



August 12, 2022, Inboard Trustees' Meeting Minutes

Call to Order:

Date: Friday, August 12, 2022

Time: 9:00 a.m. EDT

Place: Suwannee Valley Resort and Zoom

AANR President Kathy Watzel called the 2022 Inboard Trustees' Meeting to order at 9:14 a.m. EDT

Installation of Officers and Trustees – Outgoing Vice President Margie Cantlon

Roll Call:

Kathy Smith, Secretary/Treasurer, took roll:

Roll call

Function	Name	Position	Present	Absent
Officers	Mitch London	President	X	
	Tim Mullins	Vice President	X	
	Kathy Smith	Secretary/Treasurer	ZOOM	
	Erich Schuttauf	Executive Director	X	
Trustees	Sandra Cordell	Trustee from AANR-East	X	
	BG Parkes	Trustee from AANR-Florida	X	
	Richard Quigly	Trustee from AANR-Midwest	ZOOM	
	Karen Lahey	Trustee form AANR-Northwest	X	
	Ted Peck	Trustee from AANR-Southwest	X	
	Kathy Watzel	Trustee from AANR-West	X	
	Bob Dixon	Trustee from AANR-Western Canada	ZOOM	

Declaration of a Quorum – President Mitch London

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

Introduction of Dignitaries– President Mitch London

➤ Former AANR presidents

- Kathy Watzel
- Bev Price

Consideration of Rules and Order of Business

Motion # 1

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

Purpose: As Stated

Fiscal Impact: None

Maker: Karen Lahey Second: Sandra Cordell

Discussion: None

Disposition: **Passed**, unanimously without objection

Committee Chair Assignments

Internal Affairs	Bob Dixon
Government Affairs	Tim Mullins
Membership Marketing	Karen Lahey
Public Relations	Ronna Krozy
Convention and Facilities	Ronna Krozy
Legislation	Jim Lahey
Glen Miller Fund	Mike Parker
Planning	BG Parkes
Finance	Kathy Watzel
Research and Education	Paul LeValley
Youth	Susan Cappa/Rick Markle
Nominating	in ruling documents for next election cycle
WINR	open
Hall of Fame	Mark Huenison
Washington Government Affairs	John Hunter

Motion to Ratify Committee Chairs

Motion # 2

I move to ratify the President's appointment of Committee Chairs.

Purpose: As stated

Fiscal Impact: None

Maker: Karen Lahey Second: Kathy Watzel

Discussion: None

Disposition: **Passed**, unanimously without objection

Old business

Motion # 3

I move to stop mailings notifying members of the AANR election.

Purpose: To save a minimum of \$17,100 and encourage members to give us email addresses.

Fiscal Impact: To save a minimum of \$17,100 per election cycle

Maker: BG Parkes Second: Karen Lahey

Discussion:

- Bev – I was told by Kathy Watzel at the AANR-West convention that this motion wasn't going to be put on the floor.
- Kathy W – I'm going to speak to that. Someone else chose to put it on. It's not me.
- Bev - In that case, I will speak against the motion. I don't have a vote. But I think I should have a vote in other AANR operations and I think everyone in AANR should have a vote. And when you do not send out letters to over 9,000, that's one-third of our membership, telling them they can vote you are disenfranchising one-third of our members at the cost of approximately, it's less actually, but approximately two-hundredths of a percent of our budget and I think that's a travesty.
- Karen – There's been a lot of discussion about this. Nobody's being disenfranchised. What the proposal would be is that a letter would be sent out by postal mail to anybody that hasn't got an email address telling them that elections happen, it will be happening every two years, if they wish to be put on a list to be notified before every election, they can ask and we would be happy to put them on a list to remind them. If they don't ask us, notifications will be in the Bulletin as well as on the website. But they will be told that it will be happening, they will be told that it's regular and if they wish to be notified that it's happening, they will be able to vote. There will be no disenfranchisement. It's possible to vote. Disenfranchisement means they

cannot vote. There is a mechanism for them to vote. The number of people that didn't vote electronically was very small this year. BG, do you have those numbers? I can get them off the computer. I can get them if you give me a minute. I think it was 90 or something like that. It was small. The cost to send these letters out was \$18,000. So there would be nobody who would be disenfranchised. They would still be able to vote. They would still be notified. They would know they could vote. I would recommend we put it in the renewal letters about the ways they can vote. They would be notified in many different ways. They would just not be notified by this expensive method.

- Kathy W – Of the 9,000 plus letters that were mailed, and in the total election there were 52 people who voted by phone. Everybody else voted online. I asked that that information be saved. Unfortunately, they did not tell me of those 52, who received letters. But let's pretend they all received the letter. So then you can add the number of votes and the money spent to get those 52 votes. Yes, some of them probably voted online because they were capable of finding a computer at their library or they do have one, they just don't give me the email. I just find it's a wasteful use of AANR's money. We did notify through the Bulletin as well. Remember, the letter they receive does not give them a ballot. It simply tells them we have an election.
- Cyndi – The letter that is being sent, does it give them the option to still receive...I'm a little unclear. I guess my question stems from when we switched from printed copies of the Bulletin that everybody got and went to an electronic version but you could still opt in for a printed copy. Is that an option or printed ballots are not an option whatsoever. Everything is done though. Can they elect to receive this reminder letter, quote/unquote.
- Kathy W – That was not the practice the last election. What happened was we automatically sent a letter telling anybody we did not have an email address for there was going to be an election. End of story. They could contact our provider for the election to get their code, if they had their p-number, to receive the information on how to vote. They could vote, just like you could online, or by the telephone, just like you could.
- Karen – They would be able to get a letter that would tell them how to vote. It would be an extra step, but an extra step that would save us \$18,000.
- Kathy W – And the reason that would be less expensive is AANR would be sending it, as Postway Private Service charges us, Erich do you remember, \$1.70, I believe, per person plus postage.
- Karen – And the computer issue is that they have to match it up, it's a lot more complicated for them to do.
- Mitch – I was just going to remind anybody that is online, if you have a question, do the raise hand thing, because that puts you at the top of our screen and we'll be able to see you. Otherwise, if you just raise your hand up in the mass of people, we will not see it.
- Bob D – I do a lot of ruminating about whether we are doing our due diligence in informing those who are difficult to inform. I think I'm changing my mind that we should be saving the money. And, correct me if I'm wrong, can we not also be informing these people maybe prematurely, but every

time when they renew we send them a letter, we can also include a statement that there's an election coming in this year or next year and you'll be informed about it if we have your email address on file. Can that be put in that reminder/welcome letter?

