



ACTIVE 20-30 CLUB OF U.S. & Canada

I. CALL TO ORDER: National President Lovell: Carson Valley #85

National President Tommy Lovell (Carson Valley #85) called the meeting to order at 6:01PM (PST), on December 11, 2017

II. INTRODUCTIONS/ESTABLISH QUORUM: National President Lovell: Carson Valley #85, A quorum was established.

2017-2018 National Board of Directors & Officers

Tommy Lovell: National President, Carson Valley #85,
Jeff Okrepkie: National President-Elect, Santa Rosa #50,
National Director Region 1, Natalia Navas: New York City #1044,
National Director Region 2, Robert Steck: Eugene #920,
National Director Region 3, Ashley Corbett: Valley of the Sun #1028,
National Director Region 4, Chris Forsyth: Carson Valley #85,
National Director Region 5, Lisa Wunderlich, Napa #57,
National Treasurer, Andrew MacDonald: Sacramento #1,
International Relations Officer, Andrew Bain: Santa Rosa #50,
Immediate Past President, Monica Uriarte: Petaluma #30,
National Secretary, Abbey Kronenberg: Valley of the Sun #1028,
Interim Executive Director, Dale Fenton

National Board Members Absent:

National Director Region 1, Natalia Navas: New York City #1044,

Committee Chairs Present:

PR/Communications: Hilary Grider, (Greater Sacramento #1032), Chair
Budget/Finance: Andrew MacDonald (Sacramento #1), Chair,
History: Michele Spilman (Greater Sacramento #1032), Chair
Technology: Wayne Ingraham (Santa Rosa #50), Chair
National Convention Chair: Wendy Cockrell (Greater Sacramento #1032), Chair
Membership Growth and Retention: Jordan Goldstein, (Greater Sacramento #1032), Chair
Past Active Liaison: Monica Uriarte, (Petaluma #30) Chair
New Charters: Samantha Mineo (Sebastopol #63), Chair
Fundraising: Monica Uriarte, (Petaluma #30) Chair
Awards: Lacie Ladner Clementi (Gold Rush #1034), Chair,
Strategic Planning: Monica Uriarte, (Petaluma #30) Chair
National Project: Samantha Mineo (Sebastopol #63), Chair
Laws and Regulations: Monica Uriarte, (Petaluma #30) Chair

Committee Chairs Absent:

Midterm Convention: (Bakersfield),

Other Members Present: Geoffrey Cheung, (Healdsburg #205)

III. APPOINTMENT OF PARLIAMENTARIAN: National President Lovell: Carson Valley #85,

1. Monica Uriarte (Petaluma #30) was appointed as parliamentarian.

IV. ADJUSTMENTS/APPROVAL OF AGENDA: National President Lovell: Carson Valley #85

1. Move midterm to first committee item, line A

It was **MOVED by President Elect Jeff Okrepkie, SECONDED Region 3 Director Ashley Corbett AND AGREED BY THE BOARD**, to approve the agenda with adjustment to committee order. The motion passes unanimously.

V. MINUTES OF PREVIOUS MEETINGS: National Secretary, Abbey Kronenberg Valley of the Sun #1028

1. Move the account balance to financials sections as it was listed in the adjournment.
2. Move to approve the minutes with the noted correction

It was **MOVED by Immediate Past President Monica Uriarte, SECONDED Region 5 Director Lisa Wunderlich AND AGREED BY THE BOARD, AND AGREED BY THE BOARD**, to approve the minutes from the December Board meeting with the noted correction The motion passes unanimously

VI. PRESIDENT REPORT: National President Lovell: Carson Valley #85,

1. The biggest thing going on is that we have an Executive Director on the call. Met with Dale and Wendy on the 30th to go over items such as getting new member packets sent out to clubs that have been waiting for almost 6 months. Also met with Tom from national store.
2. Still waiting on checkbook and storage stuff to come so we can get that moved to Sacramento
3. It should be noted that Wendy and Dale are the interim ED and bookkeeper
4. The only thing we need to figure out is what we are doing with mail forwarding
5. Asked about member dues

VII. PRESIDENT ELECT REPORT: Jeff Okrepkie: National President-Elect, Santa Rosa #50,

1. President Elect Okrepkie reported his apologies for being distant from the national board for the past 3 months. Rescheduling trip to Arizona on April 13th for Scottsdale's Brokers for Kids.
2. When starting the term, sent some emails to clubs that are distant and heard back from Rocky Mountain club and the value of nationals. Trying to give them info on the grants from nationals, cocktails and connections from Eugene and VOS and restore faith in nationals as a past situation has them questioning
3. Trying to find more opportunities to travel in the next few months..
4. Jordan Goldstein asked about putting her on the growth and retention committee

