

BOARD OF DIRECTORS

July 21, 2020

Zoom Meeting

Meeting was called to order at 2:05 p.m. by President Burgin.

ROLL:

Members present: Burgin, Mather Rushing, Farnum, Few, Barringer, Day, West, Barrett, Campbell, Harris, Kiser

Members absent: Anneheim, Crabtree and Cox

President Burgin stated that this meeting was a called Board meeting to only discuss the 2020 Convention. She wanted opinions, thoughts and ideas from the Board as to whether we are going to hold it this year.

Pam said that as of now only IAM is having a fall convention. All other groups have cancelled.

Burgin said that the Great Wolf Lodge is not going to penalize us if we cancel.

Barrett asked if there is a possibility of holding it a month later.

Pam reminded the Board that the by-laws say that we have to hold an annual meeting every year. A quorum for the meeting is eight members. This is what we did when the hurricane hit two years ago.

Farnum said he felt like we should not have it.

Burgin made a motion not to have the convention. Few seconded. Motion carried.

Campbell asked how everyone was doing. Asked if there were any COVID problems. Kiser said he has had one employee go to the hospital for heat stroke.

ELECTRONIC BILLS OF LADING

Barrett asked if there were more bids for the software. No.

He said he did an informal survey in his office and the customer service representative were in favor.

Pam said we need to make sure that we are protecting the association. We get approximately \$10,000/year from the sale of forms.

Few said he thought the license should be \$2,000 to start, with maintenance every year. He favored the \$25,000 version. He likes that the contracts don't get messed up and billed out of the office. Pam said the math would be correct.

Barrett said we would have to have everything esigned. Pam said the Commission has no problem with esign.

Campbell said that their home office is looking into doing the forms.

Mather said he is afraid we won't have enough companies use the electronic version. Barrett said it would probably be only the major players.

Few said we should only do it if we can make a profit on it. He can run a cost analysis. For his business personally, he would do it.

Few said this has to be handled so it doesn't put a large amount of extra work on Pam. Pam said no way she could invoice it every month per user. Few said it wouldn't be rolled out to the membership until it was tested by a large company and a small company. You have to be careful with software rollouts and make sure you don't overpay. He did research on this while he was in business school. We need to do the math on it. He needs to know who would do it. He asked if all the Board would buy it; Pam said she knows the whole board wouldn't because some companies don't use a whole lot of our forms

Barrett said we're still making money on forms. Few is looking long term. The initial investment might be a no brainer, even if we don't have but 25% participation.

Mather said we definitely need to look at it.

Few said he would send out his analysis to everyone. Pam said she would the number of companies who bought and the number of sales for the past three years to Few today.

Burgin asked if this needed to wait until the September meetings. Few said he wants the question answered now. We don't need to wait until the next meeting.

Harris made a motion to adjourn; Campbell seconded. Motion carried.

Meeting adjourned at 2:38 p.m.