



August 15, 2019 Trustees' Meeting Minutes

Call to Order:

Date: Thursday, August 15, 2019

Time: 1:54 P.M. PDT

Place: Sun Meadow Resort, Worley ID

AANR President Kathy Watzel called the 2019 Trustees' Meeting to order at 1:54 P.M.

Assignments:

Timekeeping – Patty Faber

Parliamentarian – Bev Price

Photographer – Jim Reed

Roll Call:

Kathy Smith, Secretary/Treasurer, took roll:

Roll call

Function	Name	Position	Present	Absent
Officers	Kathy Watzel	President	X	
	Patty Faber	Vice President	X	
	Kathy Smith	Secretary/Treasurer	X	
	Erich Schuttauf	Executive Director	X	
Trustee	Mark Huenison	Trustee from AANR Western Canada	X	
	Vacant	Club Trustee		
	Ronna Krozy	Club Trustee	X	
	Terry Meek	Trustee from AANR Midwest	X	
	Joan Harris	Club Trustee	X	
	Ralph Collinson	Trustee from AANR Florida	X	
	Walt Stephens	Trustee from AANR West	X	
	Ted Peck	Trustee from AANR Southwest	X	

Roll call

Function	Name	Position	Present	Absent
Trustee	Bob Roche	Club Trustee	X	
	Beverly Price	Club Trustee	X	
	Karen Lahey	Trustee from AANR Northwest	X	
	Margie Cantlon	Club Trustee	X	
	Fred Van Nest	Trustee from AANR East		EXC
	Peg Lane	Club Trustee	X	

Declaration of a Quorum – President, Kathy Watzel

All Officers and 12 Trustees are present, and we do have a quorum.

Seating of Alternate Trustee

Motion #1

I move to seat Larry Deschênes as the Alternate Member Trustee for AANR-East.

Purpose: To fill the seat vacated for this meeting with the alternate, as specified in the AANR ruling documents.

Fiscal Impact: None

Maker: Beverly Price Second: Terry Meek

Discussion: None

Disposition Passed, Unanimously

Introductions – President, Kathy Watzel

➤ **Former AANR presidents**

- Bev Price
- John Kinman

➤ **Regional Presidents**

Larry Deschênes	AANR-East
absent	AANR-Midwest
David Smith	AANR-Northwest
Mitch London	AANR-Southwest
Gary Mussell	AANR-West
Bob Dixon	AANR-Western Canada
absent	AANR-Florida - Peter Sewall, Director, is representing Jim Wulchak

Inserted correction of agenda to add Consideration of Rules and Order of Business – Kathy Watzel

Consideration of Rules and Order of Business

Motion # 2

I move to adopt the Rules and Order of Business as corrected.

Purpose: As Stated

Fiscal Impact: None

Maker: Terry Meek Second: Beverly Price

Discussion: None

Disposition: **Passed**, unanimously

Report of Interim Motions – Kathy Smith

Since the Midwinter Trustee meeting we have had five Interim Motions which were brought forward and voted upon via electronic communications.

They are as follows:

Interim Motion # 1, April 22, 2019

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced. If these changes are made to the Governance Manual, any comparable changes in the Operations Manual will be made automatically.

I move to amend Governance Manual Section 3.02.01.1.f by striking and adding as follows:

- f. [President] Shall sign all official documents with Executive Director or Secretary/Treasurer. May co-sign all checks over ~~\$10,000~~ \$5,000.

And amend Governance Manual Section 3.02.03.3 by striking and adding as follows:

3. [Secretary/Treasurer] Shall sign Association checks as provided by Bylaws and may co-sign checks over ~~\$10,000~~ \$5,000 or as directed by the Board of Trustees.

And amend Governance Manual 4.01.00.5 by striking and adding as follows:

5. [Executive Director] Shall receive and pay all Association accounts payable and sign all checks up to and including ~~\$10,000~~ \$5,000, may co-sign checks in excess of ~~\$10,000~~ \$5,000 with President, or Secretary/Treasurer. The Executive Director may sign his/her own payroll check to receive his/her salary in the amount authorized up to \$3,000. The payroll tax deposit check may be signed by the Executive Director or the Director of Administration.

And amend Governance Manual 4.01.00.6.b by striking and adding as follows:

- b. Two (2) signatories, one of whom shall be an elected officer, shall be required for any fund transfers above ~~\$10,000~~ \$5,000, except that the payroll tax deposit check may be signed by the Executive Director and the Director of Administration.

Purpose: This would decrease the amount that can be paid by check or fund transfer with a single signature.

Maker: Legislation Committee, at the request of President Kathy Watzel

Fiscal Impact: None

Discussion: There was discussion via electronic means.

Disposition: **Failed**, Yes – 2, No – 11

Voting against:

Mark Huenison

Terry Meek

Walt Stephens

Ted Peck

Karen Lahey

Fred Van Nest

Ronna Krozy

Bob Roche

Beverly Price

Margie Cantlon

Peg Lane

Interim Motion # 2, May 1, 2019

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced. If this change is made to the Governance Manual, a comparable change will be made in the Chronology of Deadlines.

I move to amend Governance Manual Section 3.01.03.1 adding as follows:

3.01.03 Board Meetings

1. Midwinter Board Meeting. If a Midwinter Board Meeting is held, it will commence on a Friday in February. Any club wishing to host the meeting must fill out an

Application to Host the Midwinter Meeting (see AANR Official Forms). The completed form is due in the AANR office by July 31 of the previous year and will be considered at the outboard meeting held during the convention.

Purpose: This sets a drop deadline for submittals for the Application to Host the meeting. In the event that there are no timely bids, the trustees may move to suspend the rules and choose any bid offered regardless of the date.

Maker: Legislation Committee, at the request of Board of Directors at the Midwinter Meeting 2019.

Fiscal Impact: None

Discussion: There was discussion via electronic means

Disposition: President Kathy Watzel ruled the motion out of order.

Interim Motion # 3, May 2, 2019

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced. If this change is made to the Governance Manual, a comparable change will be made in the Chronology of Deadlines.

I move to amend Governance Manual Section 3.01.03.1 adding as follows:

3.01.03 Board Meetings

1. Midwinter Board Meeting. If a Midwinter Board Meeting is held, it will commence on a Friday in February. Any club wishing to host the meeting must fill out an Application to Host the Midwinter Meeting (see AANR Official Forms). The completed form is due in the AANR office by July 31 of the previous year and will be considered by the Board of Trustees during the convention.

Purpose: This sets a drop deadline for submittals for the Application to Host the meeting. In the event that there are no timely bids, the trustees may move to suspend the rules and choose any bid offered regardless of the date.

Maker: Legislation Committee, at the request of Board of Directors at the Midwinter Meeting 2019.

Fiscal Impact: None

Discussion: There was discussion via electronic means.

Disposition: **Passed**, unanimously.

Interim Motion # 4, May 13, 2019

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced.

