



# *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne Bennett

RE: BCAW Annual Membership Meeting – October 1, 2018

## **AGENDA**

10:30am	Welcome	Steve Cieslewicz BCAW President	
	Roll Call (by sign in at registration)		
	Approve Minutes: October 2, 2017	Steve Cieslewicz	Pages 2 – 4
	President's Update Actions of the BCAW Board	Steve Cieslewicz	Page 5 – 6
	Treasurer's Update BCAW Financial Reports (F/Y 2017) BCAW Financial Reports (current year through 6/30)	David Bardon	Pages 7 – 11 Pages 12 – 15
	Executive Director's Update	Yvonne Bennett	Pages 16 – 17
	BCAW Program Updates	Yvonne Bennett	Pages 18 – 23
	BCAW Elections	Steve Hanson BCAW Nominating Committee Chair	Pages 24 – 25
	Additional Topics – Q&A from the Membership & Open Discussion		
11:45am	Guest Speaker: Don Hildebrand, WI USBC BA		
12:00pm	Adjourn		



## *Bowling Centers Association of Wisconsin*

**BCAW Annual Meeting Minutes  
Radisson Paper Valley Hotel; Appleton, WI  
October 2, 2017; 10:30am – 12:20pm**

**Called to order** by President Steve Cieslewicz at 10:30am

**Roll Call:** Taken by sign in sheet: Members: President Steve Cieslewicz, Whitetail Lanes; Vice President Erik Gialdella, Revs Bowl, Bar & Grill and T&O Lanes; Secretary Diane Mallow, Watertown North; Treasurer David Bardon, Bardon Bowling Centers (three member centers: JB's on 41, Odyssey Fun Center and JB's Entertainment Center); Immediate Past President Steve Hanson, Memory Lanes Bar & Grill; Director Dick Zierke, Pla-Mor Lanes; Director Dale Elliott, Dale's Weston Lanes & Marathon Rec Center; Director Hank Posnanski Jr, Bluemound Bowl & New Berlin Ale House; Director Dave Scherbarth, Highland Lanes; Director Cary Serwe, King Pin Lanes & Dan's King Pin Family Fun Center; Director Pete Riopelle, Village Bowl; Director Chuck Torosian, River City Lanes; Denise Richter, Watertown Bowl 18; Ralph Krueger, Krueger's Entertainment Center; Phil Ontko, Castle Lanes; Julie Clemens, Super Bowl; Bill Cywinski, Coral Lanes; Mark Bares, Lincoln Lanes; Ashley Beattie, Strike Zone, LLC; Jim Nelson, Thunderbird Lanes; Marcia Bloxham, Schwoeglers Park Towne Lanes; Rob Bloxham, Spartan Lanes & Tower Lanes; Ken Kidder, Viking Lanes; Travis Gitzel, King Pin Bowl & Ale House; Jim Schmidt, Officials Den Bowl & Spirits; Bridget Tschurwald, Doggers Bar & Lanes; Jennie Beyer, Keglers Bowling Center; Jeremy Brenner, Generations Lanes; Steve Zastrow, Neighbors Lounge & Lanes; Sherry Kielblock, Silver Lake Lanes; Mary Conklin, Village Lanes Monona; Dave LaBar, Ashwaubenon Bowling Alley; Andy Beamish, Willow Creek Lanes; and Donna Czarneski, CZ's Bushville Lanes (arrived after roll call taken for quorum).

Guests: Shaina Peterson, Whitetail Lanes; Jim Arndt, Lincoln Lanes; Mark Puetz, Strike Zone, LLC; Sarah Thiel, Officials Den Bowl & Spirits; JoAnn Schmidt, Officials Den Bowl & Spirits; Jeanne Tooley, Memory Lanes Bar & Grill; Marie Lulloff, Generations Lanes; Julie Julson, Neighbors Lounge & Lanes; Joyce Elliott, Dale's Weston Lanes; Janice LaBar, Ashwaubenon Bowling Alley; Pete Richter, Watertown Bowl, Inc; Mark Mallow, Watertown Bowl, Inc; Bev Larsen, Ashwaubenon Bowling Alley; Matt Orvis, Ashwaubenon Bowling Alley; Ryan Orvis, Ashwaubenon Bowling Alley, John Collin, Willow Creek Lanes; Amy Schraufrogel, CZ's Bushville Lanes; Don & Krista Hildebrand, WI USBC BA; Yvonne Bennett, BCAW; Bob Maki, BCAW; Luanne Kuglitsch, BCAW; and Sandy Jeske, BCAW.

There were two bylaws amendments to be considered by the membership, which was sent out to all members as required 30 days in advance of the scheduled BCAW Annual Meeting on August 30, 2017.

The official meeting announcement with the meeting agenda and committee report from the Nominating Committee were sent to all members electronically and via USPS mail on September 15, 2017.

The 2017 Annual Meeting Agenda Packet was posted on the BCAW website on September 18, 2017.

With 35 member centers in attendance at the start of the meeting, there was a quorum (15% of 207 members = 31) necessary for the association to conduct business (approval of past meeting minutes, conduct elections and approval of the bylaws amendments).

President Cieslewicz thanked everyone for attending and asked for a moment of silence to remember those who have died over the past year. He introduced the BCAW Board of Directors and staff. He provided an update to the membership from the recent meetings with BPAA and USBC in September as well as from Bowl Expo in June.

The following minutes were unanimously approved:

December 1, 2014 BCAW Annual Meeting (motion Serwe, second Riopelle)  
June 9, 2015 BCAW Membership Meeting (motion Hanson, second Krueger)  
December 7, 2015 BCAW Annual Meeting (motion D. Mallow, second Serwe)  
July 11, 2016 BCAW Membership Meeting (motion Jim Schmidt, second Torosian)  
December 5, 2016 BCAW Annual Meeting (motion D. Richter, second Posnanski)  
January 17, 2017 BCAW Special Membership Meeting (motion Scherbarth, second Ontko)

Treasurer Bardon reviewed the 2016 fiscal year-end financial reports as well as the 2017 reports through the second quarter (6/30/17) which were provided in the meeting agenda packet handed out at registration. Projections for 2017 year-end are that we're on target with budget and anticipate a small net surplus. He also stated that the association is sound financially in terms of our reserves.

Executive Director Yvonne Bennett provided a written report to the membership in the agenda packet. She thanked the board for their vision and leadership, allowing staff to be bold as we continue to bring improvements to the association. She provided an overview of the accomplishments through the strategic planning process started in 2014.

BCAW Program Manager Bob Maki overviewed many of the 2017 programs. Written reports were provided as part of the meeting agenda packet for all of our bowling events. He also provided a verbal summary of the "Lead Bowling Into the Future" event held the day before. BCAW is taking a leadership position in the industry to inspire, motivate and mentor youth for future positions as proprietors, coaches, volunteers and administrators.

