

December 2019 ECDO Board Meeting Agenda

December 2, 2019

7pm

Susan Lakey and John Kevo's House
819 NE 180th St. Shoreline, WA

Attendees (Pro Tem): Paul Straub, Jeff Leonard, Susan Lakey, Richard Notturmo, Joseph Ho, John Kevo, Keith Walsh, Jeff Hancock

Invited Guests: Corey Brede, Cai Brede

-) Agenda Items

- Election Results (there were no contested positions, so our 2020 board is
 - President: Jeff Leonard
 - Vice President: Paul Straub
 - Secretary: Jeff Hancock
 - Treasurer: John Kevo
 - IT Director: Keith Walsh
 - Publicity Manager: Open
 - Membership Secretary: Anthony Gallegos
 - A Rep: Richard Notturmo
 - B Rep: Open
 - Tavern Rep: Open
- Appointed Position:
 - Youth League Rep: Corey Brede
- Appointed position:
 - Youth Ambassador: Mordecai Brede
- Welcome to new board members
- Plan League Gala
 - “ECDO Winter Shoot and Awards Banquet”
 - Take sign ups at banquet
 - Invite Bar owners to gala
 - Special recognition for bar owners
 - Jan 11 at Easy Monkey
 - Starts at 3pm, Darts fly at 4:30pm
 - Set Up **Friday night** or Saturday morning.
 - Confirm with Easy Monkey
 - \$5 entry fee/\$10 for former members + \$500 added
 - 50/50 Raffle for Pinkies
 - Prize Raffle
 - Budget: \$200
 - Solicit prizes from members
 - buy raffle prizes (Susan)

- Coopers Cup Saturday noon – 3pm.
- Post a flyer
 - Make a flyer
 - Send it out and post it in bars
- Trophies
 - John and Jeff will make sure trophies are ready
 - Budget (\$200-\$300 range)
- Food:
 - Budget: \$250
 - John and Shirley will come up with a menu.
- Winter Season planning
 - Open Registration ASAP
 - Close 1/11
 - Season starts 1/22,1/23
- Corey getting cold feet on Tavern Rep Position
 - Suggest switching to A league Rep
- Switch hitting during a turn in darts, is it legal?
 - Yes
- Tablet Holder Prototypes
 - Jeff Hancock showed us tablet holder prototypes and we reviewed pricing
 - bought punched sheet metal, 50 @ \$4.26/unit = ~ \$210
 - Wholesale cost \$9 bare metal, \$18 w/ anodized black coating
 - Jeff Hancock showed us samples
 - Susan going to get us a sales tax id.
- Opportunity to replace Battle in the Grove
 - Find a host venue (preferably with on-site lodging)
 - The Vessel
 - Hilton Garden Inn, Redmond or Bellevue
 - Anthony approached for a quote
 - McMenamins Anderson School
 - John will approach his contacts
 - Lynnwood Convention Center
 - \$14k+
 - Easy Monkey
 - Will give us the room
 - Hotel: Studio 6 Balinger (\$74/night), 119 rooms
 - Keith called them and verified information

-) New Motions:

- Replace Battle in the Grove with a Seattle-area tournament
 - Do the tournament in March? Yes
 - Evaluate potential venues for March tournament (Anthony, John, Jeff)
- Create youth league rep associate board position and create youth ambassador position:
 - Motion passed
 - Appoint Corey Brede Youth Rep

- Appoint Cai Brede Youth Ambassador
- Permission to make and sell T-shirts Get quotes
 - Keith, (talk to Anthony)
- Registration for sales tax ID for when start selling stuff
 - Susan

-) Updates on last month's Motions:

- Youth league follow up with Corey Brede
 - Research how to form a youth league (Corey, Cai, Paul, Keith)
 - Report at next meeting
- ECDO branded tablet holders,
 - bought punched sheet metal, 50 @ \$4.26/unit = ~ \$210
 - Wholesale cost \$9 bare metal, \$18 w/ anodized black coating
 - Jeff Hancock showed us samples
 - Susan going to get us a sales tax id.
- Permission to make and sell ECDO branded wrist bands. Get quotes
- Permission to make and sell ECDO branded dartboard surrounds. Get quotes.
- Permission to make and sell T-shirts Get quotes
- New Player tournaments (continue discussion)
- Out charts. Order
- Update on budget. Jeff will present a draft of a budgeting spreadsheet

-) Motions Carried Last Month:

- Start a youth league
 - Unanimous consent, follow up with Corey Brede
- Permission to make and sell ECDO branded tablet holders
 - ongoing
- Permission to make and sell ECDO branded wrist bands
 - Get quotes come back for approval
- Permission to make and sell ECDO branded dartboard surrounds
 - Get quotes come back for approval
- Put bar invoices and team invoices in captains packets starting Winter 2020
 - Unanimous consent
- Out charts
 - Ready to order next month.
- Jeff Hancock appointed to secretary for last meeting of 2019
 - Unanimous consent
- Plan League Gala next month
 - Unanimous consent
- T-shirts
 - Revisit next meeting.