I move to amend Governance Manual Section 2.02.06 by adding as follows:

2.02.06 AANR membership will remain active for a grace period of thirty (30) days following the expiration date recorded in the executive office. Distribution of the Bulletin will be discontinued immediately.

Purpose: The AANR office contends that many people do not realize the expiration of their membership until they do not receive a Bulletin. This would shorten that time.

Maker: Legislation Committee, at the request of the office staff.

Fiscal Impact: None

NOTE: Due to a discrepancy between the Operations Manual and the Governance Manual, the Operations Manual will now define the Reinstatement period as that beyond the 30- day renewal period.

Discussion: There was discussion via electronic means.

Disposition: **Passed**, Yes – 9, No – 2, votes not received – 2

Those voting against:
Ralph Collinson
Karen Lahey

Votes not received:
Terry Meek
Fred Van Nest

Interim Motion # 5, June 3, 2019

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced.

I move to amend Governance Manual Section 2.01.01.9 by striking as follows:

9. Elite Life Membership, an additional \$700 onetime fee per person (total of \$1,400) ~~or an additional fee of \$70 annually per Life Member.~~

Purpose: The annual fee for Elite Life Membership was implemented when the tiered membership was added to the Procedure Manual (now Governance Manual) in 2000. It has never been utilized.

Maker: Legislation Committee, at the request of the Membership Marketing Committee.

Fiscal Impact: None

Discussion: There was discussion via electronic means.

Disposition: Passed, Yes – 10, No – 0, Votes not received – 3

Votes not received:

Ralph Collinson

Walt Stephens

Beverly Price

Approval of Minutes

Motion # 3

I move to approve the minutes of the February ~~8~~-9, 2019, Midwinter Board Meeting as distributed.

Purpose: As stated

Fiscal Impact: None

Maker: Karen Lahey Second: Ralph Collinson

Discussion: Bev – meeting was just on the 9th.

Disposition: **Passed** as corrected, unanimously

President's Comments to the Board – Kathy Watzel

No comments at this time.

Executive Director – Erich Schuttauf

My comments at this time will be confined to Impexium, to update you on this. I will pass out a sheet showing a screen shot (see attached). One of the main advantages of the Impexium system that gets overlooked because it's a little bit boring, but it's oh-so crucial, is the integrity and security of our members' information. That might sound like a real basic thing. We live in an age where very large corporations have fallen victim to having data taken by those who want to take it. In an organization like ours where people's jobs hang on issues as to whether folks know they are a nudist or a lawmaker and a nudist, we have to be sensitive to membership security. The existing system is a good system that we have, but Impexium is insured for a considerably larger amount of money against data breaches and has regular protocols that have to happen. Call them "fire drills", because that's really the best term to use. Any lawyer who has studied database law will tell you that you should be doing certain kinds and exercises every so often in a year just saying what would with these situations the same way you do fire drills in grade school. Impexium had one of the best ways of answering the issue of how they would secure and safeguard the data of this membership association. This system is already a step up and a member benefit because we're protecting what needs to be protected and doing a better job of it than the existing system.

So, what is on this sheet that I handed you? There are a lot of colored tiles and this gives you an idea of the capabilities the Impexium system has and that your staff is currently using in tandem with data that we have in the old system. Starting in late September, October, we will be more live with the data in the Impexium system than the Conetic system. The existing data base is called Conetic. We are

migrating data over to the Impexium system. If you take a look at the sheet you will see, for example, that in the upper right-hand corner you'll see events. We are now going to be able to do a better job planning for events using our database system to actually, at some point should a club opt to work with it, do registrations for the AANR Convention and, perhaps, the Regional Conventions, and do them using database capabilities. The club is certainly welcome to do that on its own, but we want to have more capabilities to assist or track.

Look on the far left and you'll see exhibits. That is if you want to sell exhibit space in a trade show. If we ever get to where we hold our own NCSL, we can sell space. We are already using it to track our NCSL flight arrangements, our hotel accommodations, and even the exhibit floor for NCSL with little schematics and everything using this exhibits tool.

Customers, in the upper left-hand corner, is most important – it is our membership. You have heard the word “individual” used a lot and that is the nomenclature we’re going to use after hearing from various members and committees that we want individuals or members to be tracked as individuals using an email account for them to log in. It will give them the ability to change certain settings of how they want to receive the Bulletin, paper or electronic, getting into their own profile, tracking their duration and, yes, printing their own membership card. We want to have that capability to allow you to download a membership card right onto your phone or right into print. Does that mean we are doing that right away? No. But the capability in the system is there if the board decides to take that direction.

We have a category on the third row down called “Awards”. We have to track a lot of awards. Who has won the Hal O’Neill Award, who is qualified for that best article appearing in print. This not only gives us the ability to track individual awards, but to track the nomination due date for those awards. Each of the due dates can be pointed to that awards system and we can stay on track. Right now we have a lot of things we track, but they’re not all in the central database. They’re maintained on individual lists. Here’s who’s won an award, here’s who is our regional director of government affairs team, who is on our public relations team, those are kept in the directory and are kept competently, but there’s nothing in the database. If you look up the member, there’s nothing that would say this person is the committee chair in the database. It needs to be integrated.

In the middle, toward the bottom, you will see “Dashboards”. There you get instant reports on membership. Right now, we have to do a tally in the old-fashioned procedural rules to get a count on membership and make sure it’s done consistently with the way it’s always been done in the past. It’s a slow, time-consuming task. This will be a push the button and get a report and consistently use that same push of the button to get a snapshot at that moment. We have some things we can do through routines with the current system, but not nearly as conveniently as the Impexium system.

Another capability that was told to us, that Presidents of the regions want, is to be able to communicate with their membership. They recognize that lists sitting around of a thousand people can either get lost or quickly misdirected someplace and, all of a sudden, a thousand names and emails are someplace. But your Presidents need to be able to communicate with members for like regional newsletters. So one of the capabilities of Impexium is to let the region president, after signing a non-disclosure agreement and a confidentiality agreement from the AANR office, to access and say they want a blind mailing to my region and without seeing those individual names and addresses, be able to do a blind mailing that goes out to the members of that region without having that replicated to anybody else. The database working in conjunction with Constant Contact lets us do that.

Another is loyalty and reward programs to be able to track. Some of you may have already gotten a text from us that said “Happy AANRiversary of your 5th year of membership.” We’d like to do more of that. We’re using directly from Impexium to identify the people who have a carded anniversary or who

need to receive a survey because they've been with us for four months and we want to know what their four month experience was like, and at eight months follow up and see what your eight-month experience with AANR has been. We're capable of doing that now [with Conetic], but we have to do a data pull and sift as opposed to asking for a report that the system can give us seamlessly and give us on a regular basis to get those kind of surveys into people's hands.

