



Rotary Club of Southeast Tulsa
Board of Directors
 2018-2019



MINUTES

Wednesday June 13, 2018

2018-2019 Board :

| | Present | Absent |
|-----------------------------------------------------|---------|--------|
| Joe McCormick, President-Elect..... | X | |
| John Brophy, President-Elect, Club Service, Memb .. | X | |
| Kevin Graefe, Past-President | X | |
| Tom Hansen, Secretary | X | |
| Bob Nash, Treasurer | X | |
| Steve Curley, Club Service, Speakers 2018-2022..... | X | |
| Charles Crain, Director at Large | X | |
| Jack Wimbish, SOA..... | X | |
| Ed Hardesty, Foundation | | X |
| John Harper, Dictionaries | | X |
| Scott Long, Communications & Students | | X |
| Ed Johnson, Public Relations | | X |
| Marty Roberson, Club Membership | | X |
| Danny Mitchell, Youth Services – Visioning | | X |
| , Webmaster | | X |

Rotary Club of Southeast Tulsa Foundation Board

With eight of the fourteen Board members present a quorum was established. Attending members and visitors are shown above. The **Rotary Club of Southeast Tulsa Foundation Board** meeting was called to order by President Joe McCormick at 11:40 am CDT at the District 6110 Office, 8209 East 63rd Pl., Tulsa.

Secretary’s Report - Tom

- The May 9, 2018 Foundation minutes were moved and voted approved.

Treasurer’s Report – Bob

- The May 31, 2018 Foundation Balance Sheet, Reconciliation Summary, and Profit & Loss Sheet (attached) were moved and voted approved.



Rotary Club of Southeast Tulsa Board of Directors

2018-2019



New Business

A \$1000 grant from WalMart was awarded to the Foundation. Receipt of the actual check is pending.

A Playground Project for Roy Clark Elementary funded in the range of \$7000 to \$9000 was presented. President McCormick suggested this be funded via a special fund raiser with matching dollars for the other RCE sponsors and targeted a completion date of September 1st, 2018.

The \$1000 award to the 4-Way Test Essay contest will be made from the Foundation next Tuesday at our regular Club meeting.

Adjourn

President Kevin adjourned the Club Foundation Board meeting at 11.57 am CDT.

Southeast Tulsa Rotary Foundation Balance Sheet Standard

06/07/18

As of May 31, 2018

| | May 31, '18 |
|-------------------------------------------|------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 2001.01 — CASH | |
| 2010 — Checking | |
| 2010.01 — Cash In Bank | 16,434.78 |
| Total 2010 — Checking | 16,434.78 |
| 2001.01 — CASH - Other | (13,624.94) |
| Total 2001.01 — CASH | 2,809.84 |
| Total Checking/Savings | 2,809.84 |
| Accounts Receivable | |
| 2300 — Accounts Receivable | |
| 2300.01 — Accounts Receivable - Club E... | (710.79) |
| 2300.02 — Accounts Receivable - Club | (239.21) |
| 2300 — Accounts Receivable - Other | 950.00 |
| Total 2300 — Accounts Receivable | 0.00 |
| Total Accounts Receivable | 0.00 |
| Other Current Assets | |
| 2100 — Investments | |
| 2110 — Mutual Funds - Cost | |
| 2110.01 — Mutual Fnd - Cost -Unrestric... | 31,855.19 |
| 2110.02 — Mutual Fnd - Cost -B. Moore... | 10,000.00 |
| Total 2110 — Mutual Funds - Cost | 41,855.19 |
| 2190 — Cumulative Unreal Gain (Loss) | |
| 2190.01 — Mutual Fd-Unreal G/(L) Unre... | 15,013.56 |
| 2190.02 — Mut Fd-Unreal G/(L) B Moor... | 4,370.31 |
| Total 2190 — Cumulative Unreal Gain (L... | 19,383.87 |
| Total 2100 — Investments | 61,239.06 |
| Total Other Current Assets | 61,239.06 |
| Total Current Assets | 64,048.90 |
| TOTAL ASSETS | 64,048.90 |
| LIABILITIES & EQUITY | |

Southeast Tulsa Rotary Foundation
Balance Sheet Standard

06/07/18

As of May 31, 2018

| | <u>May 31, '18</u> |
|---------------------------------------|-------------------------|
| Equity | |
| 5400 — Net Assets | |
| 5410 — Unrestricted Net Assets | |
| 5410.01 — Unrestricted - Undesignated | <u>80,727.90</u> |
| Total 5410 — Unrestricted Net Assets | 80,727.90 |
| 5400 — Net Assets - Other | <u>(4,355.00)</u> |
| Total 5400 — Net Assets | 76,372.90 |
| 5500 — Change in Net Assets | (11,205.17) |
| Net Income | <u>(1,118.83)</u> |
| Total Equity | <u>64,048.90</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>64,048.90</u></u> |

