

PROFESSIONAL FRATERNITY ASSOCIATION
2014 Annual Conference
Sheraton Norfolk Waterside
Pre Conference Board Meeting
September 4, 2014

Call to Order by President Patrick Johanns at 9:11 AM

Roll Call: Quorum is present.

Patrick Johanns, President

Bob Heyman, President Elect

Karen Katz, Secretary

Gary Hodges, Treasurer

Suzanne Schaffer, Director

Lisa Campion, Director

Jenny Lynch, Associate Member Representative

Michael Abraham, Executive Director

Minutes from September 8, 2013 were reviewed and passed. BH motion, GH 2nd.

Jenny Lynch asked if there were survey responses and Suzanne discussed the Survey Monkey results.

Karen will send these to the board.

Treasurer's report: Attached in the packet. We had a net loss of -\$19,324 last year. Mike explained that this fluctuates and is not cause to worry. Our assets have improved from \$25K to a cushion of \$80K plus. This has occurred mostly due to registration accountability. There should be some strategic discussion on moving forward. KK suggested bidding out insurance renewal. PJ has directed Mike to do this so the Board can review this and make a decision. JL asked about the actual number for associate member. The finance structures have changed and the numbers don't parallel very well because annual conference and membership dues are not separate for associate members but are for fraternal members. LC asked about the discrepancies in sponsorship fees and membership dues. We would like to know how many active fraternal members and associate members we have. Mike said we have roughly 40-50 fraternal and 40-50 associate members. SS asked if we have data and demographics to share which points to various markets. We need to collect this to increase associate membership and maintain relationships. This material will be distributed accordingly in aggregated form but not readily available online. We need to separate and address: Contact in the directory, listing online on the PFA website and distribution of email lists.

\$1050 Associate Member dues (\$200 Membership, \$625 Exhibit Fee, \$225 Conference Registration) to add another person the total is \$1250.

Fraternal member dues are \$250. Conference registration changes with the site.

We are three months into the fiscal year and no budget has been adopted. This should be approved in January for future use. LC motions to approve 2014-2015 budget, SS 2nd. All in favor and motion passes unanimously.

Executive Director Report:

The conference agenda has been updated to reflect times and other changes. Mike yielded some time to JL to discuss events: We made some adjustments to ensure attendees had adequate time to walk to all events. Everyone will have wristbands for risk management requirements. KK reviewed the programming blocks and changes.

Summer Leadership Program: KK did follow-up with Wiley but with the drop-off of our hotel connection there were too many challenges to proceed with the 2014 program. At this time KK does not think we have enough interest to support this program. SS said perhaps as we grow our membership numbers perhaps Associate members can sponsor registration to this. GH said this is something worthwhile and perhaps PFA can fund this upfront and we add this to the strategic plan for the next board.

Perhaps we can help support the **PFC** concept but if we promote these are we assuming a level of liability? What are requirements and how many of our PFA members fit these? Mike provided a brief history. This has been difficult for us to exercise supervision or input on the University level. Most of our groups are recognized under SGA or RSO-like councils. We are seeing trends with creating “special interest” categories or PFC groups on campus. We will need to focus a future discussion on this.

Resources for investments: Conversation tabled for next board. After this meeting we will have approximately \$80K in the bank. We should invest in a PFA leadership academy. GH motioned for \$20k be set aside for this fiscal 2015 year and SS 2nd. Motion approved unanimously. PFA is using this reserve to invest in its members. KK, JL and LC will be on the team.

Two Year terms Conversation: We can bring up a motion here but the change cannot occur until 2015. All positions would be two year terms. Currently everyone is on one-year terms. MA-Continuity on the PFA board has always been a problem.

New Business:

Historically for this meeting, all PFA ever collected was the conference fee. There was never an exhibit fee. In the past the Associate Members collected fees amongst themselves to fund the closing extravaganza. They used to plan this event entirely. It is now coming out of the PFA budget.

Mike's mentioned that his contract is up for renewal on October 1st, 2014.

2015 PFA Convention for 2014 was booked at Naples Grand. At the time of booking, this site was going to becoming a Hilton/Waldorf property. Changes and renovations were going to occur. The contact has changed. Effective Saturday, the agreement with Hilton was severed and this property will be independent again. Hilton has stopped sponsoring PFA as promised. We have 60-90 days in advance to event if there is a change of management. Mike would like us to consider other sites. Potential properties: Baton Rouge, Hyatt, Irving, Metro Chicago, Richmond, (for the next couple of years.)

The meeting was adjourned at 11:19 PM (Motion by BH and 2nd by LC)

Karen Katz, Acting Secretary

Approved November 4, 2014; Revised December 12, 2014