Renewing your membership with autorenewals. We do that for with associates now, but we recognize that some clubs want to have less certifying officer responsibilities. Some of them would rather hand that over to Kissimmee to use the internal database system and let members renew with an approved list from the club. We're not trying to take over your membership department. We're not trying to be your CO. I had a club express to me in the Midwest when I was explaining this, he said "If it's all the same, I'd like to continue to communicate directly with each and every one my members who renews." Absolutely we want you to do that. But there are some clubs, particularly smaller ones, where the CO is a volunteer and they'd like more of that to be handed off to renewal through our database systems and interfaces.

So that is all part of Impexium. When we gave the specs to the Impexium people we are working with and when we're playing in the sandbox to see how these things fit, those are the things we are testing. Right now, the main phase of this project is transferring the data that's in Conetic, which we have had for 25 years or more. We have to import all of that data over and it is in transition and there are protocols you can do. Some are very simple, some are more complex. You have 25 years of data of entering phone numbers, some with dashes, some with parentheses. You can write a subroutine to clean that kind of data up quickly, but then there's other things like membership revocation and do not admit that are more customized to our systems and have to have more tlc. Right now it's getting existing data over and that should happen by about October 1. And then more and more of the hand off happens within the Impexium system that we're using that data increasingly live rather than parallel.

Accounting is different. You use things like QuickBooks that you dovetail with. But for the most part this gives you an idea of what this system is capable of.

- Gary (Star Ranch) – Is this going to be an income stream for AANR. Is there going to be charges to the clubs for using the exhibit system or using any of the other?
 - Erich – In terms of clubs actually using the system, at this time, they would use it to update members (CO). We don't envision that you, as Star Ranch, would log in to sell exhibit space. This is more for internal use.
- Gary (Star Ranch)– Looking at the deficit. If it could be an income stream down the line.
 - Erich - Perhaps at a later time we can make certain event planning modules available for certain clubs under certain circumstances. A fee would be discussed later.
 - Kathy W – It would be for 100% clubs, incentivizing clubs to be 100% clubs to use more features.
 - Erich - It is already making money by making sure with autorenewals you don't lose people and by recognizing people through past accomplishments it instills loyalty and longevity in the association.
- Larry Deschênes – I can see where this could be used quite well for a lot of clubs. If you could focus on the club's members and they want to do a survey, for example, oh for ten bucks we can put a survey out for you. That type of thing. There are a number of things that clubs would be very interested in. Maybe it's not a bad idea to have a small fee for the use of it.
- Ralph Collinson – I think the idea of contacting new members after four months and welcoming them a second time and giving them an opportunity to tell you whatever they need, is really

going to go a long way in retaining them.

- Kathy Watzel – And that was the hope of that policy.
- Walt Stephens – How does it track basic members in one club? Snowbirds spend half their time in the southern area but their membership is up north. Is it able to track who's doing what task in the organization?
 - Erich – The member will be able to go in 24/7 and tell where they are, can change mailing address etc. It will be much easier in Impexium in the member profile to keep track of who is doing what.
 - Karen – It would be nice to list all the clubs the member belongs to, not just their basic club. Perhaps do a sort of passport program that's tracked electronically.
 - Erich – Likes the passport program idea. Why not have it tracked electronically and on message boards, dovetail with our existing message boards saying how many AANR clubs you have visited, proudly a ten-year AANR member etc.
- Gary Mussell – Would like to see autorenewal of the club membership not only for the club where you have your basic membership but for all clubs a person belongs to.
 - Erich – The system is capable of handling the data. The question is whether our ruling documents would allow this or not. Also, the clubs would have to allow the autorenewal feature for their members. Would need to see how this plays out.
- Walt Stephens – Would like to be able to track who has had background checks so the checks are not unnecessarily duplicated.
- Karen Lahey – Walt, yes, the system is capable of handling that in the future if we chose to do it. Gary, yes, the system is capable of handling membership fees for multiple clubs. Currently there are no plans for this. We could charge money for this. Most likely it would be for 100% clubs that want that feature.
- Dave Smith – Kaniksu had a marketing analyst come from AANR. One thing he warned against was nickel and diming people to death. We're trying to show our members value for their membership. For their clubs and regions to do these things and provide information and services to the members that are helpful, we don't want to charge for the services just because we might make \$20 on a survey. That's nickel and diming our clubs to death.

Return of Club Charter

- President Kathy Watzel accepted the return of the Charter of Barehide Ranch in Texas, per request of Mitch London, President of the Southwest Region.

Motion # 4

I move to ratify the appointment of Dave Smith as Nominations Chair.

Purpose:	As stated		
Fiscal Impact:	None		
Maker:	Karen Lahey	Second:	Ralph Collinson
Discussion:	None		
Disposition:	Passed , unanimously		

Committee Reports – Updates to Written Reports Only

Government Affairs – Tim Mullins – Nothing to add to written report.

Public Relations – Ronna Krozy – nothing to add to report

- Bev Price – Was impressed with the public relations report. It was comprehensive and was a very nice report to read.

Convention and Facilities – Ted Peck

There will not be a cold day next year. Star Ranch has put on incredible regional conventions in the past with lots of things going on just like here. They've got a big bar to meet or surpass, but Gary is working it.

Legislation – Beverly Price

No written report.

Internal Affairs – Ralph Collinson

Motion #5

I move to revoke the club charter of Riviera Naturist Resort in Pace, Florida

Purpose: As stated. Riviera has no AANR members and has refused to follow AANR procedures to recruit new members or renew existing members.

Fiscal Impact: None

Maker: Ralph Collinson

Second: Joan Harris

Discussion: None

Disposition: **Passed**, unanimously

Membership Marketing – Karen Lahey

The road map was a plan on how to start. There are two things we're not proceeding with right now. One is online sales/membership incentive. No club is ready to do a beta test. Will work with a club if they want to. New members would be charged an additional amount that would go to the club. There was a different membership incentive program tried in 2008 which was not successful. The second is the permanent id card. There is the ability with Impexium to put your id card on your phone, to print it out when needed, and it was felt that there was no need for a permanent id card at this time.

All but one of the motions being presented were first presented to the trustees May 29 and were sent to the Legislation Committee July 15, that is 30 days ago. And additionally have been reviewed by three of the regional legislation chairs and by Pat Brown. In the process of review, a problem was found with the previous motion that addressed the "additional fee of \$70 annually". There were two places in the Governance Manual where that was referenced and we'd like to clear that issue.

[Motion #6 was started to be read.]

- Bev Price called point of order.
- Kathy Watzel – What is your point of order?
- Bev Price – Both Roberts Rules of Order and our Bylaws state that "A committee may not be appointed to perform a task that falls within the assigned function of an existing standing committee." Modification to the ruling documents are the purview of the Legislation Committee.

