

Annual Meeting



Presented by the NAIGC Board
April 22, 2021

Agenda

1. Opening Remarks
2. Evolution of the NAIGC and Impact of COVID-19
3. Financial Update
4. Organizational Accomplishments
5. Nationals 2022 & 2023 Preview
6. Organizational Structure Update & Future Goals
7. Volunteer Opportunities
8. Q&A



Speaker: Julie Rolla - President

Welcome to the 2021 Annual Meeting

- Zoom presentation etiquette
 - Please save questions for the end and utilize the Q/A feature within Zoom
 - Feel free to utilize the raise hand feature as well, this will allow us to unmute you and you can ask your question out loud
- To see the presenters during screen share, **View Options → Side by Side View**
- This presentation will be recorded for anyone who was unable to make it tonight



A Word From our Sponsors



15% discount on any equipment for any gym hosting an NAIGC Club.

Currently running discounts on home equipment. Free shipping with promo code “NAIGCShipping”.



10% discount on any purchases by NAIGC members. Access the link to discount on naigc.org.



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Mission Statement -- New and Improved

As part of its organizational strategic planning, the Board revised the mission statement of the NAIGC to reflect our inclusivity of all adult gymnasts and focus on what is most important

Previous:

“The mission of the NAIGC is to expand opportunities for participation in the sport of gymnastics and to promote interaction among collegiate gymnastics clubs by providing structure for competition on local, regional and national levels; facilitating communication; and building a community of support and camaraderie that encourages sportsmanship, leadership, teamwork, and fun.”

Updated:

“To provide collegiate and adult gymnastics opportunities through competition, community building, and pushing the boundaries of the sport.”



Core Values

Our core values represent how the NAIGC will achieve its mission - by:

- Embracing *radical opportunity*. Cultivating an inclusive environment that encourages and supports the participation and competition in the sport of gymnastics.
- Offering an exceptional *member experience*.
- Removing barriers to *transparency* and effectively communicating the rationale of decisions with our members and the public.
- Fostering *innovation and creativity* to push the boundaries of the sport of gymnastics.



