

MSSSOA MINUTES

5/5/05

Casino Magic
Bay St. Louis, MS

BOARD ATTENDEES:

Charlie Johnson, Jr., Paul Hopping, David McNair, Judy DeShong, H.L. Pierce, Jack Cavanaugh, Bryan Oakes; and Tina deLeon

Meeting opened by President, Charlie Johnson, Jr.

Since the minutes from the last meeting were already approved and have been posted to the web, Bryan Oakes made a motion to approve the minutes. The motion was seconded by Paul Hopping.

The next order of business was the membership conference. Tina handed out the proposed budget. Discussion began concerning the honorarium charge for Scott Zucker. Charlie Johnson explained that Scott began charging the honorarium to offset the time that he spends out of the office. He also explained that Anne didn't charge us, but that the other speakers who we could have invited, i.e. Carlos Kaslow, are also charging an honorarium. As of 5/5/05, the income for the conference was \$12,100 (~~\$8,150 from vendors~~ and \$3,950 from attendees). And the proposed expenses are \$10,569, which includes the \$1,000 honorarium for Scott Zucker. Based on the budget, the association is up over \$2,700 for the event.

The board then discussed where the conference should be held next year. Of course, the members would like the conference held in their respective district. However, the Gulf Coast is the most popular location thus far. The Board decided to wait to make a decision until after the surveys were received. The surveys ask for the members to choose the next location.

The next item on the agenda concerned the upcoming Board Member elections. David McNair, as immediate past president, is the election commissioner. He is to pick 2 members for the election committee. The members must be in good standing with the Association, but do not need to be board members. There are 4 positions available, being those that will be vacated by David McNair, Bryan Oakes, John Ditto and Kevin Langley (although the Association will not refill Kevin Langley's spot). Tina will work closely with David during the election process. All votes must be counted by the November 14 board meeting, since the new board members will be announced and invited to the November 14 board meeting.

Charlie Johnson then brought up the ongoing issue about new memberships. Bryan Oakes suggested having a yearly membership drive, in which all board members make proactive calls to those non-members in their districts. It was decided that the Association would conduct a membership drive in the next few weeks, offering a 50% discount on 2005 dues. Bryan also has the name of a lady in Texas who charges 40% of all new dues to do the calling for the Association. Charlie Johnson asked Bryan to get her name and number for us since it may be something to look into.

Paul Hopping asked about vendor memberships. Charlie Johnson explained that the Association does not have vendor memberships because the vendors really only want our membership list and then they drop off and sway away from the association.

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