- Mitch – Yes, that can be done. As we go to the Impexium system that requires email addresses, as last I recall requires an email address to register online and whatnot, and to get a membership, that way we get a valid email to send people this information.
- Karen – And in this last exercise, it was a flawed exercise because these letters were sent out to people that had email addresses in the system and I know this to be true because my husband and I both got these letters and we both had emails in the system.
- Bev - With permission of the Board, I would like to make a suggestion. I am the kind of person who prefers a carrot to a stick. I think this motion is a stick. We're going to beat on you if we don't have your email. I would like to see AANR come up with a creative way to reward people who have an email in there so that people will want to get that email. I know a lot of people who have emails and say they aren't going to give them to AANR. They can certainly have their own private email that's AANR only if they choose to, but I think we need to start letting people know what we'll do for them, how we'll do it and that we will do it to keep them enfranchised. My two cents worth. Thank you.
- Mitch – And from what I understand, if this passes, this will not take effect until two years. Is that correct? So we still that two years to start informing people, offering them carrots as you say, before this would even take effect.
- ZOOM chat read by Max – Andy, AANR-West Secretary – If an AANR member fails to provide an email address, if a member fails to read the Bulletin, if the member fails to visit a club, if a member fails to be in contact with anybody else, that member has disenfranchised his/herself.
- Kathy W – I call the question.

Motion # 3A

I move to call the question.

Maker:	Kathy Watzel	Second	Karen Lahey
Purpose:	As Stated		
Fiscal Impact:	None		
Discussion:	Not allowed on motion to call the question.		
Disposition:	Passed , unanimously without objection		

Disposition of Motion 3: **Passed**, Yes – 6, No – 1
 Those voting against – Ted Peck

New Business

Motion # 4

To allow AANR to sell branded merchandise using make to order items.

Purpose: To allow members to show your pride in being AANR member.
Friendly amendment added – Vendor is subject to approval by an interim motion.

Fiscal Impact: None

Maker: Karen Lahey Second: Sandra Cordell

Discussion:

- Karen – This is just because in the past the Board has said we can't sell branded material because we don't want to have it in inventory and we don't want to put the money out to buy stuff and then have to have the office send it out. So this is the idea that we would have something like a Zazzle store or perhaps use a different vendor perhaps like Bob was talking about. So that's what made to order is what I'm talking about. This came about because one of our members asked for it in one of the Meet and Greets. They want to be able to show their pride. We would be very careful about copyrights and we would be very careful to make sure nothing got stolen. We understand the problems with that.
- BG – I am in favor. I must ask one question. Is there a way to look at running it somehow through AANR or that if you go online to order it that AANR is also notified so we know we're keeping them honest. You don't have to answer that, it's something to think about. But I think we should do it.
- Karen – We'll investigate whatever place we use. The one place that I was talking about is probably huge so I have some confidence in it. But we would look at whatever vendor we look at. There's a certain amount of due diligence we would do.
- Mitch – I think most of the online store type things have their own store front, but you can basically link to it on the AANR website and you might even be able to have it look like it's a store front on AANR. I know you can obviously just easily click this link to go to the AANR store and it would have AANR logos across the top saying this is our store front.
- BG – When CafePress did that to mine, which is nationally known, they are not honest.
- Karen – It's good to know, so we won't go to CafePress. Just know CafePress is out. I've been trying it with Zazzle with AANR-Northwest. I'll try to do as much research as I can to make sure. I think the biggest issue we might run into is them taking it and using it for something we don't want it used for. They'll take it and think it's so cute they'll want to steal it for something.
- Mitch – I'll briefly say that you can register a logo all you want and that still won't prevent somebody from stealing it.

- Bob – I’m a little concerned. I think it’s a good idea if we can make it work. I’m concerned, though, when we say “the AANR office will monitor that” or “the AANR office will do this”. That means it’s not free. The motions says there’s no cost. As soon as you involve the AANR office there is a cost. Our AANR office staff don’t work for free. We don’t want to get them doing additional duties that are inconsequential in the big picture.
- Mitch – Most of this, basically you order these online on their website and they basically run the storefront. It’s not like AANR is doing it. At one point we may send them photos of what we’d like. But usually you send them the logo and they have a myriad of t-shirts, coffee mugs, domino sets, hats, whatever and it just takes that logo and slaps it on whatever and you just choose what you want to sell or it might be, put it on everything you have and we’ll sell, because they sell onesies, they sell one item at a time.
- Karen - They actually sell onesies.
- Mitch – Right. They sell onesies if you need one for your infant. So basically it’s not like we’re spending hours upon hours uploading photos of our logo on a hat, our logo on this, it is basically sent to them and it’s done automatically, which is how they do it. It’s an automated process.
- Bob – It sounds like it’s going to take more than 10 hours of staff time.
- Karen – I was thinking more that our committee would do the work rather than the staff. I wasn’t considering asking the staff to do it. I was considering Marketing doing the work.
- Robert Roche – The gentleman I’m talking about is a member of White Tail Resort and knows his business and would become a participating business of AANR. There would be some consistency. You’d order through him, he’d send you the money, x amount, whatever you agreed to and send out the product to the individual that ordered it.
- Mitch – Keep in mind this motion does not specify a company, so Marketing can decide that at a future date if the motion passes.
- Cyndi – I agree to an extent, however I’m concerned that this motion does not give specifics, it does not specify, it is very carte blanche. I would rather see more research done and a presentation made on options with different things and how it would work. How the process would work. Who is allowed to do this. I feel this is a very open-ended motion and doesn’t put fail-safes in place.
- Kathy W – You are correct about that, but she’s basically asking permission to pursue, not to start the business. I get what you are saying, but I think the intent is, am I correct Karen, to get permission to pursue.
- Karen – I think we can start doing it to try out and if it doesn’t work, we can pull it. It’s not like it’s set in stone. If it’s not working, we pull it down. It’s pretty easy. I’ve done it, so I do think it’s pretty easy actually.
- Dave S – Actually Joan Harris has had her hand up longer than me.
- Joan – Thank you, Dave. I have a question and a comment. My first question is, is this endeavor being done to raise additional funds for AANR or is it just to satisfy the needs and wishes of members who want to order

things. And second, I have to agree with, I think it was Cyndi, about the motion being too open-ended. But my question is about the money.

