

## Minutes of September 20, 2017 SSIA Board Meeting

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

**Attendance: Sandra VerBruggen, Jim McFarland, John McLoughlin, Phil Wadzinski, Pat McCabe, Eddie Gitlin, Jesse Pasternak, Shannon Embry, Laurie McPherson and Mitch Lebovic**

**Quorum: Yes**

- 1) **Vote on Adoption of old minutes from August 16th meeting** – Laurie motioned to accept the minutes and Jesse seconded. All approved.
- 2) **Presidents Report** – Under Presidents report Sandra said a conference call will be scheduled by September 30<sup>th</sup> with Queen Mary representatives. According to the hotel, SSIA is still 50 room nights short of our guarantee. They want 50% of money owed now and the other 50% due by the end of year. The 50% due at end of year could be transferred towards a future booking in 4 years.
- 3) **Vice Presidents Report** – Under Vice Presidents report Jim said he would contact members who may have stayed at the hotel but are not on the list from Queen Mary.
- 4) **Treasurers Report** – Under Treasurers report John reported we have a balance of \$84,000 in our checking account. A detailed list of income and expenses was forwarded by e-mail to members.
- 5) **Board Approved** – The Board approved giving \$50 gift cards to the volunteers at convention registration tables and to volunteers that live streamed workshops.
- 6) **Newsletter** – The Fall newsletter was mailed out and some members received it last Friday. Everyone congratulated Mitch on a job well done.
- 7) Regarding plastic bags, Mitch mentioned we have 8 spots left for advertising, not 6 as was reported in last month's minutes. The Board agreed to wait two more weeks for more ads before ordering new bags.
- 8) The Board unanimously agreed to keep 2018 membership dues the same as 2017.
- 9) Under New Business, the Board discussed the pros and cons of having annual conventions. One reason to continue the yearly event is that 65% of the attendees come from the surrounding geographic area. Mitch also pointed out that SSIA shows are the only place suppliers can meet 15 to 20 wholesalers and 150 to 200 shoe repair shops. The

Board can wait until its November meeting before choosing a 2019 convention city.

- 10)** Supplier Board members will point out benefits of annual shows vs. regional shows to their constituents in an e-mail.
- 11)** The Board agreed unanimously to keep booth prices for 2018 the same as 2017.
- 12)** Mitch reported that RFP to facilities and planning for site visits can wait till November.
- 13)** The subcommittee on membership will meet October 4<sup>th</sup>. Please report any shop closings to Mitch so he can update our shop locator.
- 14)** Next Board meeting was set for October 18<sup>th</sup> and meeting adjourned at 9:05 PM.