

Meeting Minutes 09-21-2014

Meeting held Online using GotoMeeting

Meeting convened at 1:13 EST

Roll call held:

Present: Tom Ripp, Jim Butman, John Cutts, Kevin Piper, Larry Bowman, Kurt Kloeckner, Jim Swift, Don OShall, Lee Rink.

Quorum established.

Pledge of Allegiance, led by Jim Butman

President's Report: Kevin Piper:

"All is well, now. Kurt is back in good health. Other than that, no changes since the last meeting."

Treasurer's Report: Kurt Kloeckner

Oral report given

Conference Report: Larry Bowman

"We have three people taking the ILCP. Per Kurt, will send the checks for them to him and the applications to Don"

"We have 20 people registered for classes so far, with a couple more having notified us they are going to attend."

"We have ten paid vendors so far, but have others who have committed to attend but not filled out the paperwork yet."

"We hope to have 20-25 vendors total"

"We met the 85% guest occupancy to secure our rate for the rooms"

"The spreadsheet Kevin sent is working though they needed to add some fields such as for the credentials"

"Will send a copy to the Board"

"Every class has some students. Least is Alarm Lock with 1 and Master Keying with 2. Cross-Keying has 3, Corbin core has 4, Fire door has 12, all the others have acceptable numbers."

"We could use some additional products for the raffle"

"We will have a laser printer there for any last minute printing needs"

Our lunches are mainly sandwich stuff, our banquet is a BBQ, but we have the All-American Breakfast with eggs and sausage. We have an afternoon break but no morning break."

"MINK is making T-shirts promoting and celebrating the event which will sell for \$20-American made, but non-union."

"MINK is going to give an award to Smallwood Lock Supply which has been our primary driver since the beginning, and whose Proprietor recently passed away."

"We have \$2275 that we collected from vendors and are using for small expenditures. When the conference is over any of that remaining will go to National."

"We set all out pricing based upon 35 attendees, so with only 20 it is not working out quite as we planned."

Comments on conference report:

Kurt: "We reserved 16 rooms for the Board :Kevin got a smoking room; Don OShall got a special needs room; John Rendle got a smoking room; Lee Rink, John Soderland, Larry Bowman, Tom Ripp, Jim Butman, John Cutts, Jim Swift, and Kurt Kloeckner all got standard rooms."

"The numbers reported tell me the word is not getting out about the show. I think it is because the brochure on the web page is too large to fit through email, because I tried to send it to a couple people and it would not fit in email. It seems like nobody is getting the information."

Don: The brochure is large. But the word has gotten out. We are on every day's login screen on Clearstar, have had numerous notices on Locksmith Ledger forum and the national Locksmith forum, and Locksmithing Community forum. We have had heavy volume of publicity on Linked-in. On Facebook, we have had many notices, plus having the availability of all forms directly from it. We mailed out 600 brochures by US Mail, and sent out by email and by Constant Contact, a link to the information on the web page. The web page has had 445 visitors to the conference page. we had ads in every issue of the National Locksmith and the Institutional Locksmith magazines. But yes, the brochure is too large for

email, even using Constant Contact, which is why we had to use a link for those notices.

Kevin: "I think Pete used to do something with little URL or tiny url or small url or something, that reduced the size of the pdf."

Don: "I just looked at the new software Kevin purchased for the ILA for pdf work, and it has an optimization method. I tried it just now, and it works. The brochure is now small enough for email. I posted it on the web and am sending Kurt and Kevin a copy."

Kevin: "Regarding the award for Smallwood Lock, how about if the national foots that bill to make it more impressive to them."

Kurt: Speaking of awards, we ought to be giving out three awards at the conference, the President's Award, the educational award, and another award, plus awards to all the instructors. We set a \$200 limit per award. We have not given them out for the last 2 presidents and it is time we began them again."

Don: "I may be speaking out of line here, but I think it is ridiculous for us to be talking about several \$200 awards when we claim to not have the money to reimburse people for their expenses working shows for the ILA and even holding ILCP exams for it at some. I have to admit I am one of the main people to be reimbursed if we did, so I have a personal interest behind the statement, but I still think it is ridiculous."

Kevin: "How about if we make the award to Smallwood the President's Award?"

Larry: "We were planning on spending MINK funds to save the national money"

Kevin: "I just think it would be more meaningful coming as a President's Award from national."

Larry: "OK"

Kurt: "By the way I have a projector and screen that I will be bringing"

Kevin: "Is there anything else you need like that?"

