projection of up to $40,000 as a surplus, rather than the $9,000 it appeared to be last May. Otto mentioned that we needed to develop a plan to improve net worth up to a $100,000 line of credit. Mike Arnolt asked for a list of the account receivables that would not be collectible.

Motion 4
A motion was made to approve the financial report as submitted.
Passed unanimously. (m/s Otto Dietrich-Mike Arnolt)

Keith thanked Melody and Otto for all their work.

ITEM 5
CONSTITUTIONAL CHANGES

In February, President Calkins submitted a proposed constitutional change to strike the national tournament commissioner's position from this document. There is a perceived conflict of interest with a current member of the board serving in this position. After further discussion, Mike Arnolt asked that the position be listed as contract service rather than as a part-time staff position. Otto Dietrich moved to remove section 406.0,A from the constitution.

Motion 5
Passed (10-0-1) (m/s Dietrich-Groess) (Margo Daniels abstained)

In sixty days this section is deleted from the constitution and Luke St. Onge will have the opportunity to fill this new position. With the establishment of this position, we will have a standing Technical Committee and a staff liaison to review the national events.

A second constitution change request was submitted July 26. The proposal was to move the semi-annual meeting away from the National Singles Championships. After discussion of both the pros and cons of rescheduling, a motion was made to accept the amendment to change the meeting from the National Singles.

Motion 6
The motion did not pass (1-10-0) (m/s Shapiro-Arnolt).

President Calkins established an ad-hoc committee to investigate the board meeting times and the concerns addressed by the request. The committee includes Neil Shapiro, Janell Marriot and Carol Pellowski.

ITEM 6
Official Ball Bid For 1994

Luke reviewed the history behind the ball bid procedure. With our current contract, Penn has the right of first refusal, if the board wishes to accept a competitor's bid. The executive board voted to accept Pro Kennex's ball bid, with Penn receiving the right to match that bid per our contract arrangement with them.

Motion 4
Passed unanimously. (m/s Doug Ganim-Carol Pellowski)

ITEM 7
Awards

Tabled until the general meeting.

ITEM 8
Team Coaches & Support Staff for 1995 Pan-Ams

Tabled until the general meeting.

ITEM 9
Selection of Team Leaders & Managers

Tabled until the general meeting.

ITEM 10
Team Selection Procedure

Tabled until the general meeting.

ITEM 11
Contract with Merchandising Firm

The executive committee voted to approve the representation of the AARA by Performance Licensing Company according to the submitted contract, with the modification that it would be a two year agreement, not three.

Motion 5
Passed unanimously. (m/s Doug Ganim - Van Dubolsky)

The executive committee also recommended the creation of the AARA Foundation as a separate entity. The ultimate goal is to build a national racquetball center and guarantee its long term operation. Research, design, legal set-up and presentations of the

ITEM 9
SELECTION OF TEAM LEADERS & MANGERS

With respect to the actual selection of team managers for the Olympic Festival in 1994, Luke addressed the need for budgetary cuts and recommended that only one team manager, (instead of four) be selected for this event. Also one official would be selected rather than two. No action items were required.

ITEM 10
TEAM SELECTION PROCEDURE

Coach Winterton asked the board to review the team selection procedure, regarding qualifying for the World Championships and the Pan-Am Games. The U.S. Team Committee will report to the board tomorrow.

ITEM 11
CONTRACT APPROVAL FOR MERCHANDISING FIRM

Steve Lerner presented the action items concerning marketing. The first was to approve the representation of the AARA by Performance Licensing Company. This contract will be modified to be a two-year agreement rather than three.

Motion 9
Passed unanimously. (m/s Daniels-Pellowski)

The Marketing Committee will do the product review for this agreement.

The second item was to approve the creation of the AARA Foundation as a separate entity from the AARA. The research, design, legal set-up, and presentation of the foundation will be made by Dave Chrestensen, CLU, ChFC of Network Financial Services at no cost to the AARA. It will cost about $500 for filing fees.

Motion 10
Passed unanimously. (m/s Daniels-Pellowski)
After approval of this proposal, it was noted for the record that the Foundation was the AARA's to do with as it wants.

Item 3: To approve Cartan Tours Inc. as the official travel agency of the AARA beginning January 1, 1994, and ending December 31, 1994.

Motion 11
Passed 10-0-1 (Groess abstention) (m/s Arnolt-Marriot)
Cartan works well with United and with the Olympic family.

Motion 12
A motion was passed unanimously that any contracts entered by the AARA should be reviewed by our legal counsel. (m/s Dietrich-Marriot)

U.S. Team

The U.S. Team is maturing and for the first time acting in a cohesive manner. Other than a minor incident in Bolivia, the team acted in the most mature and responsible manner than any teams in the past.

Several areas really must be addressed. One is the responsibility of the team leader. Does the team leader answer to the coach or does the team leader head up the delegation? I strongly recommend that we answer this question before the Pan Am Trials next March in Argentina.

We must also start looking towards the selection procedure and dates for the team leader, coaches, and team manager for the 1995 Pan Am Games. Many challenges exist in this area, and I strongly recommend that the board and the U.S. Team Committee start to plan our strategy in this area.

U.S.O.C.

We continue to maintain a high visibility within the USOC. Committee assignments will not be finalized until the June USOC board meeting. We have taken a pro-active position on the Pan Am's, and based upon future developments, there could be a sub-council formed of Pan Am only sports, which now number nine. The Pan Am only sports have become a major factor in the USOC movement. I do not see the funding changing for the 1993-94 fiscal year.

National Championships

This past year has seen a definite upgrading of our national events. The two scoreboards have raised the level of professionalism, and with the addition of Steve Lerner we are able to totally support our sponsors. The Senior/Masters World Championship fundraising project far surpassed our expectations with $21,000 realized. We are looking at upgrading the national singles with a better sound system, better communications, and the use of the scoreboards. Hopefully the board will approve the skill level national championships to be held in the summer of 1994. I feel that this will be a tremendous development for the sport and help to push forward the P.A.R.I. program.

There are many other areas that could be addressed. Regionals, media, councils, disabled, etc. are all important and moving forward.

I would like to share with you that your national staff is second to none. They are a highly dedicated professional group who have a passion and a dedication to you and our sport that I have not experienced within any corporation or N.G.B. We are very lucky to have this highly talented staff and the future of the AARA and the sport is bright.

Item 9
(pp 39-41)

USOC Report

Please refer to the previous action item. Recorded under Item 5, Executive Director's Report.

Item 10
(pp 42-59)

Membership Report

No action items required

Item 11
(pp 60-68)

Metro Regionals

No action items required.

Item 12
(pp 69)

Skill Level Nationals

Please refer to the previous action item recorded under Items, Executive Director's Report.

Item 13
(pp 70-76)

Recreation Memberships

No action items required.

Item 14
(pp 77-82)

Marketing

Steve Lerner asked the Executive Committee to approve the AARA's participation in the American Chiropractic Association Sports Council Network. This is a long term committee. Luke will develop guidelines. This description will then be submitted to the USOC Games Preparation Committee. Luke will develop guidelines for international protocol and these will be reviewed by the committee.

The procedure was established for the selection of the players eligible for the Pan Ams: 1) They must meet the eligibility requirements. 2) The top three finishers at Houston and the first place doubles teams from the national tournaments directly preceding the Pan Ams.

The procedure for selecting team leaders and team managers was established: 1) You must participate in an Olympic Festival. 2) The U.S. Team Committee will evaluate and select the leaders and managers from those candidates who have met the first eligibility criteria.

A training camp will be scheduled depending upon budgetary restrictions. The head coach will be able to attend at least one USOC coaching seminar this year.

Jim Winterton and Linda Mojer met to review and establish guidelines that will enhance our ability to publicize the U.S. Team on a local, state, and national level.

Dot Fischl resigned as a coach for the U.S. Olympic Festival, and Neil Shapiro was selected as a team manager for the U.S. Olympic Festival. There were no action items required at this time.

Item 33 **Awards**
(pp 131-134)
10:40 a.m.

The nominees for the Presidential Award were Julee Nicolia, Gary Mazaroff, Mary Lyons, and Walter Mc Dade. Julee Nicolia was selected as the Presidential Award winner.

Otto Dietrich moved that we send a letter of acknowledgement to all the nominees regardless of who wins. (m/s Otto Dietrich-Mike Arnolt) The motion passed unanimously. Otto also moved that all the names be entered individually as candidates for the Presidential Awards. (m/s Otto Dietrich-Mike Arnolt) The motion passed unanimously.

The nominations for the Joe Sobek award were Bill And Mary Walker. Bill and Mary won by acclamation.

questions. Level II tests have 25 multiple choice and 10 essay questions. Level III tests and a three day clinic will be scheduled at the U.S.O.T.C. for the fall of 1993.

Item 25
(p 111)

High School Championships

Jim presented this report. There were 129 total entrants this year. More states are sending players, and the quality of play has improved substantially.

Item 23
(p 109)
(plus handouts)

P.A.R.I. Report

Jim presented this report. PARI has been reorganized, and there will now be a regional director responsible for clinics in each area. A detailed information package was distributed at the board meeting. This information reviewed the new directions for PARI, gave a complete list of past clinic rates, PARI teaching professionals, the instructors newsletter, and the latest PARI manual inserts. Jim noted that the PARI manual has been adopted by the National YMCAs, and he commended Connie Martin for her continued efforts on behalf of PARI and the AARA. There were no action items required.