BCAW Past President & Nomination Committee Chair Steve Hanson conducted the elections. The following were unanimously elected, each for a two year term:

BCAW Treasurer – David Bardon (motion by Serwe, second by Gialdella)  
BCAW Secretary – Diane Mallow (motion by Krueger, second by Torosian)  
BCAW Directors (4 positions) – Mark Bares, Dale Elliott, Pete Riopelle & Dave Scherbarth (motion by Conklin, second by Posnanski)

Bylaws amendments passed unanimously:

***“To revise BCAW bylaw section 7.03 to read ‘The Board of Directors shall regularly meet at such times as designated by the Board, and shall specifically meet upon the call of the President whenever he considers such a meeting to be in the best interest of the Association. Notice of each such meeting shall be given as the Board of Directors may determine, but in no event less than 24 hours’ notice.’ ”***  
(motion by Serwe, second by D. Richter)

*“To revise BCAW bylaw section 6.04. Quorum to read ‘A quorum at any annual or special meeting of the members shall consist of 10% of the Regular Members in good standing.’ ”* (motion by Hanson, second by Zierke)

Open Q&A discussion on the recently announced USBC lane certification & inspection requirements. General consensus is that the new specification will have negative financial impact on bowling centers if enforced in the future. Cieslewicz informed attendees that USBC Executive Director Chad Murphy told the BPAA State Presidents & Executive Directors in September that at this point, USBC is merely collecting data for the coming three years. No action is anticipated to force compliance. He also reported that USBC is taking action to remove from office and/or suspend USBC Association Managers who falsify lane certification reports.

Presentations were provided by the following guests:

- ) Don Hildebrand, WI USBC BA provided an update on the mergers of local and state USBC associations. He encouraged proprietors to get involved locally and at the state association level. The USBC State Association meeting on May 19, 2018 at Ledgeview Lanes in Fond du Lac is when the new state board will be elected. The merger must be complete August 1, 2018.

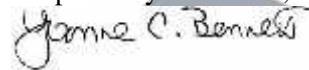
He also congratulated Bob Schmidt of Watertown Bowl, Inc. on his upcoming induction into the Wisconsin USBC Hall of Fame in January 2018.

President Cieslewicz recognized Dick Zierke for his 18 years on the board of directors, including serving as the BCAW Board of Directors President.

Bennett conducted the attendance drawing for the four BPAA marketing kits.

Motion to adjourn by Riopelle; second by Hanson at 12:20pm.

Respectfully submitted,



Yvonne C. Bennett  
BCAW Executive Director



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne C. Bennett, CAE, SHRM-SCP

RE: Actions of the BCAW Board of Directors

Pursuant to the BCAW Bylaws, Section 7.04, this is a report of the actions of the BCAW Board of Directors since October 2, 2017.

### **December 11, 2017**

The following resolution was adopted by unanimous approval by the board (motion by Hanson; second by Scherbarth):

*Be it resolved that the BCAW Board of Directors is authorizing the establishment of a board designated equity account (account #3300 on the BCAW Balance Sheet). This account will be funded annually with all excess BCAW Scholarship program net income as part of the annual year-end accounting process prior to filing the IRS Tax Return form 990.*

*Operationally, it is the desire and intent of the association to provide annual scholarships from funds raised through our annual golf event and other fundraisers as may be held in the future. If after these scholarships have been awarded and money placed on deposit with SMART, there is excess money after operational expenses, an accounting entry will be made to move funds to this board designated fund.*

*Money in the account #3300 may be used to provide scholarships in years when fundraising efforts fall short of the program commitment as well as other scholarships as approved or designated by the BCAW Board of Directors as part of the annual budget process.*

*If there is a shortfall in any fiscal year, money may be deducted from the #3300 account if approved by the BCAW Board of Directors; otherwise the shortfall will be shown as a program net loss and reflected in the overall Income & Expense Statement for the association.*

*Exceptions to this policy must be presented to and approved by the BCAW Board of Directors before any additional disbursements may be made from this account.*

Proposal to have Wegner CPAs conduct an audit of fiscal year 2017 as part of the annual tax return process in 2018 was approved unanimously (Motion by Riopelle, seconded by Torosian).

The 2018 BCAW budget was approved unanimously (Motion by Bardon; seconded by Hanson).

**June 12, 2018**

Referring to Family Entertainment Centers (FECs) that do not have traditional tenpin bowling lanes, the following policy position was unanimously approved by the BCAW Board of Directors: “The BCAW Board of Directors recommends to the BPAA Membership Committee to change the BPAA bylaws to not allow these FECs into BPAA membership.” (Motion by Bardon, second by Elliott)

The following policy position was unanimously approved by the BCAW Board of Directors: “The BCAW Board of Directors approves joining the Coalition to Repeal Wisconsin’s Personal Property Tax, and authorizes financial support to the effort not to exceed \$500.” (Motion by Hanson, second by Serwe)

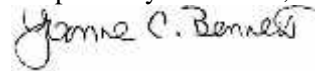
**July 26, 2018 (special board meeting by conference call)**

Board approved recommendation from Mallow & Bennett to discontinue offering the Wisconsin Grand Prix Scholarship Program effective 8/1/18. (Motion by Bardon, second by Elliott; passed 10-0-1 with Posnanski abstaining.)

Board unanimously approved that BCAW will continue to administer all grand prix scholarship money through June 1, 2019. After that date, those centers who wish to transfer their scholarship funds to SMART will be permitted to do so. BCAW will process funds to SMART at the center’s request, within 90 days. (Motion by Hanson, second by Scherbarth)

*All above decisions and actions of the BCAW Board of Directors have been initiated or completed prior to this BCAW Annual Meeting and are therefore not subject to the “right to rescind” under BCAW Bylaws, Section 7.04.*