- Karen – It's not to raise money. Because using these kinds of services is just not very economical. We could specify we want to make money but then we would overprice the items.
- Joan – I'm not saying in favor of raising money. I was just curious.
- Karen – I'm justifying why we wouldn't do it that way. It's to satisfy our members but also to give them the opportunity to do some marketing for us. Because we have people on the Meet & Greets who really want to go out and find a flag, and say for AANR, look at us. And they don't have the materials they need to do that. We want to be able to give it to them. So that's the other thing I'm trying to say. The reason that it's somewhat open-ended, is because right now the door is completely closed on us for doing this because of actions in the past saying that AANR will not do this. I'm just trying to open it up so that we can do it.
- Joan – I understand that. My concern is the way the motion is written. Not that you pursue that. That's my question, so thank you very much.
- Dave S – I'm just wondering how this would be marketed. If it would it be marketed online, if the company that we would contract with would actually place an ad in the Bulletin, just wondering if that's been considered.
- Mitch – Typically we would point people, we would say this is an available thing on our website, but not buy an ad for their thing unless they really want to and I would be very surprised. This is basically they're providing the service for having items and we would be responsible for possibly putting an ad in the Bulletin, or on the website or in the weekly newsletter or the monthly newsletter, that type of thing. It's up to us to let people know. Or as some other nudist organizations do, put a flyer in with their printed magazine saying "Look at all these goodies we have". That would be up to us to do.
- Karen – The concern I have if we don't move quickly on this, the people will become more frustrated. They are already starting asking again where is this, where is this. If we put it off another six months because we don't act quickly enough on some of this stuff. I'd be really happy as we move along to report out to the Board what's going on and if you don't like what's going on, I'll stop. But I really don't want to say, ok I'll pursue but then I'll wait. I don't want to do a whole lot of work and then say we're not going to do it. That's my concern. That's why I don't want to change this.
- Harry Hanbury – I support the idea. BG and I and Kevin and some other people do a lot of work to promote AANR. We don't have much swag to give away, we don't have much product to point to when people come up and say "Where can I get a t-shirt that identifies me as a nudist." We say, well, maybe you can go and search on Amazon. We need to promote the organization if we want others, especially non-nudists, to know that we exist. And a little bit of marketing swag, it's not only a potential profit source, you can make a dollar on a t-shirt if you want to. You can use it as swag, you can shoot it out of a cannon at Cypress Cove at Parrothead. There's many things you can do with this. But I would love to see people wearing a necklace that says "AANR". It could be the secret nudist handshake so that

the checkout girl at the restaurant knows that you're a nudist and gets to meet somebody and maybe ask you a question about where they could go to skinny dip, where's a nude beach, where's a club. It would be a terrible wasted opportunity if you don't pass the motion and it's also a terrible waste of a valuable resource when you have a Marketing Committee who's willing to do the work for free and not take advantage of that. One of the principles, there's a concept in marketing called "Ready, shoot, aim." That's the purpose of a committee. You put an idea together, you try an experiment, you see if it works, you refine it, you iterate, iterate, iterate and pretty soon you've got something that's not only a profit center but a publicity builder and a very valuable asset. That's all I have to say.

- Mitch – And from what I understand, you can put these logos on anything. If you go to CafePress, Zazzle, or whatever or this gentleman's site there's everything from playing cards. And plus, I would assume that resorts like this could order a bunch and have them in stock to sell on their own.
- BG – So, Karen, I have this question so we can get this through. Maybe I'm not following Roberts Rules but if we do the motion that we're going to bring interim. We get Bob's person and you get the information from Zazzle and we take a vote. But I think it needs to be controlled, the Board needs to make a decision on who's going to do it, that we just don't go out and try it. Because that could open all regions up. You could go to Zazzle, the Eastern region could go to Bob. We should have one location. I'm in favor of this. I'm just saying with all the questions, I think we need to give them a more definite answer.
- Karen – What my shaking my head is, we can't tell the regions where to go. That's all I'm trying to say. I don't have a problem with us making the decision, of you saying you want the Board to make the decision where AANR's going to go. But we cannot direct the regions where to go. If you want, I will take a friendly amendment and I will pursue this and come back with an interim motion once we've decided which one we will use. That would be fine. We can reword it to say once we have decided on a vendor we'll come back with an interim motion. Would you like that? Would that help you? Okay. So that would be the way to do it with Roberts Rules is that I'd be happy for us to amend the motion to reword it to have that say subject to having the vendor approved by interim motion.
- Ted – So we're amending the motion. Can you read the motion again? It's been a long time since we've heard the words.
- Mitch – The motion, apparently, as it is is to allow AANR to sell branded merchandise using make to order items. That's the motion as it stands.
- Karen – We're amending it, using a friendly amendment, to say the vendor is subject to approval by interim motion. Because that's what BG asked me to add and I said it was ok. Is it ok with you [Sandra Cordell, the second on the motion and she agreed].
- Kathy W – BG made the comment about different regions doing their own thing. If I were a region president and AANR already had a store why would I create a new store? I would just send my members to the AANR store. Now Karen has already created one for her region so she is experienced with this and knows it does work. So she might change her store to this new

person finding it's more profitable for AANR because Bob has said this other person will probably give us more money than anybody else. So think about that. Why would you go anywhere else than to the AANR store.

- Karen – You might not, you probably wouldn't, but I'm just saying there's no way for us to force it.
- ZOOM chat read by Max – Arlette at the office. Purchase could be done by simply adding a link to the online store on the AANR website.
- ZOOM chat read by Max – Linda Weber, AANR-West director – The item is POD. Print on demand on several sites like Redbubble. Our members are our best avenue for advertising and have asked for these items.
- ZOOM chat read by Max – Judy at the office - AANR had a company called "Field House" that they used for supplies previously. They had the stock and sent the item to the member. AANR got the list of people that received the items.
- ZOOM chat read by Max – Arlette at the office – Shouldn't a contract with the vendor be required as it involves branded material that includes an AANR registered logo.
- ZOOM chat read by Max – Bob Dixon – Yes, I think so. And now limited staff resources are involved.
- ZOOM chat read by Max – Arlette at the office – Bob, staff time would really be minimal.
- ZOOM chat read by Max – Linda Weber – Other nudist/naturist organizations have these logo items available so it can be done. We are one of the few organizations that does not have items available for purchase by members.
- Mitch – read motion with the friendly amendment added - The motion now is "to allow AANR to sell branded merchandise using make to order items." Friendly amendment of "vendor is subject to approval by an interim motion."
- Terry – At the point when I stood up to walk up I was going to suggest that maybe we'd want to refer this to a committee and settle it by an interim motion. The same way we did with a couple of other things earlier yesterday.
- Kevin Orzell – As long as I'm up here, I originally made these shirts because we were doing the Tampa RV Show and I felt we should have a representation of a professional looking staff in the booth. I made up the original shirts for the people that were there and then we put them in the office and sold out of them immediately. So there is a need for it. Maybe one recommendation when we do the shirts or whatever we do for a show like we did in Tampa we put "staff" on it but don't sell those to the public. There's a different uniform. I almost thought this was going to be an official Suwannee Valley uniform for us, but we're selling them to everybody.
- Harry Hanbury – If you've got the committee that's willing to do the work, don't slow the progress to the growth of fingernail speed by hamstringing everybody with too much bureaucracy. If you've got a marketing department that's good at it, let them be good at it. Don't tie their hands behind their back. It'll work better that way.

