



September 2018 BOARD PLANNING MEETING MINUTES

September 6, 2018 @ 4:00 pm, The Peanut, 7938 Santa Fe Dr., Overland Park, KS

Attendees:

Tony O'Malley, President	Chester Bender, Treasurer
Lawrence Oquendo, Director	Steve Limkemann, Director
Becky Bonebrake, Director/Website	Jason Waldron, Director/Shrimp Bingo
Phillip Jennings, Programs	John Whitwood, Membership
Dan Miller, Investments	

NOTE: With 6 Board members in attendance a quorum was achieved.

Guests: None

OFFICER REPORTS

- **Secretary** (Bender) The minutes for the May 15, 2018 board meeting were previously distributed by email and were approved as submitted.

COMMITTEE REPORTS

- **Shrimp Bingo** (Jason Waldron) Jason advised of the following financial results for the 2018 event and projections for the 2019 event:

2018 Shrimp Bingo Event

Net profit from ticket sales:	\$52,000
Sponsorships:	\$17,000
Ticket Pricing:	\$80 tickets (63% of sales)
	\$85 tickets (33% of sales)
	\$90 tickets (2% of sales)

2019 Shrimp Bingo Projections

With increased costs from the Overland Park Convention Center and assuming 1,220 total ticket sales projected profit from tickets sales are as follows:

With 2018 ticket pricing:	\$3,000 net profit
With a \$5 increase:	\$10,000 net profit
With a \$10 increase:	\$15,000 net profit
With a \$15 increase:	\$22,000 net profit
With a \$20 increase:	\$28,000 net profit

Following discussion, Becky Bonebrake moved to raise ticket prices for 2019 by \$15 so that the pricing spread would be \$95, \$100 and \$105. The motion was seconded and passed unanimously.

The 2018 sponsorship breakdown is as follows:

Platinum	7 at	\$1,000
Gold	15 at	\$500
Silver	11 at	\$250

Jason advised that he was conservatively budgeting for \$15,000 in sponsorships for 2019.

Following discussion on increasing the prices for sponsorships, Becky Bonebrake moved to increase sponsorship costs to the following:

Platinum	\$1,500
Gold	\$1,000
Silver	\$500

The motion was seconded and passed on a vote of 5 to 1.

Because of the higher costs associated with the Overland Park Convention Center as compared to the Ritz Charles, Jason plans to solicit proposals from other facilities for the 2020 event. The 2020 event is far enough out to potentially have other facilities with open dates, suitable location and lower costs that might fit our needs.

- **Investments** (Dan Miller) Dan advised that the Morgan Stanley stock had been liquidated and approximately \$102,000 in funds were being transferred to Fiser managed accounts. Fiser will also be selling \$55,000 in assets to provide funds for this year's scholarship awards.
- **Past-President's Dinner** (Nathan Hladky) Tony advised that Nathan was working on getting the event scheduled.
- **Chicken & Pickle Social** (Becky Bonebrake) Becky advised that we had 22 RSVP's with only 15 actually attending. Those who attended enjoyed the event. Discussed needing to charge

something for future social events and that it was worthwhile as a first attempt at a social type event and another social event should be planned sometime in the future.

- **JEC** (Bender) Chester to call Alysén Able to check on status and see how we can move forward.
- **Publicity Chair** We need to find a new chair for this committee.
- **Past-President/Life Member Award** An award will be presented to past-president and long-time member Ed O'Connor at the September luncheon.
- **Membership** (John Whitwood) Discussed sending out a membership survey, which will include a form to pay this year's dues. Will use the attendance list created from Shrimp Bingo.
- **Meeting Locations** Discussed having one or two luncheons at another location closer to downtown to attract other members who may not be able to attend luncheons at the Leawood Hereford House. Following discussion it was decided to try and schedule the November 5th and March 4th luncheons at Lidia's in the Freight House District of KCMO. Chester to advise John Warren so that arrangements can be made.

Meeting Adjourned

Minutes prepared by: Chester Bender, Treasurer.