Respectfully submitted,



Yvonne Bennett, CAE, SHRM-SCP  
BCAW Executive Director

## Profit &amp; Loss

09/11/18

Accrual Basis

## FINAL - January through December 2017

7

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4050 · Advertising Income	9,650.00	7,670.00	5,000.00
4100 · Commissions/Rebates	57,076.56	64,721.23	58,000.00
4200 · Dues/Membership			
4225 · Bowling Centers	108,544.16	105,851.42	104,400.00
4250 · Suppliers	6,300.00	4,900.00	4,550.00
<b>Total 4200 · Dues/Membership</b>	<u>114,844.16</u>	<u>110,751.42</u>	<u>108,950.00</u>
4300 · Exhibitor Income	1,200.00	900.00	1,300.00
4350 · Interest Income	2,003.11	2,093.11	1,200.00
4500 · Miscellaneous Income	885.00	1,700.00	700.00
4650 · Raffle Income	10,343.00	11,255.00	9,400.00
4651 · Pin Sales	1,790.00	0.00	
4700 · Registration Fee	57,776.00	46,522.00	57,150.00
4750 · Retail Sales	39,599.50	29,968.10	30,000.00
4790 · Scholarship Income	48,542.78	69,207.75	65,125.00
4800 · Shipping Income	0.00	66.95	60.00
4850 · Sponsorship Income	15,837.00	13,992.00	12,500.00
4900 · Tournament Entry Fee	130,280.00	123,270.00	122,900.00
4910 · Tournament Gate Income	20,210.00	18,675.00	17,950.00
<b>Total Income</b>	<u>510,037.11</u>	<u>500,792.56</u>	<u>490,235.00</u>
<b>Cost of Goods Sold</b>			
5000 · Cost of Goods Sold	27,167.56	18,978.26	20,100.00
<b>Total COGS</b>	<u>27,167.56</u>	<u>18,978.26</u>	<u>20,100.00</u>
<b>Gross Profit</b>	482,869.55	481,814.30	470,135.00
<b>Expense</b>			
6010 · Advertising Expense	545.00	0.00	
6030 · Bank Charges	1,340.21	787.56	1,000.00
6031 · Investment Fees	1,324.94	1,989.72	2,000.00
6110 · Commission Expense	45.00	543.00	450.00
6120 · Computers Expense	1,661.89	1,404.98	1,500.00
6200 · Depreciation Expense	2,178.69	1,610.44	2,000.00
6240 · Employment Expense	21.25	21.25	22.00
6260 · Facility Rental	4,518.25	3,900.00	5,358.00
6280 · Grant Awards	1,800.00	1,500.00	1,800.00
6320 · Insurance Expense			
6322 · Business Insurance	2,388.84	2,074.00	2,500.00
6328 · Workers Comp	1,244.00	1,172.00	850.00
<b>Total 6320 · Insurance Expense</b>	<u>3,632.84</u>	<u>3,246.00</u>	<u>3,350.00</u>

## Bowling Centers Association of WI

## Profit &amp; Loss

09/11/18

Accrual Basis

## FINAL - January through December 2017

8

	Jan - Dec 17	Jan - Dec 16	Budget
6350 · Leased Equipment	2,428.25	3,605.06	2,350.00
6370 · Lineage Fee - Tournaments	52,673.00	48,863.00	52,050.00
6400 · Maintenance & Repairs	688.94	855.71	650.00
6420 · Meeting Expense	3,251.13	4,142.20	4,950.00
6450 · Memberships Dues			
6456 · Professional Organizations	1,220.00	639.00	700.00
Total 6450 · Memberships Dues	1,220.00	639.00	700.00
6480 · Miscellaneous Expense	5,327.88	4,959.48	5,075.00
6500 · Newsletter Expenses	204.00	204.00	204.00
6530 · Office Rent	18,744.00	18,744.00	18,744.00
6560 · Office Supplies	0.00	1,434.66	
6600 · Payroll Expenses			
6605 · Benefits Expense	30,200.74	28,182.92	28,500.00
6610 · Payroll Allocation	0.00	0.00	0.00
6615 · Payroll Gross	158,681.14	156,566.21	154,000.00
6620 · Payroll Taxes - SS & Medicare	12,838.19	14,484.79	13,758.00
6625 · Payroll Taxes - FUTA	193.21	193.70	250.00
6630 · Payroll Taxes - WI SUI	4,153.86	5,476.80	7,000.00
Total 6600 · Payroll Expenses	206,067.14	204,904.42	203,508.00
6650 · Permits	60.00	20.00	20.00
6670 · Postage & Shipping	3,265.49	2,845.15	4,255.00
6675 · Printing Expense	3,603.77	3,832.90	3,950.00
6680 · Professional Fees			
6681 · Professional Fees - Accounting	1,850.00	1,800.00	2,000.00
6682 · Professional Fees - IT/Web	9,407.64	4,497.97	5,050.00
6684 · Professional Fees - Other	4,427.50	3,231.25	3,100.00
6685 · Professional Fees - Payroll	1,852.31	1,548.26	1,600.00
6686 · Professional Fees - Speakers	7,500.00	1,370.00	9,000.00
Total 6680 · Professional Fees	25,037.45	12,447.48	20,750.00
6690 · Promotional Expense	502.57	200.00	300.00
6695 · Registration Fees Expense	1,060.00	750.00	550.00
6700 · Scholarships Awarded Expense	87,551.80	101,983.48	97,875.00
6720 · Staff Training & Development	2,298.08	2,823.30	2,500.00
6760 · Supplies	1,653.22	1,853.62	3,075.00
6800 · Taxes			
6810 · Personal Property	40.98	0.00	
6815 · UBIT Tax	3,236.00	0.00	
6820 · Wisconsin Use Tax Expense	-10.37	-35.26	
6800 · Taxes - Other	0.00	25.29	
Total 6800 · Taxes	3,266.61	-9.97	4,800.00



## Profit &amp; Loss

09/11/18

Accrual Basis

## FINAL - January through December 2017

	Jan - Dec 17	Jan - Dec 16	Budget
6840 · Telephone	4,594.30	5,740.98	0.00
6860 · Travel & Mileage Expenses	17,873.95	18,885.56	21,990.00
6880 · Trophies & Awards	13,507.51	10,568.24	13,342.00
6900 · Utilities	1,548.31	1,824.02	2,000.00
<b>Total Expense</b>	<b>473,495.47</b>	<b>467,119.24</b>	<b>481,118.00</b>
<b>Net Ordinary Income</b>	9,374.08	14,695.06	-10,983.00
<b>Other Income/Expense</b>			
<b>Other Income</b>			
7199 · Investment Earnings	0.00	1,135.03	
7200 · Unrealized Gain/(loss)	30,808.87	4,006.62	
<b>Total Other Income</b>	<b>30,808.87</b>	<b>5,141.65</b>	
<b>Net Other Income</b>	<b>30,808.87</b>	<b>5,141.65</b>	
<b>Net Income</b>	<b>40,182.95</b>	<b>19,836.71</b>	<b>-10,983.00</b>