Reread motion with friendly amendment.

Disposition: Passed, unanimously without objection

Motion # 5

Move to allow AANR to sponsor a Toastmasters group.

Purpose: Give a benefit to our members and foster leadership within AANR.

Fiscal Impact: At most \$200

Maker: Karen Lahey Second: Sandra Cordell

Discussion:

- Karen – Toastmasters is going to celebrate a 100-year anniversary in two years. It teaches leaders and we really need leadership. We need to help grow more leadership within the organization. This won't happen unless we get at least 20 people willing to spend \$90 a year. So if we do that, I'd like AANR to be willing to sponsor a group so we get AANR's name on it. I think that would be a cool way to normalize nudism. So I just want to be able to move forward with it if we get it.
- Dave S – Is this an online meeting.
- Karen – It will be a Toastmasters online meeting. I will be for people all over the organization, wherever they happen to live.

Disposition: **Passed**, unanimously without objection

Coaching Program – BG Parkes

Over the years when I've sat on the Florida Board and ever since I've had a resort, I've had many people call me ask me about background checks. I've had many people call me and ask about insurance. We've actually had 9 resorts, 2 from California come here and ask for a training on how to improve things to make things better. So I'm going to go through this really quick. This is a coaching program that I am working on for AANR to give to the clubs.

On this you're going to see an area called "Foundation" (slide on the screen). Whether you're starting a club or you want to improve the operation of your existing club here are some thoughts on what you need to do, to look for. I'm going to say one thing upfront. I know that we cannot tell clubs how to run their business, but I do know that if we put an olive branch out to clubs and show that we care, that that may help and in return get us more membership sales.

End-to-end customer experience. Is it a positive one?

Customer service. Do you feel the guests are valued? Are issues resolved quickly?

Convenience. Is the club and its accommodations easy to access?

Facilities. You want to go through. Are they well maintained, are they cleaned, are they licensed, are they insured? I have had clubs come in here that have no insurance or they

don't have proper licenses or they aren't even licensed to be a nudist resort but they have AANR's name on them. For those of you out there that aren't clubs I understand this probably doesn't mean anything to you, but I do think this is something that can help.

On tips to consider:

Does your club meet a need? Paul LeValley and I had that conversation last night. Different clubs meet different needs of different people. Either no club or providing a service missing from an existing club.

Administration.

AANR affiliation. If we have a club out there that doesn't have the AANR logo on their website, we have a problem and there are quite a few clubs that do not have the AANR logo on their website.

Marketing.

Communications.

Trust. We want to make sure they are providing a safe area for the people that come in.

Business considerations for club owners.

Building the clientele.

Hiring club employees.

Volunteer staff.

Business management and considerations.

Balancing revenue against expenditures.

Strategic road map.

How will we get there.

Key performance indicators.

Making the strategy a habit.

Background Checks – BG Parkes

This is for all AANR clubs. So whether your club does one a year or your club does 5,000 a year, it does not matter. It is \$7.50 for a background check. Now, there's a huge misnomer that I have dealt with AANR for way too many years and everyone seems to think that the AANR office does background checks. Well, rude awakening. They don't and they never have nor do they have the time to do it. I have sat there with them when they're trying to process memberships. It's ungodly what that office goes through and we should have the utmost respect for what they do for us and our members. This is something where, Kathy and Ted come to my resort, I can do this ahead of time or I can do this when they walk in the door. And I will get on the phone and I will send this to them to their phones and to their emails. It goes both ways. You put in their name, their phone number and you put in their email address. They, in return, go on their phone or their email and

they fill in a couple of questions and one is their social. So we're not seeing their social. They are. It immediately goes in and within 2 to 3 minutes we will get a response back to us stating they passed the background check. Or we won't get a response back that's a red flag because if it's over a 5-minute time frame then that means you've got a red flag. And you can make that choice. It costs us as a club, \$7.50 per person. There are clubs out there charging \$15, \$25, \$30 for a background check. This is going to give you that information. You, as a club, can make the comment that you want to charge whatever you want to charge. So if I charge \$10, I make \$2.50. I charge \$15, I make \$7.50. It's a decision on what you want to make. They also offer a program that if you have people that move in, and I know this is something that Cypress does and we do, but it offers a further in-depth background check. I don't care about someone's credit history if they're coming to the resort. I'm looking at felonies, those are the things I'm looking at. I'm looking at battery, aggravated assault, serious drug charges though I know in some states that's legal. I'm looking for things, predators, people I don't want in this park. And I hate to tell you, they're out there. It happens all the time. This is something where this company is offering us a deal. They will bill the club itself at the end of the month. And like I said it doesn't matter if somebody's club does one or they do 5,000. Maybe if they get up in those higher numbers, they'll cut them a better deal. There are clubs out there right now that use, one of them is TruthFinders. That's illegal. If you read the fine print, it states not for commercial use. It's for individual use. So this is a company that does a lot in the restaurant and hospitality business. They do a lot more than that, but that's one of their large areas. I know this has been a question. I know Donna has asked me that in the past, who do we have. We've had companies that have come in and gone. This company has been around for a long time. There's your information. I think this is something we should put out to clubs. Because this is a definite, we need that protection.

Insurance – BG Parkes

The AANR office was contacted by this insurance company. This is a conversation I've had with Erich for a long time. Many clubs right now, Bob this is going to mean something to you, Cyndi, is Levitt Recreation. I'm just going to say this. I have a little bit of background because I used to work for the insurance commissioner in the state of Florida. I went after fraud cases. So if you're a resort owner, I have found I have to read, our policy is 173 pages long, and I read it from cover to cover and then I compare it to last year. Because we have a company right now that we're dealing with that just does an automatic renewal and I can't speak for Virginia and I can't speak for Arizona but I can speak for Florida and I doubt it's going to be any different. And this goes for homeowners, so for those of you that are out there you might want to look into this. The market increases. Your property is valued at \$500,000. But the market jumps making your property worth \$1,000,000. If you are not properly insured within 10% of what it is, an insurance company has the right not to pay a claim. If you are over insured, they have the right to not pay it. Many insurance companies have this policy that they just send you out a policy, whether it's a homeowners or it's a business, and they go "Sign here on this line." And you go I've got a lot of things to do and I sign on the line and we're done. That's not the way it works. You've got to learn to cover yourself in that. So take a look at it. Hurricanes in Florida, and I'm sure with earthquakes, there's all these exceptions. There's all these things everyone thinks are covered. For flood. Everything else. No, it doesn't work that way.

