**Cambridge Boston Volleyball Association (CBVA), Inc.**

**2018 Annual Meeting Report**

**July 21, 2018 – Danehy Park (Cambridge, MA)**

# COMMISSIONER’S REPORT (2017/2018 Season)

## I. Summary of Board Compositional Changes

From 2017-2018, we focused on making structural changes to allow the board to operate more effectively. We also increased the programming available to the general membership. We had a full 20-person board with members as follows:

Session AA: Pete Biencourt, Chi Yin Li, Kemar Bennett, Chris Thomas

Session A: John Santa Maria, Benjamin Lin, Matt Stephens, Joe Barkus

Session B: Dietrich Warner, Brian Chau, Timmy Xaykosy, Dan Sweeney

Session C: Beth Hughes, Marcio Correa, Lucia Song, David Cummings

Session D: Michele Cronin, Timothy Hanlon, Jon Bourgault, Matt Morin (Christopher Moyer)

Executive officers were determined by vote at the board transition meeting held in July 2017. Executive officers were B. Lin, Commissioner; J. Santa Maria, Vice-Commissioner; J. Barkus, Treasurer, and D. Warner, Secretary. The executive board stayed largely the same with only the Commissioner changing from B. Price to B. Lin.

The previous board provided feedback that the committee structure and division of labor made it difficult for the committees to operate effectively. We determined that the entire process needed to be streamlined. We re-delegated the bulk of the work and decision-making to the committees with the executive board playing a more supportive role in coordinating finances and timelines and facilitating realization of committee leaders' ideas and programs. The committees themselves should also be reorganized with a clearer focus on achieving the stated goals in the CBVA mission statement.

As a result, we reduced the number of committees from 10 to 6 and the executive board took over responsibility for administrative tasks and outreach (i.e. Policy and Procedures, Logistics, Audit, Finance, and Communications).

2016/2017 Committees:

* Policy and Procedures
* Ratings
* Outdoor
* Social
* Logistics
* Finance
* Audit
* Communications
* Clinics
* Tournaments

2017/2018 Committees

* Indoor Play - Chairs: Brian Chau, David Cummings
* Ratings - Chairs: Pete Biencourt, Chi Yin Li
* Outdoor Play - Chairs: Jon Bourgault, Matt Morin, Tim Hanlon
* Social - Chairs: Marcio Correa, Timmy Xaykosy
* Player Development - Chairs: Lucia Song, Matt Stephens
* Tournaments - Chairs: Beth Ann Hughes, Kemar Bennett

## II. Goals for 2017-2018: Increase Programming, Community Outreach, and Streamline Committees

At the beginning of the year, the executive board declared the following goals:

1. Grow our available cash on hand by 17.5% to $20,000.
2. Establish a monthly CBVA Newsletter.
3. Revamp the CBVA website in order to redesign and streamline content.
4. Compile lists of gym spaces, coaches, fields, and beaches.
5. Increase overall transparency of the board of directors.
6. Change tax status to 501(c)3.
7. Submit a bid to host NAGVA nationals in Boston for 2020.
8. Establish event celebrating the history of CBVA.
9. Foster a relationship with local volleyball organization, Yankee, as well as other LGBT volleyball organizations such as Gotham or Volley Boreal.

Additionally, each committee had their own goals focused around increasing programming available to the membership.

## III. Changes and Challenges

The board faced several challenges in the 2017/2018 year:

1. Increase in Gym Fees:
   1. The gym fees increased by $10/hour. This was due to reorganization on Cambridge’s side and they are now charging us for use of both gyms (when previously they were only charging for one gym). The cost per hour for Saturday went from $44 to $55 and for Sunday session went from $54 to $64. This coupled with (2) below led to a large restructuring of the budget halfway through the year. We do not anticipate the gym fees changing in the near future. The committees performed superbly with the limited funds provided with both tournaments and player development bringing in net positive cash flow.
2. Splitting CBVA/Beantown Funds:
   1. We were unaware at the beginning of the year that funds raised through the Boston Beantown Classic (BBC) were supposed to be kept separate from general CBVA operating funds. This drastically reduced the amount of available CBVA funds as most of the money growth reported in previous years was a result of significant BBC profits.
3. Reported Bullying at Sunday Sessions (specifically AA/A to B):
   1. A recurring problem that we did not adequately address this year is the presence of bullying and unsportsmanlike behavior that is present within our league. While we cannot police people’s behavior, encouraging proper decorum has failed year after year. The lack of any enforcement tools makes it difficult for the board to address this particular problem. While acknowledged year after year privately, it is difficult to see a clear and neat solution.
4. Recruiting Players at the High/Low levels (AA/A, D):
   1. AA/A continues to be under-filled. We attempted to run an A-level league for local Yankee C+/B- players. While the league itself was well-received with many of the players indicating interest in a repeat league, the league failed to convert many of the Yankee members to playing members on Sunday. If this strategy were to be revisited, perhaps requiring CBVA membership would entice players to play on Sundays. A regular complaint submitted is the overall attitude in AA/A session is unwelcoming, which furthers discourages new players from staying.
   2. As a board, we did not do sufficient outreach to new players and as we uprated players from D to C, our attendance in D suffered. In the future, outreach to the greater LGBT community should be made a priority.
5. NAGVA Championships Bid:
   1. We submitted a bid to host NAGVA Championships in 2020 and lost to New York. While our overall package was competitive, our hotel prices were too high (brought down to $135/night next to the Convention Center) for NAGVA to feel comfortable bringing the tournament to Boston. If a future board wants to seriously consider submitting a bid, fundraising would need to be done to support a large fraction of the tournament cost (we would need to raise around $30,000 to $50,000).

## IV. Successes:

## The 2017/2018 season was an extraordinarily productive season in terms of programming development. Here are some of the highlights:

Executive Board -

*Revamped Website*

Thanks largely to Marcio (and with some assistance from Pete), we were able to revamp the CBVA website to be sleeker and more mobile friendly. The front face of the site is now hosted on Wordpress, which is much easier to design in, while the backend and internal matters are still run by Leagueapps.

*Fostered Relationship with Yankee and Gotham*

Indoor - More details in the Indoor Committee Report

*Revamped Court Managing System*

*Organized CBVA Inventory*

*Maxed Saturday Sessions*

*Trial Version of Online Payment*

*Trial Version of Team Builder*

*Indoor League (A-B/C level)*

*Player Tracking*

Outdoor - More details in the Outdoor Committee Report

Ratings - More details in the Ratings Committee Report

*Revamped Rating System*

Player Development - More details in the Player Development Committee Report

*Mentorship Program*

*Regular Clinics*

Nick Bryant (12-week series)

Hayden Smith (4-clinic series)

Tournaments - More details in the Tournaments Committee Report

*CBVA Jerseys and Swag*

*Tournaments*

Death Drop Doubles (Grass)

P-Town Summer Splash (Beach)

Monster Mash Halloween Scramble

Reindeer Games Tournament

Sweetheart Scramble

Valentine’s Day Open Level

Green Bean

Social - More details in the Social Committee Report

*Try! CBVA Sundays*

*Out with CBVA! Saturdays*

*Holigay Party*

*Race for the Tiara*

## V. The Path Ahead:

This was a wildly successful year of programming for CBVA as evidenced by the number of successful and well-attended events. Next year, I hope that the board can continue the strong programming that this board began. Bolstered by the great events that we host, the board should strive to reach out into the local LGBT community and encourage new players to try volleyball. Our recreational/social session suffered this year from a lack of outreach to local LGBT groups.

Revamping ratings cut down almost all the ratings complaints from players below A level. The introduction of session raters increased league participation in the process. The website revamp and the use of Facebook allowed us to keep our membership informed. A more consistent newsletter would increase ties between our membership and the board, allowing us to quickly update the membership to any changes.

We should continue to foster and deepen our ties to the local volleyball community through Yankee and the national gay volleyball community through events with Gotham, Volley Boreal, etc.

