

WIFCA BOARD MEETING MINUTES

July 9th, 2019 Teleconference

Call to Meeting:

Bruce Klainot called the meeting to order at 7:31 am

Members Present:

Bruce Klainot, Don Walesewicz, Pete Stollberg, Steve Ulik, Fred Jaeckle, Ray Weinstock, Kurt Meiers, Bob Steinberg, Gordy Potter,

Members Absent:

Nate Hall, Steve Martin, Ray Weinstock, Sam Hughes, Michael Kerns, Roger hegg

Minutes Review:

After corrections, a motion was made to approve the minutes by Roger Hegg and seconded by Michael Kerns.

Treasurer's Report:

Don Walesewicz reported on behalf of Fred Jaeckle Treasurer that revenues for the month of June were \$6,954.51 and expenses were \$8,470.10. Year to date revenue was \$16,977.20 and year to date expenses was \$18,748.48. The BMO Checking Balance as of 6/30/19 was \$13,296.58. The Summit Money Market balance as of 6/30/19 was \$470.09. The Summit Credit Union Checking Balance as of 6/30/19 was \$351.96 and the Summit Savings Balance was \$5.00. The Summit 13 month CD balance as of 6/30/19 was \$15,056.22. Total funds available as of 6/30/19 was \$29,179.85. The Golf Outing generated \$9,980.00 in total revenue. Golf Outing Expenses were \$9,861.00. The total revenue gained was \$118.90. Future liability on the 50/50 raffle was -\$555.00. With the 50/50 raffle taken into account the net loss on the golf outing was -\$436.10.

Membership and Executive Director Report:

Roger Hegg reported as of the meeting date we have 9 individual associate members, 2 retail only memberships, and the joint membership level has not changed at 26.

Training:

There was nothing to report regarding training initiatives.

Spring Meeting:

Total revenue for the spring meeting was \$2,170.00 and expenses were \$5,983.93. There was a deficit recorded from the Spring meeting of over \$3,813.93 dollars. The comments on the speaker weren't the most favorable. There was some value however most felt there was too much self-promotion on the speaker's behalf.

Golf Outing:

The golf outing this year wasn't the most favorable in terms of revenue this year. Sponsorships were down and the bucket raffle didn't generate the monies that were anticipated. Fred Jaeckle thought a golf only option shouldn't be part of the package. Or, if that is an option one member rate and one non-member rate should be considered. Steve Ulik felt an extra charge of \$20.00 per golfer next year which would go into the bucket raffle would be a good idea. Bruce Klainot will begin the process of looking for a new location for next year's outing.

New Business/Fall Meeting:

Fred Jaeckle knows someone in the Madison area who owns a retail store and has done extensive research involving women's shopping habits. He hasn't been able to make a formal contact with her yet but thought that may be an interesting topic for the fall meeting. Bruce Klainot mentioned acquiring a speaker from Engineered Floors as previously discussed but that particular manufacturer hasn't voiced any interest in participating. Steve Ulik thought a sales or technical specialist might be a good topic. There was a general discussion held by the board regarding potential speaker themes and Bruce Klainot asked everyone to continue coming up with ideas. Further discussion was tabled for the next meeting.

Adjournment:

Pete Stollberg made a motion to adjourn the meeting and Steve Ulik seconded. The meeting was adjourned at 8:10 a.m. by Bruce Klainot.

Respectfully Submitted: Kurt Meiers