

## **April 28, 2016 Conference call Minutes**

**8pm Free Conference number is 712-432-6100 and enter code 15151347#**

**Attendance:** Paul Angelos, John McLoughlin, Holly Mahfoze, Sandra VerBruggen, Steve Sachs, Phil Wadzinski, Pat McCabe, Steve Dudaklian, Bob Berman, Bill Konomos **Notes:** Gina Berman

**Quorum:** Yes

**Vote on adoption of old Minutes:** John motioned to adopt the minutes from March 21, Pat seconded and all approved.

**Presidents Report:** A nice flower and plant basket combination was sent to Billy's wife. We received a thank note today.

**Vice President:** Blasé wants to do a seminar on his new machine (no one objected but a vote wasn't taken. Notsure if we need one.)

**Treasurer Report (Interim) Bob Berman (Money in the bank \$79,609.73) Don't have silver cup or PR person this year.** Companies that pay in Foreign money or Canadian, the banks give us a reduced exchange or ding us bank charges. (we are being dinged \$89)

### **Old Business:**

**Approval of treasurer** John McLoughlin Billy motioned to accept John as interim treasurer, Sandra seconded. All approved.

### **Convention 2016 Kansas:**

**Room block and extra rooms- sold out Christine booked at 100 room block at Marriott**

**Seminars at the 2016 convention:** 1.Gateway Shoe Machine 2.Tauer & Johnson 3.Renia 4.Arbelsoft 5.Steve Doudaklian – repairing leather goods from shoes to purses 6.Lisa Hubbs – merchandising (building the sale) 7.Kimberly- customer service and repeat business 8.Shoe system plus (this would be a new seminar on a shoe clean machine)

**Food (for meeting, breakfast and for Sat night) Mitch said he usually does a month before the show.**

**SSIA T-shirts** usually sell for \$10 with each registered shop receiving 1 free (Last year \$3107 total) this year it will cost \$5.90 for 260 shirts plus shipping. **SSIA pennant flags-** Last year 250 pennants \$4 each and \$35 set up charge

Billy made the motion to continue t-shirts and Sandra seconded it. All approved. Don ordered last year, Billy will do this year along with pennants.

**Aprons-**

**Name tags and holders-** normally funded by a vendor?? Sandra is contacting Hickory for sponsorship.

**Tables**

**We are at roughly \$35,000 in income for the tables. \$15 a ticket for breakfast**

The people from Gateway work in the Landis booth.

Did anyone talk to the ones that normally use someone else's tables or come without paying a membership fee? (ie- Roberta) No one had done this as of the meeting.

Sergio wants to be listed as showing at the show. If people asked to be listed Mitch will list them. The board needs to review the rules for 2017 at the Kansas City meeting on floor and table rules.

**Kansas Meeting:** Gina will not there. Who will take meeting notes? An agenda will be given so notes can be written on the agenda and sent to Gina for transcribing. Pat volunteered to take notes for Gina and send.

**Convention 2017** Queen Mary- Bob has filled in required info on last few conventions and sent with \$3300 check.

Dates- Longbeach July 19-24, 2017

**Bags- John has a sample of paper bags that he showed to Steve and Sandra and they approved it. He needs 6 weeks to deliver. 300 bags for \$40**

**The last order of plastic bags the SSIA made money through sponsorship. We are low on bags but not out yet. At Kansas it would be good to have a sample shown and we should carry both for awhile to see how they do.**

**Newsletter** Mitch will have a draft tomorrow.

**New Business:**

Applications:

**Auburn leather** (supplier application) Paul checked the references and everything is good on recommendations. They always showed in Billy's Booth. John motioned to accept the membership of Auburn and Paul seconded it. all approved.

**Le Querche-** They were always in Billy's booth also. They would like to be members. They have been at the show for the last 5 years. Steve motioned to approve and Sandra seconded. All approved.

A company from China applied but they didn't fill in a complete application. There is no need to vote until qualified.

**Open Board seats: Paul will send an e-mail to suppliers on sponsoring Sat night. He sent one about the wholesaler spot but has had no response as of yet.**

Supplier: John McLoughlin (wants to run for his 3 year term)

Shoe Repairer: Steve Dudaklian (wants to run for his 3 year term)

Wholesaler: Steve Sachs **Lorrie McPhearson is possibly interested in doing a term.**

Paul will send out dates early for the next meeting so its not 5 weeks between.

Meeting adjourned at 9:45 pm

Things to do before next meeting:

1. Paper Bags- John
2. Convention updates and Newsletter- Mitch
3. Sponsors for convention name tags- Sandra
4. Other sponsors for convention )