Item 27
(pp 114-117)

Masters Report

Ivan Bruner presented this report to the board. (This was a Tuesday agenda item moved up to Monday.) Ivan reviewed both short term and long term goals for the Masters Council. He described the need to explore a number of areas especially with regard to better communication between the masters association and the AARA. At the last Masters board meeting the association voted to try to improve the relationship between the Masters and the AARA. It was noted that Luke and Ivan would meet this week to continue to establish a better working relationship between the two organizations. Luke's April 28 letter to Ivan was reviewed, and it was noted that there needed to be a better job done by the AARA of maintaining communication or contact with the Masters Council. The council's request for funds for a meeting was not entered into the budget so there were no action items required by the board.

Discussion of committee work followed: It was noted that an effort would be made to involve even more US Team athletes, besides Doug, Kay, and Jackie. Neil stressed that the National Staff should be instructed to deal directly with the committee chairs to keep them informed. He suggested that each committee should be given their specific task in writing (in the form of a mission statement). Luke noted that he would send these statements to each specific chair of the Blue Ribbon Committees.

The meeting was adjourned at 8:40 a.m. (m/s Otto Dietrich - Carol Pellowski).

Submitted by: Van Dubolsky, Secretary

BOARD MEETING OF AARA
SATURDAY
OCTOBER 2, 1993

The meeting was called to order at 8:10 a.m. by President Calkins.

Members present:
Mike Arnolt,
Keith Calkins,
Margo Daniels,
Otto Dietrich,
Van Dubolsky,
Doug Ganim,
Jackie Gibson,
Marta Groess,
Janell Marriot,
Dario Mas,
Carol Pellowski,
Neil Shapiro

Member absent:
Kaye Kuhfeld

Staff members present:
Luke St. Onge
Jim Hiser
Steve Lerner

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The previous afternoon and evening discussions were reviewed by the board. With respect to the membership issue, the following motion was introduced:

To make competitive license membership fees $20 per year ($13 for national, $7 for the state), including the magazine. Renewals would be $15 for the magazine only, and the state associations would receive a $5 rebate if it sold the subscription directly to a former C.L.M. member.

Passed (9-0-2) (m/s Dubolsky-Groess)
(Ganim and Dubolsky abstained)

Following this action, President Calkins recognized the work of Linda Mojer and Rebecca Maxedon with respect to the outstanding quality associated with our *RACQUETBALL Magazine*. He noted that this publication is one of the primary benefits our members receive.

The next topic for review was the P.A.R.I. program. Luke and Jim reviewed the history and development of the program, as well as outlining the accomplishments and limitations. Possible solutions to the inherent problems with the program were offered

EXECUTIVE DIRECTORS REPORT
MAY BOARD MEETING

In an effort to keep you and the membership informed, the following is my report on the state of the association. As we move forward and begin to realize many of our goals and dreams, we must remember that all of us have met these challenges through being aggressive, taking long range chances, being creative, having great vision, and doing the right thing. These are the assets that have allowed us to become a major entity in the physical fitness industry in a little less than 15 years. We have come from a past that few organizations could survive, to become a viable promoter and developer of our sport.

I would like to remind all of you that our current success did not come from being timid but being able to recognize opportunity, react to it, and then capitalize on the opportunity.

We developed a long range plan and vision statement in 1988 and fulfilled it in 1993.

The challenge to you as the policymakers and leaders of our association is not to lose sight of the vision, goals, and future that all of us have worked so hard to achieve. We are on the very edge of achieving all that represented only dreams or wonderment a short few years ago.

Financial:

Due to cutbacks by the USOC during this past year, the executive committee made major revisions in revenue projections and cut expenses accordingly. As stated in earlier reports, we really would not begin to feel the adjustments until the following fiscal year. All reductions are reflected in the 93-94 budget. The following are the major cuts:

Television	$90,000
Councils	$35,000
Grants	$30,000
Insurance	$80,000
Administrative Overhead	$10,000
Membership	$10,000
Projected Total Savings	$255,000 over 1992-93 Budget.

Our financial concentration in '93-'94 is to fulfill all of our obligations, plus build the sort of net worth that the association has never been privileged with.

Several areas that we feel will receive additional revenues over this past year are:

Item 29 **Women's Council Report**
(pp 123-127)
(plus handouts)
3:15 p.m.

Carol Pellowski presented the Women's Council report. (This was a Tuesday agenda item moved up to Monday) A review of the past year's activities was outlined including the establishment of the Women's Senior/Masters Racquetball Association. During the Fourth Annual Women's Senior/Masters National Championship in St. Louis March 25-27. A petition for recognition as an official council of the AARA was reviewed by the board. After lengthy debate it was established that the Senior/Masters designation makes it not practical as a separate council. The Fifth Annual National Championship will be hosted by Racquetpower in Jacksonville, FL, January 28-29, 1994. No action items were required by the board at this time.

Item 30 **National Singles Report**
(p 128)

This Tuesday agenda item was also moved up to Monday afternoon, and Margo Daniels presented this report. Margo outlined the week's activities as the tournament would begin on Wednesday at 8:00 a.m. There are over 715 individual participants with second entries and consolation brackets guaranteeing over 1,500 matches will be played. The new players guide for the tournament reviewed all the procedures and activities and was offered as evidence as one of the many upgrades in this 25th Anniversary Event. There were no action items required by the board.

Item 31 **Hall of Fame Report**
(p 29)
3:30

Otto Dietrich presented this report. It was another Tuesday agenda item moved up to today. Otto reported that the player history data for all national events was now entered into the computer, and that there were lots of possible ways to analyze this data. Mike Arnolt suggested the possibility of rating players with respect to the relative values of the national titles they have won. (ie: open and age group titles) After further discussion, President Calkins emphasized that we needed closure on this selection process and that the board needed to ratify that procedure ASAP. Keith will ask Dario Mas to chair this committee. He will work with Otto and Mike to initiate the process and the procedures so we can have candidates by October. In an informal straw vote the board agreed that there should be a second category for the hall as contributors, as well as players. No action items were required at this time.

A second motion was introduced to make the Women's Senior/Masters Championship a qualifier for Nationals at 35 + and 40 + for one year, as a trial to be reviewed to determine if there is a negative impact on the regionals.

Motion 31
Passed (10-0-1) (m/s Daniels-Dubolsky)
(Marriot Abstained)

The board of directors will review all regional waivers at the October 1994 board meeting.

ITEM 17C
MARKETING STRATEGY

Luke reviewed the AARA marketing strategies for 1994. The specifics of the plan were deferred to staff. The issue of possible conflict of interest with respect to board members and marketing decisions was addressed. Luke advised the board that we will seek legal advice as to who can and can't participate in such decisions. (Doug Ganim and Jackie Gibson left).

Marketing Discussion:
Eyewear:
If we approve this portion of the agreement, we would have to substantiate it with testing. Because of our current situation we could be libel philosophically; should we approve eyeguards based upon testing? Our liability does cover us for this. (If we call it official or approved, does it change our liability?) Mike Arnolt noted that we should pursue this marketing strategy, (official product designations) with respect to equipment and possible failures. Mike said that we shouldn't approve them, just state that we accept their safety standards. (Do we change the rules and then practically enforce them? No!) He concluded that we shouldn't make an official eyewear designation because of the liability risk.

No action items were required at this time.

Finally, Luke reviewed the marketing inroads up to this time. He stated that he's satisfied where we are and where we are going - the position is fully justified on the basis of what's been done up to now.

After final discussion, a motion was made to direct the executive director to check out the issue of ethics and conflict of interest, as it relates to employees and board members. A set of guidelines will be implemented as policy for employees and the board.

Motion 32
Passed unanimously. (m/s Dubolsky-Daniels)

Motion 28
Marta Groess moved to make AARA lifetime memberships $500.
Passed (10-1-1) (m/s Groess-Dietrich)
(Shapiro against) (Dubolsky abstained)

ADJOURNMENT AT 6:00 P.M.

and goals were described. The following is a brief review of some of the comments and thoughts that were part of this session:
The problem is not information - that's available and in place. The task is to educate, instruct, and disseminate the information through an organizational system like that outlined on the flow chart supplied in the board packet. The initial goal would be to establish credibility with club owners and managers, and to convince them of the worthiness of the program. They must be educated that PARI involves programming and teaching certification. Material now developed and disseminated is primarily programming information.

The USOC mandates that we spend money on coaching and PARI. It allows us to comply with the certification procedure. Doug felt that we should change the name and emphasize to club owners how the programs could generate revenue. The national staff will develop a plan in a more finite matter that would access club owners, community colleges and universities.

Luke emphasized that club owners and managers will be introduced to PARI as part of the recreational membership program. The *Club Reporter* (newsletter) will publish a total detailed PARI plan.

No action items were required.

ADDITIONAL AGENDA ITEM 18
WOMEN'S SENIOR/MASTERS ISSUE

Luke described the history behind the request that a womens senior/masters (new group) be placed under the women's council. Luke outlined the organization structure as it currently exists. He explained that there is an AARA Masters Council. This is not the National Masters Racquetball Association. The AARA works with, but has no jurisdiction over. A proposal was presented to rename and reform the AARA Masters Council and to change the minimum age requirements to over thirty-five, with annual meetings would be in June.

Motion 29
Passed (10-0-1) (Shapiro abstained) (m/s Daniles-Groess)

The Senior/Masters Council members are: Ivan Bruner, Kathy Mueller, Bill Daly, Paul Banales, Les Dittrich, Dario Mas, Carol Pellowski, and one more woman (to be appointed).

The second issue was a request to make the Women's Senior/Master's Invitational a qualifier for National Singles. After additional discussion, a motion was presented to make the Women's Senior/Masters Championships a qualifier for the National Singles in 35 plus and higher women's divisions.

