

## Minutes from SSIA Conference call

June 1, 2015

**Attendance:** Paul Angelos, Sandra Verbruggen, Bob Berman, Don Rinaldi, Marcelo E Coronel, Steve Sachs, Jonathan Shaffer, Holly Malfoze, Debby Wyatt, Mitch Lebovic Notes: Gina Berman

**Quorum:** Yes

**Vote on adoption of old Minutes:** *Motion to adopt minutes by Don and seconded by Holly. Minutes from April 21, 2015 approved with editing of Names*

### **President**

*Paul said just like last year, that any repairer wanting to talk to him that he will be available to talk in the conference room. Ira is doing a Shoe Angel Project during the Show and he asked he get permission first from the Hotel.*

*Don suggests that we make time during the membership meeting for the repairers to address the board about problems.*

### **Suppliers, wholesaler, and repairer Reports:**

Sandra- Ira said that it would be great if repairers could address the board or board members on issues How many people have downloaded the new posters off the website? Mitch will find out and get back to us.

Steve- nothing

### **Old Business:**

**Convention 2015**-follow up and finalizations: Rooms, Signs, posters, tickets for Meals and party, Door prizes, talent show, food service, meeting time. Materials ready to be printed for Awareness Week to Media and samples.

Mitch- on track for the Media Kit "Press Release". He will get the tickets for breakfast and give to Sandra for packet.

Sandra- we use the ipad for anyone wanting to pay at the convention. She is getting door prizes together.

Walk through on Hotel is 8:00 Meeting and breakfast is 9am-12noon Friday Supplier/wholesaler meetings are after the convention Saturday. \$10 for everybody for breakfast. Breakfast is 8am-9am and meeting is 9am-1130.

Paul - Membership is down and less money is coming in.

Bob- that we have roughly \$50,000 in the bank after the last bills were paid.

Debbie- said she would like to see what the SSIA spent and what it is spent on as she wants to know where we can trim money.

Don suggested that Gina make copies of the bank statements for everyone to see and we can look it over. (3 years worth)

Membership- Down to 24 wholesalers members- 45 Suppliers- repairers 263 members this year but its 30% down from 3 years ago.

**Repairer position** for Holly's spot- Holly has agreed to run for another term

**Supplier position** for Don- Scott Kravitz from Fiebings and Renia, Phil from Pecard Products

The recommendations from Paul and a few suppliers is Phil from Pecard. Phil comes to every show and has been around forever. After a discussion of the candidates, Paul nominates Phil, Jonathan seconded and all approved. His name will be presented at the show and the membership will have to vote.

**Wholesaler position** for Bob- No one has stepped up to run for the position and Bob has termed out. If no one puts their name in on the floor then we will have to change the bylaws for term limits.

**Cloth Bags-** Marcelo will have the bags at the show for everyone to get 1. They will be able to order a minimum of 100 bags for their shop at 86cents plus shipping and any copy or Logo for the other side of bag. Don suggested that a form and firm cost for them are ready at the show and how they are to be ordered. Marcello, Holly and Sandra will get together and work that all out.

**Silver Cup-** The same ones over and over are the ones that enter the competition. With so few entries it is almost not worth it but it makes everyone strive to be better and makes everyone proud in their work.

**Convention 2016-** Paul and Don will read the contract and sign as Mitch said it was due already.

## **New Business:**

Vibram firestorm on FB- Jonathan Gave a history or how and why

The Mobil Cobbler started in Europe and is successful. They decided to bring it to the U.S. and are starting in Colorado at Go Pro show and then Outdoor retailers Show. They will be specializing in certain soles. Once it's up and running they can go to the website and get their new shoes or old shoes customized. There will be 90,000 people or more passing by the Van and it promotes the message of repair.

Most of them are all specialty soles so it shouldn't interfere with shops.

Holly has said you now sell direct, and Sandra said the shops are upset that they can't get it. Jonathan said that all hasn't been finalized yet and the van will be at the show for everyone to see and ask questions of his boss.

## **Membership applications-**

Key guy (Acme Lock and Key) wants to come to the show. A Discussion on associate membership was had and then Steve Sachs nominated him and Holly seconded. All approved.

Australian guy- In the business of selling Leather and shoe repair supplies. He was checked out and all is legitimate so Don made the motion to approve and Paul seconded. All approved.

Tandy Leather- Is considered a retail store and wholesale but is not a supplier as he requested to show.

**Breast Cancer Awareness:** pink dowel lifts A discussion of the benefits to SSIA. Its not something that the SSIA should get involved with as usually a portion of that goes to breast cancer. Its too much work for little bang.

Things to do before next meeting:

1. Paul and Don Sign Hotel for convention
2. Sandra finish door prizes
3. Mitch firm everything for convention
4. Gina- make copies next week of 3 years worth of all the bank statements for Debbie and all board members so we can see where all the money is spent and how to trim costs this year.

Meeting adjourned at 10:25