

WIFCA BOARD MEETING MINUTES

August 21st, 2018 Teleconference

Call to Meeting:

Don Walesewicz called the meeting to order at 7:33 am

Members Present:

Don Walesewicz, Roger Hegg, Gordy Potter, Bob Steinberg, Nate Hall, Sam Hughes, Steve Ulik, and Fred Jaeckle.

Members Absent:

Bill Huss, Jay Zurn, Bruce Klainot, Ray Weinstock, Pete Stollberg, Kurt Meiers, and Wendy Werner.

Minutes Review:

July minutes were approved without corrections, Gordy approved, Nate seconded.

Treasurer's Report:

Here is the treasurer's report for July 2018:

Revenue for July	\$ 4,961.99
Year to date revenue	\$31,555.43

Revenue mainly from \$2000 in support funds from WFCFA for our spring dinner meeting, \$2,686 from joint members that renewed, and \$225 additional for golf outing that came in late.

Expenses for July	\$ 452.58
Year to date expenses	\$ 18,363.85

Checking Balance as of 7/31/2018	\$ 14,719.03
Money Market Balance as of 7/31/2018	<u>\$ 23,338.91</u>
Total Funds on Hand	\$ 38,057.94

On August 3, 2018 Fred transferred \$8,000.00 from the checking to the money market.

Bob had asked about the golf outing revenue of approximately \$3,600 compared to prior year's revenue. Fred explained that we had all of the gift cards left over from last year because of the rain and we re-used the 2017 trophies also. Roger made a motion to approve and Bob seconded.

Membership and Executive Director Report:

Roger reported as of the meeting date we have no change in membership 10 individual associate members, 6 retail only memberships, and 30 WFCFA direct accounts.

Training:

Nate held a lengthy discussion on training that included the following topics and thoughts:

- CFI is starting an American competition for all of the flooring categories for the uniqueness, picturesque and difficulty of the installation.
- CFI also opened a training school in Shanghai
- Looking for ideas to fund additional schools for training or to simply attract more people to the installation trade for example South Africa takes a few pennies out of every flooring sale and has built a fund of over a billion dollars.
- Develop a catalog of certification for retailers to use as a selling point.
- Looking for empty store fronts and turn them into training centers
- CFI attended a nationwide builder's association meeting to try and attract installers.
- The installation sub-committee had talked to MATC in Milwaukee trying to work out ½ day of work and ½ day of schooling. The biggest challenge is to get enough retailers to help pay for this type of a program, or to help sponsor students during the day and then have them come work for the retailer. It was mentioned that so many of the retailers use subs that they are as concerned about the problem or will not participate.
- Discussion included how we can increase wages.
- Don made a suggestion for WiFCA to get involved in a job fare possibly. Nate pointed out that retailers need to hire installers.
- It was also mentioned that we need to get over race issues and work on better communication skills for installers.
- Question was asked how can we get 8-10 people to together to start the process and it will take money? How can we get retailers to get involved? A suggestion was made to get the committee back together and try and brainstorm ideas for financial support?
- In the past 6 months larger retailers are making offers to subcontractors to have them work just for them and making it very difficult for the smaller retailers to get subcontractors
- It agreed that more thought will have to be put into this discussion for the future.

Fall Meeting:

The meeting will be held at the Potawatomi Casino Hotel on Tuesday, October 23rd. Roger is still waiting for a PowerPoint presentation that Piet Dosse uses for his presentations so he can develop the flyer for the meeting.

New Business

Nothing to mention at this time.

Adjournment:

Don made a motion to adjourn the meeting and Steve seconded. The meeting was adjourned at 8:27 a.m. by Don Walesewicz.

Respectfully Submitted: Roger Hegg