Motion 30
Passed (5-4-3) (m/s Daniels-Marriott)
For: (Calkins, Daniels, Marriott, Mas, Pellowski)
Against: (Arnolt, Deitrich, Ganim, Gibson) Abstained: (Dubolksy, Groess, Shapiro)

accounting of the true number of states that will ultimately qualify for rebates for the 1993 year. It was suggested that 85% be used as an accurate figure for budgetary calculations.

11:20 a.m.

A brief review of the $25,000 deductible liability insurance issue was followed by a motion to accept the Executive Committee's recommendation to reduce the deductible to zero. (m/s Ivan Bruner - Otto Dietrich) The motion passed with a 10 for 1 against. Mike Arnolt voted against the proposal.

Item 11 **Metro-Regionals**
(pp 60-68)

Tabled until Tuesday.

Item 12 **Skill Level Nationals**
(p 69)

Luke St. Onge reviewed the idea of the association establishing a Skill Level National Championship for 1994. It was stated that about 90% of our membership would fit under one of the skill level categories, and that using P.A.R.I. we would ultimately be able to identify the varying skill level determination criteria. A July/August date was established as a possible target time. 11:30 a.m. A motion was presented to accept the Executive Committee's recommendation to establish a Blue Ribbon Committee to investigate and ultimately initiate a National Skill Level Event. (m/s Kaye Kuhfeld - Otto Dietrich) Passed unanimously.

Item 13 **Recreation Membership Report**
(pp 70-76)

Luke St. Onge summarized the recreational membership material. He evaluated the program including a statement that he viewed it as a number one priority for our association. The IRSA agreement was reviewed, and it was noted that we now had close to 1500 clubs as part of the program. There were no action items required.

Item 14 **Marketing Report**
(pp 77-82)
(plus additional handouts)

Steve Lerner presented the marketing report. He reviewed the past months activities including the Supershow and the IRSA Convention. Steve asked the

MINUTES OF THE BOARD OF DIRECTORS MEETING
of the American Amateur Racquetball Association
Friday, October 1, 1993
Colorado Springs, CO

ITEM 1
WELCOME

President Keith Calkins welcomed everyone to our new home at 1685 West Uintah. He noted that Kaye Kuhfeld was at the A.C.C. meeting this weekend. Keith also said that our national staff would be making presentations during the weekend and that our governance manual is now complete and operational.

ITEM 2
ROLL CALL

Board members present:
Mike Arnolt,
Keith Calkins,
Margo Daniels,
Otto Dietrich,
Van Dubolsky,
Doug Ganim,
Jackie Gibson,
Marta Groess,
Janell Marriot,
Dario Mas,
Carol Pellowski,
Neil Shapiro

Member absent:
Kaye Kuhfeld

Staff members present at 8:00 a.m.
Luke St. Onge
Melody Weiss

ITEM 3
APPROVAL OF MAY MINUTES

A motion was made to approve the minutes of the May 23, 24, 25, 26, 1993 meeting in Houston, with two corrections to be submitted as the final record.

Motion 1
Passed unanimously.
(m/s Otto Dietrich-Margo Daniels)

MINUTES OF THE EXECUTIVE COMMITTEE MEETING
OF THE AMERICAN AMATEUR RACQUETBALL ASSOCIATION
May 23, 1993
Hyatt Regency Hotel-Houston, Texas

Items 1 & 2

The meeting of the Executive Committee was called to order by President Keith Calkins Sunday, May 23, at 6:00 p.m. Following his opening remarks, roll call was taken:

Members present were:	Others present were:
Keith Calkins	Mike Arnolt
Carol Pellowski	Ivan Bruner
Otto Dietrich	Steve Lerner
Van Dubolsky	Neil Shapiro
Doug Ganim	Luke St. Onge

All agenda items were reviewed with special attention given to those items requiring action by the full Board of Directors during the next two days of meetings.

Items 3 & 4
(pp 2-30)

Approval of the September board minutes was tabled until the full board meeting.

Additional Item

Ivan Bruner asked to address the executive committee at this point concerning our present insurance coverage. Ivan asked Luke to clarify for everyone exactly how our coverage worked. After this review, Ivan shared his concerns about our liability insurance: it is primary liability coverage, and there is a $25,000 deductible for every person for every possible incident. This is simply too great of a risk for our association. He recommended that we drop the liability deductible, and it was noted that our insurance company agreed with this position. It was also noted that for approximately a $9,000 payment on our part, we could reduce the deductible to zero. Luke St. Onge reviewed the history of our insurance, noting that we have never had a liability claim up to this time; but that we have had injury claims. He also noted that the insurance does cover "errors and omissions" of the Board of Directors. Ivan made a final recommendation that the board should spend the extra dollars to protect itself and the association, and at that point he had to leave. It was noted that the board would definitely address this issue.

ITEM 16
SCHOLARSHIP REPORT

The board reviewed the status of the scholarship program. A motion was made to recommend funding four scholarships at $500 each for the 1993-94 school year.

Motion 16
Passed unanimously. (m/s Arnolt-Marriott)

President Calkins recognized the people responsible for the fund raising efforts on behalf of the AARA scholarship program: the National Masters Racquetball Association, John Mooney, Mike Arnolt and the World Senior Championships.

ADDITIONAL AGENDA ITEM
ELECTION NOMINATION REPORT

Otto Dietrich presented the nominating committee report. After discussion, it was decided that the present slate of candidates was never actually selected by the nominating committee through the established procedure. A motion was made to accept the committee report and to then instruct the committee to follow the established procedures.

Motion 17
Passed (10-0-1) (m/s Daniels-Pellowski)
(Arnolt abstained)

ADDITIONAL AGENDA ITEMS
SITE SELECTIONS FOR TOURNAMENTS

Margo Daniels updated the board on the bid requirements, and reviewed the sites for upcoming national events.

The High School Nationals for 1994-95 will be in St. Louis with a one year option.

Motion 18
Passed unanimously (m/s Daniels-Dietrich)

The Intercollegiates will be held in Phoenix in 1994

Motion 19
Passed unanimously (m/s Shapiro-Dietrich)

A motion was made to recommend 1994 National Juniors to be held in Chattanooga, TN, dependent upon site inspection.

Motion 20
Passed unanimously (m/s Dubolsky-Dietrich)

President Calkins will be sending a letter of appreciation to the club at Gaithersberg, Maryland, thanking them for their efforts during the 1993 Junior Nationals.

ADDITIONAL COMMENT

Mike Arnolt asked the executive director to attempt to keep the production schedule for the printing and publishing of the magazine in line with the idea of mailing them out by the first day of the month they are labeled for. He felt it was a sensitive timing issue with our membership.

ITEM 17D
HALL OF FAME

After additional review and discussion, a motion was made to support the criteria previously established for the hall of fame induction of players, based upon national titles won and/or gold points, along with a minimum age requirement.

Motion 43
Passed (9-2-0)
(Arnolt and Mas against)

Following additional discussion, a motion was presented to accept 20,000 gold points as criteria to be elected to the AARA Hall of fame.

Motion 44
Passed (10-1-0) (m/s Arnolt-Daniels)
(Dubolsky against)

The last motion was amended to include 15 points earned at the rate of two for an open singles or doubles title, and one for mixed open and any other age brackets.

Motion 45
Passed unanimously (M/s Groess-Shapiro)

The last motion was amended to establish the levels 20,000 points and/or 20 gold points.
Passed (7-4) (m/s Ganim-Daniels)
(Dubolsky, Marriot, Mas, Shapiro against)

A final motion was presented to establish a minimum age criteria for induction into the hall of fame. A person must be at least thirty five years old.

Motion 47
Passed (9-2-0) (m/s Ganim/Pellowski)
(Dubolsky, Shapiro against)

The meeting was adjourned at 6:55 p.m.
Passed unanimously
(m/s Pellowski-Groess)

The nominations for the John Halverson award were Ralph Reeb from Ohio and Jim Luzar from Wisconsin. Ralph Reeb was the winner.

Item 17 **Additional U.S. Team Business**
11:35 a.m.

After discussion, a motion was presented to accept the letter written to Jim Winterton with regards to the Bolivia incident involving John Ellis. 11:20 a.m. (m/s Margo Daniels-Doug Ganim) The motion passed 5-3-2. Mike Arnolt, Otto Dietrich, and Ivan Bruner voted No. Jackie Gibson and Neil Shapiro abstained.

Item 17a **Jr. Team Report**

A motion was presented to extend the terms of Head Coach Jerry Hilecher and Assistant Coach Hart Johnson for one year. Also, to send a letter of thanks to Dot Fischl-Kelly for her leadership at the Junior Selection Camp; and, finally, for the Junior Team Committee to prepare an article for the magazine that would advertise the positions for Junior Team Coaches for the 1994-95 year. 11:35 a.m. (m/s Margo Daniels-Kaye Kuhfeld) The motion passed unanimously.

Item 37 **Personnel Report**
(p 150)

Margo Daniels reviewed the personnel manual. She noted a change that should be entered on page 17. Under the pension plan section add the following: The AARA will contribute $50 monthly at the end of the first full month in the third year of employment. The contribution will increase $50 per month in the fourth, fifth, and sixth year. The maximum contribution is $200 monthly. A motion was made to accept the policy and procedure manual with final revisions. (m/s Margo Daniels-Mike Arnolt) The motion passed unanimously.

Margo reviewed the evaluation done on Luke St. Onge. Areas of strength and relative weakness were identified. An assessment was made, and it will be filed in the office personnel files. The current budget (if accepted) shows a 5% salary increase in Luke's salary as recommended by the personnel committee. (m/s Neil Shapiro/Carol Pellowski). The motion passed unanimously.

