

BLACKHAWK ARCHERS OF LA CROSSE WISCONSIN, INC.
ANNUAL MEETING 02/21/2016

The meeting was held at Grizzlies Restaurant in Onalaska at 6:00 pm Sunday, February 21st, 2016. Present: John Robison, Laura Rosenthal, Keith Rosenthal, Anthony Schmidt, Ron Schmidt, Betty Schmidt, Art Wells, Dan Blumer, Jon Powell, Logan Robison, Ron Stillwell, Dan Strasser and Jeff Bredlau. The meeting was called to order by President Robison.

Minutes from the 2015 annual meeting were reviewed. Anthony Schmidt made a motion to accept the minutes, seconded by Dan Blumer, motion passed.

Treasurer's Report by Laura Rosenthal. Reviewed balances and profit & loss statement. Please review the reports which are attached to the minutes. There were new members from free memberships provided through La Crosse Archery. We will track these people and see if we get retention in 2016. Keith Rosenthal made a motion to accept the Treasurer's Report as presented, motion seconded by Ron Schmidt. Motion passed.

President's Report by John Robison. The shoots were not as well attended in 2015. We appear to be lacking in promotion for memberships and the shoots. There was some discussion debating the merits of field archery vs. 3D archery. It was determined that to maintain income, the club needs to maintain the 3D shoots. Jon Powell was going to look into possibly sponsoring a field shoot in early June, and will get back to everyone at a later date if something is possible. There needs to be more than just the annual membership letter to advertise our shoots. A suggestion was made that mass emails should be sent to advertise shoots to grow attendance. We also need to create flyers to promote the shoots as well. A motion was made by Jeff Bredlau to accept the President's report, seconded by Anthony Schmidt. Motion passed.

Range Report – Art Wells – Overall the bales are in fairly good shape. Bale #9 needs some attention. We need to order some plastic targets from Maple Leaf. Anthony will place the order through La Crosse Archery. We do need to make a trip to Excelsior to purchase more bales this spring. Motion made by Ron Schmidt to purchase the necessary bales for the range, motion seconded by Keith Rosenthal. Motion passed.

Laura Rosenthal noted that the Blackhawkarchers.com website has been rebuilt. It has been put into a program that is more user friendly and easier to update. There are also new emails for the club. Contact@blackhawkarchers.com and president@blackhawkarchers.com.

Our first 3D shoot will be the weekend of April 30th and May 1st. Dan Blumer and Jeff Bredlau have agreed to be the range captains for this shoot. They will coordinate the set-up and take down of the range for this shoot.

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As in the past, every Saturday morning in April will be work days to get the range prepared for the upcoming shooting season. Work days will be April 2, 9, 16 & 23.

The July 23rd one day 3D shoot will also be a MAC Qualifier shoot. MAC stands for Midwest Archery Championship. It is a regional group of 3D shoots that follow IBO rules and requires participation in a certain number of qualifying shoots to be able to compete in the Championship shoot in August. Ron Stillwell and Dan Strasser joined our meeting to answer questions about MAC. We run our shoot as we normally do, and MAC provides the exposure to a wider audience of the shoot at our club. We are only sponsoring one shoot this year, and if it goes well, we have agreed to consider additional shoots starting in 2017. Art Wells agreed to be the lead range captain for this shoot in July. There are 30 targets in a MAC shoot, with specific colored stakes. Ron Stillwell has already created the necessary stakes and we will be using the same stakes as will be used at the Coulee Archers MAC shoot. If someone is shooting for the MAC qualifier, they will pay an additional \$5 entry fee for the qualifier. It is anticipated that the MAC shoot should draw an additional 20-30 shooters. The course will be set up with 30 targets. There needs to be posters created showing the different classes. Every scorecard must be completed in its entirety to be used as a qualifying score. The club will also donate 5 free shoot cards for the winners of the shoot.

Due to the upcoming construction on Highway 16, it will be imperative that directions to the club are frequently updated this spring as access to the club becomes more challenging. It is believed that Hwy 16 will be closed most of the summer between Onalaska and West Salem. Laura Rosenthal will be sure to get detailed directions to the club on the website from several directions prior to every shoot. Keith Rosenthal will contact the Wisconsin Department of Transportation to see about getting permanent signage for the club on Hwy 16. A motion was made by Dan Blumer & seconded by Anthony Schmidt to pursue the permanent signage for Hwy 16. Motion passed.

Election of Officers

Range Captains – Jon Powell, Dan Blumer & Art Wells. Motion by Anthony Schmidt, seconded by Ron Schmidt. Motion passed.

Secretary/Treasurer – Laura Rosenthal. Motion by Ron Schmidt, seconded by Dan Blumer. Motion passed.

Vice President – This person will be responsible for marketing and promotion – Anthony Schmidt. Motion by Keith Rosenthal, seconded by Dan Blumer. Motion passed.

President – John Robison. Motion by Laura Rosenthal, seconded by Anthony Schmidt. Motion passed.

Motion to adjourn by Dan Blumer, seconded by Betty Schmidt. Motion passed.