We Exist to Fill a Gap in Gymnastics

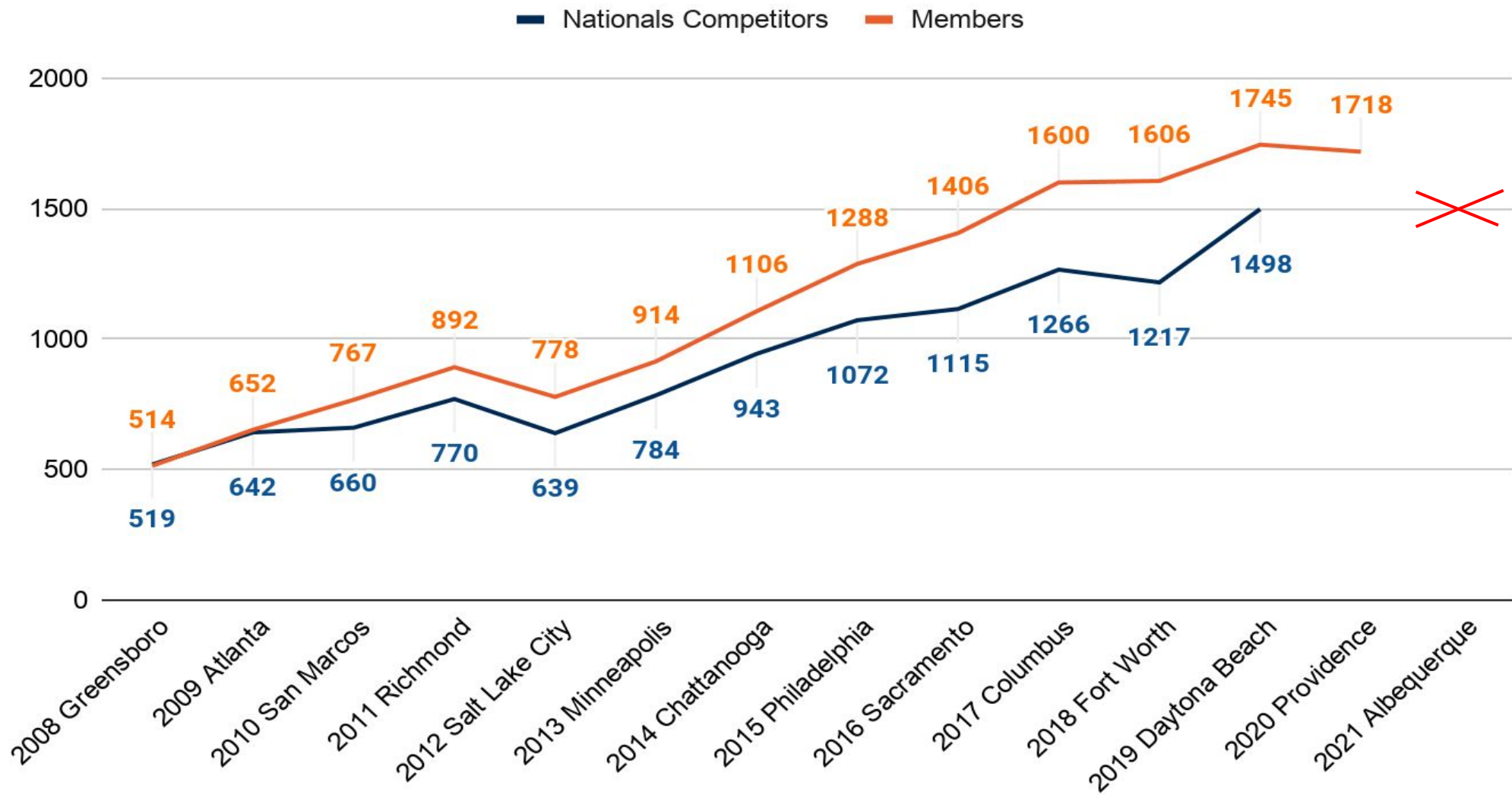
	Youth	Collegiate	Adults
Beginner or Middle Level	 		 
Advanced Level		  	
Elite Level	 	 	  

