Board of Directors Meeting #3

February 11, 1999

Conference Call

Present:
Anderson, Fresh, Hiad, Lonabocker, Smith, Guerrero, Johnson, Mead, Schuster.

Guests:
Bilger & Taylor. Staff: Sullivan, Nassirian, Gough; Barnett.

1. Attention turned to the Values Statements, as they would lead us into budget decisions. Haid had offered a modification to #2 prior to the call. Mead indicated that we should state how we would evaluate the membership fees. Smith asked if we had budgeted to allow development of new programs and other services. Lonabocker indicated a desirable objective would be to budget a contingency incase the annual meeting doesn't do as well as planned. Sullivan indicated that he remained concerned that the Annual Meeting occurred late in the fiscal year and its impact on the budget made recovery problematic. Haid suggested amending the second value by "earnings from the annual meeting" be changed to "earnings from the AM registration fee be targeted not to exceed the AM program expenses by more than 15%". Sullivan stated that he felt it was the Office's obligation to keep these at the lowest possible level. The Board agreed that consensus centered on the AM should be market priced and planned in such a way to limit using the registration fee as an general income source.

2. There was discussion about what the best approach might be to articulating the budget options. Preparing a budget with dues at $125 and $165 with a Board recommendation for which to select and the rationale. Discussion continued with regard to indicating a period of time for this increase. Anderson asked an explanation of a number of specific items in each of the options under consideration. He summarized that at $125 we'd still loose the sponsored research development and have no budget to rebuild reserves but couldn't Annual Meeting vendor contributions fill the gap. Haid expressed his view that the differences was whether AACRAO could grow/solidify its position or do neither. Sullivan was asked how he would characterize the size of the Office. He indicated the association was previously in a mode of growing to 33-35 staff, without adequate support, now we building on low 20s with regular support and a reasonable conference fee.

    > "We got a talented group that is capable of delivering a government relations response to member needs, developing a professional development program with the support of the vice presidents and the committee structure, beginning a resource center to support member inquiry about best practices, moving forward more aggressively on publications and getting into a weekly member communication. We can do it with 2/3ds the staff other organizations but need to recognize we haven't develop the big income stream. We really have come a long way this year. But we need to earn a permanent increase, we should do a year or so at a time and prove to the membership we deserve their support."

***M/S/P* To approve presenting budget option C ($125 dues) but to recommend E ($165 dues)** [*#99/3/1* 9/0].

Lonabocker had to leave the call.

3. Haid presented the proposed plan for the chair's transition meeting later this month.

4. Johnson asked about progress on contributions. There's about $5000 so far in the "Save AACRAO" challenge fund. Scholarship solicitation is underway and the Chicago LAC's contribution had just arrived.

5. Question was raised regarding how to manage the constitution and by-law changes at the business meeting. Sullivan reported some concern regarding the name change, it costs and value.

   ***M/S/D* To remove the name change from this year's proposal** (#99/3/2 1/6 Mead).

6. The meeting adjourned at 3:15 PM EST.