

## WIFCA BOARD MEETING

September 9, 2014 at the Machine Shed

### **Call to Meeting:**

Steve Ulik called the meeting to order at 8:02 a.m.

### **Members Present:**

Elizabeth Allen, Wendy Werner, Bruce Klainot, Teresa Tran, Steve Ulik, Bob Steinberg, Kurt Meiers, Roger Hegg, Jay Zurn, Nate Hall, Pete Stollberg. Sam Hughes, Gordy Potter.

### **Members Absent:**

Fred Jaeckle, Jerry Daniels, Steve Walter

### **Secretary's Report:**

After corrections, a motion was made by Wendy Werner and seconded by Bruce Klainot to approve the minutes.

### **Treasurers Report:**

In Fred's absence, Roger reported the total revenue for the month of August was .58 cents. Expenses were reported at 610.44 including a check written in August for 225.00 which will clear in September. The Checking account balance as of August 31<sup>st</sup> was reported at 3,364.34. The Savings account balance was 13,599.36 with a total funds available balance of 16,964.20. Revenues due to WIFCA were listed as some unprocessed American Express charges from the golf outing in the amount of 2,780.00 and a reimbursement from the WFCA in the amount of 1,675.00. A question was posed if communications have been made with American Express regarding the unprocessed charges. Roger will contact Fred to discuss. Roger also noted a 300.00 fine from the IRS for the late filing of the 990 form. Roger will contact the IRS to discuss this as well.

### **Membership Drive and Executive Director Report:**

Roger reported that no changes in the membership totals occurred. Associate Individual membership remains at 16, retail only at 5, and retail joint membership stayed at 35. Roger proposed to the board that the WFCA is changing membership charges to WIFCA which are going up per member from 175.00 to 195.00. All general membership rates were brought up for discussion in lieu of this increase. WIFCA membership rates were normally at 200.00 for early bird sign up and 250.00 for the late rate. Discussions were brought up at the last meeting regarding changing the early bird rate to 225.00 and 275.00 for the late rate. If we can get dealers to sign up before December 31<sup>st</sup> WIFCA will only be charged the 175.00 for those sign ups. A motion was made that the rates for all sign-ups should go up 25.00 across the board for each incremental membership. A vote was taken by the board and the rate increase was unanimously passed. Roger will follow-up with a letter outlining these changes.

**Fall Meeting:**

The fall meeting will be held October 28, 2014. Previously the board discussed recognizing Fred Jaeckle, Ted Wallner, Pat Kerns, and Steve Kraier for their contributions to the industry at this meeting. It was to be held at the Country Springs in Pewaukee but unfortunately the venue is not available for that date. All four of the people being recognized will be available for a meeting on October 28. The board is still looking for a venue. Potawatomi was discussed as a potential venue but the expenses may be prohibitive. The board will continue to look for an option.

**Discussion of New Officers:**

Bob Steinberg was asked if he would be interested in serving as treasurer. A more formal discussion of New Officers was tabled for the next meeting.

**Training and New Business:**

Nate Hall conducted a commercial resilient certification pre-training course at Twohig Flooring America in Fond du Lac. The formal commercial to resilient certification hasn't been written yet. Nate wants to get the same installers who attended the pre-training course through that certification course when it becomes available. Nate has also wanted to pursue a type of trade show scenario to get more installers involved in WIFCA and/or WFCA in the future. The board discussed this and the potential installer shortages which could be an issue facing our industry down the road. Protocols for training installers and general marketing strategies to attract young men and women entering the work force out of high school were discussed. Future conversations regarding potential things the WIFCA can do to have an impact were tabled for a later date.

**Next Meeting:**

The next meeting will be held at 7:45 a.m. on Tuesday, October 14<sup>th</sup> at the Machine Shed.

**Adjournment:**

Bruce Klainot made a motion to adjourn the meeting and Pete Stolberg seconded. The meeting was adjourned at 9:03 by Steve Ulik.