

ELECTRICAL REBUILDER'S ASSOCIATION BOARD OF DIRECTORS MEETING
Wednesday, October 18, 2006

The meeting began at 7:4 pm via conference call. Mike Schroeder, Alan Melton, Kenny Turner, Chris Thompson, Mike Dietrich, Jody Nava and Bob Thomas were in attendance.

Jody began the meeting by explaining a possible membership benefit she had investigated. She said she had talked to the owner of TBG (The Buying Group), a business that operates online, offering preferred pricing for a variety of business services including DHL (shipping), ADP (payroll), RBSLink (Credit Card processing), Staples (office supplies), Verizon Wireless (cell phone), MESCA Freight Services (freight carrier). There is an annual fee of \$100 for small businesses to join, and TBG offered to cut the price to \$50 for ERA members. The idea was discussed, with Mike pointing out that the association could not afford to pay the fees, since \$50 represents 1/3 of the dues. But he admitted it might be worth offering the program to members since the price was discounted, if members were interested in it. Bob & Chris offered to check out the value of the benefits and report back at the next meeting.

Next Alan relayed a message from Polly concerning a letter the ERA promised to mail to suppliers on her mailing list. Mike said he would have Darlene handle the mailing if Polly would provide her supplier mailing list. Alan added that Polly asked if the letter could be printed in the ERE. Mike said he would not agree since the letter was directed at getting more suppliers to buy booth space and he felt rebuilders might be confused reading it in the paper. All who had read the letter agreed.

Mike then brought up a suggestion Joe had made, concerning a mailing to all non-member seminar attendees, inviting them to attend the show for free, with admission to be paid by the ERA. Bob and Chris both questioned whether this might make our members feel like free show admission was not a real benefit for them. The idea was discussed more, and several present noted that benefits are diluted when they are given to non-members. Subscription the ERE was brought up as an example. Everyone admitted to have heard the line, "but I already get the newspaper for free." The consensus was that this might not be such a good idea after all, but it was left for further consideration when other board of directors members are present.

The next item to be discussed was the 2007 seminars. Mike reported that there were problems with two of the seminar locations. Alan noted that Dan Smith was in Winnipeg, meeting with Wilson, and it was suggested he call Dan to pitch them for a seminar date again. Previously Wilson had expressed interest but backed out. Mike said that Joe wanted to wait until after the APRA Show in Las Vegas before making any final decisions.

Mike reported that all was in order for the booth at the APRA show, and he has hopes of signing some new members there. He said that Dan, Alan, and himself would be attending the APRA board meeting as guests, and that one topic would be scheduling an ERA Tech Ed seminar for Las Vegas during next year's APRA show.

Bob reported he had no information of how many new member applications had been received from the newspaper ad, but by the November meeting, more should be known.

Lastly, Mike reported the budget was 95% finished and the final meeting was planned for October 24. Bob noted the Board of Directors should have a copy of the proposed budget by Wednesday, the 25th. The ERA Board Forum will be used for discussion of the budget and voting on the budget will be done by email the first week of November.

The next meeting will be held on November 15th. Blaine White, Scott Fureman, Hank Henke, Fraser Cox and Tom Talley are scheduled to attend.

Respectfully Submitted,
Bob Thomas, secretary