## Balance Sheet

As of December 31, 2017

	Dec 31, 17	Dec 31, 16
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
1000 · Unrestricted Cash & Cash Equiv		
1005 · Petty Cash	100.00	100.00
1056 · TOWN BANK	200,619.54	200,408.03
<b>Total 1000 · Unrestricted Cash &amp; Cash Equiv</b>	200,719.54	200,508.03
1029 · Investments		
1032 · CD Investments - 18 months	101,665.97	100,000.00
1500 · United of Omaha - Jun 15	244,494.49	250,000.00
1501 · Pacific Life Investment	136,914.90	123,953.18
1502 · Brinker Investment	122,829.05	112,880.27
1503 · United of Omaha - Jan 16	72,462.79	75,000.00
<b>Total 1029 · Investments</b>	678,367.20	661,833.45
<b>Total Checking/Savings</b>	879,086.74	862,341.48
<b>Accounts Receivable</b>		
1100 · Receivables	4,639.90	6,618.65
<b>Total Accounts Receivable</b>	4,639.90	6,618.65
<b>Other Current Assets</b>		
1200 · Merchandise Inventory	3,825.00	5,942.56
1300 · Undeposited Funds	-250.64	125.00
1400 · Prepaid Expenses	5,935.91	4,227.68
<b>Total Other Current Assets</b>	9,510.27	10,295.24
<b>Total Current Assets</b>	893,236.91	879,255.37
<b>Fixed Assets</b>		
1635 · Leasehold Improvements	2,660.00	2,660.00
1640 · Leaseho.Impro.-Allow. for Dep.	-2,660.00	-2,660.00
1645 · Equipment/Office Furn. & Fix.	42,138.39	42,138.39
1650 · Off.Fun. Fix.Equip.Allow.Depre	-33,291.61	-31,937.36
<b>Total Fixed Assets</b>	8,846.78	10,201.03
<b>Other Assets</b>		
1101 · Interest Receivable	0.00	555.29
1490 · Deposit on Lease	729.00	729.00
<b>Total Other Assets</b>	729.00	1,284.29
<b>TOTAL ASSETS</b>	<b>902,812.69</b>	<b>890,740.69</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
2000 · Accounts Pay - Unrestricted	857.27	7,700.29
<b>Total Accounts Payable</b>	857.27	7,700.29
<b>Other Current Liabilities</b>		
2020 · Sales Tax Payable	1,140.22	386.26
2200 · Payroll Liabilities		
2220 · State W/H Tax Payable-WI	14,654.15	10,500.29
2240 · Accrued State UC Tax Payable	-14,654.15	-10,500.29
<b>Total 2200 · Payroll Liabilities</b>	0.00	0.00

## Balance Sheet

As of December 31, 2017

	Dec 31, 17	Dec 31, 16
2250 · Accrued IRA Payable	1,213.84	150.00
2260 · Accrued Salaries & Wages Payab	2,466.39	0.00
2261 · Accrued Sick Time Payable	2,681.47	0.00
2900 · Deferred Membership Dues Incom	19,981.00	31,932.00
2901 · Deferred Membership Supplier	7,350.00	5,675.00
2910 · Deferred GP Income	2,015.00	2,910.00
2911 · Deferred Income - Pepsi	18,805.00	22,645.00
2920 · DEFERRED HS INCOME	6,375.00	8,800.00
2921 · DEFERRED MS INCOME	850.00	750.00
2922 · DEFERRED INCOME - BCAW	1,125.00	0.00
2925 · Deferred Revenue - Storm	40.00	0.00
2931 · BCAW Scholarship - Unassigned	0.00	19,027.81
2940 · USBC Pepsi - Assigned	625.00	875.00
2941 · USBC Pepsi - Unassigned	0.00	18,512.50
2950 · Grand Prix Fund - Assigned	598,030.38	555,265.47
2960 · Storm Scholarship	9,775.62	26,829.36
2961 · International Family - Assigned	1,000.00	1,000.00
2962 · Intl Family - Unassigned	0.00	1,500.00
<b>Total Other Current Liabilities</b>	<b>673,473.92</b>	<b>696,258.40</b>
<b>Total Current Liabilities</b>	<b>674,331.19</b>	<b>703,958.69</b>
<b>Total Liabilities</b>	<b>674,331.19</b>	<b>703,958.69</b>
<b>Equity</b>		
3200 · Net Worth Unrestricted	149,971.30	166,945.29
3300 · BCAW Schol - Temp Restricted	19,814.25	0.00
3301 · Pepsi USBC - Temp Restricted	16,663.00	0.00
3302 · Intl Family - Temp Restricted	1,000.00	0.00
3303 · Storm Schl - Temp Restricted	850.00	0.00
Net Income	40,182.95	19,836.71
<b>Total Equity</b>	<b>228,481.50</b>	<b>186,782.00</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>902,812.69</b>	<b>890,740.69</b>

**Bowling Centers Association of WI**  
**Profit & Loss Budget vs. Actual**  
January through June 2018

	<u>Jan - Jun 18</u>	<u>Jan - Jun 17</u>	<u>Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4050 · Advertising Income	12,370.00	4,650.00	11,000.00
4100 · Commissions/Rebates	38,275.07	43,173.01	58,000.00
4200 · Dues/Membership			
4225 · Bowling Centers	108,128.00	107,970.00	106,000.00
4250 · Suppliers	5,950.00	5,250.00	5,250.00
<b>Total 4200 · Dues/Membership</b>	<u>114,078.00</u>	<u>113,220.00</u>	<u>111,250.00</u>
4300 · Exhibitor Income	700.00	700.00	1,500.00
4350 · Interest Income	506.10	505.85	1,200.00
4500 · Miscellaneous Income	1,760.00	885.00	800.00
4650 · Raffle Income	10,789.00	10,418.00	10,000.00
4651 · Pin Sales	2,900.00	1,790.00	1,000.00
4700 · Registration Fee	34,669.00	41,360.00	57,726.00
4750 · Retail Sales	19,250.00	22,050.00	35,000.00
4790 · Scholarship Income	15,636.00	14,596.00	48,875.00
4850 · Sponsorship Income	15,970.00	10,750.00	16,500.00
4900 · Tournament Entry Fee	117,855.00	124,920.00	114,750.00
4910 · Tournament Gate Income	18,469.00	20,210.00	18,350.00
<b>Total Income</b>	<u>403,227.17</u>	<u>409,227.86</u>	<u>485,951.00</u>
<b>Cost of Goods Sold</b>			
5000 · Cost of Goods Sold	12,375.00	14,175.00	22,750.00
<b>Total COGS</b>	<u>12,375.00</u>	<u>14,175.00</u>	<u>22,750.00</u>
<b>Gross Profit</b>	390,852.17	395,052.86	463,201.00
<b>Expense</b>			
6010 · Advertising Expense	0.00	0.00	1,010.00
6030 · Bank Charges	719.54	778.37	1,215.00
6031 · Investment Fees	624.53	715.89	2,000.00
6110 · Commission Expense	385.50	45.00	600.00
6120 · Computers Expense	295.67	758.19	2,000.00
6200 · Depreciation Expense	955.62	955.62	2,000.00
6240 · Employment Expense	42.50	21.25	50.00
6260 · Facility Rental	0.00	3,960.00	5,108.00
6280 · Grant Awards	0.00	0.00	2,400.00
6320 · Insurance Expense			
6322 · Business Insurance	1,343.33	2,098.50	2,600.00
6328 · Workers Comp	503.00	1,019.00	1,500.00
<b>Total 6320 · Insurance Expense</b>	<u>1,846.33</u>	<u>3,117.50</u>	<u>4,100.00</u>
6350 · Leased Equipment	1,313.78	1,450.79	2,350.00
6370 · Lineage Fee - Tournaments	48,340.00	50,846.00	49,327.00
6400 · Maintenance & Repairs	300.00	309.17	750.00
6420 · Meeting Expense	289.13	257.69	2,988.00
6450 · Memberships Dues			
6456 · Professional Organizations	880.00	1,220.00	1,120.00
<b>Total 6450 · Memberships Dues</b>	<u>880.00</u>	<u>1,220.00</u>	<u>1,120.00</u>