# EXECUTIVE BOARD REPORTS

## Treasurer Report – Prepared by Joe Barkus

As of May 10, 2018, CBVA currently has an operating profit of $7,454, noting that session play for the final 2 weekends of the year will be considered 100% profit as the total rent expense for the year is already accrued. As such, the total operating income for FY18 ending on May 31, 2018 is expected to be approximately $9,500. See below for income statement and back schedules for further details.

|  |  |  |  |
| --- | --- | --- | --- |
| **CBVA Income Statement** | **Fiscal Year Ending May 31** | | |
| *Dollars* | **2016** | **2017** | **2018** |
|  |  |  |  |
| **Revenue** |  |  |  |
| Indoor Membership fees | 6,750 | 8,270 | 7,071 |
| Profit / (Loss) from Indoor Play | 3,410 | 5,396 | 4,745 |
| Profit / (Loss) from Outdoor Play | 300 | 360 | 271 |
| Donations/Miscellaneous Revenue | 0 | 0 | 530 |
| Profit / (Loss) from Clinics | 15 | 244 | 1,556 |
| Profit / (Loss) from Tournaments | 25 | 248 | 2,148 |
| Profit / (Loss) from Indoor League |  | (65) | 0 |
| **Total revenue** | **10,409** | **14,446** | **16,321** |
|  |  |  |  |
| **Expenses** |  |  |  |
| Administrative | 3,810 | 4,025 | 4,328 |
| Social events | 2,858 | 4,367 | 2,920 |
| Play-related expenses | 1,000 | 2,558 | 1,370 |
| Donations |  |  | 250 |
| **Total expenses** | **7,668** | **10,950** | **8,868** |
|  |  |  |  |
| **Operating Income/(Loss)** | **2,741** | **3,496** | **7,453** |
|  |  |  |  |
| Unusual Transaction - Net Purchases |  | **(18,907)** |  |
|  |  |  |  |
| **Net Income/(Loss)** | **5,277** | **(12,033)** | **7,453** |

Additional items to note are as follows:

**A. BBC Tournament**

During the FY17-18, it came to our attention that the historical profit of BBC actually belongs to the tournament and are not CBVA relegated funds. As such, we have separately tracked and removed that cash from our available cash pool. During FY18/19, the treasurer will work to transfer those funds so that they are no longer in our operating account.

## Secretary Report – Prepared by Brian Chau

As described above, the 2017-2018 season saw the league revamp the website with Wordpress. More updated information has also been incorporated onto the website. The goal is to maintain the website so that all up-to-date information will be displayed accurately.

Initiated by Benji, this year also saw the distribution of CBVA newsletters, which were sent out via email to the general membership. It included sections on updates about the league, information and tips for volleyball players, resources, and interviews with board members. It is the hope of the next board that the newsletter can become a staple and a way to keep the CBVA community connected.

# COMMITTEE REPORTS

## Indoor Committee Report - Prepared by David Cummings

*Revamped Court Managing System:*

This included a training meeting with previous court managers and indoor committee chairs to determine the best protocol for how sessions are to be run. Once established, a SOP was created and presented to interested members that wanted to be court managers. This year, over 40 volunteer court managers have been trained. The standard operating procedure also added 5 additional minutes to create teams, meaning that session cutoff times were moved to 20 minutes before a session is to start, with the goal of beginning all sessions on time.

*Organized CBVA Inventory:*

This was done by combining all materials related to indoor play into one extensive binder with designated sections for all materials. This binder is kept in the gym closet and is used for tracking member and guest attendance. It has allowed for better tracking and organization of indoor play logistics.

*Maxed Saturday Sessions:*

This was one of our biggest successes for the season. There were multiples instances where we reached maximum capacity of 9 teams (or 54 players) for both sessions. Attendance has been consistently high and is predicted to remain that way until the end of the season. There was also discussion regarding the balancing of teams, especially on Saturdays when level discrepancy is most apparent. Given this is exceedingly difficult when attendance is maxed out, it will still be imperative for court managers to do their best to balance all teams.