- Karen Lahey – There is nothing in our ruling documents that gives a date. It was sent to the Legislation Committee July 14, 30 days prior to this Trustee Meeting.
 - Bev Price – point of order
 - Kathy Watzel – What is your point of order?
 - Bev Price – You, Kathy Watzel, said the reports for this convention were due on July 7. On July 6, I sent an email to Kathy Smith that I received no request to provide legislation for this meeting. I didn't get anything from the Membership Marketing Committee until July 14, a week after the reports were due.
 - Kathy Watzel – I am going to ask the Trustees if they want to vote on the motion.
 - Bev Price – I appeal the decision of the Chair. I don't think that is an appropriate way to deal with the point of order.
 - Kathy Watzel – The motion is to uphold the decision of the Chair.
- Disposition: **Passed**, Yes – 9 , No – 1, Abstained 3

Motion # 6

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced.

Change Governance Manual as follows

2.04.01 Honorary Life Membership (No payment of either AANR or regional dues):

5. Honorary Life members may purchase an Elite Life Membership for an additional \$700 onetime fee per person ~~or an additional fee of \$70 annually.~~

2.04.02 Paid Life Membership (No further payment of AANR dues):

1. Life Membership may be obtained by individual members or couples who have been in good standing in AANR for a minimum of one (1) year, upon payment of \$700 per person for Association membership. Elite Life Membership may be obtained by increasing this amount to \$1,400 per person, ~~or by an annual payment of \$70 by current Life Members.~~

Purpose: To conform Sections 2.04.01 and 2.04.02 to change made to 2.01.01.9 made by Interim Motion #5 on June 3, 2019.

Fiscal Impact: \$0

Maker: Membership Marketing Committee, Karen Lahey Chair

Discussion:

- Terry Meek - Stated that he and Karen caught this a couple of nights ago when they were discussing some of the other motions coming forward and we realized that these two strikeouts should have been made in that June 3rd interim motion. All we're doing is finishing the work the interim motion started.

- Joan Harris – My question is that we voted to discuss the motion so that we could move forward on this. If this changes the Governance Manual, which it apparently does, how can we vote on it without the Legislation Chair’s signature?
- Karen Lahey – The word is should, not must.
- Joan Harris– I didn’t say the word must.
- Karen Lahey – The problem is that this motion is the exception. All the other motions were sent out, including to the Legislation Chair on May 29 and again July 15 and I didn’t get a response. We can’t have progress in this organization because I didn’t say the right words at the right time. We can’t have things not happen because we didn’t know they were going to happen seven weeks ago. We’re going to have to make progress somehow.
- Bev Price – I need to ask Karen to show me where she asked me to do anything with these motions in any kind of an email until the 14th of July, which was past the deadline. I have to circulate any kind of amendments to our ruling documents to the Legislation Committee. I am not a committee, I am one person. It takes approximately two weeks to do that. I did get a message from Karen early on asking to prepare a motion for this meeting that would eliminate the Student Membership and change the National Membership into a Supporting Membership. I wrote back and said those were in both our Articles of Incorporation and our Bylaws which we can’t change here. She wrote back acknowledging that was correct and that will need to go to the vote this coming election. That is the last I have had a request to make any legislative changes.
- Walt Stephens – If I’m not misunderstanding anything, we’re simply doing a housekeeping motion for some missed words. It doesn’t change the intent or anything else.

Disposition: **Passed**, Yes - 10, No - 0, Abstain - 3

Motion #7

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced.

Section 2.01.01

1. National Membership, \$35 annually per member ~~single or family~~.
3. Basic Memberships, \$30 annually per member ~~single or \$52.50 annually per couple/dual~~.
4. Associate Membership, \$30 annually per member ~~single or \$52.50 annually per couple/dual~~.

Section 2.01.02

1. AANR will issue ~~an individual~~ a membership card to each ~~basic~~ member. The text of Article II of the AANR Bylaws shall be printed on the reverse side of all AANR membership cards.
2. ~~A couple/dual membership for purposes of membership transmittals shall be defined as a~~

~~membership for two adults sharing the same address and membership renewal date.~~

3. 2. Membership Number. AANR will assign each member an individual membership number.

Section 2.04.00 Life Memberships

(Additional information may be found in the Operations Manual, Office Operations and Membership Handbook.) ~~Upon death, divorce or separation of members who purchased or were awarded life membership as a couple, either or both members may continue life membership. However, life membership of the deceased or separated member is not transferable to a new spouse.~~

Section 2.04.02 Paid Life Membership (No further payment of AANR dues):

1. Life Membership may be obtained by individual members ~~or couples~~ who have been in good standing in AANR for a minimum of one (1) year, upon payment of \$700 per person for Association membership. Elite Life Membership may be obtained by increasing this amount to \$1,400 per person ~~or by an annual payment of \$70 by current Life Members.~~

Section 2.05.06 Young Adult Membership is offered at a reduced rate to individuals only ~~(not to couple or dual members)~~ who are between the ages of 18 and 28 and who provide evidence of age.

Section 2.05.07 Student Membership is offered at a 50% discount only on individual Basic or Associate Memberships ~~[no option for couple or dual memberships]~~. It is available to full-time students from age 18-25 who offer proof of age and student status. Benefits include all current and initiated benefits of basic membership.

Purpose: Change dual/couple membership to individual/single memberships. Change to be implemented when new membership system goes live.

Fiscal Impact: Greater than \$70,000 per year

Maker: Membership Marketing Committee, Karen Lahey Chair

Discussion:

- Ted Peck – In favor of everything in motion but we have processes and I voted against other things that I was in favor of because I thought processes weren't involved. Will you entertain a substitute motion? I move that the Legislative Committee be requested to prepare an interim motion to remove all references to couples/dual membership for the ruling documents.
- Karen Lahey – No.
- Bev Price – Point of order
- Kathy Watzel – What is your point of order.
- Bev Price – This is in conflict with our Bylaws. You are defying your own ruling documents if

you pass this the way it is.

- Ralph Collinson – Requested Bev explain.
- Bev Price – It talks about couples in our Bylaws. We need to eliminate that if we are going to eliminate couples/duals in our Governance Manual. This is the kind of thing the Legislation Committee should be given time to investigate.
- Karen Lahey – The three places it mentions couple in the Bylaws. One is in Young Adult membership and one is in Student membership stating they are not available to couples or dual members. The third is in talking about Basic membership and it talks about a membership individual or couple. Oblique references to memberships, not right on. If we need to wait to modify the Bylaws, we will not be able to separate couples into singles until at least this time next year. The committee was aware of this issue and decided that since the references to couples in the Bylaws was not direct and because of the other benefits of going from couples to singles. If we don't want to pass this motion, I have a substitute motion to raise the dues \$10 rather than \$6.
- There was discussion on wording of the motion.

Disposition: **Passed**, Yes - 8, No - 2, Abstain - 3

Motion # 8

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced.

Section 2.01.01

3. Basic Membership, ~~\$30~~ \$36 annually per ~~single~~ member.

4. Associate Membership, ~~\$30~~ \$36 annually per ~~single~~ member.

This motion to be implemented January 1, 2020.

Purpose: Increase revenue. See attached spreadsheet.