- New Player tournaments
 - Revisit next meeting.

-) Ongoing action items:

- Make sure Susan/Treasurer sees payments through all channels.
- Develop a system for tracking and following through on leads.
- Pricing for branded rings and outcharts (Ants, Keith)
- Pricing for popout cellphone stand (swag, 50-200 for \$2/unit)
- Branded Out Charts (Keith taking over)
- Research how to form a youth league (Corey, Cai, Paul, Keith)
 - Report at next meeting
- League Development:
 - Youth league
 - Should we recognize influencers(certificcate, plaque)
 - Recognize bar owners (plaques, awards for sponsorship achievements).
 - Bars need to advertise our events in their venues (so we can promote)
 - Event promotion (Anthony's email)
 - Softtip – steel tip showdown (for softtip players only) with DartConnect (a la Monstah Bash)
 - Digital steel
 - Reaching out to Chris Trinidad
 - Banners
 - Develop dart crowds from bar regulars
 - Try to recruit David Simerly to help recruiting new players
 - We need a plan for recruiting bars
 - Bar recruiting parties
 - Create a marketing package for presentations at bars
 - Marketing Plan
 - Invite bar owners to galas (BAR OWNER RECOGNITION)
 - Create a package to present to bars to sell the league (branded dart swag, surrounds, boards, revenue projections)
- Training Issues: Captains meetings
 - When issues happens during match everyone needs to know escalation rules
 - Players->captains->division rep->compsec/committee
 - Mostly an issue with inexperienced teams
 - Invoices in captains packets

pro-forma agenda items (can file via email if you can't participate in the board meeting)

-) A Rep report (Richard)
 - Playoffs start next week
 - No new issues
-) B/C Rep report (Richard)
 - Playoffs

Richard visiting B matches,
No new issues

-) Tavern Rep report (John)

Rooney's Lighting fixed.
OP and Die Bierstube need better lighting

- **Onboarding**

No new dart bars

- **Dart Bar Scouting Report (places we should try to visit):**

TS McHughs (21 Mercer, near Seattle Center, 3 boards)
Wits End (1 board)
Tims Tavern (Greenwood, N 105th St & Evanston Ave N, possible conversion)
Church Key (Edmonds)
Brave Horse (SLU, 3 boards)
Art Marble (SLU, 2 boards)
Fado (Downtown, 1st Ave and Madison, 2 boards)
The Attic (Capitol Hill/Madison Park)
Hillside Bar (Capitol Hill, 1520 E Olive)
Madison Pub (Capitol Hill, 1315 E Madison)
Canterbury Ale House (Capitol Hill/Stevens, 534 15th Ave E)
Mulleady's Irish Pub (Magnolia)
College Inn Pub (U-District, The Ave & NE 40th St, 2 boards)
Tavern 12 (U-District, 12th Ave NE & 45th St NE, 2 boards)
Finn McCools (U-District, The Ave near NE 42nd St, 1 board)
The Atlantic (Roosevelt Ave NE near NE 65th St., 1 board)
3 Lions Bothell
3 Lions Issaquah Ridge
TABS (Kenmore, DartsLive and BullShooter, interested in steel)
Looks like they changed their mind, but not ready to give up on them
Machine House Brewing
Mercer Island Pub????

- **Dart Bar Scouting Report (former league bars not currently hosting teams):**

Watershed (Northgate, 2 boards)
Molly Maguires (Ballard, NW 65th St. near 8th Ave W)
Eastlake Zoo (Eastlake Union, 2 boards)
Owl'N'Thistle (Downtown, Post Alley & Madison, 2 boards)
Altstadt (Pioneer Square)

-) Competition report (Joe)

No subs rule coming into effect.

B Playoffs start this week
A Playoffs start next week
B Singles Tournament Jan 8
A Singles Tournament Jan 9

Winter Season planning

Start week of Jan 22, 23

Make announcement.

Sign ups opening now. Closing around 1/11.

Take sign ups at awards banquet

-) Publicity Manager report (Open,Jeff/Anthony/Keith)

-) IT Director report (Keith)

- Showed the completed Bar Cup
 - To Be Passed season to season to division champion
- Web site working fine
- IT Tasks:
Send content to news@seattledarts.com

-) Membership Secretary report (Anthony)

Anthony out sick.

