

Conference call minutes for SSIA call

Dec 9, 2015 5pm

Free Conference number is [712-432-6100](tel:712-432-6100) and [712-432-6333](tel:712-432-6333) enter code 15151347#

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

Quorum: Yes

Vote on adoption of old Minutes: *With updated changes of switching Pat and Phil attached Bill Konomos made the motion to accept the minutes and John seconded. All approved.*

Presidents Report: Paul will send the timeline for the show. Right now there are rooms available for Convention 2016. (Reminding everyone that we have a \$15,000 guarantee on food for free meeting space).

Vice President:

Treasurer Report: Bob Berman (Money in the bank) \$43,900 in the bank right now. We still have around \$6000 for the balance of the bags. Bob also reminds the board that he is NOT a member anymore and someone really needs to step up to the plate. Perhaps someone from the finance committee.

Suppliers, wholesaler, and repairer Reports: Paul- suggestions from a wholesaler about not giving the Silver Cup award to those that owe money to them. This is NOT something that the SSIA should be doing. The board is not the financial police. The wholesalers need to communicate with each other so that they do not extend credit to someone that owes money to other wholesalers.

Old Business:

Conversation with Direct- Paul Recommends sticking to the timeline for the shows. Christine from Direct suggested that the SSIA get a cell phone to be used for the office phone and that way it can be passed around to any new person.

Convention 2017 Picking a West Coast site Conference Direct recommended Long Beach. After a discussion of the 3 general places of Anaheim, Newport and Long beach, Billy motioned to have it at LongBeach and Steve Dudaklian seconded. All approved.

A discussion was had pertaining to the people that were at the show that were not members.

Paul said that the show rules need to be tightened up of who exhibits at the show. Billy said that you should have to be a member to be on the show floor. All agreed. In the past some people got to be in a booth but not be a member and that is not right.

There was also a discussion of booth space. Paul said that if you buy 4 tables the 5th is free, but that may have been started for the machine guys. Sandra motioned to except the exclusion of machinists. The discussion will continue at the January meeting.

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Phone/Fax Petronio offered to have it there. Paul said he'll look into a cell phone like Christine suggested.

Address change to Petronio

Committees:

Financial Committee report: John and Pat estimated that we begin 2016 at \$49,400. He broke it down by expenses and income category, Show at \$40,000 expense, membership at \$105,000 income and the rest is newsletter, advertising etc.. He is recommending not doing the newsletter since its really not a money maker. He put a plan together for money into a promotional account instead and thinks will better the industry where the newsletter does not.

A discussion about the printing of the newsletter once again on whether to print it or send it online. It was also suggested that it only be sent to members again. Some people are very insistent on having a printed newsletter.

It was also suggested on the membership packets of products for new members to try so it would be more worth it to them.

Pat suggested a dues increase to all three members as it was suggested at the show discussions. Suppliers, Wholesalers and Repairers. It was discussed that the suppliers are consistently being hit up for money for the show and general advertising of it. They have a limited budget that will be used so it will be taken from other things that they may have given too.

John suggests creating subcommittees with a board member as the head.

Membership committee: Steve and Sandra will head that and ask for people to join them on the committee on facebook site.

Paper Bags/ cloth bags/plastic Bags Who is doing Committee? Plastic Bags were ordered and Bob sent check. John McLaughlin is looking into the bags for future.

Newsletter Is going to be on time. It was suggested that we have a membership application inserted into it so that everyone gets an application instead of just some.

New Business:

Rethinking supplier member side what it takes to be a supplier member. Sandra motioned to have 4 wholesalers with the board discretion and Paul seconded it. All approved. Previously it was: 8 wholesalers (There is only 26-28 wholesaler members)

Meeting was adjourned at 6:50 EST

I didn't hear who was on each committee to put out a list if someone could email me that info I will add it.

Things to do before next meeting:

- 1.
- 2.
- 3.