Lunch break 12:35 - 1:40 p.m.

(Personnel continued)

Keith Calkins shared with the board Luke's concern with respect to raising his salary by 5% in these economic times. Luke felt a 3.2% raise would be a fair

MINUTES OF THE AARA BOARD MEETING
May 26, 1993
Hyatt Regency Hotel
Houston, Texas

This meeting was called to order Wednesday, May 26, at 8:05 a.m. by President Keith Calkins.

Board Members Present:	Board Members Absent:
Mike Arnolt	Margo Daniels
Keith Calkins	Marta Groess
Otto Dietrich	Dario Mas
Van Dubolsky	Janell Marriott
Doug Ganim	
Jackie Gibson	
Kay Kuhfeld	
Carol Pellowski	
Neil Shapiro	

Non-board attendee: Luke St. Onge

President Calkins made some opening remarks, welcoming everyone and thanking them for their hard work. He encouraged all board members to attend the annual leadership seminar program, which will again be held at the U.S.O.T.C. in Colorado Springs in January 1994.

He also passed around for inspection a copy of the Board of Directors Manual given out to new board members. The document was originally published in 1991. He mentioned that everyone should already have it or they will receive one.

He reviewed the minutes of the Executive Board meeting (via conference call) of February 10, 1993. After this review, a motion was made to accept the minutes as presented. (m/s Otto Dietrich - Carol Pellowski). The motion passed unanimously.

The president noted that he would review and produce a copy of all committee assignments for each board member for the 1993-94 year. (The assignments are enclosed as part of these minutes.)

ITEM 3
AUDIT

The final audit report and our responses to it were reviewed and discussed by Luke and the executive committee. No action items were required.

ITEM 4
RULES

With respect to the one serve rule waiver passed by the board during the fall meeting, the question has arisen as to how to deal with a screen serve. Is the screen a fault leading to a side out? After discussion, it was recommended that one screen would be allowed with the second being called a side out. Otto recommended that we modify the rule waiver to read that the first screen serve would be a fault, the second a side out.

Passed unanimously (m/s Dietrich-Dubolsky)

This will be sent to the full board and is subject to their approval.

The meeting was adjourned at 12:30 p.m.

foundation would be made by Dave Chrestensan, CLU, ChFc of Network Financial Services at "no cost" (other than filing fees) to the AARA.

Motion 6
Passed unanimously. (m/s Otto Dietrich-Doug Ganim).

A motion was presented to approve Cartan Tours Inc. as the official travel agency of the the AARA.

Motion 7
Passed unanimously. (m/s Doug Ganim-Carol Pellowski).

The executive committee also recommended that every agreement we enter into should be reviewed by legal council prior to the actual signing of the contract.

Motion 8
Passed unanimously. (m/s Van Dubolsky-Otto Dietrich)

ITEM 12
Blue Ribbon Technical Committee Report

Tabled until the general meeting.

ITEM 13
One Serve Rule

Following discussion, this was tabled for consideration by the U.S. Team Committee.

ITEM 14
Michelle Gould's Request

After discussion, it was moved by the executive committee to not recommend accepting Michelle Gould's request to play in the regional and nationals in the men's open division.

Motion 9
Passed unanimously. (m/s Doug Ganim-Carol Pellowski)

ITEM 15
Membership Report

Tabled until the general meeting.

Item 20
(pp 104-106)
(plus additional
handouts)

Junior Development

Carol Pellowski presented this report. The junior program was reviewed in detail including a report by Junior Council President Tim Storey. A general State of the Union address described the junior program as one in need of a boost. The format for the junior regional events was discussed with possible "alternatives" offered to help increase participation. Tim mentioned that an informal poll favored/suggested the possibility of combining the junior events with adult metros or some other adult tournament. The Junior Olympics will be in Baltimore for 1993, but no site is yet committed to 1994.

The European tour plans were being formalized as the juniors have raised the money to take the trip. National will pay Margo Daniel expenses as a team chaperon. (This funding was already approved.)

With respect to the U.S. Junior Team, Jim Hiser made the following recommendations: that the U.S. Junior Team coaches' terms be extended for a second year and that the procedure used to select new coaches be recognized and accepted by the board. He also noted that letters should be sent to those candidates who are not picked as coaches.

Item 21
(p 107)

Elite Camps

Jim Hiser will supply the information for this summary.

Item 22
(p 108)

Phase II Teaching Video

Jim Hiser described the two videos that will be produced this summer. One will be called "An Advanced Approach to Racquetball", and the other is titled "Teaching Juniors-Drills and Skills". The videos will be taped and edited at the U.S.O.C. Both productions will be paid for by a grant from S.G.M.A.

Item 24
(p 110)
2:30 p.m.

Referee Certification

Jim presented the referee certification report. New tests have been distributed to all states. Test procedures have been simplified. Level I tests contain 50

The National Doubles will be held in Jacksonville, Florida, in 1994.

Motion 21
Passed unanimously (m/s Daniels-Dietrich)

LUNCH BREAK FROM 1:30 P.M. TO 2:15 P.M.

The afternoon was devoted to breakout sessions, with special emphasis to be placed upon membership costs and P.A.R.I.

THREE GROUPS:
1. Margo, Otto, Dario, John, Neil
2. Van, Mike, Janell, Carol, Jim, Steve
3. Doug, Jackie, Marta, Kevin, Linda

Each group spent about an hour brainstorming. As a result of these breakout discussions, followed by total group interaction, the following action items were initiated:

Motion 22
A motion was made to recommend that the media guide would be consolidated into a handbook. There will be a complete copy of the rules printed in *RACQUETBALL Magazine* at the appropriate time. Rules will be printed annually.

Passed unanimously. (m/s Dietrich-Marriott)

Motion 23
Mike Arnolt moved to eliminate all two and five year memberships.
Passed unanimously (m/s Arnolt-Daniels)

Motion 24
Otto Dietrich moved to eliminate the family discount structure as it exists.
Passed unanimously (m/s Dietrich-Daniels)

Motion 25
Marta Groess presented a motion to table motion 24.
(6-5-0) (m/s Groess-Pellowski)

Motion 26
Van Dubolsky moved to offer junior memberships at $10 with no magazine, and $15 with the magazine.
(9-2-0) (m/s Dubolsky-Marriot)
(Ganim, Shapiro, against)

Motion 27
Doug Ganim moved to establish financial breakdowns for junior memberships to be at:

$6/$4	$10/15
for $10	for $15
memberships	memberships

Passed unanimously (m/s Ganim-Dubolsky)

MINUTES OF THE
EXECUTIVE COMMITTEE MEETING
OCTOBER 23, 1993
PHOENIX, ARIZONA

The meeting was called to order at 11:30 a.m. by President Calkins.
Members present:
Keith Calkins
Van Dubolsky
Otto Dietrich
Doug Ganim (present but competing at the time)
Member not present:
Carol Pellowski (will be briefed via phone)
Also present:
Luke St. Onge

ITEM 1
BALL BID

Penn responded to the Pro Kennex ball bid. Penn's bid will definitely work out to be above the Pro Kennex bid. We will be tied into Penn's ball sales for the year. Penn has asked that we sign a disclosure to keep this arrangement confidential.

The executive board recommends to the full board to support the Penn 1994 official bid as written.

Passed unanimously (m/s Dubolsky-Dietrich)

ITEM 2
CONFLICT OF INTEREST

Our lawyers have reviewed our conflict of interest policy and the board member's current status.

The recommendations are that; board members and staff are not to be in arrangements with manufacturers that involve signed contracts.

Also, that no more than $1500 total equipment be given to any individual in a given calendar year. This is roughly the value attached to the items any equipment player would receive from a manufacturer over a years time. Additionally, anyone considered an employee or consultant of a company we might do business with, would need to be evaluated by our lawyers case by case.

The executive board agreed in concept with this idea.

Passed unanimously (m/s Dietrich-Dubolsky)

In the future, we have the following options open to us:

1. Raise dues to cover the services to the member.
2. Cut services to the member.
3. Continue to subsidize the loss per member.
4. Find an additional sponsor to help underwrite the membership program.

I suggest that we appoint a Blue Ribbon Committee to review the situation and report back to the board at the October meeting with recommendations.

Recreational Program

Probably the highlight of the 1992-93 year (and there were many), is the incorporation of the IRSA clubs into the recreational program. This has been a goal of the association for the past 15 years and finally realized this past March at the IRSA convention. John's report will reflect the full impact of the program along with a timeline for implementation. I must share with you a certain disappointment in the seemingly lack of enthusiasm for this development. I'm not sure why we have this reaction and possibly the full impact has yet to be realized.

The bottom line is that we have picked up 1300 new clubs and potentially over 1,000,000 recreational members. At the same time, NIRSA is joining the program which adds another major increase in the program.

Pan Am Games

At the March meeting of PASO in Mar Del Plata, Argentina, racquetball was confirmed on the competitive program for 1995. Up until the final report by the PASO Executive Committee, our future was in doubt. I am not relating this for a dramatic effect, but only to share with you that this has been an extremely tough, frustrating and stressful journey. All of us thought of our athletes first and now the Olympic Dream is a reality. This along with the recreational program has been 15 years in the making and is now a dream come true.

I.O.C.