**Bowling Centers Association of WI**  
**Profit & Loss Budget vs. Actual**  
January through June 2018

	<u>Jan - Jun 18</u>	<u>Jan - Jun 17</u>	<u>Budget</u>
6480 · Miscellaneous Expense	1,151.14	4,282.61	6,500.00
6500 · Newsletter Expenses	212.00	204.00	300.00
6530 · Office Rent	7,810.00	9,372.00	18,744.00
6600 · Payroll Expenses			
6605 · Benefits Expense	14,863.09	16,058.37	28,875.00
6610 · Payroll Allocation	0.00		0.00
6615 · Payroll Gross	80,703.22	80,927.66	159,100.00
6620 · Payroll Taxes - SS & Medicare	7,143.23	6,052.02	12,190.00
6625 · Payroll Taxes - FUTA	182.07	181.41	205.00
6630 · Payroll Taxes - WI SUI	1,916.74	3,521.93	4,880.00
Total 6600 · Payroll Expenses	<u>104,808.35</u>	<u>106,741.39</u>	205,250.00
6650 · Permits	10.00	60.00	20.00
6670 · Postage & Shipping	1,589.64	1,812.83	3,475.00
6675 · Printing Expense	3,122.44	3,173.44	4,080.00
6680 · Professional Fees			
6681 · Professional Fees - Accounting	5,000.00	1,850.00	7,000.00
6682 · Professional Fees - IT/Web	1,469.61	5,052.97	6,790.00
6683 · Professional Fees - Legal	510.00	0.00	0.00
6684 · Professional Fees - Other	3,540.00	2,812.50	6,525.00
6685 · Professional Fees - Payroll	1,080.41	891.07	1,800.00
6686 · Professional Fees - Speakers	0.00	0.00	500.00
Total 6680 · Professional Fees	<u>11,600.02</u>	<u>10,606.54</u>	22,615.00
6695 · Registration Fees Expense	1,610.00	1,050.00	1,860.00
6700 · Scholarships Awarded Expense	32,281.00	29,593.02	82,480.00
6720 · Staff Training & Development	35.98	1,015.83	2,500.00
6740 · Subscriptions	3,999.00		3,999.00
6760 · Supplies	661.39	1,161.96	1,650.00
6800 · Taxes			
6810 · Personal Property	75.92		25.00
6815 · UBIT Tax	2,502.00	3,236.00	4,000.00
6820 · Wisconsin Use Tax Expense	-40.00	-23.85	
Total 6800 · Taxes	<u>2,537.92</u>	<u>3,212.15</u>	4,025.00
6840 · Telephone	2,237.83	2,303.01	4,800.00
6860 · Travel & Mileage Expenses	8,004.68	9,691.00	26,955.00
6880 · Trophies & Awards	7,794.25	7,847.96	15,291.00
6900 · Utilities	695.31	832.30	1,800.00
<b>Total Expense</b>	<u><u>246,153.55</u></u>	<u><u>257,395.51</u></u>	<u><u>483,362.00</u></u>
<b>Net Ordinary Income</b>	144,698.62	137,657.35	-20,161.00
<b>Other Income/Expense</b>			
<b>Other Income</b>			
7199 · Investment Earnings	0.00	0.00	
7200 · Unrealized Gain/(loss)	-472.11	13,135.92	
<b>Total Other Income</b>	<u>-472.11</u>	<u>13,135.92</u>	
<b>Net Other Income</b>	<u>-472.11</u>	<u>13,135.92</u>	
<b>Net Income</b>	<u><u>144,226.51</u></u>	<u><u>150,793.27</u></u>	<u><u>-20,161.00</u></u>

## Bowling Centers Association of WI

## Balance Sheet

As of June 30, 2018

	Jun 30, 18	Jun 30, 17
<b>ASSETS</b>		
Current Assets		
Checking/Savings		
1000 · Unrestricted Cash & Cash Equiv		
1005 · Petty Cash	100.00	100.00
1056 · TOWN BANK	260,162.03	220,962.03
<b>Total 1000 · Unrestricted Cash &amp; Cash Equiv</b>	<b>260,262.03</b>	<b>221,062.03</b>
1029 · Investments		
1032 · CD Investments - 18 months	101,665.97	100,000.00
1500 · United of Omaha - Jun 15	244,494.49	250,000.00
1501 · Pacific Life Investment	135,295.24	130,856.90
1502 · Brinker Investment	123,352.07	118,396.58
1503 · United of Omaha - Jan 16	72,462.79	75,000.00
<b>Total 1029 · Investments</b>	<b>677,270.56</b>	<b>674,253.48</b>
<b>Total Checking/Savings</b>	<b>937,532.59</b>	<b>895,315.51</b>
Accounts Receivable		
1100 · Receivables	841.70	4,982.80
<b>Total Accounts Receivable</b>	<b>841.70</b>	<b>4,982.80</b>
Other Current Assets		
1200 · Merchandise Inventory	6,075.00	7,967.56
1300 · Undeposited Funds	25.00	25.00
1400 · Prepaid Expenses	2,205.93	3,657.25
<b>Total Other Current Assets</b>	<b>8,305.93</b>	<b>11,649.81</b>
<b>Total Current Assets</b>	<b>946,680.22</b>	<b>911,948.12</b>
Fixed Assets		
1635 · Leasehold Improvements	2,660.00	2,660.00
1640 · Leaseho.Impro.-Allow. for Dep.	-2,660.00	-2,660.00
1645 · Equipment/Office Furn. & Fix.	42,138.39	42,138.39
1650 · Off.Fun. Fix.Equip.Allow.Depre	-34,247.23	-32,892.98
<b>Total Fixed Assets</b>	<b>7,891.16</b>	<b>9,245.41</b>
Other Assets		
1101 · Interest Receivable	0.00	555.29
1490 · Deposit on Lease	729.00	729.00
<b>Total Other Assets</b>	<b>729.00</b>	<b>1,284.29</b>
<b>TOTAL ASSETS</b>	<b>955,300.38</b>	<b>922,477.82</b>
<b>LIABILITIES &amp; EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 · Accounts Pay - Unrestricted	0.00	-1,241.74
<b>Total Accounts Payable</b>	<b>0.00</b>	<b>-1,241.74</b>
Other Current Liabilities		
2020 · Sales Tax Payable	1,705.77	983.85
2200 · Payroll Liabilities		
2220 · State W/H Tax Payable-WI	16,570.89	14,022.22
2240 · Accrued State UC Tax Payable	-16,570.89	-14,022.22
<b>Total 2200 · Payroll Liabilities</b>	<b>0.00</b>	<b>0.00</b>

