

## WIFCA BOARD MEETING MINUTES

June 12, 2018 Teleconference

### Call to Meeting:

Don Walesewicz called the meeting to order at 7:31 am

### Members Present:

Don Walesewicz, Pete Stollberg, Steve Ulik, Fred Jaeckle, Roger Hegg, Ray Weinstock, Kurt Meiers, Gordy Potter, Bob Steinberg, Nate Hall, Bruce Klainot, Wendy Werner

### Members Absent:

Steve Walter, Bill Huss, Jay Zurn, Sam Hughes, Marty Schallock,

### Minutes Review:

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

### Treasurer's Report:

Fred Jaeckle Treasurer reported that revenues for the month of May were \$1,836.05 and expenses were \$4,286.19. As of May 31<sup>st</sup> the checkbook had a balance of \$4,252.71 and the money market account of \$23,337.95 for a combined total of \$27,590.06. On the spring meeting our net costs were \$3,939.83 with revenue of \$1,285.00. The loss to WIFCA for the spring meeting was \$2,654.83. We are expecting a \$2,000 reimbursement from the WFCA so our net loss in the end for the spring meeting should be \$654.83. Nate Hall made a motion to approve the Treasurer's report and Steve Ulik seconded.

### Membership and Executive Director Report:

Roger Hegg reported as of the meeting date we have 10 individual associate members, 6 retail only memberships, and 30 WFCA direct accounts. Roger reported the dual memberships will get us a reimbursement of \$2,686.00. He submitted for that reimbursement from the WFCA already and once received it will be added to the revenue.

### Training:

Nate Hall mentioned there isn't much happening with the CFI currently due to some health issues in the Wisconsin Chapter leadership. He will continue to keep the board posted regarding future updates as necessary.

### Golf Outing:

Steve Ulik reported we have 92 golfers to date. He has five volunteers currently and is looking for one more. Wendy Werner volunteered her time to work at the registration table and all slots were filled. Steve has the sponsorship signs and will be reaching out to a few other stragglers one more time. Bruce Klainot confirmed everything was set for giveaways and door prizes. Attendees will receive two drink tickets and a raffle ticket during check in at the registration table. All other raffle tickets will have to be purchased. Bruce spoke with Mike Raymond at the golf course and everything is all set on their end as well. The numbers come out to \$84.00 per person which was the same as last year. There was a more general discussion between committee members involving raffle prizes, ticket distribution, and hole

prizes. Final numbers for registration need to be in to the golf course by Friday June 15<sup>th</sup>. The board is looking forward to a successful WIFCA golf outing.

### New Business:

Roger Hegg asked the board to come up with topics for the fall meeting. The board felt it was important to deliver a relevant speaker considering the negative responses after the spring meeting. Steve Ulik suggested we find a speaker who focused on sales techniques. Bob Steinberg suggested bringing in a speaker from the manufacturing side. Possibly like the CEO of a major manufacturer. Wendy Werner thought a speaker who focused on selling the correct product for the correct situation would be valuable. Roger asked the board to continue thinking of topics and further discussion was tabled for the next meeting.

### Adjournment:

Roger Hegg made a motion to adjourn the meeting and Nate Hall seconded. The meeting was adjourned at 8:10 a.m. by Don Walesewicz.

Respectfully Submitted: Kurt Meiers