

MINUTES
AUGUST 14, 2006
JACKSON, MS

In attendance:

Paul Hopping, H.L. Pierce, Richard Newman, Vicki Boutwell, David McNair, Judy DeShong, Tina deLeon

Not in attendance:

Charles Johnson, Jr., Bryan Oakes, Jody Compretta, Trey Bobinger

Paul Hopping opened the meeting; David McNair said the invocation.

The minutes from the May meeting in Canton at the membership conference were reviewed. While reviewing the minutes, Paul made mention that we cleared \$6,601 at the membership conference. Another item in the minutes was the request by Richard to receive a financial statement with a running balance as opposed to just the Profit & Loss statement. Richard agreed that he received it. With no further discussion concerning the minutes, David made motion to approve the minutes, Judy seconded; no opposition.

The current financial statement was presented to the Board Members. Richard brought up the question as to when is a good time to do a review of the current year. Since we collect dues the end of the previous year and into the current year, a good time may be after we pay the D&O Insurance in July. He then asked if we make any money on the leases. Tina explained that we make \$4 or \$5 per 100. No other questions were brought to the table so Judy made motion to approve the financial statement, Vicki seconded; no opposition.

Tina gave a membership update. At present, there are a total of 138 members (93 main facilities; 45 additional facilities). Discussion started on how to entice new members. Everyone decided that word of mouth is the best way to get new members. Vicki asked if we have a benefits package for prospective members. Tina explained that she sends a letter, list of benefits (which includes the SSA benefits), recent newsletter, etc. H.L., Vicki and Richard asked that Tina send them some packets to hand out in their respective areas.

Lease review is the next item on the agenda. There are needed revisions to the current lease. Specifically, the indicating of the point in time in which facility owners take a lien on property. The lease says that it is at the time of default, which is incorrect. A lien starts at the time the property is stored in the unit. Also,

the lien laws say that the “lien” paragraph should be in bold print, which it is not at the present time. Paul said that he will send it off to Scott this week for review.

The conference was then discussed. The surveys came with great comments concerning this year’s location and venue, but the members still indicate that they want the conference on the Gulf Coast. Tina then brought up that for the past 3 years, a hand full of members have mentioned that they would prefer that the conference is held over two days and asked for the board members’ comments. Discussion then started about how hard it is to grasp all the information that is presented in an 8-hour day. We don’t even have time to do the most requested activity – round table discussions. We could have the reception on the first night, with a shorter day the second day. David brought up the fact that the Jackson airport is much more expensive than Gulfport. David wanted to know how the other members felt about switching the conference from Jackson to the Gulf Coast every other year. All agreed to go to the Gulf Coast this year. Tina will contact the casino and other possible venues. The conference will be held the week of May 14. If held two days, Friday and Saturday are preferred.

The next item on the agenda is the current board elections. Charlie Johnson, Jr., was nominated twice in his region agreed to run for his second term. Paul Hopping and Otha Jackson were nominated for their region. Paul agreed to run again for his second term. H.L. Pierce does not want to run again and no other nominations were submitted. Paul has a listing of the members in H.L.’s region, made calls, but no one returned the calls. The by-laws state that a Board Member can stay in the position until a replacement is found. Paul agreed to call other members in that region. The election form will be sent for Paul and Otha. Hopefully, but then we will have someone to take H.L.’s place. We need to have the new board in place by the next meeting in November so that the board can nominate the 2007 officers.

The next meeting is Monday, November 13, in Hattiesburg.

With no other matters before the board, the meeting was adjourned. David motioned that the meeting adjourn, Paul seconded; no opposition.