Due to the success of the Pan Am venture, pressure was brought on the I.O.C. to allow certain sports to make formal presentations to the I.O.C. Program Commission for future programs of the Olympic Games, especially the year 2000. Never before has the Program Commission made this offer, and we honestly believe that we will be treated fairly. The presentation will be made by President Han van der Heijden and myself. A tremendous amount of effort and time has gone into this presentation, and we will keep you informed as this exciting development unfolds.

<u>Magazine</u>

RACQUETBALL Magazine has undergone a tremendous change since last year at this time. We have undergone paper, graphic, page, and content changes. As with the rec. membership, Pan Am, and I.O.C., the magazine has made great strides this past year. It has become the standard of the industry rivaling the best days of NATIONAL Racquetball. We do not see any major changes, other than an ongoing upgrade in content, pictures, and graphics. We can all be proud of the magazine that is owned and published by the AARA.

We intend to start a cross-training and fitness section in the September/October issue of the magazine. We have advertising support and feel that this section will be a welcome addition to the magazine.

<u>Marketing</u>

Probably one of the best decisions we have made in past years is the hiring of a marketing manager, although major sponsors will not come knocking on our door without major massaging, ongoing contacts, amazing persistence, and good old luck.

We have had several successes in the past several months.

A) Ektelon on the recreational program
B) MBNA - restructuring and marketing
C) Sprint phone
D) Hogeye sponsorship
E) Santiago (Bonnie Bell) uniforms
F) Chiropractor support
G) PowerAde
H) Power Bar
I) Pro Kennex
J) Development of the fundraising program

Steve's report will go into much more detail in this area. Probably the most important factor here is projecting our marketing program into next year when all of our major contracts will be up for negotiation. Our strategy and development in this area is critical to our funding. In order for us as staff to proceed in an orderly manner, I suggest that we appoint a Blue Ribbon Committee to review our procedures, strategy and opportunities in this area. The committee would report back to the board in October with recommendations.

Magazine

We have begun to market the magazine in an aggressive manner on a subscription only basis. From each $15 subscription we will realize a surplus of $8.00 that will go back into the magazine.

Recreational Program

With 1500 clubs now part of the program, we are in an excellent position to secure major sponsors who wish to reach the physical fitness market. Steve Lerner feels that two or three sponsors (PowerAde, non-alcoholic beer, LifeCycle, vitamins, Power Bar) all present excellent opportunities for us.

Tournaments

Tournaments continue to present tremendous opportunities for us. Our regionals were the most successful ever held, and with additional emphasis in this area, we feel we can increase the surplus 15 - 20%.

Fundraising

Under Steve's direction, we feel that we will be able to expand our fundraising efforts dramatically. This is really an untapped resource for us, and I am sure Steve will deal with this area in detail.

Merchandising

We made modest progress this past year, but we feel we can do much better this coming fiscal year. Once again, Steve will deal with this in his report.

Membership

Membership has leveled off in the 32,000 area. Unless there is some major breakthrough or change, I do not see us exceeding the 32,000 paid competitive license membership by much. Sooner or later we must also come to grips on whether or not we can continue to serve our CLM's at the $15.00 rate. The following is the breakdown for the membership cost wise.

Magazine	$7.00
Insurance	$3.00
State Rebate	$6.00
Programs and Development	$7.00
	$23.00

This is a projected actual cost to us. Based on these figures, which I believe to be conservative - we are losing at least $8.00 per membership. As time goes on, it becomes increasingly hard to cover these losses out of normal cash flow.

Other Business
(Masters Council)

Luke St. Onge will reestablish the relationship between the AARA and the Masters Council. The idea would be to develop mutual goals together, with a major goal to be making the Masters Council feel like its an integral part of the AARA (as it should be). A silent auction in Minneapolis will raise funds to bring the Masters Council Board of Directors to Colorado Springs to learn more about the operation of the AARA. Mike Arnolt suggested the possibility of the leadership seminar concentrating on senior/masters issues.

A final summary of these issues: Luke will be the liaison to the Masters Council. The masters need visibility support...ie National Applications for the invitationals should be in ***RACQUETBALL Magazine***.

The Senior Master National Team should be selected out of the national invitationals. Luke agreed to submit a letter outlining this meeting and carboning the board. He noted that the masters see the AARA as mercenary. But 99% of our fund raising gives people some value back for their donations (auctions, etc). He wondered if the masters really understood this point.

Ivan Bruner encouraged the AARA to use the services of the masters group and Luke added that he hoped the AARA could build back credibility with the Masters Council in the future.

Item 40 **Adoption of the 1993-1994 Budget**
(p 155)

With Final budget adjustments made at this time the 1993-1994 budget projects a $9,546 surplus.

Final Comments:

Doug Ganim challenged the board to help the association increase its net worth. Ivan Bruner mentioned that membership fees should be adjusted so that we could move towards being self sustaining. Otto Dietrich noted that we would track all budgetary items closely, and that the national staff would receive their respective budgets as well.

A motion was presented to accept the 1993-1994 Budget with its final adjustments. (m/s Margo Daniels-Mike Arnolt). Passed unanimously.

ITEM 12
BLUE RIBBON TECHNICAL COMMITTEE REPORT

There was a brief review of the Technical Committee report with an action item scheduled for tomorrow's session.

ITEM 13
CONSIDERATION OF ONE RULE SERVE

A lengthy discussion preceded a motion that one serve only is allowed in the open division beginning January 1, 1995. This change will be considered by the Rules Committee and be put through the proper procedure.

Motion 13
Passed 7-3-0 (m/s Shapiro-Gibson)
(Arnolt, Dubolsky, Ganim against)

Following this motion, Doug Ganim moved to amend the motion to be read as a change for singles only, not doubles. (m/s Ganim-Dubolsky)

Motion 14
The motion was defeated (4-7-0)
(Dubolsky, Ganim, Gibson, Shapiro voted in favor)

As part of the discussion, Doug asked Otto to put together a list of pro's and cons with respect to consideration of this rule change. The Rules Committee will investigate the procedure we are using for initiating changes like this one.

ITEM 14
MICHELLE GOULD'S REQUEST

Michelle Gould requested to play in the men's division at Houston in the 1994 Nationals and the regionals before the event. After discussion, a motion was made to eliminate the present restrictions on women playing in men's divisions at regionals and nationals.

Motion 15
The motion failed (1-11-0) (Marriot for)
Otto Dietrich will write a letter to Michelle Gould to explain the rationale behind the decision.

ITEM 15
MEMBERSHIP REPORT

Kevin Joyce presented this report and no action items were required.

ITEM 6
BALL APPROVAL

Official ball bids were reviewed, and a motion was made to accept Pro-Kennex's bid for the 1994 ball contract, subject to Penn's right to match that bid according to our prior agreement.

Motion 7
(m/s Marriot-Gibson).

Penn has until October 31 to match the Pro-Kennex contract. The executive committee will meet regarding Penn's response.

ITEM 7
AWARDS

The board reviewed the selection procedures for all AARA special recognition awards. For the male and female athletes of the year, the past official procedure was to select the winners from Houston as the award recipients. It was agreed that in the future this would not be an automatic selection. Instead, other prestigious competitions will also be considered as part of the selection process. Linda Mojer would determine the timing that would allow us to coincide with the USOC awards schedule.

For the age group awards, we will wait for the completion of the singles and doubles in a given calendar year, although possible candidates will be discussed at the October board meeting.

Final selection will be by a full board vote through the mail. We will let award winners know far enough in advance so that they can plan to attend the May banquet in Houston. (We will target February 1 for the ballots to go out, and to be returned by February 15). It was noted that our awards descriptions meet the USOC guidelines. A motion was made to revise the wording of the John Halverson award.

Motion 8
Passed unanimously. (m/s Otto Dietrich-Marta Groess.)
(A copy of the revision is included in these minutes).

ITEM 8
PROCEDURE FOR TEAM COACHES & SUPPORT STAFF

The procedures for selecting team leaders and team managers were reviewed by the board. No action items were required.

compromise in these items. A motion was made to adjust Luke's salary package to impact the budget a total of 3.2% (m/s Margo Daniels-Mike Arnolt) Passed unanimously.

It was recommended that President Calkins generate a letter to express our appreciation for the job well done by our National Staff this past year. (m/s Otto Dietrich-Carol Pellowski) The motion passed unanimously.

Luke asked for a one time pay increase for an employee who falls well below the standard from a salary standpoint. A motion was presented to add $1,500 to that salary base increase for this year. (m/s Mike Arnolt-Ivan Bruner) The motion passed unanimously.

Other Business
(Women's Seniors/Masters)

With regard to the Women's Senior/Master Council (see the letter on p 123a) they wish to work as a sub-committee of the women's council. For the board to recognize a Senior Masters Women's Racquetball Council as a separate council would be a constitutional change. The board needs to review the proposal. Thursday morning Keith will establish an ad-hoc committee to evaluate this request. A motion was presented to find the numbers of participants in the women's 35+/40+ at the regional and national levels and based on the information, give the executive board the authority to decide if 35+ at the Senior/Master Invitational would be a national qualifier. (m/s Carol Pellowski-Margo Daniels) The motion passed unanimously.

Other Business
(Regional Report)

Some entries violated the Ektelon agreement, so the contract will be changed to address the specifics. Overall the numbers of total participants was up 400, while the per event numbers were at an average of 168 per tournament. Doug Ganim and Mike Arnolt will continue to gather data about regional events. They will look for areas of success with respect to regional sites. They will try to put together quantifiable goals for the future. One goal would be for regional events to meet or exceed the number of players who participate in that state's state championship. Another goal would be to secure regional sites for two years at a time. We need proactive, not reactive tournament organization. The regional committee will be asked to produce action items for the October meeting. For the future of the Junior Regionals, the Junior Council will address the issues in June at the Junior Nationals.

board to approve the Executive Committee's recommendation to support the AARA's participation in the American Chiropractic Association Sports Council Network. It is a long term plan to provide consultation and treatment at national, metro/regional, and state events for 1993-1994. There are no budgetary implications. (m/s Otto Dietrich - Van Dubolsky) 11:45 a.m. The motion was passed unanimously.

