

LAB Board meeting by phone, 10/14/09, 1230p edt

Attendance: Harry Brull (to 1;18PM), Gary Brustin, Amanda Eichstaedt, Bill Hoffman, Mike Nix, Rob Sadowsky, John Siemiatkoski, Eric Swanson, Hans VanNaerssen, Tim Young.

Staff: Andy Clarke

Absent: Lisa Falvy

June 18 minutes: Hans moved, John second, to approve. Unanimously approved except Rob who abstained.

Financials: Andy & Eric updated. Andy said we're on course to meet EOY projections, but not necessarily the budget. Biggest challenge is drop in renewals, appeals, contributions. EOY appeal scheduled & hopeful it'll be successful; it has a major donor component, and some lapsed members will get appeal. Other membership groups are experiencing the same; our drop seems to be later than for others. Industry support tiding us over, but at some point we need to make up that shortfall.

Q: Hans: are we even w/ EOY 08 in number of members?

A: Andy: probably experiencing usual attrition of members, but major contributions have dropped off. Renewal rate is at or slightly below average, contributions definitely below average.

Rob: membership at his organization is down 20%, renewal rate down 10%, don't see improvement for 8-9 months.

Eric: worried about having people forget us; he would put more emphasis on renewals over appeal. We've under-achieved on renewals for some time and wants vigorous action on this.

Q: Amanda: where is new membership system?

A: Andy: Michelle has brought in 2 people to work on new software.

Rob: Active Trans. Alliance is investing in software based in Chicago. Maybe LAB could share in use or purchase to get lower price on software.

Andy: we haven't replenished members with new ones; renewal rate is not terribly different from past.

Q: Hans: still haven't seen cash flow statement; he's concerned about this early in next year because cash flow usually is slow in winter.

A: Andy: 1st few months not as bad as thought due to Summit income. April is when we could get caught short due to Summit bills coming in.

Q: Hans: will we get a cash flow report?

A: Amanda: Eric was going to work on this per 6/18/09 minutes.

Eric: it should be done by staff. needs to reflect when we'd need to dip into line of credit.

Andy: would help if Eric & Hans could be on hand to walk staff through what's needed in such report.

Eric: I can work on this after Nov. 3. Audit Committee meeting needed anyway.

Hans said he's available.

Rob said they do a lot of cash flow projections, and he'll be in DC 10/26.

Q: Bill: how much is line of credit (L/C)?

A: Andy: \$200K, doesn't have current amount in front of him.

Gary: at end of Aug it was ~\$120K.

Eric: L/C renewed last month.

Q: Bill: how did major spring acquisition do?

A: Andy: more than broke even, but wasn't at the volume we could have done due to list not as good as it should have been—lots of old addresses, so we ended up with 1/3 of the list.

Region 3 seat: Amanda: Don Sparks submitted his name after she spoke to him after Bruce's death.

Q: Rob: what about diversity? When you appoint people that's the easiest time to get diversity.

A: Amanda: Jeff Lynne & Don were the only two from Region 3.

Rob moved, John second, to call the question. We then voted by individual email to Lorna, to preserve confidentiality.

Outcome: 8-1 w/1 abstention, in favor of Jeff Lynne.

Harry left at this point (1:18P)

Bylaws: Tim: general update is ready for Board review, but more work needed on preferential voting section before recommending. Maybe test the system on a simple question. Will probably eliminate regions & toward preferential voting.
Hans: we've been talking about having all-elected Board; we shouldn't give up appointed seats if it doesn't increase membership voting.

Eric: tough thing is to explain system to members and make sure it works smoothly.

Tim: petition section also needs work.

Bill: if we try it out, it should be on something non-controversial, not a vote on part of the Board.

Eric: we should separate issues of expanding the Board and the system of voting.

Tim asked Andy if staff could look into differences and bids for preferential voting systems.

Summit: Andy: 10th anniversary is this year, date is Mar. 9-11. Primary sponsors still on track. Andy wants Board input on how to get good attendance and experience at the event. We will offer the first 100 signups at \$285 (2001 rate).

Amanda: Tuesday membership meeting will be before dinner (if they want to pay for the dinner). Wednesday evening membership meeting typically competes with other events.

Q: Bill: would this be the annual meeting?

A: Amanda: yes.

Bill: then there are certain things that must be done, and the dinner should be shortened.

Rob: theme should be “the future is now.”

Hans: think of lower fee for LAB members. Also, ask advocacy leaders around the country what we should be doing.

Nominating Committee: Hans: 19 applied for the 4 appointed seats, and we decided to move forward with 8 (now 7 without Jeff Lynne) to present to Board. He'll send paperwork for all 8 in a week or so.

John: don't change the recommended slate—send 7.

Budget: Hans: 2010 workplan just sent by Andy to Executive Committee, then will go to full Board. Amanda will be working on Andy's EOY evaluation.

Amanda: Audit & Education Committees need to meet. Hans: in March, what can we do to become significantly bigger or better in education, advocacy, development, or should we be bigger? Tim: we should refresh our brand.

Hans moved to adjourn, Tim second, approved. Meeting adjourned at 1:50PM EDT.

Respectfully submitted by Harry

(with tremendous appreciation to bill for doing the heavy lifting)