Southeast Tulsa Rotary Foundation

Profit and Loss Standard

06/07/18

July 2017 through May 2018

Jul '17 - May '18

Ordinary Income/Expense

Income

6000 — Unrestricted Revenue & Support

6100 — Unrestrictive Income

| | |
|-------------------------------------|----------|
| 6100.01 — Contributions - Roberson | 174.00 |
| 6100.02 — Contribution-Bauer | 50.00 |
| 6100.07 — Contribution-Mullen | 118.00 |
| 6100.08 — Contributions-Fitzgerald | 100.00 |
| 6100.10 — Unrestrictive-Club | 161.00 |
| 6100.12 — Contributions-Wimbish | 690.00 |
| 6100.13 — contribution-Harper | 175.00 |
| 6100.14 — Contribution-Casler | 120.00 |
| 6100.15 — Contribution-Nash | 400.00 |
| 6100.16 — Contributions-Brophy | 200.00 |
| 6100.17 — Contributions-Hansen | 347.00 |
| 6100.18 — Contributions-McCormack | 1,000.00 |
| 6100.19 — Contributions-Care | 300.00 |
| 6100.20 — Contributions-Zenthoefter | 420.00 |
| 6100.21 — Contributions-Wall | 100.00 |
| 6100.22 — Contributions-Zucconi | 250.00 |
| 6100.24 — Houskeeper | 320.00 |
| 6100.25 — Curley | 50.00 |
| 6100.26 — Graefe, Gerald | 124.00 |
| 6100.27 — Crain | 20.00 |
| 6100.28 — Barnes | 540.00 |
| 6100.29 — Hogan | 20.00 |
| 6100.30 — Graefe, Kevin | 50.00 |

| | |
|-----------------------------------|----------|
| Total 6100 — Unrestrictive Income | 5,729.00 |
|-----------------------------------|----------|

6200 — Fundraising Income

| | |
|----------------------------------|----------|
| 6200.01 — Card Draw Income | 2,124.84 |
| 6200.02 — Fines | 1,500.00 |
| 6200.07 — Fit Fest (all sources) | 900.00 |
| 6200.14 — Dictionaries | 3,000.00 |
| 6200.16 — TX Hold um | 120.00 |
| 6200.17 — Under The Bridge | 157.00 |
| 6200.22 — Hurrican Harvey | 1,125.00 |

| | |
|---------------------------------|----------|
| Total 6200 — Fundraising Income | 8,926.84 |
|---------------------------------|----------|

6300 — Marti Gras Income

| | |
|--------------------------------|-------|
| 6300-01 — Mardi Gras - Wimbish | 80.00 |
| 6300-02 — Marti Gras - Nash | 80.00 |
| 6300-14 — Mardi Gras - Wall | 80.00 |

Southeast Tulsa Rotary Foundation
Reconciliation Summary

06/07/18

2001.01 — CASH, Period Ending 05/31/18

| | <u>May 31, '18</u> |
|---------------------------------|------------------------|
| Beginning Balance | 3,724.76 |
| Cleared Transactions | |
| Checks and Payments - 2 it... | (1,702.92) |
| Deposits and Credits - 4 ite... | <u>788.00</u> |
| Total Cleared Transactions | <u>(914.92)</u> |
| Cleared Balance | <u>2,809.84</u> |
| Register Balance as of 05/31/18 | 2,809.84 |
| New Transactions | |
| Deposits and Credits - 1 item | <u>42.00</u> |
| Total New Transactions | <u>42.00</u> |
| Ending Balance | <u><u>2,851.84</u></u> |

