



BOARD OF GOVERNORS MEETING
10:00 am, April 9, 2018

I. Call to Order

President Jack Wilkerson called the meeting to order at 10:07 am, at the ISAA Headquarters, with the following persons present, constituting a quorum for the transaction of business:

President - Jack Wilkerson
President Elect – Kara Miller
Secretary-Treasurer – Joe Orwig
District 1 Governor – Kenny Freeman
District 2 Governor – Dan Loftus
District 3 Governor – George McCurley
District 4 Governor – Dave Brooks
District 5 Governor – Cody Hanold
District 6 Governor – Tom Walsh
District 7 Governor - Kerry Lenhart
District 8 Governor – Joe Wieseman
District 9 Governor – Bill Burke
District 10 Governor – Blake Canning
CEO – Amy Cheatham

FIRM Employees present – Bridget Ganey, Kim Ruff

II. Consent items

Minutes – Secretary/Treasurer Joe Orwig presented the minutes for approval. Miller motioned to accept; Burke seconded, motion carried unanimously.

Financial – Secretary/Treasurer Joe Orwig and CFO Bridget Ganey presented the financial report. While the conference was profitable overall, the additional expense of the Bryan White concert and the reduced registrations contributed to a budget shortfall. This is a CE year, and we should see increased membership activity as each District conducts their CE for the year. Burke introduced the need for a marketing line in the budget to promote ISAA programs and membership.

III. Lobbyist Report

Josh Evans introduced Mike Grady who will be handling the ISAA legislative affairs moving forward. Grady reported that the legislature was returning to session today. The election year has affected the normal business with eight weeks of general assembly, they will be “cramming” all of the business in for the year. There are currently three bills introduced regarding consumer fraud, one of which did not make it through the house. SB 3450 has been assigned to committee. Our primary goal is to get this out of committee and find other bills to amend the language into. Brooks questioned the real estate auction law and the Director backing out.

IV. Committee updates

Education and CE courses

Kim Ruff reported that there have been two district CE Courses so far this year. Numbers are successful at this point. We have used a mix of live and DVD courses. Social Media needs re-evaluated because the test is not coordinating with the slides. District 9 and 10 will conduct a CE on August 27 in Marion, IL at the Williamson County Pavilion.

Ruff also reported that Maxine O'Brien submitted a proposal for dual credit. She spoke to a WI board member and is in communication with the Board President regarding joint CE offerings.

V. District Reports

District 1 – Freeman reported that the CE in Pecatonica with district 2 was successful. He will be evaluating the District funds, as they are meek at this point.

District 2. – see above

District 3 - McCurley reported that he is in communication with Jim Folger about CE for late spring

District 4 – Brooks had a meeting last Monday with 14 people in attendance

District 5 – Hanold reported that there will be CE in October at Harmon's

District 6 – Walsh will schedule a meeting for Spring. There is a large auction on the line that he will invite District 6 to participate in.

District 7 – Lenhart is talking to local members and they will likely do their education online.

District 8 – Wieseman is working on Spring meeting with one CE

District 9 – Burke has quarterly meetings for District 9. Spring will be scheduled soon

District 10 – Canning reported that 10 will have their first meeting March 20 and that CE is scheduled for August 27.

VI. New Business

Committee assignments have been made and are as follows:

Bylaws – Tom Walsh Chair

Conference – Kara Miller Chair; Members Carol Spracklen; Jeff Oberling Matt Hart; Ben Heaton

Fun Auction – Dave Brooks Chair, Tom Walsh

Executive Committee – Jack Wilkerson, Kara Miller, Joe Orwig, Amy Cheatham

Finance/Budget – Joe Orwig, Bridget Ganey

Hall of Fame – Cory Craig

Legislative – Tom Walsh

License and Education – George McCurley

State Championship – Blake Canning, Heath Spracklen, Ron Jordan, Jimmy Hannegin, Brian Curless, Alex Belcher

Marketing – Bill Burke

Membership – Bill Burke

Nominating – Cody Hanold, Darrel Adcock, Bill Beck, Lyle Lee

Scholarship – Joe Orwig, Lyle Lee, Suzanne Cowman

Seminars – Joe Wieseman

Long Range Planning – Kerry Lenhart, Lyle Lee Vern Meriman

Wilkerson reported that the board pool their resources to place advertisements on billboards. Burke motions to ask each district to put in \$100 matched by ISAA. Walsh suggests that the committee bring a recommendation to the next board meeting.

Burke discussed our scholarship process. He recommended that the scholarship committee discuss the process and promote our people in the industry and awarding money to auctioneers help them further their career in the auction industry.

Adjournment – meeting adjourned at 3:00 pm