



BOARD OF GOVERNORS MEETING

10:00 am, June 11, 2018

I. **Call to Order**

President Jack Wilkerson called the meeting to order at 10:08 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

Past President – Darrell Adcock

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 8 Governor – Joe Wieseman

District 9 Governor – Bill Burke

FIRM Employees present – Bridget Ganey, Ashley Eubanks, and Maggie Henley

Absent: Kerry Lenhart, District 7 Governor; Blake Canning, District 10 Governor

II. **Consent items**

Minutes – Secretary/Treasurer Joe Orwig presented the April 9, 2018 minutes for approval. Burke motioned to approve; Miller seconded the motion. Carried unanimously.

Financial – Secretary/Treasurer Joe Orwig and CFO Bridget Ganey presented the financial report. Orwig reported that the district funds are very strong. After discussion, Orwig motioned to approve. Wilkerson seconded the motion. Carried unanimously.

President's Report

Jack Wilkerson reported that he met with the FIRM to discuss the contract. Wilkerson also mention the District 6 fundraiser auction and encouraged Board members to attend or volunteer if available. Wilkerson asked District 6 Chairmain, Tom Walsh, to explain the auction and how it was secured. Tom Walsh reported that he secured the bid for the auction under his name and company and has elected to donate it to District in leu of the traditional fundraiser of CEs. Walsh has eleven volunteers and would like to see more. Walsh invited the board to join and volunteer for the auction.

III. Committee updates

Marketing

Bill Burke reported the ISAA Marketing Committee met last week and discussed creating a marketing plan for Social Media for the Association. Burke requested the Board approve a \$2,500 budget for advertising. After discussion, Burke motioned for the ISAA to budget \$2,500 for Association marketing. Miller seconded the motion. Carried unanimously.

Conference

Kara Miller reported that the committee would like to do some target advertising for conference through social media for the conference.

Dave brooks would like FIRM to contact the hotel and find out what's going on for the 2018 conference. Brooks also pointed out some issues that were brought up about the 2018 Conference:

- We need to have ribbons for new members.
- Past president's breakfast needs to be better.
- The group would like to see something from NAA at the conference.

Fun Auction

Dave Brooks recommended that district governors need to start bringing stuff to donate for the fun auction.

License & Education

George McCurley reported that several district CEs have been scheduled this year. Also, that they are working on finishing up CEs for the August seminar.

Kim Ruff will reach out to Bill Burke for November CE in District 9 to include KY and IN.

State Championship

The Board discussed the competition and requested the committee meet to finalize decisions for the contest in August. They would also like to see some of the ISAA apparel sold during the contest by contestants.

Bridget Ganey reported that we go back to paper judging to avoid any complications due to internet, computers, etc.

George McCurley asked the committee to create a list of items they need to sell at the auction.

IV. District Reports

District 1 – Kenny Freeman reported they have had one meeting and is planning to have another.

District 2 – Dan Loftus reported that the group is putting ideas together for a meeting.

District 3 - George McCurley reported there is a district meeting and CE coming up in October.

District 4 – Dave Brooks reported they met in March and had a good discussion and are planning one in the fall with a CE.

District 5 – Cody Hanold reported that district 5 will have a CE on October 4th.

District 6 – Tom Walsh reported that the district will have their spring meeting on June 23rd before the fundraiser and invited the board to join.

District 7 – No report.

District 8 – Joe Weiseman reported the district had their spring meeting recently.

District 9 – Bill Burke reported that they plan to meet next month and schedule CE in the Fall.

District 10 – No report.

V. New Business

Midwest Auctioneers Roundup – Jack Wilkerson is planning on going – the board would like representative from the FIRM there too. The Board would like to see if Anthony Emig wants to compete at the midwest roundup, if so they will pay his entry fee in lieu of the IAC.

Jack presented Darrell with his plaque and will publicly present the plaque at the contest in August.

Tom Walsh requested a copy of the bylaws. The Board also requested and update from their lobbyist.

Bridget Ganey reported that the Association has a receivable due from the 2017 State Fair purchase from Sam McCann. George McCurley offered to reach out to get payment from McCann.

Bridget presented the 2018 draft budget with \$2500 marketing adjustment. After discussion, Tom Walsh motioned to approve the 2018 budget. Joe Wieseman seconded the motion. Carried unanimously.

Bridget Ganey presented the proposed management contract to the Board. During discussion the Board went into closed session. Tom Walsh motion to go to closed session and bill burke seconded the motion. The board went into closed session at 11:48am.

Executive Session

(Executive Session notes taken by Joe Orwig)

The Board discussed the FIRM Contract. Part of the discussion was to offer a counter offer to base and incentive structure and discussed the terms of the contract. The Board will have a negotiations committee to bring a proposal to the FIRM that will include Joe Orwig and Dave Brooks.

Tom Walsh left the meeting at 12:52pm.

At 12:53pm FIRM staff returned after the executive session. The Board would like to schedule a June 25th meeting to discuss the contract. Maggie will schedule the meeting and get the information out to the Board.

Joe Orwig motioned to adjourn the meeting. Kara Miller seconded the motion. Meeting adjourned at 12:53pm.