Impacts of COVID-19

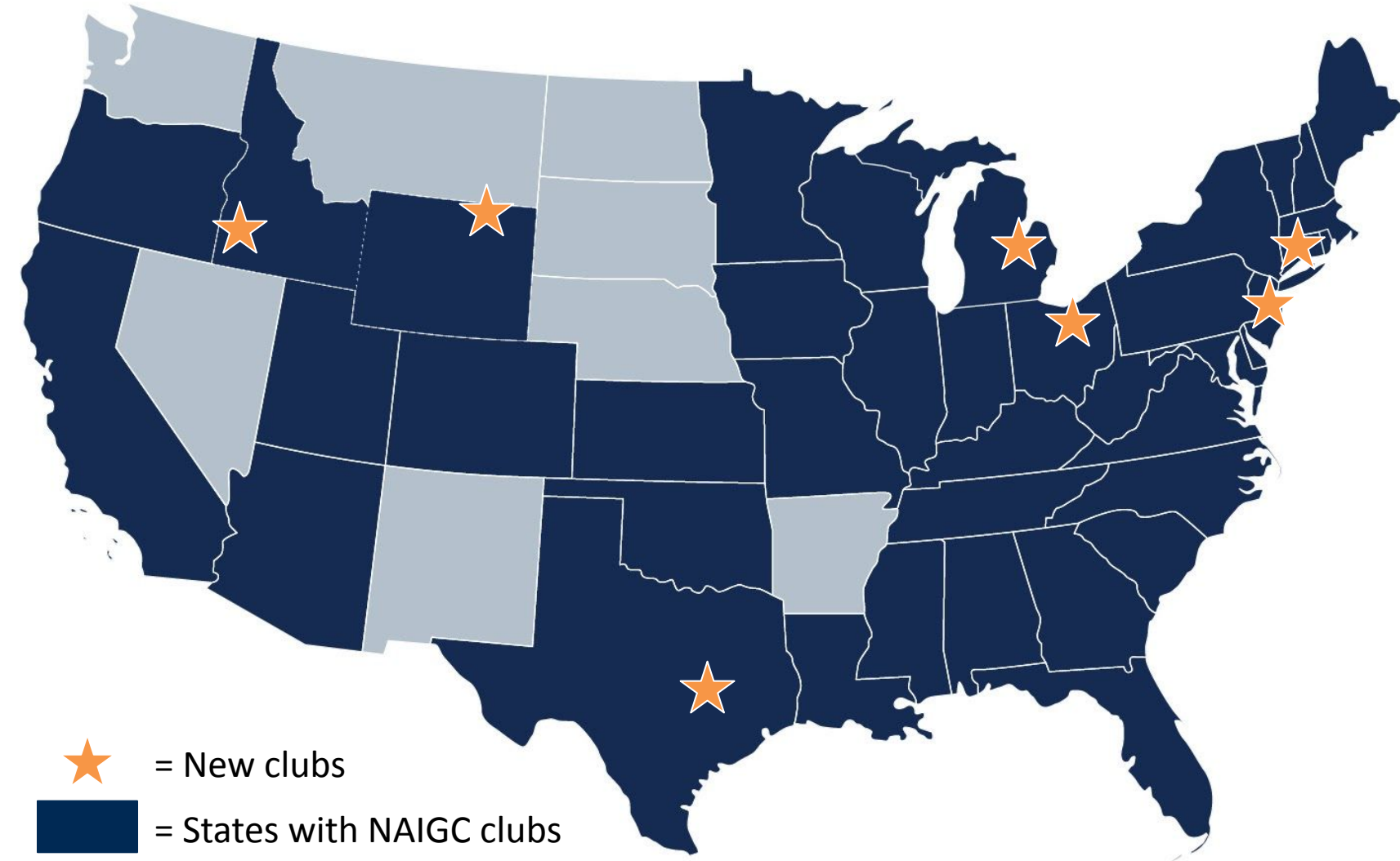
- Nationals cancelled for the second consecutive year
 - Nationals 2021 in Albuquerque postponed to 2024
 - Virtual Week of Nationals held instead
- No in-person sanctioned events this past season
 - NAIGC hosted 6 virtual events in addition to the Week of Nationals
 - #NAIGCFit workouts posted, including features from Chellsie Memmel
- The status of Flip Fest 2021 and other in-person events yet to be determined; our COVID-19 Task Force will continue monitoring



Nationals and Membership Growth from 2008 to 2020



New 2021-2022 Clubs



Despite the challenges of COVID-19, we still had new club growth this year

1. Blinn College
2. Tongue River Twisters
3. Montclair State University
4. Jurassic Gymnastics
5. Boise Men's Gymnastics
6. Youngstown State
7. Saginaw Valley



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2021 NAIGC Financials - Nonprofit with Profits

The NAIGC is a 501(c)(3) organization that...

- Is entirely volunteer run
- Still has annual overhead costs, including:
 - Annual board meeting expenses *
 - Website and technology tools
 - Banking and payment fees
 - Outreach and marketing
- Uses its net income to provide new opportunities and services for our membership
 - New club financial aid program *
 - Trampoline and tumbling at Nationals *
 - Awards and insurance for sanctioned meets, virtual meets, and virtual challenges
 - Scholarship program



2021 NAIGC Financials - Impact of COVID-19

COVID-19 and the rules, regulations, and social distancing orders accompanying the pandemic significantly impacted the NAIGC's ability to provide the services, events, and opportunities it normally provides.