-) Treasurer Report (Susan/Jeff)

- Balances for December:
 - Chase: \$5705.98
 - Paypal: \$831.04
 - Cash:
- Balances for November:
 - Chase: \$5609.79
 - PayPal: \$734.85
- Money out in November:
 - Quickbooks: \$27.55
 - Sponsor fee reimbursement to the OP (paid x 2 teams, only one registered)
- Money in:
 - Two sponsor fees (Die Bierstube and Tarascos): \$50 each (-1.75 fee)
 - Six player fees: \$25 each (-1.03 fee)
 - Cash on hand: \$0 ~~\$2807.00~~ (John deposited last month)
- Unpaid player and sponsor fees (4 bars/4 teams + 70 players paid, 6/14 unpaid)
 - \$1350 in fees yet to be paid
 - Look into collecting fees at team sign up time
 - Outstanding player fees A (15 players) --> \$375
 - Bull Pimps -- Mack Cahoon, Dave Hanon, Will Campbell
 - Dudes -- Bill Baltra, Taylor Callaway, Gary Meyers, Kevin Witt, Patrick Mahan

- NTAC -- John Bencich
- Slippin into Dartness -- Paul Straub, Kim Miller
- WWAD - Dave Simerly, Paul Brainard, Craig Eason, Jarod Heskind
- Outstanding player fees B (11 players) --> \$275
 - Dart Vader -- Jamie Shephard, Rod Grogan
 - Misunderestimated -- Jeff Regelein, Eugene Halar, Bill Baltra
 - Pog Mo Thoin -- Dave Wainquist, Brandon LaValley, Aiden Lyons, Casey Desmond, Wannu Bhartso
 - The Incredibulls -- Jeff Dickson
- Outstanding Sponsor fees (14 teams across 6 pubs) --> \$700 (invoices have been sent to all pubs)
 - Coopers Alehouse (x4)
 - Three Lions Redmond (x3)
 - JJ Mahoneys (x2)
 - Kate's (x2)
 - The Ould Triangle (x2)
 - Rooneys

- Outstanding Re-imburements:
- Payments:
- Anticipated Expenses/Payments:
 - Transaction fees (2.9% + .30 per transaction)
 - Trophies/Plaques/Medals for Fall season (???)
 - Board Purchase \$500
 - we are down to around 16 boards
 - will need more boards to do March tournament

-) Vice President Report (Paul)

Meeting second week of Jan for Tacoma division
 Sumner, on board for Tacoma league
 Peninsula, they fly south for the winter
 Helping Corey with youth league

-) Presidents Report (Jeff)

- 2020 Board Elections
 - Announce Results
- ADO Report:
 - US Team Finals 11/8 @ Seacoast Open (Jeff Springer, Karim Nowbar attended)
 - Cricket NQ, @ Portland Open, Nov 8th to Nov 10th
 - Stephanie Simerly sponsored to ladies NQ
 - Lisa Brown to go to cricket nationals
 - Jeff Leonard, Tom Linsky sponsored to the Mens NQ
 - Kevin Luke, Patrick Kithi go to cricket nationals
- Advanced Singles League
 - Fall season starts 10/7/19 and championship 12/16/19
 - 501

- Two dates with Seahawks on MNF
 - Skipped the first date
 - conferred will try and play second date (12/2).
- Playing for tickets to ADO/WDF World Masters Qualifiers,
 - NQ date up in the air with the demise of Battle in the Grove.
 - National final is in late April at the Cleveland Extravaganza.
 - World final in Hull, England.

-) Special Topics

- New Day TV segment probably not happening
- Emerald City Classic: Get ECC 6 on the ADO calendar (8/7/20-8/8/20)
- ECDO Awards Gala Shoot (end of year awards banquet)
 - Verified for 1/11 at the Easy Monkey
- Snoqualmie tournament (ongoing)
 - Rebrand as Washington State Open
 - Anthony may have scouted out a possible venue in Lynnwood (The Vessel)
 - Look into Lynnwood convention center
 - Try to run as a \$12000 tournament
 - Potential Sponsors:
 - John Gill (from Eastern Washington)
 - VenomLife
 - Accurate Darts
 - Monstah Clothing
 - HardLuck Darts
- Battle in the Grove replacement (Wildfong Memorial)
- Kates: Keith running 3 times/month, Ryan Herdrich 1 time/month, Anthony out.

-) Upcoming Tournaments:

TABS **\$1000 Added 12/28** Kenmore, WA (soft-tip)
 Greater Philadelphia Open **\$10000+** 1/3-1/5 Trevese, PA
 39th Missouri Open **\$8600** 1/3-1/5, Osage Beach, MO
 Air Cap Open **\$5000** 1/10-1/12 Wichita, KS
 Las Vegas Open **\$30000** 1/17-1/19 (501 National Final/Cricket National Final)
 Camelia Classic **\$20000+** 2/7-2/9 Sacramento, CA
 Queen Mary Classic **\$3000** 2/15-2/16 Long Beach, CA
 Greater Vancouver Open **\$16000+** 3/6-3/8 Vancouver, BC Canada
 Monstah Bash **\$????** 3/13-3/15 Tacoma, WA (soft-tip)

Next Meeting:

January 7th, Keith Walsh's house
 9215 Greenwood Ave N
 Seattle, WA 98109

Adjourned 9:30pm