**Balance Sheet**

As of June 30, 2018

	Jun 30, 18	Jun 30, 17
2250 · Accrued IRA Payable	835.96	888.08
2260 · Accrued Salaries & Wages Payab	424.69	523.32
2261 · Accrued Sick Time Payable	1,114.75	0.00
2900 · Deferred Membership Dues Incom	0.00	125.00
2910 · Deferred GP Income	0.00	25.00
2920 · DEFERRED HS INCOME	0.00	1,500.00
2922 · DEFERRED INCOME - BCAW	0.00	125.00
2940 · USBC Pepsi - Assigned	475.00	625.00
2941 · USBC Pepsi - Unassigned	0.00	16,662.50
2950 · Grand Prix Fund - Assigned	572,315.58	532,807.51
2959 · Storm Scholarship- Unassigned	0.00	850.00
2960 · Storm Scholarship	8,673.12	10,001.22
2961 · International Family - Assigned	0.00	1,000.00
2962 · Intl Family - Unassigned	0.00	1,000.00
<b>Total Other Current Liabilities</b>	<b>585,544.87</b>	<b>567,116.48</b>
<b>Total Current Liabilities</b>	<b>585,544.87</b>	<b>565,874.74</b>
<b>Total Liabilities</b>	<b>585,544.87</b>	<b>565,874.74</b>
<b>Equity</b>		
3200 · Net Worth Unrestricted	190,154.25	186,782.00
3300 · BCAW Schol - Temp Restricted	19,814.25	19,027.81
3301 · Pepsi USBC - Temp Restricted	12,313.00	0.00
3302 · Intl Family - Temp Restricted	1,500.00	0.00
3303 · Storm Schl - Temp Restricted	1,747.50	0.00
Net Income	144,226.51	150,793.27
<b>Total Equity</b>	<b>369,755.51</b>	<b>356,603.08</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>955,300.38</b>	<b>922,477.82</b>



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne C. Bennett, CAE, SHRM-SCP

RE: BCAW Executive Director's Report

We thank everyone who took time away from their business to be here today with us. We know for many family owned and operated businesses, leaving home to attend meetings and events, means adding payroll costs or perhaps even closing for the day. Either way, it is a financial decision to attend and we appreciate your valuing what we have to provide you in networking opportunities and education.

Speaking of education, last year BCAW recognized quality education is something many are looking for. This year BCAW purchased the entire BPAA Bowling University catalogue of online training and education in order to provide access to all BCAW members and their staff. With more than 30 topics available, you and your team have been able to participate in as many programs as you wish throughout 2018 . . . AT NO CHARGE TO YOU!

Typically courses are offered by BPAA to members for \$99/month. Content is organized into nine categories: customer service, entertainment income, finance, food & beverage, human resources, leadership, maintenance, marketing & sales and supervisory skills. Bowling University also offers a certification program in four areas: food & beverage operations, marketing & sales management, facility maintenance management and leadership & operations management.

This has been a benefit of membership, provided by BCAW. If you haven't taken advantage of this program, there's still time as courses will be available to you through 12/31/18. For more information on this program or to enroll, please contact Gerald Morrow or Sheri Owens at BPAA (1-800-343-1329).

On the lanes, we are working to bring you quality programming that you can implement in your center. Our goal continues to be to find ways to help you drive lineage and increase your revenue through bowling. Our Miller Lite Wisconsin Adult Pins Over Average Tournament and Wisconsin Adult Youth Scholarship Tournament are two such offerings administered by BCAW.

There is still plenty of time to run your in-center qualifier for the Miller Lite Wisconsin Adult Pins Over Average Tournament! The state finals will be held on November 10 & 11, 2018 at Watertown North. For more information on these two programs, information is available out at the registration desk here at the BCAW Annual Meeting or on our BCAW website ([www.bowlwi.com](http://www.bowlwi.com)).

Since this time last year, we have been successful in creating some buzz around the history and heritage of bowling in Wisconsin. With the most number of vintage era bowling lanes in the USA, we have featured several BCAW member centers as part of our Wisconsin Vintage Alleys Tours. To date we've hosted two, with a third coming up in just two weeks. Through traditional and social media outlets, Wisconsin has enjoyed a lot of free publicity and marketing for bowling as a fun social activity.



We have appeared on National Public Radio, the Associated Press (AP) national wire with pick-ups literally from coast-to-coast (Seattle, Washington to Washington DC), local newspapers including the Wisconsin State Journal, LaCrosse Tribune, Daily Jefferson County Union and Milwaukee Journal Sentinel; and all three major bowling publications (Bowlers Journal International, BCM/Bowling Center Management and International Bowling Industry). In July nationally acclaimed photo journalist Kevin Hong featured eight Wisconsin centers in his Vintage Alleys Project and spoke at a well-attended presentation on bowling's history sponsored by BCAW.

We continue to sustain our growth in center membership. We currently represent 211 businesses with bowling lanes throughout the state of Wisconsin. Recognizing that many of the 300 bars, taverns, restaurants and pizzerias in Wisconsin view bowling as a secondary revenue stream to their beverage and food operations, we have become an active member with the Tavern League of Wisconsin. It is for that very reason that we are meeting today, as they begin their 2018 Fall Convention this evening!

Nationally we continue to see a decline in bowling centers and Wisconsin has also seen centers closed for a variety of reasons. While real estate values have provided enticement for some to consider retirement, I'm happy to see a number of centers being sold to new owners as current proprietors plan for their retirement years. An influx of new ideas, energy and money is a good thing for the bowling industry and the communities they serve.

This group of new proprietors has also provided BCAW with the greatest opportunity to recruit new members to our association. While we lost ten members at the start of 2018 (five to closure and five to non-renewal), we have offset that loss with ten new members . . . seven of which are proprietors who have owned their center less than two years!

