

Minutes ERA Board of Directors March 17th, 2021

President Ken Plourde called the meeting to order at 6:30 pm central time.

Attendees: Art Glass, Ronnie Charnes, Michele Schroeder, Joe Mazzone, Bob Hopko, Alan Reynolds, Jeff Cazal, Mike Schroeder, Stephanie Schroeder, Ted Heywood, Tom Barrett, Mohammad Samii, Lonnie Bain, Jim Richer, Mike Mackey, Gene Kaiser, Mike Tweed, Kenny Turner, Mike Dietrich, Ken Plourde, Paul Sailon, Glen McLaughlin, Daren Roggentien.

1: Consent Agenda:

- a. Art Glass made a motion to accept the Consent Agenda. Mike Dietrich made a second to the motion. All ayes. Motion approved.

2: Secretary Report:

- a. Mike Schroeder made a motion to accept the minutes from the February 17th, 2021 ERA Board of Directors meeting. Art Glass made a second to the motion. All ayes. Motion approved.

3: Treasurers Report:

- a. Mike Schroeder presented a Profit & Loss Statement for the month of February 2021.
- b. Mike informed attendees that he is still working on overcharges and credits with ATT.
- c. Mike reported a balance of \$4,651.49 in the ERA Checking Account. Ronnie Charnes made a motion to accept the Treasurers Report. Daren Roggentien made a second to the motion. All ayes. Motion approved.

4: Membership Report:

- a. Michele Schroeder that as of March 1st, 2021 the ERA has 352 members.
- b. Michele informed attendees that there are 3 Guest Members that will expire in March 2021 and 6 Guest Members that will expire in April 2021. Michele added that she contacted a Guest Member that expired in February 2021 and they joined as a Rebuilder Member.

5: Correspondence Report:

a. ERA Office:

1. Michele Schroeder reported that she didn't receive any Correspondence.

b. Secretary:

1. Daren Roggentien reported that he didn't receive any Correspondence.

6: Exchange magazine Report:

- a. Stephanie Schroeder reported that she is working on the April issue of the Exchange Magazine.
- b. Stephanie informed attendees that the March issue of the Exchange Magazine has been sent to the printers with the updated 2021 ERA Trade Show information. Stephanie added that the 2021 ERA Trade Show information has been added to the ERA Web Site.

7: ERA Web Site Report:

- a. Bob Thomas was unable to attend the meeting.
- b. Ken Plourde reported that the Global Subscription project is being finished up.

8: Technical Advisor Report:

- a. Mohammad Samii reported that the number of calls coming into the ERA Tech. line has increased for the month.
- b. Mohammad informed attendees that he is working on the Monthly Tech Articles. Mohammad added that he is finishing up his Seminar information for the 2021 ERA Trade Show.

9: 2021 ERA Trade Show Report:

- a. Mike Schroeder reported that the 2021 ERA Trade Show Committee met on March 10th, 2021 to finalize the Seminar Schedule and Trade Show Floor times. Mike informed attendees that there will be a Seminar with Suppliers on On-Line ordering.
- b. Mike informed attendees that everyone needs to preregister with the Hotel for room reservations using the ERA Code. Mike added that credit card points can't be used to book reservations or the ERA won't get credit for room nights.

10: Open Forums:

- a. No topics were discussed.

11: Old Business:

a. Membership Drive:

- 1. Ken Plourde reported that the Membership Drive is a work in progress.

b. Credit Card Processor:

- 1. Ken Plourde reported that the ERA Board of Directors approved adding Merchant Lynx as a credit card processor benefit for ERA Members.(info attached) Ken added that Merchant Lynx will be at the 2021 ERA Trade Show as a Vendor to answer questions.

12: New Business:

- a. No new business was discussed.

Being no further business a motion was made by Ronnie Charnes to adjourn the meeting. Paul Sailon made a second to the motion. All ayes. Meeting adjourned at 7:10 pm central time.

THE NEXT ERA BOARD OF DIRECTORS MEETING IS SCHEDULED FOR APRIL 21ST, 2021 AT 6:30 PM CENTRAL TIME.

Respectfully submitted.
Daren Roggentien.
Secretary.

THANK YOU FOR YOUR CONSIDERATION



We would like to thank you for considering our proposal to become the preferred vendor for the Electrical Rebuilders Association. With the size of your organization, you will be offered pricing and customer service that an individual merchant would not have access to.

Below are the highlights of our ERA proposal:

- Cash discount rate will be 3% exclusively on ALL cards for members
- Members will pay only a flat \$60 monthly fee for equipment and fully compliant cash discount program and eliminate all processing fees
- For non-cash discount accounts the rate will be an exclusive flat rate of 2.5% on ALL cards
- No annual fee for all members
- Waived monthly cash discount program fee
- Reduced equipment fee
- Waived application/approval fee
- Participate in annual conference
- Advertising in monthly program for group
- We will pay \$100 to the association for every member that signs with us
- Dedicated liaison for all members.
- We will provide gateway for online credit card processing and waive the monthly gateway fee for the account

Why partner with us?

- Family owned and operated since 1991
- Best Place to Work designation from Glassdoor, Inc. Magazine and BDB
- Hire A Veteran Company
- The best Customer Service in the credit card industry
- Fully compliant Cash Discount Program with full merchant support
- Currently provide Merchant Solutions for over 12 national member based business associations - We know how to make your members happy.

VIC FATTORE, EVP SALES & MARKETING

VIC@MERCHANTLYNX.COM

WWW.MERCHANTLYNX.COM