VIII. IPP REPORT: Monica Uriarte: Immediate Past President, Petaluma #30,

1. Immediate Past President Uriarte reported that she has been doing a lot with Tommy Lovell and Jeff Okrepkie to get the contracts in order for the interim ED and bookkeeper. Has also been Working with Wendy too to get the financials in order
2. Working with Petaluma club to get the fire fund checks out to those affected after the 15th of January
3. Working on a proposal for midterm with the help of Wendy Cockrell to get an updated to our policies and procedures and maybe the bylaws to get done. Looking at getting a proposal on the P&Ps as these would only need board approval.
4. Will be calling a foundation board meeting in the next week to two weeks and Robert is the only signor on the Chase account so we need to get it switched it over

IX. TREASURERS REPORT: Andrew MacDonald, National Treasurer, Sacramento #1

1. 2016 – 17 Year End Financials
 - A. Account balance - \$228,938.30
 - B. Looking forward to working with Wendy to get reports to the board since we haven't been able to get reports in a few months

X. NATIONAL OFFICE: Dale Fenton, interim Executive Director

1. Glad to join everyone and learn more
2. Working with Wendy to get new member packets out, up to date on minutes, bylaws and P&Ps

XI. OLD BUSINESS

1. ED/Office Situation W. Cockrell/T.Lovell
 - A. There is an email to the board with an update and the deadline has come for the candidates for ED, bookkeeper and national office
 - B. Each committee member was asked to vote 0 (no confidence), 5 (some confidence) or 10 (absolutely, they can help us)
 - C. Votes were done by committee (with exception of one who was out of town) and the Executive Team vote to pick those candidates to interview and move forward with
 - D. There are 2 candidates for Executive Director, 1 candidate for bookkeeper, 2 national office and we will need board approval to interview
 - E. The committee had to redact some information as some of are members or past active members and wanted protect the integrity of the process and our organization. All of the applications and RFP information will be provided to the board to review so that nothing is a secret
 - F. It is challenging to disseminate the information but this process this time has been much better than last time to make sure we are protecting ourselves
 - G. It was asked if the executive committee would be on the interviews and it was explained that they would need to be present and it would be them and the same people for all the interviews to get a consistent view on all candidates

It was **MOVED** by **Immediate Past President Monica Uriarte, SECONDED Region 3 Director Ashley Corbett, AND AGREED BY THE BOARD**, to approve the proposed recommendations from the RFP committee to interview proposed candidates. The motion passes unanimously

- Also the contracts were emailed over to the board to review. Contracts for the Interim ED and Bookkeeper will be back dated to January 1st regardless of when we discuss in email

2. International Convention 2017 Eugene #920
 - A. Working on getting final discrepancies done and over to
 - B. Robert Steck will be speaking on behalf of the behalf of Tommy, sent them membership reports and numbers for the US and our representative at International Midterm Convention 2018
3. Membership Dues T. Lovell
 - A. Madera, The Q, Glendale, DC, Roseville have not paid dues
 - B. Jeff Okrepkie discussed the process for revocation of charter according to our bylaws as they up for interpretation and up to the board to make decision on how to handle them. There is no definitive process.

- C. According to the bylaws, any club that is delinquent for more than 30 days (not in good standing which means past due on dues, use of the name, use of buzzsaw, etc) and we try to give clubs some leeway in this process
- D. Basically, if you want to kick them out and revoke and suspend them, you have to give them 30 days notice via registered mail before doing so and then you have to give them 15 days notice that you are doing so. Then the club will have 60 days to appeal that notice and will be considered at the national convention.
- E. Delinquency notice that we need to send out to club and this should be sent out to clubs immediately according to the bylaws of their delinquency since they are more than 30 days past due.
- F. In years past we sent emails of delinquency to them and we have notified them
- G. It was questioned what we have done this year and the conversations had with the clubs that are past due and their intentions on paying. It was reported that conversations have been had with all past due clubs except no contact made with the Glendale club and that they all are aware of being past due but not sure when payment will be made
- H. DC hasn't had meetings in over two months, so Tommy talked with them about this when he visited during the region 1 meeting. Tommy discussed with Roseville about paying as they paid so late last year that it was noted that they paid this year on our books and we finally found that they still owed. They are aware and will be paying. Region 4 Director Chris Forsyth had visited Madera and the only contact has been one member on how they will be paying.
- I. It was discussed that the issue was how long it took for checks to be cashed from our previous office provider and not knowing who had paid dues at an accurate point in time because checks were being cashed a month later. We will also need a new address to provide for checks to be sent to so that our old office provider's information can be taken off of things
- J. Region 3 Director Ashley Corbett discussed her interaction with The Q and how dues aren't on their radar. Her only interaction is with Marilyn Beck and the club is only 7 members, they are a group of friends.
 - 1. Trying to get an agreement with them to keep their charter and have a meeting with the director and get some action plans in order
 - 2. Ashley made an improvement plan and is hoping to get them on the phone or dates in the works
- K. It was discussed as we are having the same issues with the same clubs, year after year. Should we be inflicting a punitive plan in place over this when it could be detrimental to their club. Instead we could come up with a payment plan or a long term plan with these smaller clubs to get them back on track so they are paying and also working on getting new members while being supported
- L. It was proposed to have a hearing does February 24th at a on your club (at midterm convention)
 - 1. We can discuss a payment plan, revocation of charter and getting clubs back on track
- M. This is probably less than 50 members total of the 900 members in the organization who are the delinquent ones
- N. We are spending so much time on clubs that don't want to follow the rules and pay instead of paying attention to the small clubs who do pay and are appreciative of this
- O. It was discussed how many of the delinquent clubs would actually attend the hearing at midterm convention. Clubs would be able to call in or even skype in and wouldn't necessarily need to be present for the actual hearing. It could be motivation to get them there and explain to them that we aren't trying to kick