Fiscal Impact: Greater than \$180,000 per year.

Maker: Membership Marketing Committee, Karen Lahey Chair

Discussion:

- There was discussion on the wording of the motion.
- Walt Stephens – Likes the intent but would like a fixed date for implementation.

- Ralph Collinson – Should use a future date. We need to explain all this to our members. It takes two months to get anything in the Bulletin. I would suggest we start January 1 and get something out to members to justify the \$6.
- Karen Lahey – I will agree to January 1, 2020.
- Bev Price – I don't believe the implementation date is part of the purpose, It would not be part of the change to 2.01.01 but would follow it.
- Karen Lahey – I will agree.
- Bob Roche – The National membership will be \$35 and basic \$36?
- Karen Lahey – It has always been \$35. The National membership has no regional dues or benefits associated with it. We have 10 National members. We can talk about National membership later.

Disposition: **Passed**, Yes – 12, No – 1

Those voting against:

Larry Deschênes

Motion # 9

NOTE: Deletions are indicated by strike-through and additions are indicated by underline. Any notation in square brackets is informational or parenthetical, and not part of the paragraph referenced.

2.01.01 Dues for membership will be as follows:

8. Life Membership, ~~\$700~~ \$800 onetime fee per ~~person~~ member.

9. Elite Life Membership, an additional ~~\$700~~ \$800 onetime fee per ~~person~~ member (total of ~~\$1,400~~ \$1,600).

2.04.01 Honorary Life Membership (No payment of either AANR or regional dues):

5. Honorary Life members may purchase an Elite Life Membership for an additional ~~\$700~~ \$800 onetime fee per member.

2.04.02 Paid Life Membership (No further payment of AANR dues):

1. Life Membership may be obtained by ~~individual~~ a ~~members or couples~~ who have has been in good standing in AANR for a minimum of one (1) year, upon payment of ~~\$700~~ \$800 per ~~person~~ for Association membership. Elite Life Membership may be obtained by increasing this amount to ~~\$1,400~~ \$1,600 per ~~person~~ member.

Motion to be implemented January 1, 2020.

Purpose: Keep Life and Elite Life Membership rates proportional with Basic Memberships.

Fiscal Impact: \$1,000

Maker: Membership Marketing Committee, Karen Lahey Chair

Discussion:

- There was discussion on the wording of the motion.
- Mitch London – Where does the \$1,000 Fiscal Impact come from?
- Karen Lahey – It comes from how many new life or elite life memberships we get each year.

Disposition: **Passed**, Yes – 12, No – 0, Abstain – 1

Motion # 10

Move to instruct the office to allow auto-renewal for all memberships when the Impexium system is implemented and brought online.

Purpose: To allow all members to setup auto renewal for their membership with the expectation that this will increase members retention.

Fiscal Impact: Unknown – expectation is higher retention rates

Maker: Membership Marketing Committee, Karen Lahey Chair

Discussion:

- Ralph Collinson – The motion should be to implement autorenewal for all memberships and it should be on January 1.
- Karen Lahey – The system will be live before that date. Does not want to wait for people to be able to manage their own account. If a club does not want auto renewal for their members, would put in a switch to that effect. The default will be auto renewal.
- Peg Lane – Could the individual change their club at the same time?
- Karen Lahey – No. The club controls who will be part of their club.
- Patty Faber – Attended the AANR-East Convention. It was interesting. I talked about AANR and Impexium and the ability for people to do auto renewal and go online and renew themselves. Several small travel clubs don't want that. They are afraid their members will not renew with the club. There needs to be a way for the club to opt out.
- Larry Deschênes – What is estimated time for Impexium to go live?
- Erich Schuttauf – Between October 1 and the end of October that we're in fully parallel systems. Then we drop off Conetic.

- Larry Deschênes – Because travel clubs were brought up, aren't all clubs going to get their memberships paid through AANR?
- Ralph Collinson – On opting out, the club goes to the members and say they have to pay through us.
- Ted Peck – All this is, is “allow”.
- Tim Mullins – The way it's worded is “allow auto renewal for all memberships”. To me that would imply that there will be a system in place so that the travel clubs that are counting on their membership fee, would be getting that through AANR who would be collecting it in an auto renewal.
- Terry Meek – Misconception. My understanding is all we are talking about are the AANR and Regional Dues. AANR is not, at this time, proposing to collect and club dues from any club.
- Ted Peck – That had not been my understanding. So this means I pay AANR and then separately pay my Oaklake Trails. I was hoping that one hit and I don't have to do anything.
- Karen Lahey – Maybe someday. But Oaklake Trails will also be able to renew your AANR membership for you. Oaklake Trails will have the capability to go in and do AANR renewals for all their members.
- Dave Landman – We sell a membership that includes AANR and AANR-West. If our people find out they can save twelve cents by auto renewing themselves, it will cause a nightmare for us. We include AANR in all our memberships, so we will need to opt out. If they know they can use it, they will.
- Bob Dixon – There is a very significant component of educating the clubs on how to do their memberships. You will have so much push-back from clubs that don't understand the system let alone how they are going to work with their members. You are now moving into the winter season. A lot of northern ones aren't even going to be there to answer the phone.
- Larry Deschênes – If we auto renew from Canada, is it going to be American funds or Canadian funds?
- Bev Price – I call the question.
- Kathy – called for the vote to end discussion.
Disposition: Yes – 6, No – 7
- Mike Parker – Under current rules, how many years can a club renew its members at the AANR level?
- Kathy Watzel – I'm hearing two years.
- Mike Parker – Should try to get members to renew their memberships for two years at a time. Would save time for everyone.
- Gary Mussell – Seems the regions have a lot of education to do to the clubs to implement auto renewal. Auto renewal is a shoo-in with Associate members but the club should opt in when they are ready to do it.
- Karen Lahey – We have a huge retention rate problem. Auto renewal will help with that. Some clubs also have certifying officers who do not send in the renewals to AANR for months or a

year at a time. These members blame AANR. This would be a way to not lose members. The education process has to happen now anyway. Why would we want to partially educate our members and not give them the full benefit of being able to totally manage their membership.

- Peg Lane – Our club closes in October. It will be a mess when I come back or send out my bills. I include AANR membership in the club fee so I get it upfront. Why can't we just wait and get the system up and running before doing this type of renewal.
- Walt Stephens – What I'm hearing is that we need to implement the club portion over a longer period of time. Keep the Associates auto renewing and do the club portion over a longer period of time.
- Karen Lahey – What do we do with the clubs who don't renew their members' AANR membership?
- Walt Stephens – We need to work with those clubs. That's a different issue.
- Margie Cantlon – I hate to use the "T" word, but this sounds like something we really need to table.

Disposition: **Failed**, Yes – 2, No -10, Abstain - 1

Glen Miller Fund - Fred Van Nest

- No new applications.