The NAIGC Board made the following decisions to minimize the financial impact of COVID-19 on the organization and our members:

- Employed a budgeting approach that holistically reviewed different operational outcomes to ensure financial viability of the organization
- Reduced corporate expenses wherever possible; exclusively hosted virtual board and staff meetings to minimize travel/lodging expenses, suspended advertising and outreach efforts
- Did not require purchase of a membership (individual or club) to participate in virtual event offerings or to vote in the 2021 Board Election to maintain accessibility to gymnastics opportunities in a financially trying time for our members/clubs
- Developed a fundraising strategic plan so that we can continue funding new services to support our members in the future



2021 NAIGC Financials

Cash Flow

Corporate Income

Contributions/donations
Membership fees
Sponsorships
Merchandise sales
Fundraising

Program Income

Event registration
Banquet tickets
Admissions
Sanctioned meets
Event rebates

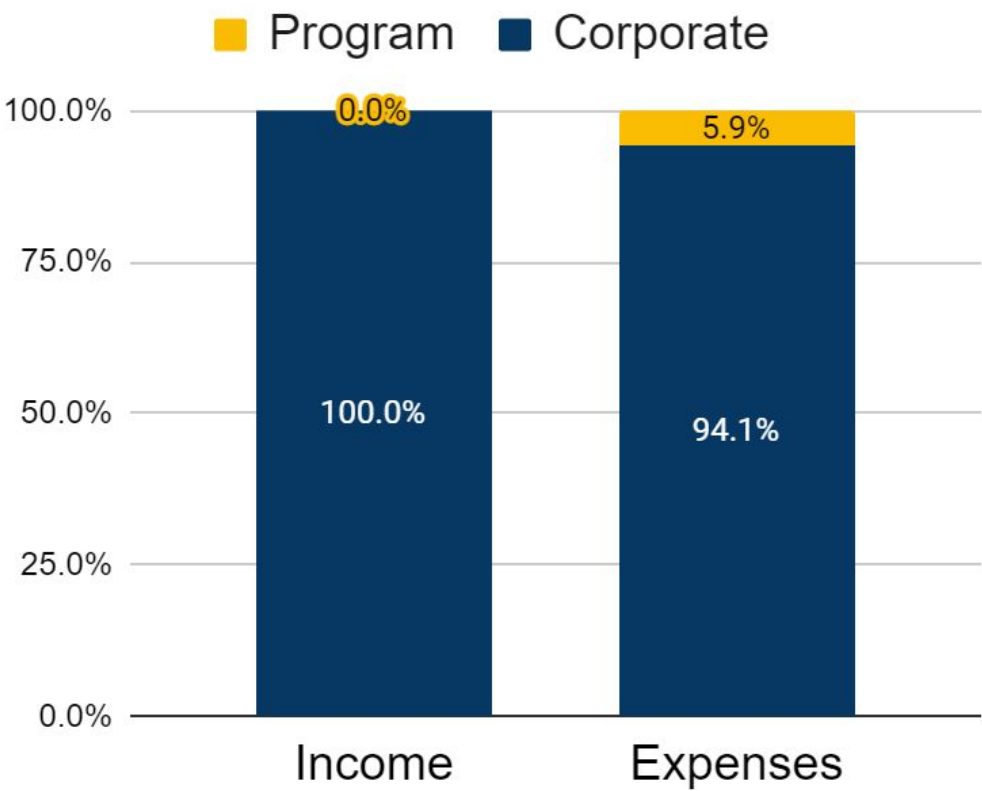
Corporate Expenses

Annual board meeting
Annual meeting
Zoom
Website hosting
Membership gifts & banners
Equipment
Banking
Scholarship

Program Expenses

Convention center
Equipment
Judges
Volunteer travel and lodging
Meet supplies and swag
Banquet food and supplies
Contractors
Flip Fest
Sanctioned meets awards/insurance

% Distribution of Total Income and Expenses



2021 NAIGC Financials - Income

Key takeaways:

- Significant reduction in income due to loss of program revenue, membership fees
- Board made the decision to not require membership dues to participate in virtual competitions and Week of Nationals to show our commitment to our members

	2020	2021	Variance
Membership	\$60,435	\$0	-\$60,435
Nationals	\$0	\$0	\$0
Banquet	\$0	\$0	\$0
Sponsorships & Contributions	\$9,442	\$9,139	-\$303
Flip Fest	\$15,280	\$0	-\$15,280
Hotel Rebates	\$0	\$0	\$0
Merch + Misc	\$116	\$69	-\$47
Total	\$85,273	\$9,208	-\$76,065