This company has an area that specializes in campgrounds. So does the one that many of us are dealing with. I happened to talk to two of the people that were there. That's the letter that I attached to you. I recommend that you do some comparison shopping. So when I first got the notification, and I will thank Erich and Carolyn for the conversation that we had, they wrote Lloyd's of London. So I called up there, and long story short, I asked them if they knew Peter Miller. Because I went to the knighting of Peter Miller who was head of Lloyd's of London both in

England and in Florida. The guy said "That was before my time" but he came back and he said "oh, yeah and actually your picture is in the office here." I asked them who else they wrote with. They wrote with 42 different companies that are rated anywhere from AAA+ to A+. They have excellent writings. I've called three insurance commissioners in three different states. I've gotten verification. This company has been around a hundred years and I think they give a little more concern to doing what's right than what we're dealing with right now.

A question was asked, does this company do policies for landed clubs or for travel clubs, etc. From what they've told me, they write insurance across the board. You submit in what you're looking for. They place it in front of 43 carriers. They come back and give you options. Right now, we don't have any options. And right now in the state of Florida, they've cancelled all of our insurance and they put us in high risk. On ours, we took a \$23,000 jump in one year on insurance. My liquor liability for two and a half years tripled. And it's not far off what the insurance is for the park.

Coaching Program, continued

So these are just things to try and help clubs, to try and educate them. It's important. I am going to say one thing. At the bottom, how we make strategy a habit, we hold clubs accountable for AANR principles and standards. We cannot tell a club what to do, but we can look on there and hold them accountable for what our bylaws state that, and I will clarify this because I had a question and I'm using old school terminology, we have landed clubs that are required to have 25 members. There was a day a few of them were grandfathered in at 15. According to our bylaws it states a non-landed club is to have 15, some were grandfathered in at 10. The conversation came up. They have two years. If they can't get it together in two years, they gotta go. I am set on that. We have clubs that for ten years, and I will use Florida for this, we sat here in Florida when I sat here on the board 10, 12 years ago. We still have clubs. They aren't provisional anymore. They don't have any members. One of the clubs, and I'm not going to name names on this, one of the clubs that does not meet the qualifications is also not licensed as a campground, it is not licensed, it is a residence. That means the pool they have and the hot tub they have have no licenses. I have an issue with that. That is not protecting people. We need to do that. We have clubs in other areas. We have another club that wants to have AANR but they won't put the logo on their website, they will not offer a discount, it states in our bylaws 20% discount. They don't give it. Why are they an AANR club? They get free advertising. I'm saying no. I have gone through every single club that is an AANR club and looked at their websites. We've got to do that. We need to hold AANR accountable for an annual review where this is looked at and we need to do a coaching program. There's a manual that Dean Hadley and Mark Hammond and a group of other people put together. It's a management for clubs. I've talked to Dean, I've talked to Mark, I've talked to some other people that are in there. It's just about been rewritten and that will be sent to the Board for you to see. But this is an olive branch to put out to clubs and help them to become successful. Because, truthfully, we depend on the clubs to sell AANR memberships. Do we not? What do we do for them. And that question has come up forever. And I'm going to tell you something AANR used to do stuff for them. Because when we had TANR that helped clubs. We don't have anything. We just hound them to do this. But we need to hold them accountable. And the final thing I'm going to state. I'm going to ask a question. Is there anybody in this room, and please raise your hand, that is a member of an organization that does not pay for it yearly. Any of you? No. So, why do we not charge the clubs. You have a small club you charge them \$25 or \$50 a year. You have a large club you charge them \$100 a year. It makes them stay involved. It makes them have accountability. You cannot be a member of an organization for free. We seem to forget one thing. We're an advocacy

organization that fights for our rights. Everybody wants to be nudist. People don't get it, but we need to put it out there and we need to help people through this area. And one of the things is clubs can put AANR on the forefront. AANR gives it, and it's in this program, too. The breakdowns. You sell enough memberships you can get free advertising in the Bulletin. You buy a membership you get a rental discount. At the high end it is 14 cents a day to become a member of this organization. If somebody wants to get naked, they can afford 14 cents a day. There is no reason why they can't. And that's all it costs to support this and that's what we need to do. But I do feel that if we're going to reach out to clubs, and I think we need to clean the slate. Because you know what, if we lose 30 of them, we lose 30 of them. And I'm sure there's a lot of people that are going to disagree. But when they are in disarray and are not doing anything and they haven't done anything. And take it from the last 5 years. Forget the provisionals. Look at the last 5 or 10 years. It hasn't changed. You can't tell me you can't sell memberships because right now, I hold that. And I've held that for national for 4 or 5 years as well as Florida. It can be done. You just have to tell the people why they've got to do it. And my reason is, you enjoy coming here or you enjoy getting naked. Yeah, well, pony up because 14 cents a day will buy you that membership.

I hope that those of you that are affiliated with clubs will take this information back to them. There will be a packet. It will go to the AANR office for the President, the Board, the Executive Director to approve and then it will go out to everybody else. And this will be done, probably within the next quarter, it will be completed because there's a lot to this. But it's our way to reach out to clubs to say, "here's some ideas" and it covers marketing and many others.

Background Checks, continued

- Karen – Do we have to sign an agreement or something? I mean, how do we do this? It says "National Association" instead of "American Association". Do we have an agreement to sign? How does a club actually participate in this?
- BG – I didn't catch National. You can call Christina and tell her you're part of AANR. And going through and doing that they will line up a profile for your club. What Judy and I did was negotiate with them for the price. The \$7.50 is based on a large volume being done.
- Karen – What kind of information do we get back on red flag. We did a white paper study in the Northwest and one of the issues we ran into was we didn't want a yes/no answer. Because, for example, a no answer might be somebody was skinny dipping in a state that didn't like skinny dipping and we wouldn't want to exclude somebody because they were skinny dipping. We want to know what the offence is.
- BG – You might want to ask her some of the questions. There are a couple of states, California happens to one of them, that don't have to turn stuff in. There are some counties that do. The point of this is, it's going to come back. So what I get back is, you had a felony charge for XYZ, or you had a misdemeanor for ABC. You can make that decision at that point.
- Karen – So you get that much information back. That is great.
- BG – If they're a sexual predator, they're going to tell you that.
- Kathy W – If a club uses this and they get a red flag on anybody, our clubs are not letting us know. So would this company then turn that information into the AANR office? And I

know there's probably legalities there, but I've heard of people finding out somebody's a predator or had a legal court state they've been in prison and they don't turn the name in to AANR.