Steve presented a number of informational items and recommendations that will be directly dealt with by the Marketing Strategy Blue Ribbon Committee established at the executive meeting Sunday.

He outlined the marketing goals for 1993-94 (see p 82), and after considerable discussion about the state of sports marketing in this country, Steve agreed to prioritize these marketing goals and to attach a potential dollar value to each.

Item 15
(pp 83-85)

Fund Raising Report

Steve reviewed the present and possible future fund raising efforts as part of or on behalf of the AARA. Most of this discussion was included as part of the previous report. No action items were required.

Item 16
(pp 86-98)
Noon

Media Update

Linda Mojer presented a detailed report on the status of the magazine, the media guide program, rulebook, and the promotion of major events.

She reviewed the magazine layout and commented that she was looking for more letters to the editor. There were and will continue to be lots of color increase throughout, as well as more profiles and instructionals.

The media guide will probably be expanded to 24 pages next year to accommodate additional information.

With respect to the rulebook, it was noted that only cash values are used in terms of the actual number of rulebooks printed form the advertising revenue.

Finally, Linda outlined the promotional materials and procedures associated with the major events. It was noted that a new player's guide was developed this year to replace the standard welcome letter, and a silent auction brochure would add a more formal touch to the fund raiser. There were no action items required.

ITEM 10
U.S. TEAM REPORT

Van Dubolsky reviewed the U.S. Team Committee meeting and presented the report.

A motion was presented to approve the appointments of Margo Daniels for team leader, Steve Lerner for team manager and Otto Dietrich for official of the Tournament of the Americas.

Motion 33
Passed (8-0-3) (m/s Dubolsky-Gibson)
(Dietrich, Marriot, Mas abstained)

For future leader, manager, and official appointments, application procedures need to be advertised in the magazine on a timely basis, and candidates will need to apply in writing.

Other Action Items:
A motion was presented to consider all U.S. Team qualifying events and team competitions for selection of the male and female athletes of the year, beginning in the 1994 season, (which starts as of October, 1993).

Motion 34
Passed unanimously (m/s Dubolsky-Marriot)

After additional discussion with regards to the one serve rule, a motion was presented to implement a rule waiver, for experimental purposes, to require the open division at regionals and nationals to use the one serve rule. This would be in effect from January 1, 1994, until June 1, 1994, to be extended to September 1, 1994 if the rule change passes in May.

Motion 35
Passed unanimously (m/s Dubolsky-Dietrich)

Jackie Gibson moved to support that the 3rd place and 4th place finishers in Houston would have the option to play singles or doubles at the Olympic Festival, regardless of their finish in doubles.

Motion 36
Passed unanimously (m/s Gibson-Dietrich)

Margo Daniels moved to approve the addition of the singles champion from the Olympic Festival to be part of the World Championship team or the Tournament of the Americas team (when applicable) beginning in 1994.

Motion 37
Passed (10-0-1) (m/s Daniels-Gross)
(Gibson abstained)

Item 32 **Scholarship Program**
(p 130

Luke reviewed the status of the Kemper account, noting that the scholarship fund contained $15,314.85 as of March 31, 1993. The fund has been responsible for providing financial assistance to nine racquetball oriented scholars over the past three years. No action items were required by the board.

Item 33 **Awards Selection**
(pp 131-134)
(addition handouts)
3:45 p.m.

A preliminary review of possible candidates for the various awards was discussed at this time. A list of those awards already determined, as well as those to be decided appear on page 132. The Junior Athlete of the Year awards will be decided after the Junior Olympics in June. The Presidential Award, John Halverson Fair Play Award and the Joe Sobek outstanding contributor award will be voted on tomorrow.

Item 36 **Rules Committee Report**
(pp 144-148)
3:55 p.m.

Otto presented the rules committee report this afternoon rather than Tuesday. He reviewed the make-up of the rules committee and the proposed rule changes to vote on at this meeting. A number of action items were presented in this report. The first was a motion to send a certificate of appreciation to Clint Koble for his work on behalf of the Rules Committee. Clint resigned his position effective May 31, 1993. (m/s Otto Dietrich-Carol Pellowski) Passed unanimously. The second action item was a move to extend the terms of Mike Arnolt, Mike Dimoff, and Rex Fisher for two years beginning in June. m/s Otto Dietrich-Neil Shapiro) Passed unanimously. A third motion was presented to allow Otto to appoint one additional person to the rules committee. (possibly, Mary Lyons) (m/s Margo Daniels-Kaye Kuhfeld) Passed unanimously. (Mary Lyons did accept the appointment the following day.) The final action items involved discussing and voting on the two proposed rule changes. For proposed rule change number one: (see p 145) A motion was presented to charge a technical foul and a time-out for use of an illegal racquet at this tournament. (m/s Carol Pellowski-Jackie Gibson) The motion was defeated unanimously. After great discussion, it was decided by ballot 902 that option 1-B would be used for this tournament - automatic loss of the game in progress. Forfeiture of the match if it occurs a second time. For proposed rule change number two: (see p 147) A motion was presented to call the penalty for serving

U.S.O.C.
(pp 36 - 40-41 from ITEM 9 USOC report)

The Executive Board recommended approval of the following action items. (stated on page 41 of the Board Packet):

1. To send a complete team with two coaches, one team leader, one team manager, and P.A.R.C. officials to Argentina for the Pan American Trials.

2. To send a complete team with two coaches, one team leader, and one team manager, and I.R.F. officials to Mexico for the 1994 World Championships.

3. To send a complete team (10 players), two coaches, one team leader, and one team manager to the Pan Am Games. (m/s Otto Dietrich-Van Dubolsky) Approved unanimously.

National Championships
(pp 36, 36A, 36B)

Luke reviewed the National Championships and addressed three specific items in detail:

The National Tournament Commissioners position,
A Technical Committee,
A Skill Level National,

> The National Tournament Commissioners job description was reviewed and the issue of redefining the position was tabled until the fall meeting since this is a constitutional change and timely notice must be given to all Board Members.

Luke proposed that the board and the president establish a Blue Ribbon Committee to review and establish criteria to be used for the total operation of our national events including evaluation procedures. (m/s Otto Dietrich - Carol Pellowski) It was unanimously approved.

This topic is reviewed as Agenda Item 12 (p 69) titled: SKILL LEVEL NATIONALS. Luke described the rationale behind the organization of this event: Ninety per cent of our members fall into the position of being one skill level or another from novice through A. Club owners would like to see this event as a promotional vehicle. His recommendation to the board is to accept the idea in concept, and to appoint a Blue Ribbon Committee to investigate and, ultimately, initiate a National Skill Level event.

A discussion on procedures and the distribution of budget information followed. Doug recommended that the board review Ken Waugh's model for these procedures and then adopt a model that would be compatible with our existing software. A motion was introduced (m/s Mike Arnolt-Kaye Kuhfeld) to charge the finance committee with developing a model for the format of financial reports. Doug, Mike, Otto, and Luke will work together to produce this model. The motion passed unanimously. Finally, Otto described the exchanges between the Goldetskys and the AARA. At this time the issues seem to be resolved.

Item 8 **The Constitution**
(pp 38-38A)
10:25 a.m.

The revisions to the AARA constitution were completed over the past year by the Legislative Committee. This copy was enclosed in the board package, but no action item was required.

Item 9 **USOC Report**
(pp 39-41)
10:30 a.m.

President Calkins presented a detailed report of the Olympic, Pan Am, and international activities with regard to racquetball and the AARA. The following is a brief recap of the additional comments made with respect to each agenda item alpha listed under this section:

A) IOC - It was noted that IRF (and the AARA) made a presentation to the IOC program commission on behalf of racquetball with regard to the possible selection of the sport for the Olympics in the year 2000.

B) PASO - The racquetball venue for the Pan Am games will be in Buenos Aries, but no construction will take place until we are sure that Argentina is the site of the games.

C) Pan Am Games - The U.S. Team Committee will address the issues.

D) Tournament of the Americas - Minutes from the P.A.R.C. Congress meeting will be supplied. The 1994 T.O.A. will be in Argentina, March 20-26, and the event will become the Pan American Games trials.

E) Central American Caribbean Games will be held in Puerto Rico in November.

F) Central American Games - No changes.

4. A motion was introduced to approve the Lakewood Athletic Club in Denver as the site for the 1993 National Doubles. Van Dubolsky\Carol Pellowski (m\s). It was noted that there are not enough courts in Las Vegas (10) and the local organizing committee is non-existent. The motion passed unanimously.

5. A motion was introduced by Otto Dietrich\Van Dubolsky (m\s) - to adopt Hog-Eye as the official silk screener of the AARA. The motion passed unanimously after an endorsement from Luke St. Onge.

6. Keith Calkins reviewed Neil Shapiro's letter requesting reimbursement for airline expenses incurred when he attended the leadership conference this past January. After discussion, the executive committee voted unanimously not to approve reimbursement for his expense. Otto Dietrich\Carol Pellowski (m\s). A letter will be sent to Neil explaining the executive committees position with respect to this action.

7. The status of the hall of fame selection process was reviewed. It was noted that the executive committee is empowered to identify inductees based upon some objective criteria. Otto Dietrich will review the criteria, and with feedback from the hall of fame committee, submit a list of potential candidates for possible induction this May.

