

Minutes for August 31, 2016 SSIA Conference call 8pm EST

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

Attendance: Paul Angelos, John McLoughlin, Holly Mahfoze, Sandra VerBruggen, Jim McFarland, Phil Wadzinski, Pat McCabe, Laurie McPherson, Mitch Lebovic. **Notes:** Gina Berman

Quorum: Yes

Vote on adoption of old Minutes (from convention.)

Board Meeting, Membership meeting, Sunday meeting John motioned to adopt the minutes from the convention Paul seconded and all approved.

Presidents Report: Sandra- Welcome Laurie and Jim to the board.

Vice President: Paul-

Treasurer Report (Money in the bank) John McLoughlin August ending of 76440.00 \$17,000 more than last year. We also already gave a \$3000 deposit for Longbeach.

Suppliers, wholesaler, and repairer Reports:

Supplier nothing really new. Meeting notes from convention that said Wholesalers agreed to dues increase to \$500. The board needs to vote to increase but first Paul will send an email to all suppliers and wholesalers alerting them to the increase.

Old Business:

Convention 2016 (Convention Committee)

What were the good things from the convention to remember for next year?

John said that the Camaraderie was good and the overall feeling that everyone really enjoyed it. Mitch did a great job of organizing the show.

Sandra said that the admission process went really smooth and everything was good. The seminars were live streamed and everyone was very positive. We signed up 40 new members at the registration.

Billy did a good job of promoting the show. There were even some Canadians.

What needs to be improved upon? Seminar times possibly on Sunday afternoon by repairers? The repairers asked for seminars on Sunday afternoon. John suggested some on Friday

afternoon while the suppliers set up and many are already in town. Send an email to suppliers about offering a seminar for their product. Jim said that in PFA that seminars would start Thursday before the show and were willing to pay for them if offered by the supplier.

And should you charge for seminars?

1. How admission is addressed- most other conventions charge for seminars. The ones given by suppliers could be given a merchandise credit.
2. T-shirts and Aprons and Penants (So we need all?) T-shirts sell but the aprons don't really. We should not continue. The pendants are all gone now as some people took them at Kansas City.
Penants - Everyone seemed to want to keep.
Aprons are too small and only one sold at the convention. Suppliers give them away so why do we need to spend the money and time to order?
T-shirts Sizes sold so we order better next year? **New prices for the website and for next year.**
Colors sold in T-shirts? Mitch is out of pink shirts and XL Black shirts. Pat suggested that we not have the city on them and sell them.
3. Volunteers: Did we give certificates? Do we give a gift card? If so who buys them? John suggested that we send them an American express gift card to each. With a note of thanks. John made a motion to buy the 7 volunteers a \$50 gift card and Paul seconded it. All were in favor.
4.
Who Makes the certificates? For:
Maria De Smet (Mama)
Jan Van Passel
Shannon Embry
Lisa Hubbs
Megan Dimauro
Debbie Konomos
Farrell Clark
5. future shows will charge an entrance fee for non-members. How Much? Phil suggested that they pay since the suppliers have to pay to go to the show. Sandra said that at the repairer meeting they were talking about being in favor of paying a fee. If we charge \$15 a person to get in so it makes sense to sign up and get a free t-shirt and go to the breakfast and the Saturday night party. Jim said we should charge \$20 a person. Holly made the motion that we charge \$15 a person for non-members and John seconded it all approved.
6. Live stream for members only? Mitch will look into it for the SSIA.
7. Certificates for 50 yr, 75 yr and 100 yr in business. Paul was the one that helped do the list and he does suggest that we do have a 50Yr and 75Yr list and certificate. (ask Don

who printed and if he did will he do for next year?) Paul will work with several others on it. If we put into the newsletter maybe we can pull from the repairers.

8. 50 Sets of Posters left from convention. Do we save for next year or make available to members to purchase at \$0 plus postage and handling (tube packaging) to mail the tube and non-members pay \$5 a poster plus shipping and handling? The posters were \$1200 but he did 200 of each. It was not decided but talked about. Tabled until next meeting.

Convention committee items for 2017 (Pick a handful of folks that are usually involved and might also be future board members)

Needs to go over the time line with Mitch and talk about anything NOW that needs to be addressed so that its not waiting until the last minute and forgotten.

Convention 2018, 2019, 2020 possible locations (including Canada)? Christine will start looking after we give her a general area. Boston was brought up but Mitch said that there are not many repairers and no wholesale support. John suggested many doing it every two years and then do a regional show every year. Paul was saying that a table top show in an area that doesn't usually come to a national show. He wants everyone to think about it. On the off year for a national convention that there should be 2 table top shows. We should kick it around for awhile. East Coast is the next location for the national show.

Newsletter

Next issue? Order form for posters, shirts, etc in Newsletter. Must have check or visa number prepaid. No billing. Mitch said that the newsletter should be done for approval by the end of the week.

Bags

We need 8-10 weeks lead time. Paul will ask Don how many he has left. John asked how many times we order them and Mitch thought it was 2 times for 3 years. Cloth and paper bags will be tabled until the next meeting.

New Business:

Filling empty board (Konomos) seat by Eddie from Zitrin, Harry from Southern Leather. Eddie from Zitrin was nominated by Laurie and seconded by John and approved he fill the vacant seat until July.

Ruby Leather upset about Casali supplier not selling to 4 Wholesalers (bylaws only state that the be approved by 4 wholesalers)

Mitch said that they came on many years ago and they had wanted possibly go direct. So when they came back they were approved since the bylaws don't say you need 4 wholesalers. Jim said that some wholesalers want to buy the stuff but they don't want to sell them for some reason. He has been a member in good standing.

Silver Cup

Deadline, reminder in which newsletter? Set budget for the weekend. Deadline in Jan and Mitch will put it into the newsletter. When we did it last time the budget was in line and wasn't crazy. Several years ago it was out of hand. John suggested that Mitch get with him on the general costs and what it brings in to get closer to even.

Next conference call?

National shoe repair week is October 9th.

Meeting adjourned at 9:30pm

Things to do before next meeting:

- 1.
- 2.
- 3.