*Projected



2021 NAIGC Financials - Expenses

Key takeaways:

- Significant reduction in expenses due to lack of normal programs/services
- Board held a virtual retreat this year with COVID-19, which resulted in significant cost savings
- Net loss of about \$5,835 projected for this year, about 50% of the loss projected in the annual budget

	2020	2021	Variance
Corporate Expenses	\$26,167	\$5,726	-\$20,441
Membership Gift	\$10,401	\$0	-\$10,401
Nationals	\$18,941	\$682	-\$18,259
Banquet	\$0	\$0	\$0
Scholarship	\$6,000	\$8,118	\$2,118
Flip Fest	\$12,694	\$0	-\$12,694
Sanctioned Meets	\$4,396	\$517	-\$3,879
Merch + Misc	\$0	\$314	\$314
Total	\$78,599	\$15,043	-\$63,556

Net Operating Income	\$6,674	-\$5,835	-\$12,509
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*Projected

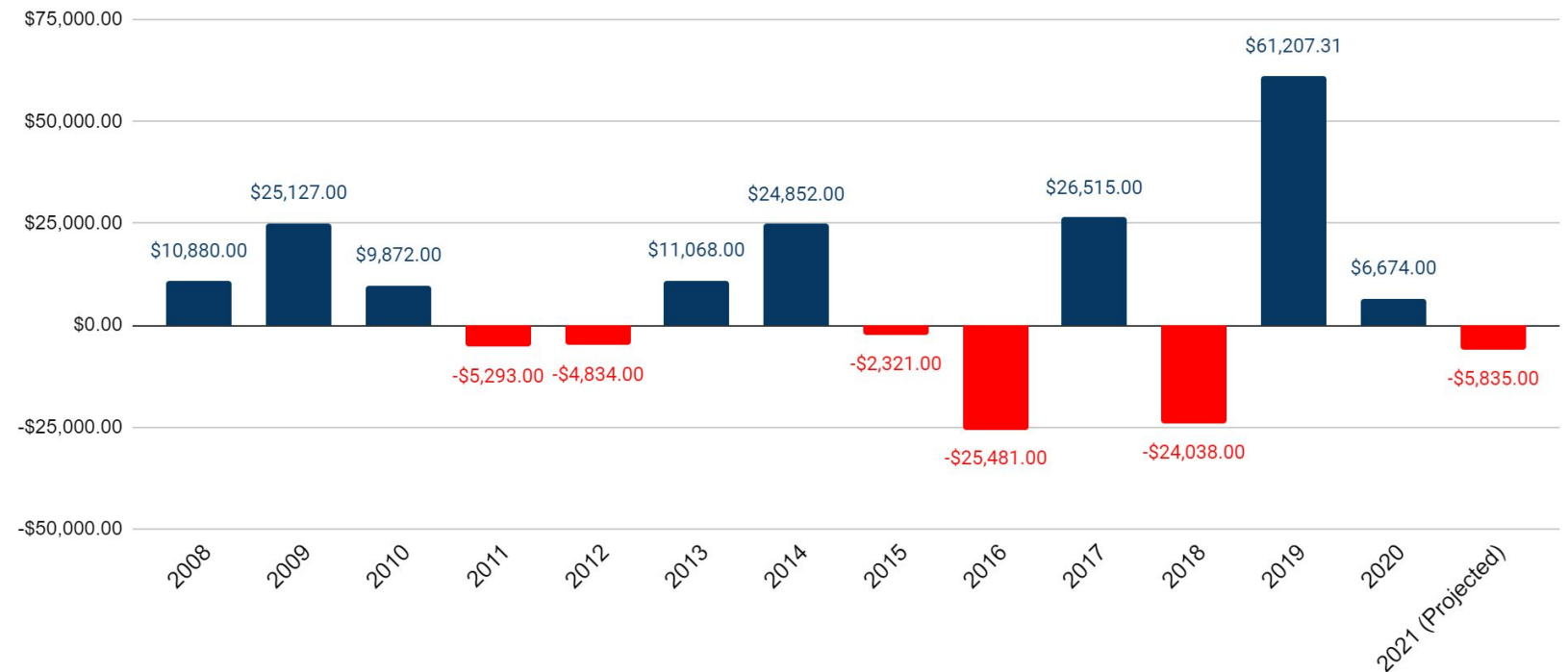


2021 NAIGC Financials - Historical Net Operating Income

Key takeaways:

- Net loss projected for this year, but the NAIGC observed profits in the previous two years, including strong margins in 2019 (Daytona Beach)
- Expected year-end balance is ~\$115K, \$13K of which is set aside for the scholarship fund

Net Operating Income (2008 - 2021)



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2021 Milestones: Operations

- Virtual Events, **Virtual Week of Nationals** and Live Showcase
- Developed illustrated **NAIGC MAG Code of Points**
- Added **Level 6** to WAG Disciplines
- Expansion of T&T offerings and resources
- New **Judge Finding Tool** on website
- Expansion of @NAIGCfit instagram account and healthcare team
 - Live Q&A's every 1-2 weeks, posts reaching on average 600 accounts, website discussion forum



2021 Milestones: Operations (cont)

- Increased social media presence and awareness of NAIGC resources
- **Partnership with Chellsie Memmel** for Chellsie Challenges
- Expansion of member clubs to two new states (WY and ID), bringing us to a total of 40 US states with member clubs
- Held first ever NAIGC alumni event
- **NAIGC Online Store** revamped, and is live and active



2021 Milestones: Governance

- Creation of BIPOC Equity Task Force
- Large Internal Organizational Growth
- Establishment of the **Nomination Committee**
- Developed and Implemented New Board Evaluation System
- Hired NAIGC's first Executive Director
- Implemented ranked choice voting for board elections



2021 Developments In Progress

- **New scholarship award** in development for racially/ethnically underrepresented athletes
- New online registration system in the works
- **New merchandise** is coming to our online store soon
- New Community Club Starter Kit, specifically for community clubs, has been created and will be released shortly
- Development of a Gym Partnership Program to raise awareness of NAIGC at the high school level



NAIGC Competition Offerings and Updates



- **WAG**
 - **Addition of Level 6**
 - Levels offerings: Developmental, level 6, 7, 8 and 9
- **MAG**
 - **Development of New Code of Points**
 - Levels offerings: Developmental, level 9, and NCAA modified
- **Unified Artistic Gymnastics (UAG)**
 - Individuals compete both MAG and WAG events
 - Decathlon
 - Athletes compete all 10 events (both WAG and MAG)
- **Trampoline & Tumbling**
 - Level offerings: New Flyers, **Intermediate Flyers (new)**, High flyers
 - Event Offerings: Power Tumbling, Individual Trampoline, Double Mini Trampoline, and Synchronized Trampoline



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Nationals 2024

Albuquerque, New Mexico

Dates: April 10-13, 2024

Host Hotel: Hyatt Regency Albuquerque,
DoubleTree by Hilton (Arranged through NTS)

Competition Venue: Albuquerque Convention Center



Speaker: Olivia Ragoowansi - Nationals Coordinator

Nationals 2022

Dates: April 6 - 9, 2022

Host Hotels: Hilton Milwaukee
(Arranged through NTS)

Competition Venue: Wisconsin Center



Milwaukee, Wisconsin



Speaker: Olivia Ragoowansi - Nationals Coordinator

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Nationals 2023

Memphis, Tennessee

Dates: April 5-8, 2023

Host Hotel: Sheraton Memphis Downtown Hotel,
Crowne Plaza Memphis (Arranged through NTS)

Competition Venue: Renasant Convention Center



Speaker: Olivia Ragoowansi - Nationals Coordinator

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Organizational Structure -- Governance vs. Operations

Governance has a dual focus of ensuring the NAIGC is staying true to its mission and is set up for long-term success