them out of the organization that we are trying to work them on getting them back on track and create a plan.

- P. It was discussed that it would set a good precedent for the future by working with clubs on a payment plan and also discussing the revocation of their charter come January 1st if they haven't paid dues. That way dues collections didn't linger on through the end of the year.
- Q. It was discussed that the new letter will have to be drafted to encompass the discussion of the hearing and the delinquency.

It was MOVED by Immediate Past President Monica Uriarte, SECONDED Region 5 Director Lisa Wunderlich, to per our bylaws, send hearing notices out to the 5 clubs in question for being delinquent on dues for the hearings to take place at Midterm convention AND AGREED BY THE BOARD.

XII. NEW BUSINESS

- 1. Clubs w/ Membership Growth & Retention Issues Region Directors
 - A. Discussion surrounding any clubs that are having issues with growth and retention and that might be struggling. This is the time to go over the clubs that might need some attention from the board or national president.
 - B. Region 5 - Lisa Wunderlich reported that Vallejo is probably is the one struggling the most but they are still doing events and despite drop in membership and some leadership changes. Napa is low on membership numbers but they are still doing well.
 - C. Region 2 – Robert Steck haven't had a lot of interaction with clubs south of Chico, Redding, and Sac so he is hoping to do a second region meeting around the Margarita Mix-off in Chico.
 - 1. Seattle and Portland are struggling and are trying to get numbers up. Has talked with the Seattle club a lot and is even working on trying to get them at over 10 members and throwing them a cocktails and connections event if they do.
 - 2. Working on getting a newsletter going and reached out to the clubs but hasn't heard back but will reach out after international midterm
 - D. Region 4 – Chris Forsyth reported that he has visited all his clubs atleast once and has recently taken some time off. Working on getting all of his clubs the membership growth and retention grant as well as promoting midterm
 - 1. It was noted by National President Lovell that Auburn should be a club of concern as he was a former director
 - E. Region 3 – Ashley Corbett reported that she took some time off and she emailed all the presidents to ask for goals and upcoming spring events. Trying to promote the membership, growth and retention grant as well as the awards so region 3 has a better showing. In terms of struggling clubs, the women's clubs are going down in numbers.

XIII. COMMITTEES

- 1. Midterm Convention – Chris Forsyth reported on behalf of Brent Newby
 - A. They have a keynote speaker to showcase Bakersfield and also entertainment idea for the weekend such as a hockey game. They also are looking at doing some advertising or some podcast and video advertising to showcase the event.
 - B. It was brought up that our website still shows last years convention on it and there is no agenda listed