Planning – Joan Harris

- In the August Bulletin, there was the article about new board size and the 2020 voting. There have been a lot of questions about qualifications for the Trustees.
- Qualifications are the same as for Secretary/Treasurer.
 - Voting member of the Association in good standing for two years immediately prior to seeking nomination
- Additional qualifications:
 - Must be a member of the region from which elected
 - Must have served the region as an official for at least one (1) year
 - Must reside within the geographical boundaries of that region. With consent of the Board of Trustees, an exception may be made to the residency requirement.
- The questions come up about what is an official for the region. What is the definition of a regional official?
- Bev Price – Must be determined by the region that elects the trustee. Each region determines their officials differently.
- Nominations paperwork will need to be changed on the website because March 1 is the deadline.
- Bob Roche – Now there are seven club trustees and seven member trustees. Is it just going to be anyone?
- It will be one trustee from each region as long as they meet the qualifications. There is no longer any distinction between club and members trustees

Finance – Alan Harris, Chair

- I stand on my report.

Research and Education – Patty Faber

- Nothing to add to my written report.

Youth – Robert Roche

- I have no report.

Hall of Fame – Larry Deschênes

- Nothing further to report.

WINR – Joan Harris

- I stand on my report.

Nominations – Dave Smith

- No report.

Motion # 11

I move to accept the audited financial statements for the year ended December 31, 2018

Fiscal Impact: None
Purpose: As stated
Maker: Finance Committee, Alan Harris Chair
Discussion: None
Disposition: **Passed**, unanimous

Nominations, continued

- Bev Price – Dave has nomination forms. If you want to get a head start don't wait until Midwinter to start getting your signatures, Start now and get the forms from Dave.

Regional President's Council Report – Dave Smith

Present: Larry Deschene – E
 Terry Meek (For Richard Quigley) - MW
 Ted Peck (For Mitch London) SW
 Gary Mussell - W
 Dave Smith - NW

Region and Club Health- Universal troubles getting volunteers for work parties, projects or to run for club or region positions. Trouble getting younger volunteers, notably.

Discussed nomination committee challenge. Handed out ruling document portions on requirements for nominees for AANR election 2020. One concern being addressed with the Executive Director is the section prohibiting two individuals in relationships not permitted to run for office. This violates Canadian law, where each member has equal right to run for office. If elected, restrictions can be placed to prevent inappropriate roles.

Karen Lahey spoke about the Membership Management System. Hope is for better access to information and services to provide information to selective groups- clubs, regions, officers, etc. A major effort will be made to increase email addresses for members.

Continue to stress values of AANR and regions.

Comments on above report:

- Universal issues for volunteers and people to serve.
- Passed out ruling document portions on requirements for AANR elections. Want to have as many people running for each position as possible.
- Impexium will give better access to information. Need good email addresses in order to send out information. Can have an email account only for their AANR information such as the Bulletin.
- Issue to address – Bylaws prohibit family members from serving on the board. It's illegal in Canada. How do we address that?
- Stress the value of AANR to clubs and regions.

Questions on report:

- Ralph Collinson – Question is on nominations. Looking at the form, it says I can ask any AANR member to endorse my nomination [for trustee] and doesn't have to be from my region. My assumption was each region would nominate a person, so it should be regional people who endorse my nomination.
- Bev Price – The nomination form itself is not the authority. They Bylaws and Governance Manual are the authority. I will look in the qualification chart in the Bylaws and then in the Governance Manual for any restrictions. I do not recall if any restriction was given to asking only for the endorsement of members only of that region. I will look at it and get an email out to everyone.
- Larry Deschênes – Erich and I worked on researching the discrimination/non-discrimination for positions. Going through the laws and how they apply. Erich has a wealth of information on this. No member should be denied the opportunity to run for election. What they do once elected is what you restrict to keep conflict of interest down. It's all in a document right here.

Business Referred to this Meeting

Determine Location of 2021 Convention

Suwannee Valley Resort in Florida is the only bid.

- David Landman – stated that he sent in a bid for De Anza Springs.
- Caroline Hawkins – states that she did not receive it.
- David was asked to find out when he sent it in.

Kathy Watzel – while waiting for the information, I have a gift for the Trustees. This is our Skinny Dip Day Hat.

Karen Lahey - passed out phone lanyards from Northwest

Kathy Watzel – table location determination until tomorrow.

New Business – none

Good of the Order

- Bev Price – three items
 - Offered in April to work with Membership Marketing Committee to get legislation in place. Was denied repeatedly cooperation. I did not block any legislation at all.
 - You have now, as a board, operated in violation of your own Bylaws. I do not know what kind of jeopardy that puts you in. But I will be talking to legal counsel about it.
 - Dave Smith – what do you mean?
 - Bev Price – Our Bylaws say the Legislation Committee is the one that presents modifications, amendments to our ruling documents. That was not the case at this meeting. That's in violation of our own Bylaws. I also want to mention that the lousy precedent that has been set says that any committee at all can propose ruling document amendments and it's not much purpose in having someone watch over the ruling documents.
- Joan Harris – I am not saying this in conjunction with anything to do with Membership Marketing, but just in general. I have served on a lot of committees. My whole career depended on following the rules, the bylaws, the governing documents. I had large numbers of people reporting to me throughout the years. My advice to them was always if you follow the rules, the ruling documents, the bylaws you will keep yourself out of trouble. You cannot have an organization that does not follow its own rules. I am kind of sick to my stomach today about what happened today.
- Ralph Collinson – We did follow the bylaws today. The documents were sent to the committee to be looked at and brought back to this meeting. The issue, I guess, is a month's worth of time sufficient for the committee to do its work. My feeling is that it is sufficient. The rules were followed but the committee didn't follow through on their part. We couldn't table it another six months.

- Karen Lahey – Ralph said it.
- Patty Faber – On a positive note, I want to thank Sun Meadow for a wonderful convention. I want to thank all the volunteers for making us feel at home. I hope all can get past this. Tomorrow morning we take care of the last of the business and then it's on to the rest of the fun, fun, fun.
- Ralph Collinson – I also would like to offer something positive. I probably go into the AANR office more frequently than most people. I've been doing a lot of stuff with Erich, Jeff and Carolyn. I want to commend Erich. When I go to the office now I see a lot of smiling faces, the office looks great. This week when I was in they had taken the Hall of Fame plaque and had it redone and everything is in the same font. They found a new vendor for all their trophies. Everybody seems so much more positive than they did even just six months but I'll say more positive than eight years ago. Erich has done a great job.
- Margie Cantlon – Erich is the keynote speaker at dinner.
- Erich Schuttauf – Want to make sure you know about the session tomorrow on social media. Will have phone linkup with Jeff from our office and a special in-residence guest is Andy Walden from Hawaii. Bring your cell phone and computer so you can work hands-on.
- Ted Peck – Karen, I voted against some of the stuff today, but I want to commend you. We had a meeting in Pennsylvania five years ago and you have been on this thing about membership classifications ever since. Thank you for all that work. It's amazing.
- Mitch London – As a regional president, I completely understand how difficult it is to do motions especially when you find little tidbits of a word that say has to be changed from have to has because it can make a huge difference because you just saved yourself time the next six months or a year. Everybody here caught little bits and pieces and saved everyone time. Thank you for catching all that.