*Trial Version of Online Payment:*

This initiative was headed by Dietrich and is a feasible option, especially if the session price were to be increased. Most people are in the habit of using cash, which is harder to keep track of but it also ensures that players cannot pay ahead of time. This option should be kept available and is run via *Square Cash*, which has a 2.7% transaction fee. Reviews from players who have taken advantage of this option are positive.

*Trial Version of Team Builder:*

Brian and David took special interest in this initiative and worked closely with Ben Rubinger and Flo (the developers of this program). The complicated nature of our court managing needs is difficult to capture in a program. However, Ben and Flo are doing a great job at adjusting to our requirements. After multiple meetings and trial runs, it is apparent that a newer laptop with consistent access to WiFi will be needed to ensure seamless implementation of the web-based application, *TeamArrange*. Several court managers were also instrumental in pilot testing this application, for which we are very grateful for their time and commitment.

*Indoor League (A-B/C level):*

The fall indoor league received mixed reviews. Friday night was a difficult time and attendance was spotty. The A league had a goal of bringing in more Yankee and outside players to attend regular CBVA sessions and that did not work. B/C got mixed reviews; however, this should be attempted again in the future as league play with fixed teams offers members an alternative format of volleyball play.

Outdoor Committee Report - Prepared by Tim Hanlon

Outdoor play in 2017 showed an average player participation of about 24-48 players. Sundays were the most popular day of the week for participation. Summer play remains free for members that pay their annual CBVA membership fee and was also available to new members for the summer season at $15.

2016 saw the introduction of a net rental program to address concerns over available grass formats. This program wasn’t utilized and was recommended for termination. In the 2017 season, no net rentals were made and as such, this will no longer be available.

At the conclusion of the 2017 outdoor season, the equipment was in good shape. Therefore, no replacements will be needed for the 2018 season. The grass locker proved invaluable in providing a place close at hand without players having to transport nets themselves. Several volunteers working with the outdoor committee also have the code to the lockbox and can operate outdoor play, which has lightened the load for the committee chair(s).

The biggest concern noted by outdoor members continues to be irregular scheduling of lawn care. It appears that it was only cut two or three times during the entire season. The committee will work to address this issue in future seasons.

**Recommendations for 2018 season:** to increase regular attendance by getting more exposure to our other LGBT leagues and continue to market the ability to play more competitive play (e.g. quads, doubles) since there are four nets available.

## Ratings Committee Report – Prepared by C. Li and P. Biencourt

This year’s ratings committee was chaired by P. Biencourt and C. Li. Raters were: Adam Fogel, Andrew Martinez, Anthony Reed, Brian Chau, Bryan Huff, Chi Yin Li, Christopher Thomas, Hayden Smith, Jesse Tarantino, Joe Barkus, Lawrence Barriner II, Lucia Song, Matthew Sadowski, Nelson Marquez, Olivia Dang, Paul Le, Stephen Chue, Timothy Hanlon, Victor Aleixo, and Zeus Pendon.

This year, we moved to a committee-based, rolling ratings system, similar to Yankee. The specifics of this system can be found in CBVA’s governing documents. In the new system, players do not need to schedule ratings appointments, which improves the new member experience, and removes the anxiety caused by a formal tryout. The new system also led to a dramatic reduction in complaints.

**Recommendations for 2018-2019 season:** Moving forward, we would suggest that members who request rerates for themselves are notified regardless of outcome (currently, we only notify if a change occurs), and that a time limit is added for discussions (something along the lines of after 3 weeks if no consensus has been reached, the player is removed from discussion). We would also suggest implementing a system or policy to keep raters active on the threads. One of the biggest challenges this year was getting enough feedback on players to make meaningful decisions as the year wore on. Our approach was to add more raters, but it didn’t solve the engagement problem.

