

## SSIA Conference Minutes

Wednesday Nov 4, 2015 8\*PM EST

Free Conference number is [712-432-6100](tel:712-432-6100) and enter code [15151347#](tel: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

**Adoption of old Minutes:** *Minutes from September 22, 2015 John motioned to except the minutes as written and Sandra seconded. All approved.*

**Presidents Report:** Welcome new board member Steve and Bill Welcome aboard.

We will have to get serious for next convention. The company is called conference direct that does our search and recommendation. Christine Helvic is the contact person for them. They can also provide membership billing etc but those are cost items.

**Vice President:** Sandra wants to have the discussion on Bags: the Board needs to continue the plastic bags and advertising or at least ask the wholesaler. Bill Konomos said that he sells a lot of bags in his area so we should consider continuing. Steve suggested a recycled paper bag instead. Bill said we are not making enough on the bags. John suggested that we have a few people to research some bags.

Steve mentioned that the bags are bigger and better than most of the bags out there. Bill and Steve suggested that we raise the price to \$28 a (1000) box from \$24 to make it more cost effective. Advertising has gone down and the bags are more expensive. The board needs to at least break even on the venture to continue.

Bill made the motion to raise the price of the bags to \$28 a box and Steve seconded it. All approved.

### **Treasurer Report:**

Bob Berman (interim Treasurer) There is \$ 30,228.40 but doesn't know if any check has been deposited the last 3 weeks since he doesn't find out until the statement comes. The balance includes the last few checks written. An additional \$71.66 will be added from the cash back Visa in the next few days. It was suggested a few meetings ago that a few board members have access to view only the statements on line.

## **Old Business**

### **Conventions**

Paul said that there were some outstanding bills that aren't paid and there is between \$6800 and \$7000. Steve offered to make the phone calls to the folks that owe money.

The tables were not all paid from the convention and the guy who was paying the projector hasn't paid yet. Steve said that all convention items (tables etc) be paid before the show. Bill questions the costs of everything.

Pat suggests that a finance committee is formed and meet after the show to set a budget and goals for the year. Phil makes the mentioned that we continue on the meeting since its been an hour and a half already.

### **Location for the 2017 show / general area WEST COAST**

Dave Balter would promote a show in San Francisco area. The Vegas area is also a possibility as the first show was good there but the second was not. The LA area has also always been good.

The Portland Area is also an area to consider.

The area needs to be a good draw for shops and have enough pull that people want to go.

Sacramento was also mentioned as a possible location.

Steve recommended that we pick 3 (LA, Vegas and San Francisco) and look at costs look a choices and pick from there.

### **Address and Phone Change**

Paul suggested moving our mailing address to Petronio where he will be able to take care of this even if he is out of town his office staff will handle the mail and send it to the correct board member or members. He also suggest the phone and fax be at Petronio. Holly suggested moving the Phone and Fax to her and a number would be arraigned that could be moved to anyone as changes are made on the board. Everyone agreed.

Bill made the motion to accept Don's offer of the mailing address and Paul seconded. All approved.

### **Conventions**

#### **Postponed until Dec meeting**

**#6** Since Mitch will not be doing a lot of duties he has done in the past we need to deal directly with conference direct on our own, we should keep mitch in the loop because he has worked on the Kansas city show but after that we should have a committee deal with this agency directly.

They do not charge SSIA for this service as they get a commission from the hotel we pick. They will monitor the need for changing the room block among other things.

The committee should be heavy in suppliers as they have most of the issues regarding show location, and items related to the exhibition, for other show events then a mix of board members should be fine.

This company also will do our membership work for a very reasonable price. Pat suggested that since the board doesn't know if we can afford and should wait until the finance committee meets and discusses the yearly goals and provides a budget as the bylaws states.

**SRI and Michelle's comment** to Sandra that she wants an updated list of the members and she doesn't want to pay for it.

**Shoe Repair Awareness Week**: How was it? Did we get a good response? Sandra said she didn't get any response from it. She had repair with pink at the same time. Someone should ask on the website how it was around the country and if they got any response from the packets that Mitch did so we know where we need to concentrate.

**Fabric Bags**: How many are still in Sandra's garage? Put it in newsletter that after the SSIA plastic bags are gone we will no longer carry them.

**New Member packets**: Where do we stand and who is keeping track? Tabled until Dec

### **Committees appointed**

Finance Committee: Pat, John and Steve have offered to be on the finance committee

Show committee, membership committee tabled until next meeting.

### **New Business:**

Lyons and Volpi complained that SVIG was accepted as a member. Sandra got the complaints from him that he shouldn't have been accepted. Most people felt he qualified as a member and he was voted on. Paul Lyons distributes for him and thinks that he is trying to go around him. He thinks that he shouldn't and will quit unless its rescinded. Paul Angles will speak with him and try and smooth things out.

Meeting Adjourned at 10pm EST

Things to do before next meeting:

1. Establish a show committee and membership committee
2. Finance committee phone call to discuss the money issues and Treasurer
3. New Member packets