Governance tasks include:

- Drafting and enforcing policy
- Treasury and finance
- Strategic vision and planning
- Appointing and overseeing Executive Director

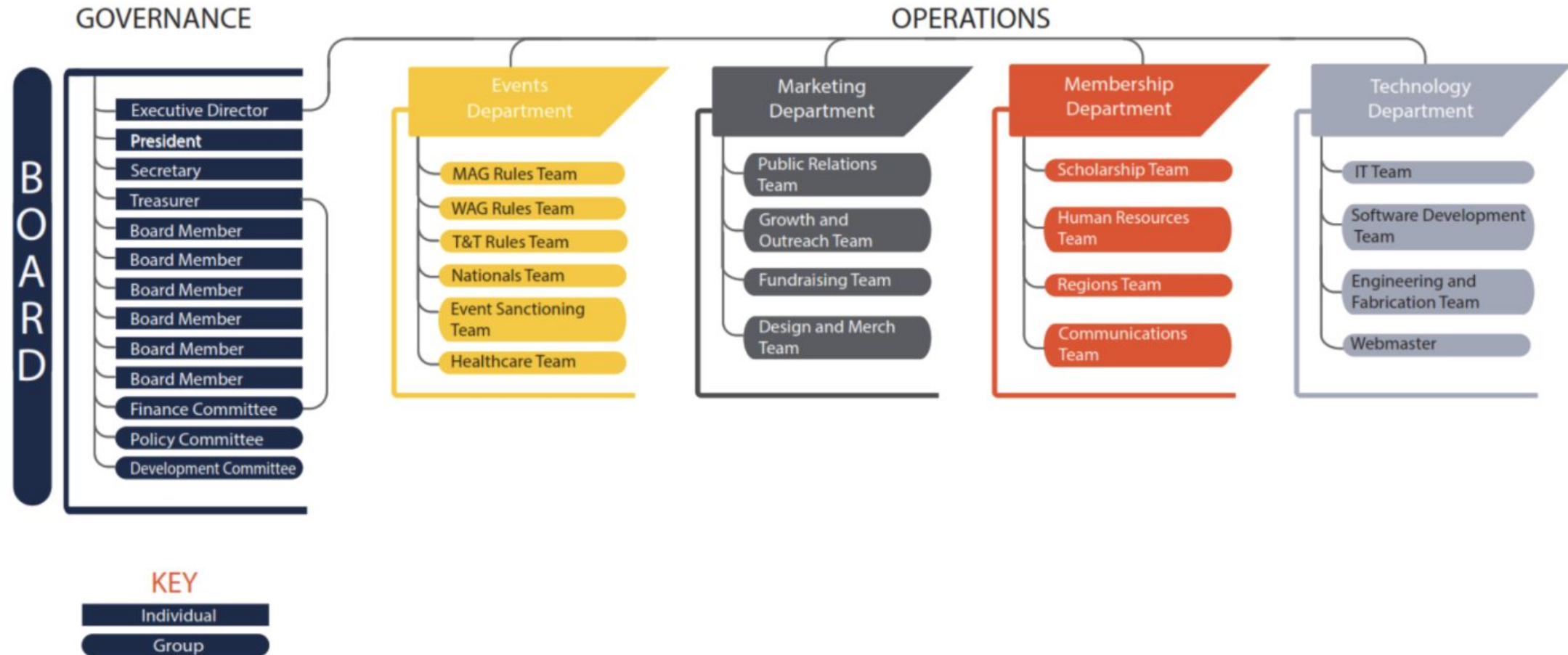
Operations are the day-to-day tasks we do to ensure we execute on the mission

Operations tasks include:

- Nationals and event sanctioning
- Technology
- Merchandise
- Communications
- Scholarships
- Sponsorships