The meeting was adjourned at 2:35 pm.

Respectfully submitted by Van Dubolsky, Secretary

Item 5
(pp 31-36)
(plus additional handouts
36A,36B) 8:26 a.m.

Executive Directors Report

Executive Director, Luke St. Onge, presented this report. In it he reviewed the "State of the Association" at this time with respect to a wide variety of issues.

Action Items included the sections on membership, marketing, U.S. Team, and national events.

Luke described the situation with respect to the cost of serving the 30,000 competitive licensed members of our association. (see pages 33-34) He asked that the full board support the Executive Committee's recommendation to form a Blue Ribbon Committee to review the membership cost problems and present possible solutions. (m/s Otto Dietrich-Ivan Bruner) Passed unanimously. Keith asked Doug Ganim to chair this committee.

Luke described the history behind the IRSA agreement and the Recreational Membership Program. He felt this was a critical area for the association to address. He believes Ektelon is looking at this area as a future sponsorship target. These topics and other related ideas could all be addressed by a Blue Ribbon Committee. The motion was made to establish this marketing strategy committee to review our potential procedures, strategy, and opportunities in this area. (m/s Margo Daniels-Otto Dietrich) Passed unanimously. Mike Arnolt was appointed to chair the committee. A report would be due 30 days before the next board meeting.

A number of U.S. Team issues were addressed. Keith Calkins described an emotional incident that involved a U.S. Team player , the Head Coach, the staff liaison, and the Team Leader in Bolivia this past March. The issue raised a number of questions about policy and procedure, as well as highlighting the fact that the associations needs to further clarify the rules for the Head Coach, staff liaison, and Team Leader. The U.S. Team committee would address these and other topics at their meeting Monday evening. A motion was made to have President Calkins write a letter to the U.S. Team Head Coach reviewing the incident in Bolivia. (m/s Ivan Bruner-Carol Pellowski) Passed unanimously.

The subject of the proposed constitutional change in the National Tournament Commissioner's position (p 36A) will be addressed at the October board meeting since the appropriate notification deadlines for constitutional revisions were not met in time for this meeting.

AARA BOARD OF DIRECTORS MINUTES 1993
Executive Board Meeting
September 30, 1993
AARA National Office
1685 West Uintah
Colorado Springs, CO 80904

ITEM 1
Welcome

The executive committee meeting was called to order by President Keith Calkins at 8:45 p.m.

ITEM 2
Roll Call

Executive members present:
Keith Calkins, Carol Pellowski, Otto Dietrich, Van Dubolsky, Doug Ganim
Additional board members present:
Mike Arnolt, Margo Daniels, Janell Marriot, Dario Mas
Staff member present:
Luke St. Onge, Steve Lerner, Linda Mojer, Kevin Joyce

ITEM 3
May Minutes

Approval of the minutes was tabled until the full meeting in the morning.

ITEM 4A
Financial Report

Otto presented the financial report (item 4A), including a review of the associations assets and liabilities; detailed reports; a note on our new computer system; and an update on the athlete trust accounts.

Motion 1
After additional discussion, the executive committee voted to recommend acceptance of the financial report as submitted.(m/s Van Dubolsky-Carol Pellowski) Passed unanimously.

Luke offered personal insights at this time. He stated that the past year had been a rough one and a major challenge lay ahead for the association. The USOC was completing an internal audit of our sport, and regardless of its outcome, future USOC monies would be restricted in terms of how they would be used.

plan to provide consultation and treatment for AARA members by certified sports chiropractors supplied by the ACASCN at all national, regional/metro, state singles, and state doubles events for 1993-94. Steve asked the board to support the idea in concept with any revisions and final approval to be confirmed by the board. (m/s Otto Dietrich- Carol Pellowski) The motion passed unanimously.

Other information items and recommendations. (pp 79-80) were reviewed, but no action items were required.

Item 15
(pp 83-85)

Fund Raising

No action items required.

Item 16
(pp 86-95)

Media Update

No action items required.

Item 17
(p 99)

U.S. Team Report

No action items required.

Item 18
(p 100)

Election Report

No action items required.

Item 19
(pp 101-103)

Intercollegiate Report

No action items required.

G) Bolivian Games - Just finished.

H) Staffing for the Pan Am Games - The U.S. Team Committee will address this issue.

I) Olympic Festival - 1993 San Antonio Site - The housing situation is not good. The facility is well organized, but there are problems with U.S.O.C. budget constraints.

J) World Games - Four athletes will go. (First and second at Houston) It will take on an added dimension after our presentation to the I.O.C. Samaranch will be at the World Games.

K) World Championships in 1994 - They will be held in Mexico, and the enthusiasm will be high. Enrique Villigran is on the Mexican Olympic Executive Committee.

L) World Championships in 1996 - They will be in Atlanta. Otto will be the AARA representative. Mike Brooks will head up the L.O.C. Mike is the Georgia State Racquetball Association president. Luke will be the I.R.F. representative.

The board voted on action items that accompanied this report. (see pg. 41 in the board package.)

10:55 a.m.

The first motion was to approve sending a complete team with two coaches, one team leader, one team manager, and P.A.R.C. officials to Argentina for the Pan Am Trials. (m/s Mike Arnolt - Margo Daniels) Passed unanimously.

The second motion was to approve sending a complete team with two coaches, one team leader, one team manager, and I.R.F. officials to Mexico for the 1994 World Championships. (m/s Mike Arnolt - Margo Daniels) Passed unanimously.

Item 10 (pp 42-59) (plus additional handouts) **Membership Report**

Kevin Joyce presented the membership report. He offered detailed reports on the current (May 13) number of members: CLM - 28,787 REC - 8,680; Rebate Earnings for 1991-92; 1993 First Quarter Rebates.....It was noted that the rebate issue must be addressed with respect to obtaining an accurate

Item 5
(pp 31-36, plus additional handouts)

The Executive Director's report was reviewed in detail by Luke St. Onge.

The first action item concerned membership (pp 33-34). Luke reviewed our current status, and offered a breakdown of what each membership costs the AARA to actually be serviced. He noted that without the USOC subsidy, the $15 rate for the competitive license membership produces a negative balance. He asked the President and the Executive Committee to appoint a Blue Ribbon Committee to review these costs, and decide what our future options could be...(cut services, raise dues, etc.)

The Executive Board voted to support Luke's recommendation. (m/s Otto Dietrich-Carol Pellowski) Following discussion, it passed unanimously. Doug Ganim asked that the committee be given the most accurate numbers possible so they could determine the true cost of serving a member.

*Please note that all committee member assignments are included in a separate list that is attached to the minutes of the May 26 meeting.

Marketing
(pg.35)

Luke St. Onge recommended the formation of a Blue Ribbon Committee to review our procedures, strategy, and opportunities in marketing. He felt the board should definitely be part of the decision making process with respect to this area. "Do we split sponsorships?...etc. This will take us into the Year 2000." All of our current sponsor contracts end 12/31/94.

The Executive Board voted unanimously to support the recommendation to appoint this committee. (m/s Carol Pellowski-Doug Ganim)

*These Blue Ribbon Committees will report their findings before the October board meeting.

U.S. Team
(pp 36)

Luke reviewed a few issues that will be discussed by the U.S. Team Committee and the board: Selection of team leaders, managers, and coaches; clarification and responsibilities of the team leader with regards to future events; and addressing the incidents in Bolivia.

9. The successful defense of the world championship title by the U.S. Team in Bolivia
10. The continued improvement in the quality of our national magazine
11. The increased participation in the metro-regional tournament program
12. The tremendous efforts made on behalf of racquetball by the national staff and all the volunteer groups that make up our association

The president also outlined **some** of the goals for 1993-94, including the following list:

1. A review of the committee structure and reorganization of various committee assignments

2. An attempt to increase networking among the Board of Directors to better utilize their skills and talents......

3. The development of a board evaluation procedure to increase efficiency and effectiveness....

4. To thoroughly prepare for the first Pan American Games....

5. To evaluate all phases of our national events in detail to encourage increased involvement by the board in the leadership seminars....

6. To re-define functions of the U.S. Team "as we head down the Olympic Road"...

7. To continue to develop pro-active athlete participation on the board...

8. To address the issue of the future of our sport....

Item 3 & 4
(pp 2-24) 8:20 a.m.

The minutes from previous board meetings were reviewed. The May 18, 1992, Executive Committee meeting minutes and the May 19, 20, board meeting minutes were approved with revisions. (m/s Ivan Bruner-Carol Pellowski) Passed unanimously. The September 24, 1992, executive committee meeting minutes were approved. (m/s Carol Pellowski-Doug Ganim) Passed unanimously.

The September 25-26, 1992, board meeting minutes were approved with revisions. (m/s Ivan Bruner-Carol Pellowski) Passed unanimously.

Item 26
(pp 112-113)

Outreach Council Report

Linda presented this report, which was originally scheduled for Tuesday's agenda, but moved up to Monday. Linda noted that Michael Carter chaired the outreach and development council. She added that additional interest in the program had been expressed by former Olympian, Willie Davenport and by Cindy Jones of Utah. There were no action items required at this time.

Item 28
(pp 118-122)
(plus additional handouts)

Disabled Report

Linda also presented this report, which was scheduled for Tuesday's agenda, but moved forward at this time. After reviewing the general information, she noted that an instructional video featuring Chip Parmally was produced to demonstrate how to play wheelchair racquetball. The president of the N.W.R.A., Geno Benetti, submitted an update on the associations status and its goals. It was also noted that wheelchair racquetball will be a demonstration sport in the Paralymics in 1996. Current N.R.A.D. activity was also reviewed in this report. No action items were required by the board.