- BG – I have asked that question of AANR and I understand there is some legalities, they have to be careful what they do. I know that I work with a series of clubs and we pass that information back and forth. And if we DNA somebody we let them know. Or if they're problems. That may be something down the road. I don't know how to overcome that legality standpoint with AANR, but that's a valid question.
- Kathy W – I know we have the Do Not Admit list and I've heard people have gotten people they know they were predators, they know they've been found guilty but do not turn in the name to AANR. There's nothing that says you can't, I would just like to see it done.
- Mitch – I think they just don't know, especially if there's a new club they may not know that there's a Do Not Admit list. And I don't know how that's iterated to them.
- Kathy W - And they also are sent that list. They do receive it.
- Mitch – They get the list, but they can always call AANR to see if they're on the list.
- Bev – It's a request. I would respectfully request that before you make electronic copies of this, that you change the front of the Global HR Research to American Association for Nude Recreation instead of National Association for Nude Recreation. BG says she's very strong on branding. I am very, very strong on branding. I don't even like when people say this is the national convention...it's the AANR convention.
- BG – I will have it corrected from Christina before I put it out. And I'm sorry I didn't catch that. And yes, I know, I'm the one that says "national" because I don't know what we call ourselves.
- Bev – AANR or AANR branded.
- Ronna – In the same line as what Bev said, on your AANR Success Coaching Program, on the top, it should be American Association for Nude Recreation.
- Bob D – There are other spelling mistakes within the document as well.
- BG – Before I put this out, I will open this up. My email is bgparkes@aanr.com. Do me a favor and send it to me. I'm sorry, I think between this and the other we have a couple of hundred hours of trying to put this out and my spelling is not always perfect.
- Heather Cheney – A thought on the Do Not Admit stuff, it might be a good idea on the website for clubs to have a button that says "report a Do Not Admit" and also perhaps a search bar that says "search our do not admit list". That would be really helpful for a club.
- Kathy W – That would only be on certain sections and not the public. And I know Erich, you would know where to put it.
- Erich – Yes. It would be administered through the Certifying Officers portal where they have to sign in. Basically Impexium has become an increasingly useful tool to check a membership or to send us messages. That's a good point.

Meetings During the Year

- Bob Dixon - Yesterday somebody raised the question of whether we are going to do any additional ZOOM meetings of the Trustees, like meet more than twice a year. Is there any further consideration of that. I will put it out there. I think it's a good idea.
- Mitch – There is general nodding of heads that it's a good idea to possibly do at least a quarterly meeting just to try to catch up and such.
- BG – On that, Erich, I have a question for you. If we have a ZOOM meeting with the Board, I know that when it is a hundred percent ZOOM there are legalities. Would they fall under Florida law of things you can and can't do?
- Erich – I believe the question you might be asking is can you have a closed meeting on ZOOM? It would have to be open under Sunshine Laws. What I'm calling Sunshine Laws, for simplicity, but what we're really talking about is you are a Florida organization and there is a certain responsibility to have open meetings of your Board. The short answer to your question is, I believe that you would duly have to make those available to the membership to sit in on or see unless a matter of privilege or legal legitimately privileged information was going to be discussed, executive session material. The answer is absolutely yes. There is what is what is often called "open meeting laws" refers to government officials but there are similar counterparts that refer to private associations such as homeowner, community condo associations and there is a responsibility to conduct things in a noticed manner.
- BG – I know in some states, if there is voting involved it has to be put in the bylaws before that can be done.
- Mitch – That's what I was about to say. I think these would be mainly be just informational back and forth how is such and such going on. There wouldn't be voting and whatnot going on or business taken care of.
- Kathy W – My question is what is the difference between meeting like that and an interim motion where you do have a vote.
- Bob – If we have a ZOOM meeting we get a lot more discussion going on. An interim motion discusses that particular topic but in a ZOOM meeting we get a lot more topics on the table.
- Mitch – And I think you could do the meeting and that would give you the information and then if you need an interim motion, then that could be done afterwards by email.
- Kathy W – You missed what I was saying, Bob. I don't get why you could not have a vote at a meeting like that. It's not the discussion piece I'm talking about, it's simply why could you not vote at a meeting like that, yet you could have an interim motion and vote.
- Mitch – If you do a meeting like that it might fall under the guidance where you would have to have days of notice ahead of time and allow people to comment and various things. You could make it an open meeting or say hey, we're going to have a meeting, kind of like we do the Meet & Greet on a quarterly basis and make it an open forum.
- Kathy W – Are there different laws for ZOOM meetings in Florida on how you can conduct and can't conduct? I have no knowledge.

- Erich – This literally takes up entire continuing legal education that take four or five days. The essence is if your county commissioner or your condo board gets together and sits at Denny's in a booth and says what do you think this should be and what do you think we should do with this and how do you feel about it? Your condo board or your county has a big problem at that point when there are more than a set number of people having a conversation about official business. Because now you're talking about anything that might end up being dues or you name it. There are all the time discussions about when is it too substantive and when it's not. Again, I direct you to those four or five day seminars. But suffice it to say I believe that if your Board is meeting you would want to give proper notice that the Board is going to meet and allow people the opportunity to at least observe, perhaps comment. In the process of the written things, to answer your question, it is my understanding that when you move to ratify actions taken, you have discussions, or the discussion has been about circulating motions, when that process of circulation is taking place, you are doing things to open up the process to the membership. And there's a hundred different lines that get drawn. Think of the coffee shop analogy. If the Board meets and it's in a room like this or it's sitting in a county commission meeting, generally that's notice and it's ok. You're sitting around a table at Denny's or you're online chatting among yourselves in a privately held thing conducting business that is not related to a privileged matter, you run a lot more of a problem.
- Kathy W – So my question is, if we have a ZOOM meeting, and it has been well-publicized, and you can join us as the membership, could we vote on an issue?
- Erich – Yes.
- BG – I know this for a fact in the state of Ohio, if you have a Board in this situation and it is 100% on ZOOM, they cannot vote without it being put in the bylaws. That's what I was asking for Florida.
- Erich – And that is, certainly, the case also a matter of not only bylaws and parliamentary procedure. I'm not a parliamentarian and I'm not even going to play one on TV. But what I did do is research in the Covid situation was to find the various opinions both parliamentary and legal. In Florida certain measures were passed in the wake of Covid, recognizing that if the governor tells you you can't get in a room, how do you do something. So there were some relaxations of those procedures online. Whether that has been renewed by the governors, I would need to check into. But what I can tell you is that immediately when Covid hit, that they had a provision that would allow some of this to happen electronically during that as a matter. Whether that stayed in place or not, I don't know. I will tell you that I read the opinions of some parliamentarians in their newsletters and things that said you are operating in violation of bylaws if you're supposed to physically meet and your bylaws have not been changed, you are operating in violation. They have stated it very clearly. That's in the newsletters. That's not Bev sounding off, that's the National Association of Parliamentarians saying you're violating procedure. I respect that view, but what I am also going to say as a lawyer is that if you bring a bunch of people in a room where they declared something dangerous to meet in proximity as it was two years ago, in my opinion that is a greater danger in that situation. So if we're responding to a crisis, there might be reason. They're starting to relax some of that and there's more give. But it's a very fair question, a very astute question of how much can we do. One other thing to keep in mind is that ZOOM has certain terms of service of its own. I'm not going to speak at this moment to what ZOOM's terms of service might be with respect to their own licensing that's about this discussion. I would say, at a minimum, you would want to have things duly noticed if you are all collectively meeting together to