## Player Development Committee Report - Prepared by Lucia Song

*Mentorship Program*

This year, we started our Mentorship Program, which connected higher level players with lower level players looking to improve. A few members of the Player Development Committee formed the Mentorship Program Organizer group and reached out to members of CBVA whom we felt were willing and able to mentor others. We opened the mentee sign-ups to all of CBVA and paired up mentees with mentors at the soonest possible opportunity, starting with the commencement of indoor play in the fall. We had about 20-30 mentor/mentee pairings over the course of the fall and spring seasons, though only about half were active and about a quarter did not get a chance to meet up. A future strategy to improve on this area would be to increase expectations for mentors to meet up with mentees. The future Player Development Committee should evaluate the efficacy of this program and work on improving the mentor/mentee experience, should the program continue to exist.

*Clinics*

The fall season clinics this year were coached by Hayden Smith, one of our own AA members who volunteered, with some assistance from others. We held them on Sundays from 12:30pm to 2:30pm in the third court at the King School as AA/A session does not occupy that court during this time. The feedback for the clinics was generally positive and attendance was high. Some who were surveyed at the end of the fall season expressed that we should have higher level clinics. The clinics and attendance/sign-ups (not all sign-ups were able to attend) were as follows for the fall season:

* Passing & Defense (14)
* Setting & Passing (17)
* Serving & Hitting (13)
* Hitting & Blocking (13)

We charged $15 per clinic and allowed for payment either online (our LeagueApps site) or in person using cash. See cost/cash flow breakdown below:

**Fall 2017 Clinic Cost Breakdown :**

Clinic Attendance Fees Collected (Cash & Online): 57 x $15 = $855

Clinic Costs (Coaching Fees; does not include Gym Fees): 4 x $5 (Open Play Comp) = $20

**Fall Net Cash Flow: +$835**

The spring season clinics this year were held on a weekly basis for 12 weeks (some non-consecutive due to tournaments and holidays). The goal was to allow attendees a chance to get more experience and practice more frequently. We also tried to have clinics that were open to higher level players. That said, most attendees were from C and D sessions with some attendees at the B level. We held these clinics on Sundays from 12:00pm to 2:00pm in the third court at the King School again; the clinics were taught by an outside hired coach, Nick Bryant. The feedback was very positive, with many repeat attendees. The clinics and attendance/sign-ups (not all sign-ups were able to attend) were as follows for the spring season:

* Serving / Passing (6)
* Serving / Passing & Overhead Passing (8)
* Serving / Serve Receive (7)
* Passing / Serve Receive / Attack Footwork (12)
* Setting / Attack Armwork / Hitting (13)
* Setting / Hitting (17)
* Hitting / Defense (13)
* Defense / Hitting / Blocking (11)
* 6-Person Positioning & Team Defense (10)
* Rotations / Skills Review (11)
* *Hitting / Blocking (Upcoming, TBD)*
* *Defense / Hitting (Upcoming, TBD)*

We charged $15 per clinic and allowed for payment either online (our LeagueApps site) or in person using cash. We also offered discounted 5-packs for $50 ($10 per clinic). See cost/cash flow breakdown below:

**Spring 2018 Clinic Cost Breakdown *(as of May 10, 2018, not including last two Spring 2018 clinics)*:**

5-Packs Sold (14 Total): $700

Clinic Attendance Fees Collected (Cash & Online, Excluding 5-Packs): $840

Clinic Costs (Coaching Fees, does not include gym fees): 10 x $50 + $10 (Open Play Comp) = $510

**Spring Net Cash Flow: +$1,030**

**Total Season Clinic Net Cash Flow:** $835 + $1030 **= +$1,865**

## Tournaments Committee Report - Prepared by Beth Hughes

This season, CBVA hosted five indoor tournaments: the Halloween Scramble, the Christmas Reindeer Games, the Valentine’s Scramble and the Valentine’s Open Tournament, as well as the Green Bean. Both scrambles were offered first to league members and then opened up to additional local players to add numbers and fill out teams. The Christmas tournament was CBVA-based teams with a ratings cap and the Open Valentine's included many non-CBVA members. Green Bean was open and promoted to other NAGVA groups for the C-level group of players. We had 3 teams from Gotham join us for this inaugural tournament. All tournaments ran in the black and brought in additional money for CBVA as well as some new memberships to the league.