Southeast Tulsa Rotary Foundation

Profit and Loss Standard

06/07/18

July 2017 through May 2018

| | Jul '17 - May '18 |
|------------------------------------------|-------------------|
| 6300-16 — Mardi Gras - Baughman | 80.00 |
| 6300.05 — Mardi Gras - McCormick | 80.00 |
| 6300.06 — Mardi Gras - Anderson | 80.00 |
| 6300.08 — Mardi Gras - Houskeeper | 80.00 |
| 6300.09 — mardi Gras - Crain | 80.00 |
| 6300.10 — Mardi Gras - Zucconi | 80.00 |
| 6300.12 — Mardi Gras - Mandeville | 80.00 |
| 6300.17 — Mardi Gras - Wright | 80.00 |
| 6300.21 — Marti Gras - Long | 78.77 |
| 6300.25 — Mardi Gras - Ruebell | 80.00 |
| 6300.26 — Mardi Gras - Newton, Bill | 40.00 |
| 6300.27 — Mardi Gras - Grafee, K | 40.00 |
| 6300.28 — Harper | 80.00 |
| Total 6300 — Marti Gras Income | 1,198.77 |
| 6800 — Investment Income (Loss) | |
| 6800.10 — Unrealized Gain (Loss) | 5,845.52 |
| Total 6800 — Investment Income (Loss) | 5,845.52 |
| Total 6000 — Unrestricted Revenue & S... | 21,700.13 |
| Total Income | 21,700.13 |
| Gross Profit | 21,700.13 |
| Expense | |
| 7000 — Unrestricted Expenses | |
| 7100 — Fundraising Expenses | |
| 7100.02 — Card Draw Prize Provision | 1,439.00 |
| 7100.03 — Mardi Gras Celebration | 785.67 |
| 7100.04 — Fit Fest Expenses | 1,265.38 |
| 7100.07 — Bractology | 255.00 |
| Total 7100 — Fundraising Expenses | 3,745.05 |
| 7200 — Project Expenses | |
| 7200.01 — Four Way Test & Essay | 2,140.13 |
| 7200.04 — Bill Moore Scholarship | 1,000.00 |
| 7200.06 — Dictionaries | 5,395.00 |
| 7200.10 — Laps for Little Ones Sponso... | 1,000.00 |
| 7200.11 — MSNI Expenes | 1,000.00 |
| 7200.14 — Special Board Contribution | 100.00 |
| 7200.26 — Roy Clark - Graduation Coo... | 702.92 |
| 7200.44 — Roy Clark-After School Prog... | 5,000.00 |

Southeast Tulsa Rotary Foundation
Profit and Loss Standard

06/07/18

July 2017 through May 2018

| | <u>Jul '17 - May '18</u> |
|--------------------------------------|--------------------------|
| 7200.46 — LA Flood Relief | <u>2,250.00</u> |
| Total 7200 — Project Expenses | 18,588.05 |
| 7900 — Administrative Expenses | |
| 7900.04 — Supplies | 85.86 |
| 7900.07 — Christmas Bonus Exp | <u>400.00</u> |
| Total 7900 — Administrative Expenses | <u>485.86</u> |
| Total 7000 — Unrestricted Expenses | <u>22,818.96</u> |
| Total Expense | <u>22,818.96</u> |
| Net Ordinary Income | <u>(1,118.83)</u> |
| Net Income | <u><u>(1,118.83)</u></u> |



Rotary Club of Southeast Tulsa Board of Directors

2018-2019



MINUTES

Wednesday June 13, 2018

Tulsa Southeast Rotary Club Board

With eight of the fourteen Board members present a quorum was established. Attending members are shown above. The **Southeast Rotary Club Board** meeting was called to order by President Kevin Graefe at 11:57 am CDT at the District 6110 Office, 8209 East 63rd Pl., Tulsa.

Secretary's Report – Tom

- The May 9, 2018 Club minutes were moved and voted approved.
- The resignation letter (business pressures) from Lynn Schmook was discussed and he is being removed from the membership.
- The resignation letter (moving to Texas) from Tim Airhart was discussed and he is being removed from the membership.

Treasurer's Report – Bob

- The May 31, 2018 Club Balance Sheet, Reconciliation Summary, and Profit & Loss Sheet (attached) were moved and voted approved.

Old Business

- None

New Business

- Awarding of the James Locker TU Scholarship has been slowed by failure of the recipient to process some needed paperwork with TU which is required before we can award. Joe is following up to get this done.



Rotary Club of Southeast Tulsa Board of Directors

2018-2019



- COH – all purchases for the dinner awards have been received. As of this meeting there are 49 confirmed guests with eight members still to indicate. Perfect attendance which has been achieved by 23 members will be verbally recognized and those wanting a year designator flag will notify the Secretary after the meeting to obtain one. There was a discussion regarding including the \$60 in the dues statement (\$30 each half) and it was determined this assessment needs to remain for proper planning for next year's COH. There will be a ticket draw at this year's COH.
- A Speakers coordinator position came open and Steve Curley offered to arrange speakers through the end of January. All contacts will be arranged by him so members are encouraged to get details on specific speakers to Steve.
- Fundraising will be a significant effort this year with the intent to have one major signature fund raiser and then more social type fun fund raisers throughout the year. We plan to work closely with Union Public as much of our funding goes to that school district.
- Membership will also be a significant push this year as the Club is down six this year and potentially could lose that many again very easily. John Brophy will be pushing for attracting younger members with an age graduated cost plan (see attached) being proposed.
- Joe will be polling the Club for speakers the members would like to hear, leads on new members the Club would like to seek out, and fundraisers members could support both financially and with direct working involvement.

