

Minutes of March 28, 2018 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, Mitch Lebovic, Jesse Pasternak, Shannon Embry and Laurie McPherson

Absent: Eddie Gitlin

Quorum: Yes

- 1) Meeting was called to order at 8:05 P.M.
- 2) Minutes from February 21, 2018 meeting were approved unanimously.
- 3) **President's Report-**
 - (1) Sandra will ask Shannon to send sympathy cards to Wall Street Cobbler and Reiner families.
 - (2) Sandra announced she'll be presenting President's Award to "Mom" at the upcoming convention. Everyone agreed with her choice and Mitch will order the actual award.
- 4) **Vice-President's Report-** Jim presented an idea about giving Board candidates a chance to say a few words when they're nominated from the convention floor; Mitch will put this in the script for Sandra.
- 5) **Treasurer's Report-** John reported that we have roughly \$108,700 in checking account.
- 6) **Under Old Business**
 - a) John met with Don about the Queen Mary issue and Don advised us to make it disappear by offering some type of monetary settlement. Pat voiced opposition to this idea and John said he would be contacting Queen Mary and follow up by e-mail to the Board.
 - b) Mitch reported that \$14,000 of exhibit space has been sold for Baltimore. Also, 35 repair shops have registered and 50% of our room block is filled.
 - c) The newsletter is short on ads. Sandra agreed to make some calls before April 15th deadline.
 - d) Orlando Site Visit report was distributed to the Board by Sandra, Jim, Shannon and Mitch. Their recommendation was to select the Wyndham Grand Orlando Bonnet Creek Resort. John made a motion to accept their choice, Shannon seconded. The Board voted 8 to 0 to hold the 2019 Convention at the Wyndham. FYI, the resort is extending our special nightly rate of \$149.00 for 3 days prior and 3 days after our convention dates.
 - e) SSIA Bag Order- 6 pallets will be completed by April 10th – 3 going to Guard and 3 to Petronio. Phil will work on finalizing the least expensive freight costs.
 - f) Teespring T-shirt sales – 4 units sold this past week; \$35 profit to date from this venture.

- 7) **Under New Business**
- a) Update on 2018 Membership Renewals – 6 suppliers did not renew – Acme, Gateway, Implus, International Shoe, Sole Choice and Sourcing For You. 1 Wholesaler did not renew – Dakotah Leather. 120 shoe repair shops did not renew.
 - b) Justin Blair is renewing as a wholesaler, not a supplier.
 - c) The Board voted to accept a new member application from Del Toro Suelas Company pending payment of \$1,000 initiation fee and membership dues.
 - d) Mitch and John will prepare cost estimates of a 5 minute video to be used for membership recruitment. The video will be filmed at this year's convention in Baltimore.
 - e) Mitch will include an open invitation to be a Board member in our next newsletter.
 - f) Phil will consider another Board term if no one steps forward – Pat is willing to do the same.
- 8) **Under Open Discussion** – Sandra reported on convention items she'll be discussing at next meeting: T-shirts, pennants, door prizes, etc. Also, Shannon reported that shipping costs on donated shoes for Puerto Rico totaled \$257.00; she again thanked the Board for helping a good cause.
- 9) Next meeting set for April 18th.
- 10) Meeting adjourned at 9:11 PM.