CBVA also purchased 3 complete sets of jerseys for league use. They were originally used for the 3 teams that CBVA sent to the Green Apple Tournament in NYC in November 2017. They were also used by teams competing in the Green Bean tournament as well. The jerseys remain in the closet at the school and can be used by members after they have confirmed with the tournament chair. Multiple teams from CBVA were able to attend the Gotham Spring Fling tournament in late April as well.

Swag was a focus for the tournament committee this year. We purchased CBVA logoed bags, water bottles, and sunglasses that were used as tournament prizes. Numbered jerseys and Green Bean jerseys were also part of this year’s tournament swag. We included a variety of snacks, beverages, breakfast, and Christmas gifts to invest the tournament funds back into our participants.

Challenges: Last minute registrations/last minute drop outs

Gym set up prior to events/volunteers

Determining the leveling of tournaments

Successes: Multiple sold-out tournaments

First two-day tournament hosted by CBVA

Creating tournaments for every level of CBVA members to participate in

\*\* Financial documents for tournaments are not included, but can be provided if requested.

Social Report – Prepared by Marcio Correa

This season, the social committee was tasked with the responsibility of organizing and hosting the following events:

* Welcome Back Party and 2 monthly socials
* Try! Volleyball on Sundays after D session (to encourage new membership socializing)
* Out with CBVA on Saturdays after second session (to encourage mingling between members of all levels)
* Indoor League (C/B and A levels) Social
* The Halloween Scramble After Party
* CBVA Holigay Party
* CBVA’s Annual Race for the Tiara

*Welcome Back Party*

This took place on the first day of indoor play for the 2017-2018 season with extended hours to account for lunch and announcements. Food and drinks were provided and the annual awards were distributed. With a budget of $600, we were able to pull it off for $338, a successful party with $262 left in the budget.

*Try! Volleyball*  
Started in October 2017, this was held at Daedalus Restaurant in Harvard Square. With the purpose to encourage new members and D session members to mingle after play, it failed to take off when Marcio, the committee chair, was not available. No one else was able to step up and lead the crowd. After 3 months, this series of events was canceled due to lack of attendance.

*Out with CBVA!*Started in October 2017 and held at 730 Tavern Kitchen Patio Restaurant in Central Square, this event was promoted after many requests from members of different levels wanting a time and venue to mingle with each other. The first two months were successful, with attendance near 20 per gathering, but in December and January, members were no longer interested and rebounded with requests for a different venue. When asked where members preferred to go instead, no one spoke up and the event was canceled after two months of non-attendance.

*Indoor League Social*

Started on October 6th and ran through December 8th, this social event had a healthy attendance of 12 to 16 members on average with the lowest attendance of 6 members once. This social proved to be popular mostly because there was a budget of $80 per Friday towards beer pitchers. The gathering took place at 730 Tavern Kitchen Patio in Central  
Square. Members have asked if this will be coming back as it was a fun gathering.

*Halloween Scramble After Party*

This event took place at 730 Tavern Kitchen Patio in Central Square. Having worked with the manager on scheduling many of the events above, we were able to rent the back room for free and many appetizers for only $150.00. We were able to negotiate a good deal with them because of how much we knew our members would be ordering to drink. They also allowed our members to open a tab per person. There were a couple of problems, as the restaurant only staffed 1 waiter for around 30 people. Overall, the party did not feel like a success as most members complained about the slow service, something we kept in mind when planning other parties.

*CBVA Holiday Party*Held on December 9th, 2017 at Cathedral Station, the initial budget for this event was $3,000, but it was successfully ran at an estimated operating cost of $1350, saving from the budget $1650. There were a total of 7 prizes given to members who won games or a nomination for categories of best couple, best newbie, most dramatic, and hottest daddy. We had several rounds of Stuff Your Panties game, inspired by a challenge on the Ellen Show. Food in the form of appetizers, entrées, and dessert was provided, but drinks were not. Feedback for this event was incredibly positive and well enjoyed by the attending members. We had over 70 people attend. I’d like to thank Chris Moyer for assisting me in locating an affordable venue during such a demanding month where most places charged $700 to $3000 to just rent the room with no food included.