Announcements

- Mitch London – As the activities coordinator for Hill Country Nudists in Austin, Texas, I would like you to invite to our boat party, but it is full already. Anyone interested in future boat parties and bowling give your email to Mitch.
- Patty Faber – Silent auction tomorrow. Keep checkbooks available because we're going to have Tim Mullins shave. SMS as soon as we get out of here. Down the road, first cul de sac to the left, the brown house with the big deck. For the auction, credit cards are accepted through the AANR office.
- Walt Stephens – Mudslides and margaritas tomorrow. Donations will go to the AANR Education Foundation for scholarships.
- Jim Lane – I'm on the Foundation committee. Go back to your clubs to do something to get more money for scholarships.
- Margie Cantlon – In your bag there's directions on how to buy all your amazon stuff through smile.amazon.com. It costs you nothing more and they donate to the nonprofit you designate, which we hope is the AANR Education Foundation.
- Kathy Watzel – Once you sign up, it stays unless you change it.
- Peg Lane – We have gotten almost as much from Amazon as donations this last six months.
- Karen Lahey – You can donate using PayPal from the Foundation website.

- Terry Meek – AANR-Midwest will be doing their budget in the next couple of months. I am going to be putting in a request to our secretary/treasurer to increase our budget so the region donates to the education foundation. Our region designates \$4,000 for scholarships each year. I am going to ask that they donate an additional \$1,000 to the Foundation for scholarships.

Meeting is recessed to 9:00 a.m. PDT, Friday, August 16, 2019.

Reconvene Summer Trustee Meeting:

Meeting was called back to order by President Kathy Watzel
August 16, 2019, at 9:01 a.m. PDT, Sun Meadow Resort

Roll Call:

Kathy Smith, Secretary/Treasurer, took roll:

Roll call

Function	Name	Position	Present	Absent
Officers	Kathy Watzel	President	X	
	Patty Faber	Vice President	X	
	Kathy Smith	Secretary/Treasurer	X	
	Erich Schuttauf	Executive Director	X	
Trustees	Mark Huenison	Trustee from AANR Western Canada		Exc
	Vacant	Club Trustee		
	Ronna Krozy	Club Trustee	X	
	Terry Meek	Trustee from AANR Midwest	X	
	Joan Harris	Club Trustee	X	
	Ralph Collinson	Trustee from AANR Florida	X	
	Walt Stephens	Trustee from AANR West	X	
	Ted Peck	Trustee from AANR Southwest	X	
	Bob Roche	Club Trustee	X	
	Beverly Price	Club Trustee	X	
	Karen Lahey	Trustee from AANR Northwest	X	
	Margie Cantlon	Club Trustee	X	
	Larry Deschênes	Alternate Trustee from AANR East	X	
	Peg Lane	Club Trustee	X	

Seating of Alternate Trustee

Motion #12

I move to seat Bob Dixon as the Alternate Member Trustee for AANR-Western Canada.

Purpose: To fill the seat vacated for this meeting with the alternate, as specified in the AANR ruling documents.

Fiscal Impact: None

Maker: Beverly Price Second: Terry Meek

Discussion: None

Disposition **Passed**, Unanimously

Declaration of a Quorum – President, Kathy Watzel

All Officers and 13 Trustees are present and we do have a quorum.

Introductions – President, Kathy Watzel

➤ Former AANR presidents

- Bev Price

➤ Regional Presidents

Larry Deschênes	AANR-East
absent	AANR-Midwest
David Smith	AANR-Northwest
Mitch London	AANR-Southwest
Gary Mussell	AANR-West
Bob Dixon	AANR-Western Canada
absent	AANR-Florida

Bev Price – point of personal privilege

Received an email last night from Oliver Ellsworth, a long-time member of Mountain Air Ranch.
Subject: Fire near MAR

A fire started this afternoon south and, unfortunately downhill, of MAR at Deer Creek Canyon Park. It has burned about 13 acres as of this hour, 11pm. 300 homes have been evacuated but none lost yet. Ironically, the fire broke out right across Deer Creek Canyon Road from a fire station. The winds are currently in our favor and they hope to get it under control tonight. I have had no word from MAR. I tried to contact Glenda West and Dave Wilson who live over the gate house but no response from either phone. For now, I suppose no news is good news. If MAR is affected, they should send out an email early tomorrow. I will keep you informed. This is just another reason why living in our mountains is such a vulnerable situation. Video and updates are available at CBS4denver.com.

- Kathy Watzel – Went on this morning and it was pretty much what you read. I have not gotten anything from Mountain Air Ranch.
- Bev – If Chris is not sending out anything, it is not happening. And Oliver is not up yet. If I hear something else, I'll let you know.

Business Referred to this Meeting, continued

Determine Location of 2021 Convention

DeAnza Springs Resort - withdrew their bid. The problem was on their end, not AANR.

Suwanee Valley Resort – Ralph Collins spoke to the bid. The club is located near White Springs in northern Florida. Tallahassee or Jacksonville are the closest airports.

Motion # 13

Move to hold the 2021 AANR convention at SuwaneeValley Resort
August 9 through 15 , 2021

Purpose: As stated
Fiscal Impact: As Usual
Maker: Ralph Collinson Second: Karen Lahey
Discussion: None
Disposition: **Passed**, unanimous

Determine Location of 2020 Midwinter Meeting, February 7-8, 2020.

Applicants: Mira Vista Resort (Bev spoke to the bid), and **Suwanee Valley Resort**

- A secret ballot was taken and Suwanee Valley was selected.

Motion # 14

I move to hold the 2020 AANR Midwinter Trustee meeting at Suwanee Valley Resort on February 7-8, 2020 with travel days of February 6 and 9, 2020.

Purpose: As stated
Fiscal Impact: As usual
Maker: Ralph Collinson Second: Karen Lahey
Discussion: None
Disposition: **Passed**, unanimous

Kathy Watzel – bookkeeping announcement

It was stated at the meeting yesterday that the minutes that had been read had been changed to the 9th. It really was the 8th and 9th, as it actually started on the 8th. We are going back to what was originally written. Any objection? None

- Bev Price – apologized for making that correction that we are now correcting. I was reading the agenda.

New Business

Motion # 15

Move that the AANR Board of Trustees endorse the new mission statement that will be on the 2020 ballot for members to accept or reject. The endorsement will be included in the “pro” statement in the voter’s guide.

Fiscal Impact: None

Purpose: To demonstrate the Board’s support of a new mission statement that more clearly defines the direction the Board believes will strengthen the Association.

