

## Quarterly Board Meeting Minutes

### The Studebaker Drivers Club

July 8, 2018

- I. Meeting was called to order by President, Tom Curtis, at 4:00 PM Eastern Time.
- II. Roll Call was taken by Secretary, Cindy Foust. Present were: Tom Curtis, President; Don Jones, Vice President; Jane Stinson, Treasurer; Cindy Foust, Secretary; Carl Thomason, Past President. Directors present were: Will Sander, North Central Zone; Malcolm Stinson, Pacific Southwest Zone; Duane Miller, Upper Mississippi Valley Zone; Frank Philippi, Atlantic Zone; Peter Bishop, Northeast Zone; Lanny McNabb, Southeast Zone; Warren Thompson, International Zone; James Bell, Pacific Can-Am Zone; and Bob Henning, Crossroads Zone. Bob Canada, South Central Zone, joined the meeting at approximately 4:05 PM. Bob Canada was unavailable for the roll call and the approval of the minutes from the April 15, 2018 SDC BOD meeting; Bob did participate in the remainder of the meeting, voting on all other items.
- III. Duane Miller made the motion to approve the minutes from the Board of Directors Meeting of April 15, 2018. The motion was seconded by, Lanny McNabb, and passed by board members present.
- IV. Club Priorities:
  - A. Life Members: Don Jones reported that the Life Member project is now completed.
  - B. Studebaker National Foundation: Tom Curtis announced that the contract with the SNF was now completed, and turned the discussion over to Don Jones. Don reported the contract was signed by both parties as of July 5<sup>th</sup>. The SNF will now be able to advertise in TW, the check off box for donations to the SNF will be back on the membership renewal notices and the membership applications; they will have an indoor space at the International Meet in Tacoma, they will be able to include items in the SDC auction, with those proceeds going to the SNF. SDC will have a position on their board of directors. Peter Bishop made the motion to have Carl Thomason represent SDC on the SNF board, motion was seconded by Bob Canada. All SDC board members voted in favor; with Carl Thomason abstaining; motion passed. Don Jones will inform the SNF President, Chris Collins of the appointment of Carl Thomason to represent SDC on their board. Additionally, the SNF plans to rewrite their bylaws to reflect restricted and non-restricted assets.

The SDC board complimented Don Jones on all his work with the SNF. This same contract will be used for the SNM Endowment Fund.

- C. **Judging:** Carl Thomason stated that the first 2 sections of the Judging Manual have been completed, he didn't comment on the introductory section. The second 2 sections are still being worked on; Carl anticipates the judging manual will be completed by the end of July. The sections that include drive through judging and electronic judging have been more time consuming. An authenticity guide and a judge's certification program are future goals of the committee.

Carl Thoms will serve as the Chief Judge for 2018, in Tacoma. Carl plans to announce the next Chief Judge at Tacoma.

V. **Capital Cost Request:**

Bob Henning made a request for funds for the following:

- A. The SNM is running out of bricks. They have received an estimate of \$3,865 from a local landscaping company to add 2 additional rows of bricks.
- B. The SNM is also in need of 2 laptops with docking stations. Estimate for those is \$3,583.22.

Don Jones made the motion to approve the expenses, seconded by Duane Miller. Motion passed by all board members.

VI. **New Business:**

New priorities:

- A. Tom Curtis discussed the priorities of retention and recruiting: The positions of Zone Coordinator and Regional Manager will be redefined. Updated job descriptions will be developed, with a focus on membership retention and recruiting of new members. RMs will focus on membership within their region. Bob Shaw has developed tools, including templates for welcome and renewal letters to assist the RMs with these goals. RMs will receive monthly reports listing new SDC members and members who have left their memberships expire; RMs should utilize these tools, contacting the new members, directing them to local chapters; and contacting those with expired memberships, attempting to retain their membership. The RM will report to the Zone Director.

The ZC will focus on chapters within their Zone; encourage chapters to host Zone Meets, providing them with the tools and volunteers necessary to conduct a successful Zone Meet. The ZC will report to their Zone Director.

The process of updating these positions is continuing, and should be complete by Tacoma.

Zone Directors are to review open RM positions within their Zones. Review the recent report consisting of historical membership totals by state. Prepare for our board meeting in Tacoma, assisting the board with getting new procedures in place. The club President can make appointments to fill RM vacancies.

Don Jones will be speaking at the Chapter Officers Meeting in Tacoma regarding the upcoming changes to the positions of ZC and RM; Tom Curtis will also address the same at Membership Night.

Tom Curtis reported that statistics on new members within the past 5 years: of the 927 (average) recruited during that time, 1/3 had been lost within 2 years; by the end of the 5<sup>th</sup> year, 1/3 remained. We need to focus on retaining members. Overall, in the past 12 months, the membership population has remained at 10,048. Note: this is a separate report, and not the report sent on Friday, July 6<sup>th</sup>.

- B. President, Tom Curtis will present the Marketing plan at Tacoma. Projections are to enhance the club website, and utilize social media avenues to enhance our presence in the market place, thus attracting new members to SDC.

VII. International Meet update:

Cindy Foust gave a brief update on registrations, attendance, LeMay ACM admissions, and judged and displayed vehicles. Lanny McNabb will conduct the auction in Tacoma and is asking for assistance collecting auction items. Denny Foust, IMC, will be in touch with Lanny.

Adjournment:

Peter Bishop made the motion to adjourn, seconded by Warren Thompson. Motion passed.

Respectfully submitted,

Cindy Foust, SDC Secretary