*CBVA Race For The Tiara (RFTT) 2018 Fundraiser*

This year's RFTT took place on March 10th, 2018 at the Machine Nightclub. This was the Social Committee’s most successful event of the year and of all RFTT events to date. The recipient of our award was the same as last year – Aids Action Committee, which is now a part of Fenway Health. However, they still dedicate their services to HIV prevention and assisting people with HIV. This year, our show’s host was Constance (Marc Guertin) who introduced 9 lovely performers and an "OK" one (Monica Susana). The event ran incredibly well this year because of the number of volunteers we had. Here is a list of everyone who helped:

Performers: Erwin Dimagiba, Tim Hanlon, David Cummings, Chris Thomas, Chris Ohlmaher, Timmy Xaykosy, Rick Doyon, Christian Surhalim, Tim Dreher, Charlie DiRienzo

Volunteers: James Kirk, John Santa Maria, Lucia Song, Beth Hughes, Benji, Rudy, Mimoza Shehu, Kaz Filus

Media Volunteers (from Fenway): Brooke Travis, Hayley Bohn, Jasmin Johnson, Scott, Joshua de Lara

Judges: David McColl, Erwin Dimagiba, Victor Alexio, Nick Salisbury; Guest Judge Softball League Commissioner Kevin Collins

Starting with a budget of $0, CBVA was able to raise a total of $8000 dollars evenly. After venue, prizes, and other expenses were accounted for, we were able to donate $7200 on April 19th, 2018. This amount was 230% higher than last year's and our most successful fundraiser yet. With 181 pre-sale tickets (most likely for offering a link to PayPal early in the process) and 136 ticket sales at the door, the venue was completely filled. Additional income this year came from a new prize category of most money raised – encouraging the crowd to donate more money towards their favorite performer! Raffle sales also held a modest amount at $1061 in sales; this was possibly thanks to a very good range of raffle prizes. We have many venues to thank for their amazing prizes (BKB, Institute of Jump, Matt Morin, Ricardo Castro, Jon Bourgault, Kemar Bennett, and the CBVA board). Additionally, a few people who could not attend the event donated money directly towards the cause to show their support.

The success of this event was also due to some strong marketing efforts, using Facebook events to promote and encourage attendees to share the event with others. A digital PDF was sent to the performers to share with family and friends. Machine also posted and announced our event on their website. Lastly, the use of social apps like Scruff to run our ad a week before the event. Scruff served 431,578 banners and was clicked 613 times. This kind of data allows us to take a glimpse at the interest of the community around us.

**Recommendations for 2018-2019 season:**

Running the Social Committee this year felt confusing and a bit overwhelming. To plan 7 events (where 2 were recurring) took a lot of effort. Much of this was due to the lack of volunteers or commitment from the Committee members. I think a suggestion for the future would be to not task the social committee with so many initiatives such as recruitment, social, and fundraiser and instead, create separate committees for recruiting or task the appropriate committees to grow their members.

Another note would be to start planning Race for the Tiara as soon as they take post. The reason for this would be to ensure we establish a venue, get good rates, and have enough time to prepare marketing materials to start spreading the word as soon as possible instead of just one month in advance. Having PayPal and offering sales of tickets in the gym a few months before the event will encourage people to buy and commit, boosting our numbers even more. This year we sold tickets physically the weekend before the event, which resulted in just several sales.

## Regarding the Welcome Back Party nominations, some members expressed frustration with awarding these in the beginning of the season and preferred this be done at the EOY Party while they still remember who was playing and how far they’ve come.

## Recurring social gathering should be encouraged but given the success of TRY! Volleyball and Out with CBVA! (or lack thereof), spontaneous social gatherings for members after play may be the best way forward.