Organizational Structure -- Org Chart



Organizational Restructure -- Goals & Accomplishments

Governance

- Goal: Allow the Board to focus on long-term strategic planning and oversight
 - *Accomplishment: The Board has undergone a strategic planning process this past year, which is on track for completion by the end of June and for implementation next year*
- Goal: Make Board Member elections more robust and more relevant to the membership
 - *Accomplishment: Approval and implementation of a Nomination Committee that endorses candidates with relevant experience for the Board; implementation of rank-choice voting for Board election*

Operations

- Goal: Sustain long-term growth by adding capability for more volunteers
 - *Accomplishment: Expanded from 11 committees and 59 volunteers in 2020 to 20 teams/committees and 75 volunteers in 2021*
- Goal: Be able to recruit easily into specific projects and tasks
 - *Accomplishment: Open volunteer positions easily accessible on the [NAIGC Website](#); streamlined application and onboarding process*



Looking Forward -- Strategic Planning and Future Goals

Strategic plan to be distributed to membership by end of June

Growth	Member Experience	Administration	Volunteers	Community	Financial
→ Expand service offerings internationally → Develop services/support system for new clubs (collegiate and adult) → Develop and grow non-competition services	→ Expand scholarship program (academic, Nationals, BIPOC, etc.) → Enhance Regionals quality and experience → Increase event sanctioning benefits → Develop discipline/level strategy → Determine strategy for virtual event offerings (partner or bring in house) → Commercialize scoring software → BIPOC education	→ Documentation of protocols, historical knowledge, and administrative processes → Hiring employed staff	→ Volunteer recruitment (especially diverse, skilled volunteers) → Standardizing volunteer onboarding (including DEI training) → Volunteer retention and reducing turnover → Recruit board members and volunteers with fundraising experience	→ Marketing our services to the gymnastics community and increase brand awareness → Develop a cohesive social media and communication strategy → Support BIPOC businesses and partner with BIPOC orgs → Collaborate with other gymnastics orgs and stakeholders	→ Diversify income sources → Restructure finance committee into operations roles



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Ways to Support the NAIGC



Become a member

On our website naigc.org

Donate to our organization

On our website naigc.org/contribute-to-the-naigc/



Select us as your preferred non-profit on Amazon Smile

Search for the National Association of Intercollegiate Gymnastics Clubs on amazon.smile.com. It's free!

Volunteer with us!

We have many different opportunities depending on your interests. Apply on our website.



Volunteer in Operations

- Seeking Operations help
 - Positions available in **Events, Marketing, Membership** and **Technology**
 - Great way to give back to the NAIGC and grow professional skills such as event planning, fundraising, financial management, leadership, community outreach, etc.
 - Details on our [website](#)
- Applications in links below
 - [Marketing Department Application](#)
 - [Membership Department Application](#)
 - [Technology Department Application](#)
 - [Events Department Application](#)
- Not sure how you can help? Reach out to info@naigc.org and we can help find the best fit for you!



Volunteer for the NAIGC Board

- Elected volunteers responsible for governance side
- Must serve on at least **two** Board committees (may serve one additional role in Operations)
 - **Policy:** Review and develop governing documents per applicable laws and best practices
 - **Development:** Develop Key Performance Indicators, research best practices and implement recruitment strategy
 - **Finance:** Develop and report financial statements, fundraising and sponsorship strategies
- Advisors to the board assist specific committees or tasks
 - Get introduced to governance
 - Recommended before running the Board
 - [Applications](#) open year-round



Board Member and Regional Representative Elections

- Upcoming Board election, 9 Candidates selected through rank-choice
 - 3 two-year terms (top 3 candidates who ran for a 2-year)
 - 6 one-year terms (six remaining candidates)
- The Nomination Committee provides endorsements for candidates
 - Does not remove Candidates
 - Endorsements distributed via email, Election page of the website, and ballot
- Election Timeline:
 - April 22 - Regional Representative applications close at 11:59 PDT
 - May 6 - Elections open after Board Member virtual candidate speeches and Q&A
 - May 13 - Elections close at 11:59 PDT
 - May 14 - Election results announced



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Q&A

Please utilize the Q/A or raise hand function within Zoom

Feel free to send any other feedback and/or questions to:
info@naigc.org