discuss and if it's going to be official in nature where policy stuff happens, you would want to proceed carefully. Do not meet around the supper table at Denny's is what I'm trying to say.

- ZOOM chat read by Max – Gary Mussell – Roberts Rules has an entire new section that covers ZOOM meetings but the Sunshine Laws which vary from state to state restrict the ability to vote during those meetings without due notice to the membership.
- Bev – I will reinforce what Gary said. The Twelfth Edition of Roberts Rules of Order was issued specifically in a much shorter period of time in the turnover of an edition because of ZOOM. I was consulted in 2020 when we went to Star Ranch electronically, we weren't really there, we were entirely on ZOOM and I checked with the National Association of Parliamentarians. They said it's an emergency. You can do almost anything in an emergency. But don't continue to do it because you have set a precedent. And I think that's where we have to be very careful. We need to make sure that our bylaws contain the proper wording and in fact, Gary is partially right, there is some information in the book on ZOOM meetings. But there is also an additional piece of information on how to write it into your bylaws. It's not part of the book, it's an additional little booklet or pamphlet of its own. And I think we need to go in that direction if we want to do what Kathy is suggesting and have ZOOM meetings that are official and the vote counts.
- Ted – We have it in our bylaws, Article IX, subsection 9, the exceptions of Subsection 7, that's where it mentions the reasons for going into executive session. The exceptions of subsection 7 shall be strictly construed in favor of open meetings of the Board of Trustees. So we got that in there already.

Motion # 6

I move to add two online trustee meetings midway between the two other board meetings. Presidents' meetings should be scheduled within a month before these meetings. The trustee meetings should be open to AANR members.

Purpose: Better communications

Fiscal Impact: None

Maker: Karen Lahey Second: Sandra Cordell

Discussion:

- Terry – Currently the meetings you have are codified within the ruling documents. If we are going to add additional meetings as official meetings, we should codify those into those ruling documents. This motion doesn't do that. It's going to be like the motion we tried to run through yesterday and got kicked back to Legislation Committee in order to get it codified into the ruling documents. We probably should be doing the same thing here.
- Bob – I think we're trying to make too much of this. I don't want us to have to codify anything. I want us to get together and have some discussions. If we can't vote, then let's do that by interim motion. But let's still gather and have some back-and-forth discussions.

- Kathy W - If, after we've done some of these meetings and find that there's great value and want to keep doing it we could then put it in the bylaws. But we can't do that for another two years at a vote of the membership.
- Ted – Is a ZOOM meeting considered to be an in-person meeting?
- Mitch – In person is here. ZOOM would be electronic or online, however that is worded.
- Bev – I believe it says in our ruling documents that the President can call for an interim telephone meeting or anything he wants at any time. And I think this motion is really unnecessary. I think make the request, but let's not demand. Let's suppose, Mitch, that two weeks from today something happens that you really need to talk, just talk, to the Trustees about. You have the right to call that meeting as long as you don't take any voting, then that goes interim. If it says quarterly, you would have to wait another two months to do that. I just think it's unnecessary. I'm not arguing how many months it ought to be. I just think it's unnecessary to put this in effect at the moment.
- Karen – It wouldn't preclude you calling an extra meeting. But we did suggest this at the February meeting and nothing happened. So, we would like to schedule it so it does happen. If you say something should happen, unless you plan for it, it doesn't happen. The other thing is people are saying they want a Presidents meeting before and if you don't kind of schedule it, scheduling going to get different. That's the only reason I wanted to get it in a motion.
- Kathy W – Erich and I were very consistent in having our Presidents meeting. The last meeting Presidents meeting, two out of seven attended. And that was scheduling it out a month ahead of time.

Disposition: **Passed**, Yes – 6, No – 1, Abstain – 0

Those voting no: Kathy Watzel

Good of the Order

- Margie – I would like to update you on the AANR Education Foundation. When I joined the Foundation, someone actually advised me not to join the Foundation because it was dying. It is not dying anymore. We have in President Gilewicz, and several new and younger members, we have an extremely dynamic organization. We have actually received a bequest that is dedicated to scholarships for women scholars. Which allowed us this year to increase the amount of money we gave each of the four winners of the scholarships. The scholarship bar has been raised so high, that although I have two grandsons one who just finished high school with an AA degree, another one who will next year finish high school with an AA degree I am not recommending to them that they apply for this scholarship because they don't have a chance. The reason they don't have a chance is because they are not nudists and their parents are not nudists. Grandma is the closest they get to AANR. This year, every one of the winners is not just a member of AANR but a very active member of AANR besides having at least a 3.9 grade point average. We have had a PhD, a person who had a PhD who wanted to get another one, we've had people with masters degrees. During Covid we had somebody who didn't have a degree, she was a yacht captain and wanted to go back and get a degree. We have had some extraordinary applicants and so we have been able to use this bequest to increase the funding.

We also, at Star Ranch, got a check for \$750 dedicated to artists. We don't only give out scholarships. We also give money to people who have projects that will increase the knowledge of the general public of social nudism and the value of AANR. The artists who won grants, Al Gilewicz required that if you get this grant, you have to give us a piece of art. And they did. And we had a raffle and we made over \$3,000 on the raffle. I'm just saying that the AANR Education Foundation is now a very dynamic organization and it's doing great things and it has young people that are becoming cheerleaders for AANR. And I told you earlier that two of the winners this year were counselors at the Kids Kamp. We fund the Kids Kamp at AANR-East and AANR Midwest.