- C. Members can go to the facebook invite and then to the direct website and pay there but the itinerary for midterm isn't set completely and the President of Bakersfield doesn't want to post stuff until it's finalized.
- 2. History – **M. Spilman**
 - A. Club anniversaries are Marysville-Yuba City on Jan 14 for 7 years, The Q on Jan 16 for 8years, Greater Folsom on Feb 2 for 10 years, and Redwood Empire on Feb 13
 - B. President Lovell said that he will coordinate storage with History chair once items arrive from past national office
- 3. Awards Chair – **L. Clementi**
 - A. The awards packed will get updated on the website and it has been updated with the help of the past chair Vanessa. We have removed some awards that aren't as popular
 - B. Deadline is March 1st with the exception of a few awards including t-shirt, pin, and scrapbook which will be due at the end of May.
 - C. She does still need more people on the committee to help judge awards, ideally one from each region to help judge
- 4. Public Relations – **H. Grider**
 - A. Newsletter coming out this week. Have a new roster email list and merging with old list so hopefully we won't get many bounce back emails.
 - B. PR Grant is moving forward and will be judging this week
 - C. Trying to do some focus and targeted marketing with Instagram to get new members by following business, restaurants, and colleges in Sacramento. Tested this out and now found 5 new prospective members and would like to help do this in other regions and markets to help clubs struggling to find new members.
- 5. Membership Growth & Retention* – **J. Goldstein**
 - A. Sent application out and got great feedback or no response and her email to go out is ready to go. Wanted to know if there were any issue with the date so we could give the clubs more time to complete the application.
 - B. Push the date out to the end of February so it's after midterm and it gives them time to complete the application and have time to go over with their club
- 6. Technology – **W. Ingraham**
 - A. Completely redid the member center and posted the minutes there but they are private.
 - B. He noted that he posted them dating back to minutes from 2014 but there are a few missing from this timeframe
 - C. Discussed if they need to be on the public side of the website and available for people to view and it was decided that they should be public for people to see what is going on
- 7. Convention 2018 – **W.Cockrell/M. Davis**
 - A. Working with the hotel, looking at blue rooms and getting a suite from the hotel
 - B. Working on deals with restaurants and some sort of promotions to get people to midterm and if they sign up at midterm for nationals they will get a welcome basket or other promotional prize. Trying to get invites and website up next week
- 8. International Relations Officer – **A. Bain**
 - A. Members liked the stuff from Juan Carlos and his memos regarding the international organization and has forwarded some other emails to Hilary.
 - B. There's a website for international convention in Chitre .
 - C. Asked about some of the issues from the last call that he missed per the minutes and wanted to make sure it was handled
- 9. New Clubs Charter Chair – **S. Mineo**

- A. There are 3 active charters – San Jose is progressing and looks like their charter night will be in the next few months. Cottonwood Heights and San Diego are also progressing
 - B. Inactive clubs as of now – Hawaii, Charlotte, Santa Barbara and Santa Cruz
 - C. Inquiry from Chicago but hasn't responded to her response from the inquiry
10. National Project – *S. Mineo*
- A. As of September 25th, 25 clubs reported on the shopping spree and we took close to 2000 kids and spent \$120 on each kid. Kohl's was the primary, old navy and payless mixed in.
11. Laws & Regulations – *M. Uriarte (previously reported in IPP report)*
12. Strategic Planning – *M. Uriarte*
13. Past Active Liaison – *M. Uriarte*
14. Fundraising - *M. Uriarte*

XIV. REGIONAL DIRECTORS

Region 1: Natalia Navas: National Director Region 1, New York City #1044,
Region 1 Director Natalia Navas was not present so no report

Region 2: Robert Steck: National Director Region 2, Eugene #920,
Region 2 Director Robert Steck was not present at the time of the report, so no report

Region 3: Ashley Corbett: National Director Region 3, Valley of the Sun #1028,
Region 3 Director Ashley reported that everyone is aware of the issues with the Q. Looking to head down to Tucson in February. Looking to have a President call soon and before midterm so she can have updates. Hopes to have more interaction with Denver or Rocky Mountain Clubs as President Elect has had more interaction with them and she hasn't heard from them. The local men's clubs in AZ are looking at taking a joint trip to Denver and perhaps event going for the Denver Polo event.

Region 4: Chris Forsyth: National Director Region 4, Carson Valley #85,
Region 4 Director Chris Forsyth reported that he doesn't have too much to report and he has taken time off. It is sort of the slow time of the year. Carson Valley is doing their past active dinner on 27th of this month and home hosting is available.

Region 5: Lisa Wunderlich: National Director Region 5, Napa #57,
Region 5 Director Lisa Wunderlich reported that right now the main thing going on with clubs are installations or new leadership as well as crab feeds. She had a President's call on the 18th with all President including North Bay and does once a month, everyone is doing great and active now.

XV. NATIONAL FOUNDATION

M. Uriarte

- 1. Updated Financials – no report as Monica spoke about a meeting earlier in the meeting

XVI. ADJOURNMENT

T. Lovell

- 1. Mail forwarding email in the morning

It was **MOVED** by **Region 5 Director Lisa Wunderlich**, **SECONDED** by **Region 4 Director Chris Forsyth** **AND AGREED BY THE BOARD**, to adjourn. The motion passes unanimously.
The meeting was adjourned at 8:03 (PST).

Next National Board Meeting on February 12th by conference call.