Item 34
(pp 135-142)

Twenty Fifth Anniversary Report

Luke St. Onge presented this report including the logo, clothing, industry involvement, the "Time Capsule" in the magazine, the 25th Anniversary Display booth and special events manned for Houston. There were no action items required by the board.

Item 18
(p 100)

Election Report and

Item 35
(p 143)
(plus handouts)

The Nominating Committee Report

Both reports were presented together by Mike Arnolt. Mike reviewed the election results. It was noted that all four candidates were elected to three year terms starting at the end of this meeting. Those elected: Margo Daniels, Marta Groess, Janell Marriott, and Dario Mas. Mike offered a detailed review of the election processes and procedures, including the nominating committee and the budgetary impact of the entire program. He recommended that we change the procedure for selecting the nominating committee, and he offered a set of

With respect to tournaments, Luke asked the board to establish a National Tournament Committee to establish requirements and develop a checklist of those things needed for the organization and implementation of each of the national and regional events. This would include development of evaluation procedures as well as the production of follow-up reports after the events. This committee would have the responsibility to determine how these events would be run from beginning to end. This would insure that the Board of Directors would have input into the quality control and operation of these events. Page 36A of the board packet reviews the IRF Technical Committee document that could be used as a guideline for this group. The motion was passed unanimously to establish this committee. (m/s Neil Shapiro-Ivan Bruner) Upon completion, these guidelines will be approved by the executive committee and implemented immediately if there is no budgetary impact. Margo Daniels will chair this committee.

Item 6 **Financial Report**
pp 37,37A
9:35 a.m.

Otto Dietrich presented the associations financial report. It was noted that the year to date net income was $25,223.73, and total fund balance was $19,520.29. It was noted that page three of the financial statement (budget vs actual) represented 11 of 12 months for this year. After a brief discussion, a motion was presented to accept the financial report as submitted. (m/s Ivan Bruner-Van Dubolsky) Passed unanimously.

Item 7 **Budget**
(pp 37b(1-51)
10:15 a.m.

Otto Dietrich presented the proposed 1993-94 budget and a detailed review followed. It was noted that throughout the report anything under the 92-93 column was an amount that was planned to be spent, not the actual expenditure. For next year we will produce that actual figure for comparisons. It was also noted that the board receives a report of the individual accounts each month with variances vs actual. A motion was introduced to accept the Executive Committee report on the budget. The executive committee approved the budget in concept (with the current revisions) so that the entire board would have an operational budget to consider as they went through the complete two day agenda. The detailed budget review would then be updated by Otto and the final budget would be adopted at the conclusion of the meeting. (m/s Mike Arnolt-Margo Daniels) Passed unanimously.

MINUTES OF THE BOARD OF DIRECTORS
OF THE AMERICAN AMATEUR RACQUETBALL ASSOCIATION
May 24-25, 1993
Hyatt Regency Hotel-Houston, Texas

Item 2 The meeting was called to order at 8:00 a.m. by President Keith Calkins. The roll call was taken at this time:

Those present were:

Mike Arnolt
Ivan Bruner
Keith Calkins
Margo Daniels
Otto Dietrich
Van Dubolsky
Doug Ganim
Jackie Gibson
Kaye Kuhfeld
Carol Pellowski
Neil Shapiro

Non board members present:

Luke St. Onge
Jim Hiser

Item 1
8:05 a.m. President Calkins welcomed everyone. His opening remarks included a short review of the history of the development of our sport, as well as a recap of some of the efforts made this past year by the board, the National Staff, U.S. Team, and the general membership on behalf of racquetball. This brief list of highlights included notation of the following accomplishments:

1. The review of the constitution
2. The development and compilation of the Personnel Manual
3. The development of the Governance Manual
4. The presentation made to the I.O.C.
5. Program commission on behalf of the International Racquetball Federation
6. The recognition as full medal sport at the Pan-American Games
7. The Recreational Membership Program agreement with I.R.S.A.
8. The completion of new long term planning and the vision statement of the association

guidelines. Mike then presented a motion that the board have a nominating committee and an alternate (for each member) selected by May 15....subject to total board approval. (m/s Mike Arnolt - Ivan Bruner) The motion passed unanimously. Mike asked that four new members be appointed to the nominating committee to join Cindy Baxter and Mary Dee Jolly. Mike urged the board to make the right choices according to the guidelines established.

He emphasized that we need to adopt a procedure for recognizing both winners and losers and notifying them in writing promptly after the election.

Otto Dietrich will chair the committee.

A motion was presented to produce a line item to finance the election process and procedures at a cost of $700 for 1993-94. (m/s Mike Arnolt - Margo Daniels) The motion passed unanimously.

Final Discussion: Mike asked that there be consistency in the election procedure. As a matter of record the board acknowledges that the entire procedure was not followed during this past election with the omission of the nominees' 200 word qualification essay in the May-June issue of the magazine.

Item 19 (pp 101-102) **Intercollegiate Report**

Neil Shapiro presented the intercollegiate report. Neil began by reviewing the history of intercollegiate racquetball. He mentioned that a major goal of the council was to develop intercollegiate competition. Seven of the ten regionals were held in 1992-93 with the number of participants ranging from 36 up to 150. There is a league in the northeast and great success at nationals comes from this area. He felt that the council needed an annual national meeting. Neil mentioned a marketing survey that demonstrated the enormous potential of the intercollegiate market. His written report (pg 102) summarized his experiences at the A.A.P.H.E.R.D. conference in Washington this past March. He felt there was great enthusiasm for our sport, and he used this conference as an example to show us the potential market in schools at all levels. President Calkins asked Luke to investigate the possibility of having a booth at their next conference. Keith also commended Neil for undergoing this effort on behalf of the AARA. In closing, Neil asked the board to review the role of the intercollegiate council and other councils in terms of how they ultimately fit into the organizational structure of the national program. Keith mentioned that we would address the councils in Tuesday's session. There were no action items required by the board.

The meeting was adjourned at 4 p.m. (m/s Carol Pellowski-Jackie Gibson)

Separate Page - not included in minutes.

Protocol for the U.S. Team on international and domestic trips.

International

U.S. Team Committee will determine the type of gift or gifts to be given on the part of the U.S. Delegation to the following:

a) Head of the local organizing committee
b) L.O.C. Head of the U.S. Delegation (liaison)
c) Exchanges between U.S. athletes and foreign athletes
d) U.S. Embassy
e) Special friends and supporters of the U.S. Team

U.S. Team Giveaways -

a) Pins
b) Decals
c) Other trade or exchange items

The U.S. Team Leader will represent the U.S. at all meetings and congresses of the local and national organizing committees. The team leader must be briefed before and during the event about sensitive and political issues and what is in the best interests of the United States. The team leader should meet regularly with international leaders to be briefed about any developments that may affect the best interests of the United States.

We will call Washington, D.C., to get a list of customary gifts for the various countries.

when the receiver is signalling that they are not ready, a fault, not a technical foul. (m/s Otto Dietrich-Kaye Kuhfeld) The motion passed 6-3-1 with Mike Arnolt, Van Dubolsky, and Neil Shapiro voting against the motion and Margo Daniels abstaining.

Item 39
(p 154)

Nation Headquarters Location

Luke explained the current situation with respect to our National Headquarters. We did not renew our lease on the 815 N. Weber location as the cost is too high and building's boiler blew up recently. He noted that we need a new location for our office and we are researching the possibility of obtaining a grant from the El Pomar Foundation that would be used to purchase a new facility in the Springs. We could move before the year ends. The national staff will keep the board posted with respect to this issue.

President Calkins closed Monday's session by recognizing those members of the board whose terms of service will have expired at the end of tomorrow's meeting. The president acknowledged the contributions of Steve Lerner, John Foust, and Ivan Bruner at this time.

5:00 p.m. Motion for adjournment. (m/s Otto Dietrich-Margo Daniels) Passed unanimously.

Tuesday, May 25, 1993

President Calkins called the meeting to order at 10:00 a.m. Attendees were the same as yesterday.

U.S. Team Committee Report

Item 17
(p 99)
(additional handouts)

Van Dubolsky presented this report. The U.S. Team Committee will review the U.S. Team Coaches Manual, and they will decide if any revisions are necessary. The U.S. coaches will be supplied with the revised manual as soon as it's completed. The committee will investigate the USOC's criteria for team leader, and revise our current job description to comply with those guidelines. This description will then be submitted to the USOC games preparation

ITEM 16
Scholarship Report

The executive committee moved to support the scholarship committees recommendation to approved four candidates at $500 per individual.

Motion 10
Passed unanimously. (m/s Van Dubolsky-Carol Pellowski)

ITEM 17
Break Out Sessions
Rulebook and Magazine

With regard to the media guide and the rulebook. The committee recommended that the media guide and rulebook be combined into one unit that would be printed once a year within the magazine.

Motion 11
Passed unanimously. (m/s Otto Dietrich-Carol Pellowski)

ITEM 18
Election Report

After discussion as to the validity of the election report as submitted, the executive committee recommended to accept the nominating committee as presented, but not to accept the list of possible candidates until the election committee had the opportunity to do their job.

Motion 12
Passed unanimously. (m/s Carol Pellowski-Van Dubolsky)

ITEM 20
Adjournment

The executive meeting was adjourned at 12:45 a.m., October 1, 1993.

Passed unanimously. (m/s Van Dubolsky-Carol Pellowski)

Submitted by
Van Dubolsky
Secretary