

Minutes of March 13, 2019 SSIA Board Meeting

Free Conference number is 712-432-6301 and enter code 196436#

Attendance: Jim McFarland, Phil Wadzinski, Pat McCabe, Laurie MacPherson, Shannon Embry, John McLoughlin, Eddie Gitlin, Todd Roberts, Jesse Pasternak and Mitch Lebovic

Quorum: Yes

- 1) Meeting was called to order by Jim at 8:02 PM.
- 2) John made a motion to approve minutes from February 20, 2019 meeting. Laurie seconded and motion was approved unanimously.
- 3) **President's report-**
 - a) Jim reported that Shannon is willing to assume registration table responsibilities at our Orlando convention. As Sandra has all of the badges and supplies, Jim and Mitch will coordinate with her picking up the material and delivering it to Shannon in late April. A motion was made and passed to approve Shannon as our new registration coordinator.
 - b) Jim reported that he is talking to wholesales about sponsoring the Silver Cup. Sponsorship levels are gold (\$1,000), silver (\$500) and bronze (\$250). Our Silver Cup expenses are \$6,000 and last time we raised roughly \$10,000 in sponsorships.
- 4) **Vice-President's Report-**
 - a) Phil reported that the Jobbers Book on polishes has not been published. The author is looking for a \$25,000 grant to publish 1,000 copies. After some discussion, the Board decided against giving him any grant money for the project.
- 5) **Treasurer's Report-** John reported that we have \$103,000 in our account. His detailed e-mail report was accepted unanimously.
- 6) **Old Business-**
 - a) Jim and Shannon reported that all but two slots are filled for seminars at the Orlando convention. Mitch reported that 35% of our hotel room block is filled; about normal for this time frame.
 - b) 2020 Chicago Convention Proposals – weren't forwarded to the Board by Mitch because he wasn't sure we were definitely planning a convention next year. After lengthy discussion on whether to have an annual event and where to hold our next convention; the board instructed Mitch to resubmit the 3 best proposals from Chicago area hotels. A decision on when and where to hold the 2020 convention will be made at our April meeting.
 - c) Update on the winter newsletter Mitch reported that the newsletter was at the printer and would be mailed out soon.
 - d) Jim reported that SSIA videos will be shot in late April or early May.
- 7) **New Business-**
 - a) Mitch will forward to Pat a list of members who have not renewed and the Membership Committee will follow up with personal calls.
 - b) Silver Cup/World Cup judging will take place Saturday, April 20th in Baltimore.

- 8) **Open Discussion** –
 - a) John agreed to find out the status of SSIA bags-how many cases we have left and whether or not we need to order more. We'll discuss at our April meeting.
- 9) Next meeting set for Wednesday, April 10th.
- 10) Meeting adjourned at 9:30 PM.