We are anticipating three new Family Entertainment Center ("FEC") type facilities to open in the coming months in the Milwaukee Area. While anchored with bowling as a family activity and not dependent on traditional league bowling, these venues entering the marketplace is viewed as a positive indicator of bowling's allure for those looking for fun ways to interact with friends, family and coworkers.

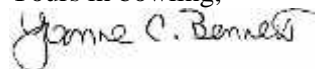
Sustainable membership growth is very important to each and every member as it provides the financial stability to avoid an increase in membership dues. Membership recruitment and retention will continue to be a priority in 2019 and beyond!

The future of BCAW and bowling in Wisconsin is bright. We will continue to be vigilant on reducing costs while increasing opportunities for centers of all sizes to enhance their profitability through participation in our many programs and events!

We look forward to continuing the dialogue and encourage your participation in BCAW. This is *\*YOUR\** association. We exist to serve our member centers through programming designed to help you in your center. Recognizing that one size does not fit all, we will continue to strive to create opportunities for centers of all sizes.

I thank you for the opportunity to serve you, working for bowling here in Wisconsin!

Yours in bowling,



Yvonne Bennett, CAE, SHRM-SCP  
BCAW Executive Director



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne Bennett

### **MILLER LITE WISCONSIN ADULT PINS OVER AVERAGE TOURNAMENT**

- ) Newly created in 2016 in response to membership feedback during our 2014 strategic planning process
- ) Designed by proprietors as a fall lineage builder and way to reward your league bowlers
- ) 12 centers participated in 2017, up from 10 in 2016
- ) Whitetail Lanes in Amherst Junction held the state finals over the weekend of October 28 & 29, 2017. There were 36 bowlers qualified from centers to compete at the state finals (also slightly up from 2016).
- ) In-center qualifying could be held through league or tournament events, between 11/1/16 and 10/15/17
- ) First year sponsor MillerCoors added \$1,000 towards the prize fund
- ) Two divisions based on the bowler's average: 175 and above and 174 and below
- ) \$2,800 in prize money was awarded at the state finals, including \$20 to every bowler who advanced to the state finals
  - - - 175+ average division paid \$525 for first place
  - - - 174 and below average division paid \$350 for first place
- ) 2018 Miller Lite Wisconsin Adult Pins Over Average Tournament will be conducted November 10 & 11, 2018 at Watertown Bowl North in Watertown
- ) Estimated prize fund of \$4,500 based on 70 entries
- ) Centers have plenty of time to still qualify bowlers for this year's state finals!

For more information on the Miller Lite Wisconsin Pins Over Average Tournament, please visit our website at [www.bowlwi.com](http://www.bowlwi.com)



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne Bennett

### **WISCONSIN ADULT-YOUTH SCHOLARSHIP TOURNAMENT Since 2016**

- J This event continues to grow . . . in spite of Blizzard Evelyn in 2018!
- J 31 centers participated in 2018, up from 25 in 2017
- J In-center qualifying was held November 1, 2017 until March 18, 2018
- J Lakeshore Lanes in Sheboygan, WI held the state finals. 168 adult-youth teams qualified from centers to compete at the state finals (also up from 2017).
- J Three divisions based on age of the youth bowler: U10, U15 and U20
- J Over \$3,800 in scholarships were awarded at the state finals
- J Qualifying for the 2019 Wisconsin Adult-Youth Scholarship Tournament began June 1, 2018 and will run through March 10, 2019
- J This tournament is easy to sell and fun for both the kids and adults who get to bowl together
- J 2019 Wisconsin Adult-Youth Scholarship Tournament will be conducted April 6-7, and 13-14 at RiversEdge Bowl in Janesville

For more information on the Wisconsin Adult-Youth Scholarship Tournament,  
please visit our website at [www.bowlwi.com](http://www.bowlwi.com)



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Sandra Jeske

### **WISCONSIN GRAND PRIX SCHOLARSHIP PROGRAM**

- ) The Grand Prix Scholarship Program was designed to award participation in youth bowling to help youth bowlers build a scholarship account for their college years. This program rewarded participation, not size, speed, or skill.
- ) Enrolled youth bowlers received “points” from their local center by participating in youth league bowling and other related bowling activities. Points could be earned through:
  - League participation                      Grand Prix Tournaments
  - Fund-raiser events                      WI Adult-Youth Scholarship Tournament
- ) Points are converted to scholarship dollars and credited to *active* youth bowlers until they graduate from high school – bowlers have four years post high school graduation to use their GP Scholarship money.
- ) In 2017-18 there were 41 bowling centers in the program, with 1,176 registered participants. Our seven tournaments had 463 entries by 228 bowlers.
- ) Over \$800,000 in total scholarships paid since the inception of the program
- ) In July 2018, the BCAW Board of Directors voted to discontinue the Wisconsin Grand Prix Scholarship Program effective August 1, 2018
- ) There is over \$600,000 currently on account for bowlers in the our program; funds are currently held in BCAW investment and bank accounts
- ) Letters will go out to all families regarding their bowlers’ accounts in January 2019
- ) Bowling centers will be able to move scholarship funds to USBC’s SMART Program in June 2019 or continue to have BCAW administer as we have in the past

For more information on the Wisconsin Grand Prix Scholarship Program, please visit our website at [www.bowlwi.com](http://www.bowlwi.com)



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne Bennett

### **WISCONSIN HIGH SCHOOL BOWLING CLUB Since 1998**

- J 306 teams (boys, girls and JV) in over 100 bowling centers with an estimated 2,100 youth bowlers participating in high school bowling last season
- J 13 Districts throughout Wisconsin conduct high school bowling
- J District competition was held November 1 – February 15, 2018
- J 2018 State Championships were held at Dale's Weston Lanes in Schofield, WI on March 2-4, 2018 with \$5,000 in scholarships awarded
- J Storm Scholarship Doubles: 151 boys/co-ed doubles and 51 girls doubles competed on Sunday, March 4, at Dale's Weston Lanes . . . \$4,030 in scholarships awarded
- J PBA star Kyle Troop was part of the weekend events thanks to our partnership with Storm Bowling Products
- J 2018 WI High School All Star Team Challenge was conducted March 10, 2018 at Bowl-A-Vard Lanes in Madison; 13 boys' teams and 12 girls' teams competed with \$1,700 in scholarships awarded
- J Livestream broadcasting of Sunday's step ladder finals continue to be very popular with Craig Elliott of BowlTV and Jesse Nelson of ESPN Wisconsin providing commentary
- J 2019 State Championships will be conducted March 1-3, at The Ashwaubenon Bowling Alley in Green Bay
- J 2019 WI All Star Team Challenge will be held at on March 9 at Classic Lanes Fox Valley in Neenah

For more information on the Wisconsin High School Bowling Club,  
please visit our website at [www.bowlwi.com](http://www.bowlwi.com)



