MINUTES OF THE MEETING OF THE ERA NATIONAL BOARD OF ADVISORS
Sunday, March 26, 2006, at the Hilton City Center, Charlotte, NC

The ERA business meeting was called to order at 7:15 AM.

The following board members were in attendance: Mike Schroeder, Alan Melton, Dan Smith, Chris Thompson, Scott Fureman, Alan Campbell, Henry Henke, Larry Hagemeister, Mike Dietrich, Ronnie Charnes, Mark Hoogterp, Bob Wagner, Dennis Jacinto, Kenny Turner, Richard Vensel, Wes Grueninger, Fraser Cox, Tom Reusser and Joe Davis.

In addition, the following ERA members were in attendance because they expressed an interest in contributing to the association: Dave Biehl, Joe Bradish, Ken Plourde, Azam Rahamat, Blane White, Tom Talley, Chris Galbreath, Paul Lavoie, Darren Roggentien, Dan Czerna and Ron Davis. ERA office manager Darlene Schroeder also sat in on the meeting. Each person present introduced him or her self to the group.

Chris Thompson reported the association has $74,337 in the bank account, and $16,221 of that belongs to the training fund. He said that some show expenses have already been paid, but noted a few have not. His overall view is that the association is in sound financial condition.

Mike Schroeder reported the total membership is at 505, with 416 of those rebuilder members. The remaining 89 are supplier or warehouse members.

Wes Grueninger gave a brief report on website usage. He stated the site now averages 60 unique users per day. He also said the number of members visiting the Forums is growing slowly each month.

Mike Schroeder reported that attendance for the nine seminars held in 2005 was 485 paid attendees, an average of 54 per seminar. He noted that approximately 50 attendees would be the break even point. Total income from the seminars was $36,114. He also reported that the first two seminars of 2006, Chicago and Charlotte, have drawn 51 and 64 respectively.

Bob Thomas talked briefly about the DVD project and reported sales at the show had exceeded expectations. He said about 50 copies were sold over the weekend. He also explained that any supplier that contributed to the original training would be offered special pricing on DVD's should they wish to help market them. It was added that the next DVD project is already in the works.

Alan Melton presented the following recommendations from the nominating committee, which included Alan, Kenny Turner, Ronnie Charnes, Henry Henke, Larry Hagemeister and Mark Hoogterp:

First Vice President – Alan Melton (who excused himself from this selection)
Treasurer – Chris Thompson
NE Regional Vice President – Blane White
SE Regional Vice President – Scott Fureman
NW Regional Vice President – Larry Hagemeister
Canadian Regional Vice President – Fraser Cox

He noted Jody Nava had stepped down from SE Regional VP but would remain on the Board of Advisors. Other returning Board of Advisors members are:
Mark Hoogterp, Ronnie Charnes, Joe Davis, Richard Vensel, Bob Wagner, Wes Grueninger, Dennis Jacinto, Jim Talsma, Tom Reusser, Kenny Turner, and Bill Meyer.

Recommended to join the Board of Advisors:
Azam Rahamat, Anderson Auto Electric Co., Waterbury CT
Tom Talley, Talley Auto-Truck Electric, Arlington, TX
Ken Plourde, Guy's Electric Service, Inc, South Windsor, CT
Jerry Keiffer, Allstart Auto Electric, Inc, Newport, OR
Chris Galbreath, AES Supply Inc., Portland, OR
Connard Cali, Perfect Fit Industries, CA

Following the nominations, Mark Hoogterp noted the committee had also selected Dave Biehl. Alan explained that the bylaws only provided for 30 members and he found they had selected 31.

No additional nominations were made from the floor. The slate of officers was approved unanimously.

Next item on the agenda was the revised bylaws. Mike said that much time had been spent tweaking the bylaws over the 12 months, especially by Jody Nava and Scott Fureman. He ensured everyone was familiar with the final version that had been posted on the website for several weeks. A vote was taken to approve the revised bylaws as written. The revised bylaws were passed unanimously, and were immediately adopted.

Following the vote there was some discussion to amend the restriction on the size of the Board of Advisors so Dave Biehl could be added. A motion was made to change the wording of last item under "Overview of the Role and Responsibilities of the National Board of Advisors". The motion stated that it be changed to: "Shall consist of 30 or more." The motion was seconded and passed unanimously.

The motion was then made to add Dave Biehl to the Board of Advisors, was seconded and passed unanimously. The Board of Advisors now has 31 members.

One last motion was made to limit voting to one board member per organization. This motion was seconded and passed unanimously.

The floor was then opened to new business. Several present questioned whether the off topic forums and the discussions that are held on those forums were appropriate for a professional trade association. Several members defended the usefulness of those forums and Wes Grueninger explained he had created those forums so members could get to know one another better in an environment outside of business. It was decided, without a vote, to let the off topic forums stay on the website for the time being.

The meeting ended 8:20 am.

Respectfully Submitted,
Bob Thomas, secretary