

November 4, 2017

District 31
Fall Conference
Business Meeting

Start 7:40 AM

On Stage: Anna Kaufman, District Director; Stefano McGhee, Parliamentarian; Rob Ristagno, Administration Manager

Anna called the meeting to order

Anna reviewed the mission

Anna welcomed
International director
Past district director
Immediate past district director

Spring 2017 meeting minutes
There were no questions

Tyler Keegan (audit committee member) presented the audit committee report
Audit found nothing of major note, although a few minor issues were presented

- Three items missing signatures
- Double reimbursement to a club – reasonable error
- Mileage reimbursement – travel maps need to be associated

There were no questions

Anna presented the Profit and Loss report

Anna reviewed the four variances

- TLIs – Did 9 TLIs instead of 4-5 so budgeted more than normal, but ended up not using as much as budgeted (e.g., some free venues, save money on food)
- District store – did not have bookstore at TLI because there weren't resources to staff at all 9 TLIs. But spent money to restock bookstore in anticipation of Fall Conference
- Marketing expenses – had more open houses in the fall than budgeted, but this was good because it was received well by the clubs
- Travel expense – budgeted more than spent. Expected more travel than actual

There were no questions

Recess called for 7 minutes until 8:00 am

Anna reconvened the meeting at 8:03 am

Stefano presented the Credentials Committee Report

- We achieved Quorum
- 161 clubs as of 10/17/17
- 322 votes
- 108 needed for quorum
- Credentials reported we have 125 votes
- 63 is majority
- 84 is supermajority

Question: What is the 125 number?

Answer: Number of ballots pulled

Confirm appointed district leaders

Area Directors (appointed)

No objections

Approved with unanimous consent

Program Quality Director and Division B Director (replacing resigned positions)

Approved Aug 31 at the DEC meeting

Division B Director (Adam Heisler)

No objections

Approved with unanimous consent

Program Quality Director (Gina Salcedo)

No objections

Approved with unanimous consent

District budget

Posted on website plus four calls for Q&A

Anna presented the highlights of the budget

Question: Karen Recore of Island Foghorns. What is left in the surplus after the loss? What happens if we have a loss in the future – how would we absorb that loss?

Answer: We intentionally used the surplus because we should be running break even. So there are special events this year that wouldn't be budgeted in the future. The aspiration is in future years we will budget at break even. Stefano added that in the past it has been hard to spend more than we take in. Therefore there hasn't been a concerted effort to cut costs this year. We continue to try to push the money back to the members. Good problem to have. If we HAD to

cut costs, we would have fewer executive meetings, raise the ticket prices on conferences, reduce contest and travel reimbursements.

Question: Lori Whitmore Advanced Access TM. Why can't we lower the price of attending the conference? Ever any plan to spend surplus over three years instead of just one year?

Answer: We have the cheapest conference despite that we're in an expensive geographic area. Costs are as low as possible, especially if you register early. From International's perspective, they want a breakeven conference. If we lowered anymore, it would be an even bigger loss, and TM International may not approve the budget. Regarding the 3 vs 1 year plan, the challenge is we have a hard time spending it all and also the District Director term is just one year long.

Lori follow up: there's a trio, so can't the others think longer term?

Answer: Yes, we consider that.

Question: Judy Lipperman Winchester TM. How much of dues goes to the district?

Answer: 25% goes to the district

Judy follow up: What do you recommend to raise rate by so we have a club budget without getting prohibitive?

Answer: Figure out what you want to spend money on first, survey the clubs in the area. Chat with other members throughout the day.

Judy follow up: Are we supposed to pay for our locations?

Answer: TM Club can pay. District can't fund locations.

Question: Beatrice Mendez, Toastmasters Club of Beverly. Increase in revenue in March – why?

Answer: Member dues payments happen in September and March before Oct 1 and Apr 1 due dates

Question: Lyson Ludvic Shrewsbury TM. Is there a way to budget for three years so you have still have 2 conferences? Is there a way to accommodate 2 conferences a year?

Answer: Toastmasters International has advised having just 1 conference per year

Question: Joseph Rice Lake Williams and Early Risers TM. Are there any plans to expand promotional subsidies, for example, paid advertising or signage?

Answer: That's something we can consider. The \$50 open house reimbursement twice per year can be used for signage or giveaways or tables (not just food). We can look at ways to promote or help clubs find money for promotional materials. We can purchase fliers to give out at TLIs.

Lewis Staples Humor and Drama TM. Given that there will be only 1 conference per year, when will budget be handled?

Answer: Virtual meeting or email forum. Pending recommendation from TM International

Lynn Potter East Bay TM. How will 1 conference per year affect the budget?

Answer: The fall conference is being downplayed not only because of the money but also because of the resource overhead – takes district leadership away from focusing on the club. We would rather focus on the clubs instead of the conference. I suspect in the fall there will be an “event” but it won’t be a conference. The money is going to be pivoting toward the mission – more clubs and helping existing clubs achieve excellence

Eileen Goretaya The Breakfast Club. Nothing for fundraising. For individual clubs looking to raise funds, is fundraising an option and are there people we can talk to about this?

Answer: Can look into sponsorships (from companies). E.g., D’Angelos / Papa Ginos can give us a deal on food. Perhaps someone could head up this initiative? There is protocol in the club bylaws (8.2).

Sara Adair Boston Seaport TM. How will fall contests be affected without a fall conference?

Answer: Unknown. Need TM International guidance

Louisa Caswell Saturday Brunch Bunch. Any update on RI tax exempt status?

Answer: Historical context as to why it has been difficult in the past. CJ Ferry – each club is an unincorporated association; you can get your own tax exempt certificate.

Louisa – request that this information is disseminated

Anna agreed we can share the information

Anna closed down questions

No objections to approving the budget

Approved with unanimous consent

Next District Council Meeting May 12, 2018 Conference Center at Bentley University in Waltham, MA

Register for conference for just \$70 if you do so by the end of the weekend

Anna recapped the meeting

Motion to adjourn Ellen McCurdy, Network Voice Toastmasters

Second by Louisa Caswell, Saturday Brunch Bunch

Anna adjourned the meeting