



Breakfast Exchange Club Board of Directors Meeting Minutes

January 9, 2018 – 5:45 P.M.
Yellowstone Room

Members in Attendance

Tony Parish, *President*; Cory Hasiak, *President-Elect*; Cory Moore, *Past President*; Mike Fleming, *Business Manager*; Ed Kaufman, *Treasurer*; Dina Harmon, *Secretary*
Directors: John Wilson, Don Lohrenz, John Eastman and Chris Kosine

Members Absent

Rene Critelli and Mel Reinhardt

Guests in Attendance

Gene Jarussi, Member; Lea Hackney, Make a Wish

I. MEETING CALLED TO ORDER

A. Pledge of Allegiance.

B. December 2017 Meeting Minutes

Minutes from December meeting were presented for approval. It was motioned by Cory Moore and seconded by Don Lohrenz to approve minutes as written. Motion passed.

II. OFFICER REPORTS

Secretary's Report:

Secretary Dina Harmon reported membership as standing at 172. Jeff Isom has resigned from membership.

Treasurer's Report:

Treasurer Ed Kaufman submitted the financial reports to the board for review. One member is in dues arrears and will be sent a letter to remind them of such. Our revenue is a little skinny right now. Looking at granting, there will be \$69,000 that could be available. Ed will go over grant requests that have been received with Kevin to determine how much could be needed and how much should be held back for next quarter as we do not have many events coming up.

President Elect's Report:

Cory H. reported we have Monster Trucks in February. He will begin scheduling for that in about three weeks. No events after that until April.

Business Manager Report:

Mike Fleming reported Monster Trucks scheduled in February. In April, we will have Rod Stewart, PBR, and River Dance.

One members R-serving expired in November and three members R-serving expired in December.

To date, six months into fiscal year, our gross sales are at \$235,099. At this time last year, we were at \$339,890 and in December of 2015 we were at \$413,000, so we are behind past years for gross sales at this time.

Some beer booth remodeling to come while things are slow. Bottle/can only booth to have taps added.

III. OLD BUSINESS

A. Membership Requirement Committee

Chris Kosine reported on what was developed with the committee formed to address the membership growth in the December 2017 Board meeting.

Expectations they came up with for the new members are:

- ❖ Recruits should attend a quarterly orientation meeting with their sponsor prior to submitting an application. If the new recruit is then interested in joining, their application along with payment, should then be submitted to the Board for their next board meeting.
- ❖ If the sponsor and/or recruit are unable to attend orientation meeting, they must wait and attend the following quarterly meeting, prior to submitting an application for membership.
- ❖ Once the board of directors has received the new recruit's application, the Board will schedule for the sponsor and the new recruit to attend a board meeting for the interview, at which time the board will follow their procedure on voting for the new recruit.
- ❖ Upon being voted into the club, new member needs to attend, along with their sponsor, a Friday morning meeting, within 60 days to be introduce to club membership.
- ❖ The new member must be a member in good standing for one full year prior to sponsoring a new member.

Sponsors need to be much more involved in educating their new recruit, getting them involved and acclimated to the club. Members to be limited to no more than two (2) new recruits per quarter (eight per year). The Board may vote to allow a member to sponsor one more than this if they are following all the guidelines set forth for sponsors. Sponsor expectations include:

- ❖ Sponsors to attend quarterly orientation meetings with all new recruits.
- ❖ Sponsors to confirm with new member they have completed their R-Serving training.
- ❖ Sponsors must attend the first beer pouring of every new recruit and confirm that person is comfortable with their training.

If the above requirements are not being met by a sponsor, the board can vote to suspend the members sponsoring privileges. John E. motioned we accept the new member and sponsor requirements as presented. Cory H. motioned to amend the requirements and change the quarterly new member orientation prior to being

accepted as a new member to a monthly new member introduction to be delivered prior to the Board meeting. Chris seconded the amended motion. Motion passed.

B. Extra January meeting

The board will hold a second meeting in January to accommodate several applications for new membership. It was determined the Board will meet Monday, January 22nd at 5:45 p.m. in the Yellowstone Room. Sponsors will need to attend with their new recruit

IV. NEW BUSINESS

B. Make a Wish

Lea Hackney with Make a Wish came before the Board to request BEC membership consider being a part of a wish. The Grants Committee granted Make a Wish \$7500 two quarters ago which is enough funding to pay for one of 40 wishes they will complete this year. Lea explained there are many different capacities that membership could participate in a wish. Members could attend a wish reveal, send off party, or be at the airport to see family off or be there to welcome them back. The Board asked they be apprised of wishes coming up and will work with membership to be a part of one.

C. ADJOURNMENT

The meeting was adjourned at 7:30 p.m.

Submitted 1/10/18 by Dina Harmon