**BLACKHAWK ARCHERS TREASURER'S REPORT EFFECTIVE
12/31/2015**

Cash Balances

| ACCOUNT | 01/01/2015 BALANCE | 12/31/2015 BALANCE |
|---------------------|-------------------------------|-------------------------------|
| ALTRA CHECKING | \$4,385.64 | \$3,736.98 |
| ALTRA SAVINGS | \$5,286.45 | \$5,291.73 |
| PETTY CASH | \$0.00 | \$550.00 |
| TOTAL FUNDS: | \$9,672.09 | \$9,578.71 |

Real Estate Taxes

2008: \$1,629.64
2009: \$1,619.24
2010: \$1,648.68
2011: \$1,656.80
2012: \$1,661.82
2013: \$1,651.63
2014: \$1,659.49
2015: \$1,738.28

Membership

| YEAR | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|--------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| FAMILY/LIFE MEMBERSHIPS | 62 | 60 | 47 | 38 | 35 | 19 | 32 | 57 |
| INDIVIDUAL MEMBERSHIPS | 30 | 40 | 31 | 20 | 23 | 20 | 44 | 41 |
| YOUTH MEMBERSHIPS | 2 | 1 | 2 | 0 | 2 | 1 | 1 | 2 |
| CORPORATE MEMBERSHIPS | 5 | 7 | 3 | 1 | 2 | 2 | 2 | 2 |
| TOTAL MEMBERSHIPS | 99 | 108 | 83 | 59 | 62 | 42 | 79 | 102 |

2015 had 38 new memberships, of which 12 were free memberships from La Crosse Archery bow purchases. We lost 34 paying members from 2014 (people who did not renew their memberships in 2015).

Profit & Loss

January through December 2015

| | <u>Jan - Dec 15</u> |
|--------------------------------|-------------------------|
| Ordinary Income/Expense | |
| Income | |
| Concession Income | 382.52 |
| Membership Fee Income | 2,940.00 |
| Shoot Income | 485.00 |
| WCFAL Income | 188.00 |
| | <hr/> |
| Total Income | 3,995.52 |
| Cost of Goods Sold | |
| Concession Expense | 498.16 |
| | <hr/> |
| Total COGS | 498.16 |
| Gross Profit | 3,497.36 |
| Expense | |
| Operations | |
| Printing and Copying | 146.31 |
| Supplies | 16.33 |
| Website Expense | 54.95 |
| | <hr/> |
| Total Operations | 217.59 |
| Other Types of Expenses | |
| Insurance - Liability, D and O | 614.28 |
| NFAA/WAA/WCFAL Membership Fees | 90.00 |
| Property Insurance | 507.00 |
| | <hr/> |
| Total Other Types of Expenses | 1,211.28 |
| Real Estate Taxes | 1,659.49 |
| Repairs & Maintenance & Bales | 2,446.25 |
| Utilities | 141.60 |
| | <hr/> |
| Total Expense | 5,676.21 |
| Net Ordinary Income | -2,178.85 |
| | <hr/> |
| Net Income | <u><u>-2,178.85</u></u> |

Blackhawk Archers of La Crosse Wisconsin, Inc.

Balance Sheet

As of December 31, 2015

02/19/16

Accrual Basis

| | <u>Dec 31, 15</u> |
|---------------------------------------|---------------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| Altra Checking 279689 84 | 3,736.98 |
| Altra Savings 279689 00 | 5,291.73 |
| Petty Cash | 550.00 |
| Total Checking/Savings | <u>9,578.71</u> |
| Total Current Assets | 9,578.71 |
| Fixed Assets | |
| Buildings - Clubhouse | 16,089.52 |
| Furniture and Equipment | 3,334.31 |
| Land - Operating | 89,100.00 |
| Total Fixed Assets | <u>108,523.83</u> |
| Other Assets | |
| Other Assets | 540.00 |
| Total Other Assets | <u>540.00</u> |
| TOTAL ASSETS | <u><u>118,642.54</u></u> |
| LIABILITIES & EQUITY | |
| Equity | |
| Opening Balance Equity | 117,182.48 |
| Retained Earnings | 3,088.91 |
| Net Income | -1,628.85 |
| Total Equity | <u>118,642.54</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>118,642.54</u></u> |

4:09 PM

02/19/16

Accrual Basis

Blackhawk Archers of La Crosse Wisconsin, Inc.
Transaction Detail By Account
January through December 2015

| Type | Date | Num | Memo | Amount | Balance |
|--|------------|------|--------------------------|-----------------|-----------------|
| Repairs & Maintenance & Bales | | | | | |
| Check | 02/06/2015 | 1039 | 3D TARGETS | 1,582.50 | 1,582.50 |
| Check | 04/21/2015 | 1044 | MAPLE LEAF FIELD TARGETS | 156.94 | 1,739.44 |
| Check | 07/24/2015 | 1049 | MOWER REPAIR & GAS | 295.36 | 2,034.80 |
| Check | 08/30/2015 | 1054 | driveway rock/gravel | 411.45 | 2,446.25 |
| Total Repairs & Maintenance & Bales | | | | 2,446.25 | 2,446.25 |
| TOTAL | | | | 2,446.25 | 2,446.25 |