Maker: Planning Committee, Joan Harris chair

Discussion:

- Terry Meek – This is the four PRs statement?
- Kathy Watzel – Yes

Disposition: **Passed**, unanimous

Announcements:

- Star Ranch reservations
 - There are many different stories on reservations.
 - Background check - \$30 for the background check with all but \$1.87 credited back to you on your first visit.
 - Gary will call and have Ken email a copy of the list for reservations so everyone can see the order of the list. Call today and get your name on the list. I will have more information to you as soon as soon as I can.
 - There are hotels 8 – 19 miles away.
- Patty Faber – Silent auction this afternoon on patio, live auction before the dance tonight. SMS has brought in \$1,200. We need to make sure we get Tim shaved. Live auctioneer will be Mitch London.
- Erich Schuttauf – Ralph mentioned there is an all new refurbished plaque for Hall of Fame. Thanked Bev who came down and helped audit the list of Hall of Fame to make sure everyone was on who should be and with the correct dates.

- Bev Price – I have a picture of the new plaque in the office. Eva took the plaque home and refinished the wood. They went to Crown Awards in Orlando who put all this together in the right order. This year's recipients will be on within a few days.
- Bev Price – Planned Giving reception this afternoon at 4:30 at the end of the patio near the Silent Auction.
- Karen Lahey – There are four fund raisers for the Education Foundation earmarked for scholarships. The fifth one was yesterday with the Fascinator workshop. Those coming up are Walt's Mudslides and Margaritas, balloon making workshop, Wine & Paint Party, and the Poker Run.

Meeting adjourned at 9:49 a.m. PDT

Respectfully Submitted,

Kathy Smith

Kathy Smith

Secretary/Treasurer

- Apps
- Customers
- Chapters
- Committees
- Memberships
- Events
- Exhibits
- Sponsorships
- Subscriptions
- Surveys
- Products
- Inventory
- Fundraising
- Certifications
- Awards
- Advertising
- E-Marketing
- Accounting
- Uploads
- Web Sites
- Tasks
- Users
- Queries
- Dashboards
- Processes
- Sales
- Custom Data
- Customizations
- Configuration

<p>Customers</p> <p>Manage customers including individuals and organizations, contact and relationship information.</p>	<p>Chapters</p> <p>Manage chapters, including officers, members, products and other information.</p>	<p>Committees</p> <p>Manage committees, including committee members, positions, and other information.</p>	<p>Memberships</p> <p>Set up and manage your membership types, member status types and other information.</p>	<p>Events</p> <p>Set up events and manage event details including tasks, sessions, speakers and rooms.</p>
<p>Exhibits</p> <p>Set up exhibits and manage details including halls, floorplans, booths and booth categories.</p>	<p>Sponsorships</p> <p>Set up and manage sellable sponsorship packages, and also manage sponsors and other information.</p>	<p>Subscriptions</p> <p>Set up and manage subscription based products, subscribers, and other information.</p>	<p>Surveys</p> <p>Create and manage surveys and other information.</p>	<p>Products</p> <p>Set up and manage your sellable products, including price, taxes, shipping and other information.</p>
<p>Inventory</p> <p>Set up and manage the inventory-based products, warehouse, purchase orders and fulfillments.</p>	<p>Fundraising</p> <p>Create and manage fundraising campaigns, appeals, donors, and other information.</p>	<p>Certifications</p> <p>Set up certification and manage certification details, including courses and exams.</p>	<p>Awards</p> <p>Create and manage awards, including nominations, nominees, and award judges.</p>	<p>Advertising</p> <p>Set up and manage print or digital advertising products and manage contacts and other information.</p>
<p>E-Marketing</p> <p>Use a variety of integration partners to create and manage mailing lists and blast email campaigns.</p>	<p>Accounting</p> <p>Create and manage your business units, payment methods, fiscal years and other information.</p>	<p>Uploads</p> <p>Upload and manage uploaded files and images for your web site, events, floorplans, and more.</p>	<p>Web Sites</p> <p>Set up web sites for your members and other customers, with information related to each group.</p>	<p>Tasks</p> <p>Create and manage tasks and assign them to users or user roles, and keep track of completed tasks.</p>
<p>Users</p> <p>Set up a list of your system users, and assign different roles to them used in role-based security.</p>	<p>Queries</p> <p>Create, run and manage queries, as well as exporting or performing other actions on the results.</p>	<p>Dashboards</p> <p>View important business statistics in the form of interactive charts and drill down to the display/view lists.</p>	<p>Processes</p> <p>Create, schedule, or run processes, and manage the history of processes which ran in the past.</p>	<p>Sales</p> <p>Set up, manage and track your sales opportunities, activities and tasks.</p>
<p>Custom Data</p> <p>Add, edit, and manage records which are not part of the AAMR and reside in a custom database.</p>	<p>Customizations</p> <p>Create and manage custom data entry forms to capture additional data that is not part of the baseline system.</p>	<p>Configuration</p> <p>Configure and manage global system settings and other settings for your organization.</p>		

Proposed Membership Rates One proposal is add \$6 and remove couples discount. Other proposal is add \$10 and do not remove couples discount. Include regional fees and associate service fees using both proposed scenarios against current

Region	Associates		Club Members	
	Current - Single Associate	Add \$6 - Single Associate	Current - Single Club	Add \$6 - Single Club
East	58.00	64.00	40.00	46.00
FI	58.00	64.00	38.00	44.00
MW	58.00	64.00	42.00	48.00
NW	58.00	64.00	42.00	48.00
SW	58.00	64.00	43.00	49.00
WC	58.00	64.00	43.00	49.00
West	58.00	64.00	38.00	44.00

Region	Associates		Club Members	
	Current - Couple Associate	Add \$6 - 2 people Couple Associate	Current - Couple Club	Add \$6 - 2 people Couple Club
East	93.50	113.00	72.50	92.00
FI	93.50	113.00	68.50	88.00
MW	93.50	113.00	76.50	96.00
NW	93.50	113.00	76.50	96.00
SW	93.50	113.00	78.50	98.00
WC	93.50	113.00	78.50	98.00
West	93.50	113.00	68.50	88.00

Rate Change Worksheets (Used by committee in deliberations).
 Number of Basic Memberships - February 2019

	Single	Couple	Total
East	2826	2389	7604
FI	1947	2008	5963
MW	1650	1761	5172
NW	813	629	2071
SW	638	517	1672
WC	149	170	489
West	2844	2210	7264
Total	10867	19368	30235

Regional Dues

East	\$10.00
FI	\$8.00
MW	\$12.00
NW	\$12.00
SW	\$13.00
WC	\$13.00
West	\$8.00

SSI Cost of Living Adjustments (COLA)

Year	COLA	Membership Rate
2008	5.8	30.00
2009	0	30.00
2010	0	30.00
2011	3.6	31.00
2012	1.7	32.00
2013	1.5	32.00
2014	1.7	33.00
2015	0	33.00
2016	0.3	33.00
2017	2	34.00
2018	2.8	35.00
2019	1.8	36.00