Adjourn

The next meeting date and location of the 2018-2019 Board will be on July 11, 2018 and will be at the District 6110 Office, 8209 East 63rd Pl., Tulsa beginning at 11:30 am.

President McCormick adjourned the Club Board meeting at 1:20 pm CDT.

06/07/18

Rotary Club of Southeast Tulsa Balance Sheet Standard

As of May 31, 2018

| | <u>May 31, '18</u> |
|-------------------------------------|-------------------------|
| ASSETS | |
| Fixed Assets | |
| 3200 — Property and Equipment | |
| 3210.01 — Audio Equipment | 1,049.36 |
| Total 3200 — Property and Equipment | <u>1,049.36</u> |
| Total Fixed Assets | 1,049.36 |
| Current Assets | |
| Accounts Receivable | |
| 2300 — Accounts Receivable | |
| 2300 — Accounts Receivable - Other | 100.00 |
| 2310.01 — Member Receivables | 1,172.00 |
| Total 2300 — Accounts Receivable | <u>1,272.00</u> |
| Total Accounts Receivable | 1,272.00 |
| Other Current Assets | |
| 2900 — Undeposited Funds | 4,264.34 |
| Total Other Current Assets | <u>4,264.34</u> |
| Checking/Savings | |
| 2000 — Cash and Bank Accounts | |
| 2010.03 — Cash on Hand | 100.00 |
| 2010.01 — Arvest - Checking | 13,087.78 |
| Total 2000 — Cash and Bank Accou... | <u>13,187.78</u> |
| Total Checking/Savings | <u>13,187.78</u> |
| Total Current Assets | <u>18,724.12</u> |
| TOTAL ASSETS | <u><u>19,773.48</u></u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | |
| 4100 — Current Liabilities | |
| 4110.05 — Deferred Dues | 1,268.00 |
| 4110.03 — Rotary International D... | 1,824.00 |
| 4110.01 — Every Rotarian Every ... | 1,996.00 |
| Total 4100 — Current Liabilities | <u>5,088.00</u> |

06/07/18

Rotary Club of Southeast Tulsa Balance Sheet Standard

As of May 31, 2018

| | <u>May 31, '18</u> |
|--------------------------------------|-------------------------|
| Total Other Current Liabilities | <u>5,088.00</u> |
| Total Current Liabilities | <u>5,088.00</u> |
| Total Liabilities | 5,088.00 |
| Equity | |
| Net Income | 2,768.67 |
| 5500 — Unrestricted Net Assets | 5,670.57 |
| 5400 — Net Assets | |
| 5410 — Unrestricted Net Assets | |
| 5410.01 — Unrestricted - Undesig... | <u>6,246.24</u> |
| Total 5410 — Unrestricted Net Assets | <u>6,246.24</u> |
| Total 5400 — Net Assets | <u>6,246.24</u> |
| Total Equity | <u>14,685.48</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>19,773.48</u></u> |

06/07/18

Rotary Club of Southeast Tulsa Profit and Loss Standard

July 2017 through May 2018

| | <u>Jul '17 - May '18</u> |
|-------------------------------------------|--------------------------|
| Income | |
| 6000 — Unrestricted Support & Revenue | |
| 6300 — Dues and Fees | |
| 6300.01 — Membership Dues | 23,110.34 |
| 6300.02 — Meals - Paid at Door | 4,616.15 |
| 6300.03 — District Dues | 2,976.00 |
| 6300.04 — Rotary International Dues | 1,714.00 |
| 6300.07 — Change of Horses | 2,490.00 |
| 6300.08 — Other Income | 379.00 |
| 6300.10 — Reimburse Club Exp's. | 160.00 |
| | <hr/> |
| Total 6300 — Dues and Fees | 35,445.49 |
| 6800 — Investment Income (Loss) | |
| 6800.01 — Interest Income | 5.98 |
| | <hr/> |
| Total 6800 — Investment Income (Loss) | 5.98 |
| | <hr/> |
| Total 6000 — Unrestricted Support & Re... | 35,451.47 |
| | <hr/> |
| Total Income | 35,451.47 |
| | <hr/> |
| Gross Profit | 35,451.47 |
| Expense | |
| 7000 — Unrestricted Expenses | |
| 7200 — Program Expenses | |
| 7200.01 — Meals - Food & Facility | 23,462.85 |
| 7200.02 — Dues - District | 3,072.50 |
| 7200.03 — Dues - International | 3,480.80 |
| 7200.04 — Change of Horses Event | 544.47 |
| | <hr/> |
| Total 7200 — Program Expenses | 30,560.62 |
| 7900 — Administrative Expenses | |
| 7900.02 — Website Maintenance | 282.25 |
| 7900.03 — Postage & P.O. Box | 336.67 |
| 7900.04 — Bank Supplies | 85.86 |
| 7900.05 — Books for Speakers | 302.19 |
| 7900.06 — Dues Written-Off | 60.66 |
| 7900.09 — .09 - Badges, Banners, etc. | 333.16 |
| 7900.11 — BK or CC Fees | 33.19 |
| 7900.14 — General Exp. | 688.20 |
| 7900 — Administrative Expenses - Other | 0.00 |
| | <hr/> |
| Total 7900 — Administrative Expenses | 2,122.18 |
| | <hr/> |

