

Start Time: 6:34 pm CDT

Attendees: Dan Smith, Jim Thomas, Joe Bradish, Mike Schroeder, Joe Davis, Ronnie Charnes, Kenny Turner, Jerry Kieffer, Alan Melton, Blaine White, Mike Dietrich, Chris Thomspon, Azam Rahamat

AGENDA:

1.) Wes Grueninger Proposal.

A motion was made to accept the proposal as to the new status of Wes' contract with the ERA. As detailed in the minutes of the 8/22/07 board meeting: The current contract will be dissolved by mutual agreement of the Board of Directors and Wes Grueninger. Wes will be an independent consultant to the ERA at \$1250/month and cover the responsibilities listed in his proposal.

The motion made by Alan Melton was seconded by Dan Smith. It passed by unanimous vote.

2.) APRA Show Details.

The booth arrangement will be a trade with the APRA for booth space at the ERA show as in the past. The only ERA expense is for equipment rental. Jim Thomas, Joe Davis, Mike Schroeder, Alan Melton, Dan Smith and Mike Dietrich will be there to help at the booth. Jim Thomas, Mike Schroeder, Alan Melton and Joe Davis will arrange for assorted items and insure that they get to the show on time. Arrangements for the sale of ERA items and processing new memberships were made. Mike Schroeder stressed that we need to keep good records to insure that we later supply the right items and/or information.

3.) New Member Report by Jerry Kieffer.

Twelve members did not renew in July and August as of 9/4/07. Jerry mailed 12 thank you cards to new members and suggested that the appropriate regional VPs call members who have not renewed to see if they have any interest or ask why they have not renewed. Board members felt this was a good approach.

A special thank you was expressed to Darlene Schroeder for the extra effort she has put into supplying seminar information.

4.) Treasury Report. (See attachment)

Chris Thompson gave details of the report. He expressed concern that projected income for 2007 was substantially below estimates and that fiscal caution is needed to insure the future of the ERA. Budget planning for 2008 starts next month.

5.) Seminar Report by Joe Davis.

Joe gave the following information: Allenton, PA had 40 attendees and the ERA gained 1 new member. The EMS seminar had 30 in attendance, 26 were already ERA members. For the Memphis seminar, 15 have signed up and Jim Thomas and Joe Davis called 24 companies to try to boost attendance. The low number is possibly due to the lack of a WRS sales office in Memphis.

Chris Thompson asked about seminar refunds, which have been given on a case by case basis in the past. Due to the circumstances of the EMS seminar, 1 no-show will receive a refund.

6.) Nominations.

Mike Schroeder made a motion to nominate Ronnie Charnes for SE Regional VP. Chris Thompson seconded the motion. Mike Schroeder also made a motion to nominate Wendy Green to the Advisory Board of Directors. Chris Thompson seconded this motion. The elections will take place on the ERA website in the Board Forum.

7.) Website Use.

Dick Vensel requested by email that we discuss the possibility of a packet of information to make website use easier. Members agreed we should do something in this regard. Ronnie Charnes asked that attendees at the APRA show spend time on Monday afternoon to develop a step by step approach to website use. Joe Davis suggested showing website use at his seminars and Jim Thomas felt it was critical to do so in the morning.

8.) Sale of ERA Membership Lists.

After much discussion, Dan Smith made the following motion: A mailing list in a modified electronic format of rebuilder members can be purchased by ERA supplier members only for \$150. Alan Melton seconded the motion. A vote was taken and passed unanimously. On a side note, Mike Schroeder discussed a benefit available to ERA members. His recent purchase of a "message on hold" system from American Impact Co was substantially discounted as a result of his membership. Jim Thomas has had this system for 4 years and is very satisfied.

The next board meeting will be held on Oct. 17, 2007 at 6:30 pm CDT.

Meeting adjourned at 8:15 pm CDT.

Respectfully submitted,

Joe Bradish,

Secretary