

MSSSOA MINUTES

2/7/05

Anderson's Seafood Restaurant
Hattiesburg, MS

BOARD ATTENDEES:

Charlie Johnson, Jr., Paul Hopping, John Ditto, David McNair, Vicki Boutwell, H.L. Pierce, Jack Cavanaugh, Jody Compretta; and Tina deLeon

GUESTS:

Hartley Kittle and Mike Tyner of Delta Rent All, Inc. in Clarksdale.

Meeting opened by President, Charlie Johnson, Jr.

Invocation given by David McNair

Charlie gave everyone a chance to review minutes from the last meeting. Paul asked if the Association obtained a copy of the current late fee law. Since that has not occurred, the Board asked Tina to call Trey Bobinger for a copy. Once received, she will distribute it accordingly. Paul also asked about the status of joining the Coalition Against Taxation PAC. Discussion ensued whether the Association should hold off for now. David will make a few follow-up calls and report back at the next meeting. David made the motion to approve the minutes, Jack seconded, no opposition.

John Ditto gave a Treasury report through the end of 2004, motion to accept the report made by David, seconded by Jody, no opposition.

Charlie introduced Tina deLeon as the newly hired Executive Director. Her salary is \$3,000 per year, being paid \$750 per quarter. Charlie indicated that John Ditto has expressed interest for Tina to do the Board's books, which is an added on responsibility. John indicated that his assistant is extremely busy and can no longer handle doing that task for the Association. Discussion followed concerning the amount she should be paid for that additional responsibility. The Board agreed to \$1,000 more per year. David made motion to accept the additional salary, Paul seconded the motion, no opposition.

The current bank account is open at Bank Plus in Jackson. Charlie suggested opening an account at Hancock Bank, keeping the current signers on the account (Charlie Johnson, Jr. and John Ditto). Motion made by David to open the new account and seconded by Paul, no opposition.

The next item on the agenda concerned Trey Bobinger and his lobbying charge. John said that he just received Trey's bill for 2004 and a letter from him. John read Trey's note. In the note, Trey expressed that he wants to continue to service the Association and would keep his fee at \$2,500. Charlie asked for comments and the general consensus was "that's a real bargain." Motion made by David to continue the contract with Trey Bobinger, Paul seconded the motion, no opposition.

New business was the next topic. Charlie commented that we need active Board participation in obtaining new business. Vicki looked at the map and said that she will hustle her region. Charlie also asked Vicki to redistrict the map to better align membership. Vicki said she will not be able to attend the meeting in May, but would have something for the Board to review at the following meeting. It was agreed that Tina would begin calling all non-members and will solicit the Board members assistance when needed. The board discussed paying Tina a commission of \$20 for every new member she obtained. Motion made by Paul to accept the commission, Vicki seconded, no opposition.

The May conference was then discussed. Vicki asked if the courses are video or audio taped for members who are not able to attend the conference. Charlie said that the SSA does not allow either. Charlie created a budget for the conference, which was then discussed. The Board decided to charge members \$50 and non-members \$150. The Board discussed the two proposed MCC modules: Legal Issues and Sales and Human Relations. It was agreed that the Sales and Human Relations module would best be suited for managers. Charlie then indicated the proposed speakers: Scott Zucker, Anne Ballard, Mike Scanlon, Trey Bobinger, Jack Cavanaugh, Charlie Brumfield and David McNair. David made the motion to accept the fees, MCC topic and speakers, Jody seconded, no opposition.

David made the motion to have the Board pay for the board meeting lunches, Paul seconded, no opposition.

Vicki made the motion to adjourn the meeting, David seconded.