Rotary Club of Southeast Tulsa Reconciliation Summary

06/07/18

2000 — Cash and Bank Accounts:2010.01 — Arvest - Checking, Period E...

| | <u>May 31, '18</u> |
|---------------------------------|-------------------------|
| Beginning Balance | 9,845.33 |
| Cleared Transactions | |
| Checks and Payments - 6 it... | -2,535.78 |
| Deposits and Credits - 7 ite... | <u>6,337.49</u> |
| Total Cleared Transactions | <u>3,801.71</u> |
| Cleared Balance | <u><u>13,647.04</u></u> |
| Uncleared Transactions | |
| Checks and Payments - 2 it... | <u>-559.26</u> |
| Total Uncleared Transactions | <u>-559.26</u> |
| Register Balance as of 05/31/18 | <u><u>13,087.78</u></u> |
| New Transactions | |
| Checks and Payments - 1 it... | -520.24 |
| Deposits and Credits - 1 item | <u>88.00</u> |
| Total New Transactions | <u>-432.24</u> |
| Ending Balance | <u><u>12,655.54</u></u> |

Rotary Club of Southeast Tulsa Profit and Loss Standard

06/07/18

July 2017 through May 2018

| | <u>Jul '17 - May '18</u> |
|------------------------------------|--------------------------|
| Total 7000 — Unrestricted Expenses | <u>32,682.80</u> |
| Total Expense | <u>32,682.80</u> |
| Net Income | <u><u>2,768.67</u></u> |

Greetings!

Y'all got me thinking about membership and related-

a thought related to alternate semiannual dues structure for new members – all pay lunch \$ at the door

| Age of new member | Year 1 Lunch dues | Y1 Total Cost | Year 2 | Y2 Total Cost | Year 3 | Y3 Total Cost |
|-------------------|-------------------|---------------|----------------|---------------|--------------|---------------|
| 20-29 | no prepaid | \$110 | same | \$110 | same | \$110 |
| 30-39 | 30% of prepaid | \$180 | 60% of prepaid | \$250 | 100% prepaid | \$344 |
| 40-49 | 40% of prepaid | \$204 | 80% of prepaid | \$298 | 100% prepaid | \$344 |

I will do a cost analysis later - but like a few things about this

1. Marketing buzz of 30% for new members in their 30s; 40% for 40s
2. We probably have room in our lunch buffet cost to do this or something similar
3. It is probably worth it if it helps us add younger members **“an investment in our club’s future”**
4. We could add some weighting assumptions to the prepaid lunch cost if needed to protect the club budget- or project a reserve cost.

If we pull out the Change of Horses and do that at club mtg and add a social we may be ahead in the eyes of some of younger members.

For socials – Escape Houses, Game places, First Fridays downtown Tulsa, Pizza night, dinners for 8, craft beer tour, etc.

Here is what the semiannual dues may look like based on current

| % of Prepaid | RI, Dist, Club | PrePaid lunch | Total |
|--------------|----------------|---------------|-------|
| 0 | \$110 | \$0 | \$110 |
| 30 | \$110 | \$70 | \$180 |
| 40 | \$110 | \$94 | \$204 |
| 60 | \$110 | \$140 | \$250 |
| 80 | \$110 | \$188 | \$298 |
| 100 | \$110 | \$234 | \$344 |

No CoH

Optional RI Foundation

2 larger fundraising projects to focus on during the year.

Thank y'all for re-igniting my Rotary fire today!!!

Steve

FUNDRAISERS THAT I WOULD WORK AND SUPPORT