Larry: "I think we are ok on all that, though we need to buy some flip charts."

Kurt: "Check with the hotel. Usually hotels furnish those free. They charge for everything else but provide those."

Larry: "I will check but I don't think they will. They even had a fee for the easels for the flip charts and it was more than to buy an easel."

Conference 2015 Report: John "Chip" Cutts

"Helen of Briscoe sent us a list of potential sites and we are looking at them for the 7th to 11th of October, though we could shift it a week,"

"Assa and Allegion are both offering a class, so we have at least two classes promised"

"That is about it."

Comments on conference 2015 report:

Don: You may find that some exhibitors may not be available that week because it is the same week as GPLA, and with GPLA drawing 300-400 attendees and us drawing 20-40, they may elect to take a booth at their show instead."

Kurt: Ours is the most important show. It is more important than any other association, and we're not going to bend over for them just because they won't get out of our ballpark. If it is a smaller show, it is a smaller show. so what? We don't keep going back and forth. We moved it in '91 to avoid conflicting with ALOA. ALOA does nothing for us and ALOA will NOT control us. We can't worry about what the next guy is going to do."

Kevin: "We were discussing in the last couple of meetings the possibility of moving it to November because it seems like people are having a hard time getting away in October. Has anyone had any feedback from that discussion? I had asked each chapter to discuss it."

Jim Swift: "We discussed it at Beer City, and we agreed that it seems like no matter when we re-schedule it to, the others will schedule theirs just to conflict with us for the hell of it."

Kevin: I am not talking about re-scheduling to accommodate other shows. I am talking about re-scheduling it to make it easier for our members to attend. We heard a lot this year about how bad a time of year it is to try to get away to attend, and even two of our Board are not going to be able to make it. I want you to ask your members if November would be better for them."

Kurt: "I can tell you right now, November is poor timing. It is NO GOOD! The best we ever had was when we held it in July and were getting a hundred or more attendees. Then we moved it to October and the best we ever did after that was 75, If you hold it in November you will be lucky to get 25.. It should be voted on at the membership meeting anyway."

Don: "There is no requirement in the bylaws or policy manual to have the membership set the date, and

we won't have a representative sampling of the group at this one, for sure."

John Cutts: "How about if each chapter takes a vote of all its members, by mail, email phone and at meetings and reports back to National?"

Kevin: "That sounds like an excellent plan"

ILCP Committee report: Don OShall

"We have test scheduled at the Conference at at YANKEE with several attendees each."

"Thanks to Kurt we have the online testing paid for the next year, until August 2015."

Master Keying Certification Committee: Don OShall

Nothing to report. Still working on it.

Fire Door Certification Committee: Kevin Piper

"On track to have it ready for the conference if all goes well."

Comments on Fire Door Certification Report.

Kurt: " I paid the IFD their fee. Garret Tom should have gotten with Kevin about it. I guess he did not."

Kevin: "I will follow up with him."

Newsletter Committee: Don OShall in absence of Rendle

"Now that we can optimize pdf files we will re-address the situation and give the Board a report at the Conference"

Web Committee: Don OShall

Nothing new to report except that we are slowly getting what minutes I can obtain posted. If anyone has any, please send me a copy."

Comments on Web Report

Kevin: "The site is looking good and the passwords seem to work."

By-Laws and Policies: Don OShall in absence of an appointee

" The four proposals went out to the membership"

Comments on Bylaws report

Kurt:" The second of mine should have been on Policy not By-Laws"

Don: "Policy changes do not require a membership vote."

Upcoming Shows:

Jim Butman and Don OShall attending YANKEE and holding ILCP for at least three people.

New Business:

Don: " I split the individual under corporate onto a separate form from Associate membership form to reduce errors. Hope that is ok"

Kurt: "That is fine, but I have another thing for new business. You need a phone number to contact you because people are constantly bothering me, and probably bothering Kevin, by phone because they have questions and cannot find your phone number.

Don: Well that brings us to an interesting suggestion. At ALOA, I needed web access, and ALOA wanted \$1395 from each vendor for web access, so I used a mobile hot spot another person had. I think we should get a phone with a mobile hot spot."

Kevin: That sounds like a good suggestion, and it could be passed on to the next ILCP chair as well easier that way. Look into the costs and give us a report at the conference."

The meeting adjourned at 3:31 PM EST, after 1 hour and 18 minutes.