- Bev – I think we would be remiss if we didn't acknowledge the man behind the curtain in this particular thing. Max has been back there early, late, he's done a magnificent job, he's trouble shot, he's done a million things I couldn't do if I wanted to. Thank you Max.
- Max – Thank you Bev.
- Ralph – I have two things. Also with the AANR Education Foundation, I am one of the new members so I'm not sure about the new members being younger. I've been here 75 years. The Foundation also gave a grant to some movie producers, they're actually two college professors, who are going to do a movie on what it means to be a nudist. I really think it's a good project. I have sent information to all the Florida members that we have email addresses for asking them to take a survey, which the producers are going to use to help develop their movie, documentary. They are also looking for people who want to be in the movie, so we've sent that out. They're also interested in locations, so if there's a club that would like to participate, we need to let them know. And third, they are also looking for employees to help on the movie. There you would have to have some experience. I think this is a really good project and if anyone wants more information, just get in touch with me and I'll give you the email addresses of the two people who are working on this. It's a man and a woman. The man is a nudist and goes to some of our clubs. I'm not sure about the woman.

We also run a children's camp in Florida at Sunsport Gardens. It used to be a Naturist Society camp, but over the years it has evolved and now it's a Naturist and AANR joint club. It's very popular and we get quite a few kids every year. It's a little unique in that they require the parents of the club to participate in the camp. It's gone on about 20 years. This year, on the day the camp opened, the police arrived, the sheriff's department and interviewed the management of the club. Luckily, at that club we probably have one of the staunchest nudists as the owner. He pretty much took care of the situation. At that point, they didn't tell him who made the complaint, but they did go through his computer. Morley did a really good job of defending what was going on and showing them that there was nothing out of the ordinary. We thought that was the end of it. Erich and I were involved with Morley during that time and tried to give him whatever advice we could. They came back a week ago wanting again to interview Morley. Unfortunately, he wasn't there. We're not sure why they came back. The camp's over now. It's been over for two or three weeks. But I think this goes back to what Erich said on the first day. Things are changing out there and we've just got to be vigilant about everything. And also, what BG had mentioned that we have to kind of be above the board and make sure everybody is complying because you never know when someone, misguided or what, makes a complaint and we don't want to be caught doing something we shouldn't be doing. In this case, fortunately, there isn't anything. I'm not sure what they're looking for. But there's somebody out there feeding them information, probably bad information. Several years ago we had somebody at a club in Florida that we thought was an honest citizen and he had little kids of his own and was a professional

photographer. What we didn't know was that he was taking pictures of his kids and other kids at Haulover Beach and posting them on the internet. Eventually the FBI arrived and they let us know. That type of stuff we just can't have.

- Karen - I feel kind of silly saying this, but I told them I would. I'd like to tell you that we have these Meet & Greets twice a month because you haven't heard about them yet. But I told them I would. If you're interested in Meet & Greets, they're online and they last like 3 hours and they're really fun. If you're interested and want to get involved or you know somebody who might want to get involved, send an email to sigs@aanr.com and we'll get you information on how to sign up. There's all kinds of conversations going on. If there's not a conversation that's interesting to you, tell us what you want to talk about and we'll set up a room for you. If you have any questions, ask me. People really like them. Come join us.
- Kathy W – I would like to thank Tom, Todd, and BG once again for hosting us and making this such a success. So thank you.
- BG – We have a fund raiser tonight. We have a casino night. So you can buy play money and that money that comes in will go to Government Affairs. We have some different games you can play. Whoever ends up with the most money I think we have 6 different gift cards so it's easy for you to travel with. They'll fit in your wallet. Tomorrow for the Education Foundation at 11:00 we have a golf tournament.
- Margie – And don't forget the silent auction at 4:00 this afternoon in this room.
- BG - And you get a free glass of wine and hors d'oeuvres.

Announcements

- Erich – A few things. One, please be aware that there is a breakfast in your honor if you are a premier or elite life member of AANR. It will be held tomorrow morning. It's in your program. It is 8:30 for those who are premier or elite life we offer a special breakfast for you. It is complimentary. So bring your premier or elite life card and come join us. I want to acknowledge that Bev helped to create the premier and elite life program years ago. It has grown into something that adds additional revenue to help fund AANR programs.

The second thing is there will be no office hours tomorrow because of the breakfast which is at 8:30. There are no office hours on Saturday or Sunday.

- Tim – If you didn't get your pin, come see me.
- Ralph – Tomorrow morning, the AANR office and AANR Florida will be setting up a booth someplace around here wherever BG allows us to. It will be a little meet & greet for AANR members and for those who are here for the day to visit the resort. It will start about 9:00.
- Harry Hanbury – We have one for the club owners. We have a friend at the Villages. They are pickleball players and instructors. They are AANR members and would like to make sort of a business out of traveling around to various AANR clubs providing instruction services. Sometimes in trade for lodging, sometimes they would like to come in and make a little bit of money doing it. That's up to the club owners how they would entertain an invitation to their club.
- BG – So I have a comment on this that is going out to the clubs. His request to pay his expenses and travel expenses. Everything in this world is negotiable. They are very good and they are educators. But we all have some ground rules as business owners.

- Harry – In a place like this where they have one pickleball court, obviously he can't come in and consume that resource solely for his lessons. But there are clubs that have more courts.
- Mitch - I want to say thank you to all the new folks that are on the board and also the committee chairs. Feel free to read the light reading that is our ruling documents. I do not suggest this lightly because they are informative as to what your positions are and what you need to do and also they are not perfect and we're always looking to fix anything that needs to be fixed.
- Gary Mussell – I just want to say thank you for the angle of the proceedings over the weekend. I've seen these at other places and they don't always place the camera where I can see everybody, see the speakers and see the screen. Max did a wonderful job. I'm hoping that the other regions take note that this is the angle you want to have. This was an excellent meeting from the standpoint of design.

Second point, I want you to always remember that you have far more non-landed clubs than landed clubs and often times the discussions here are all focused on the people who have property and what you can do to get people into these places. There's far more non-landed clubs that need your attention and help and focus. Some of these projects, and you have to think some people don't have pickleball courts, some people are just doing backyard pools or hikes as their activities and make sure you honor that in the decisions you make.

Meeting adjourned at 11:20 a.m. EDT

Respectfully Submitted,

Kathy Smith

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Secretary/Treasurer