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne Bennett

### **WISCONSIN MIDDLE SCHOOL BOWLING CLUB Since 2010**

- ) 140 Boys/co-ed and girls teams, with over 825 youth bowlers participating in our middle school bowling program in the 2017-18 season
- ) Nine districts throughout Wisconsin conducted middle school bowling last year
- ) District competition was held November 1, 2017 – April 23, 2018 . . . most districts competed in March and April 2017
- ) 2018 State Tournament participation at The Ashwaubenon Bowling Alley, in Green Bay, WI on May 6, 2017 with 59 teams (45 boys/coed & 14 girls) and 240 singles competing
- ) 2018-19 season district competition may begin as early as November 1, 2018 and must be finished by April 22, 2019 with a minimum of six matches required
- ) 2019 State Finals will be back at The Ashwaubenon Bowling Alley on May 4, 2019

For more information on the Wisconsin Middle School Bowling Club,  
please visit our website at [www.bowlwi.com](http://www.bowlwi.com)



## *Bowling Centers Association of Wisconsin*

October 1, 2018

To: ALL BCAW Members

From: Yvonne Bennett

### **Pepsi USBC Youth Championships**

- 96 (down from 103) centers throughout the state participated during the 2017-18 season
- An estimated 6,100 bowlers participated at in-center qualifying
- 2,023 bowlers participated at the regional level
- 17 regions throughout Wisconsin – 2018-19 season there will be 16 regional events as regions 7 & 8 have been combined for regional competition
- Scholarships awarded in 2018 at the regional and state levels totaled \$20,675, including \$2,000 in high score awards being paid from previous years' lapsed scholarships
- For the 2018-19 bowling season, there will be a new age division with U17 being added for both boys & girls
- U8 & U10 advance to regionals only, with U12, U15, U17 & U20 having an opportunity to advance to the state finals where eight spots to the 2019 USBC Junior Gold Championships in Detroit will be awarded
- In-center qualifying for the 2018-19 season is as follows:  
First round October 27, 2018 to November 17, 2018  
Second round December 29, 2018 to January 19, 2019
- State Finals will be conducted on Saturday, May 11, 2019; with the U12, U15, U17 and U20 boys divisions at Prairie Lanes in Sun Prairie and U12, U15, U17 and U20 girls divisions at Village Lanes in Monona

For more information on the Wisconsin Pepsi USBC Youth Championships,  
please visit our website @ [www.bowlwi.com](http://www.bowlwi.com)



## *Bowling Centers Association of Wisconsin*

September 11, 2018

To: ALL BCAW Members

From: BCAW Nominating Committee

RE: Slate of Nominees for the 2019 BCAW Board of Directors

In accordance with the BCAW by-laws and policies, the BCAW Nominating Committee was convened by BCAW Past President Steve Hanson (Marathon City Sport Center). Joining him on the committee were Don Bussen (Bowl-A-Vard Lanes), Bill Cywinski (Coral Lanes) and Dick Zierke (Pla-Mor Lanes – La Crosse).

In advance of the August 21<sup>st</sup> committee meeting, candidates were solicited by BCAW Executive Director Yvonne Bennett. Announcements went out by email, in the BCAW Newsletter and were posted on the BCAW website and Facebook page.

All BCAW members in good standing are eligible to serve on the BCAW Board. All positions are for a two-year term. In order to be considered, volunteers were required to complete the BCAW Board Candidate Profile form and submit it to the BCAW Office no later than August 15, 2018. All were received on or before August 15, 2018 with the exception of Chuck Torosian's, which was received on the morning of August 16, 2018.

Based on the candidate profile forms received and interest expressed, the BCAW Nominating Committee is offering the following slate of candidates for election by the members present at the BCAW Annual Meeting being held in Wisconsin Dells, WI on October 1, 2018:

President	Erik Gialdella – Revs Bowl Bar & Grill and T&O Lanes, Oshkosh
Vice President	Hank Posnanski, Jr. – Bluemound Bowl, Brookfield
Directors (1 – 4)	Matt Beyer – Keglers Bowling Center, Manawa
	Mary Conklin – Village Lanes, Monona
	Cary Serwe – King Pin Lanes, Campbellsport
	Chuck Torosian – River City Lanes, Waterford

Nominations from the floor will be permitted. Anyone interested in running from the floor is encouraged to read the attached BCAW Board of Directors Description on the reverse side of this notice.

Respectfully submitted,

BCAW Nominating Committee  
 Steve Hanson, Chair  
 Don Bussen, Member  
 Bill Cywinski, Member  
 Dick Zierke, Member





## BCAW Board of Directors Description and Candidate Profile Form

### Volunteer Leaders

The Board of Directors (BOD) is the governing body of BCAW and has the ultimate policy and fiscal responsibilities of the organization. The Board is elected by the membership to provide vision, leadership and oversight of the organization. Directors are expected to be fully engaged in the organization and attend all BOD meetings and Association events. BCAW does reimburse mileage for board members to attend assigned BCAW events that they would otherwise not attend. Through BPAA, BCAW provides Directors and Officers Liability insurance policy to cover any potential exposure the organization or officers may have.

- **Primary Functions of the Board**

Directors should know the “big picture” of the Board’s major functions. Most organizations rely on the Board to fulfill five fundamental roles. (These roles vary significantly from the functions of the executive director and staff.)

- **Governance**

Through the authority granted in the articles of incorporation and bylaws, the Board is responsible for governing the organization. Governance is a broad oversight and is not considered a function of management or administration (staff roles.)

- **Policy and Position Development**

The Board reviews and develops policy and positions that will guide the organization and its stakeholders. *Policies* are adopted for the recurring and critical issues that arise, in the form of a motion, to guide future boards and staff. *Positions* tend to relate to governmental or industry platforms.

- **Visionary**

The Board sets the course for the organization well into the future. Directors should think beyond their term in order to guide the organization and the industry it represents. Evidence of being visionary is a reliance on the strategic plan, including a clear mission and vision as well as promoting the organization’s image.

- **Fiduciary**

The Board has responsibility for the finances and resources of the organization. Ensure legal and ethical integrity and maintain accountability.

- **Recruitment**

Each member of the Board is responsible for actively seeking and recruiting new members to the association.

- **Meetings**

The Board of Directors meet prior to the two meetings of the BCAW membership (typically in the summer and late fall), as well as by teleconference on an “as needed” basis. All board members are expected to participate in these meetings.

- **Term**

All positions on the board will be elected for a term of two years. Per the BCAW by-laws, the BCAW President may not be elected for more than two consecutive two-year terms. BCAW Past Presidents are deemed eligible to be elected as BCAW President for subsequent terms with a two year lapse in service as President.