

Minutes of the Board of Governors Meeting  
March 24, 2014

Present:

Chairman Ken Mellgren  
Vice Chairman Jeff Ballou  
President Myron Belkind  
Vice President John Hughes  
Treasurer Thomas Burr  
Membership Secretary Marc Wojno  
Executive Director Bill McCarren  
Board Member Frederica Dunn  
Board Member Marilyn Geewax  
Board Member Molly McCluskey  
Board Member Joe Morton  
Board Member Alison Fitzgerald  
Board Member Anthony Shop  
President ex-officio Angela Greiling Keene

Guest: Business Manager Brian Taylor

Absent:

Secretary Andrea Snyder  
Board Member Suzanne Struglinski  
Board Member Ed Barks

Chairman Mellgren calls the meeting to order at 6:34

1. Minutes and staff bonuses

Mellgren calls for approval of the minutes including the staff bonus vote which was approved unanimously by email. Ballou so moves: McCluskey seconds.

Mellgren explains there will be a few changes to the minutes. Jeff moves that the minutes be approved with all necessary tech corrections. Ken says they will make changes and resend. Approved unanimously.

2. Liaison Reports

Mellgren asks approval of the liaison reports. Moved by Dunn, Second by Ballou. No discussion. Approved unanimously.

3. Treasurers Report

Tommy Burr: Great meeting with audit committee - good news - auditors will be at the next meeting to present the formal report.

Feb. was a tough month. Loss of business due to bad weather. Club is under revenue goal. \$60K of business was affected the day the government was shut down. Burr suggests a resolution denouncing bad weather.

Media services and broadcast ops were biggest losses but we were under budget in membership, food sales, banquet and events (beverage sales and room revenue exceeded). March is unlikely to hit budget either.

Costs are also mostly under budget because staff doing what it can to keep costs under control.

Burr says he is no longer predicting that we'll meet our strategic plan goal for reserves at end-year.

THE GOOD NEWS: Economy appears to be getting better. Companies hopefully will start spending cash. We have Brian Taylor and his new sales unit with potential new clients.

Bottom Line: This year is starting out pretty rough if we continue on this path we'll start eating into our reserve and end up on a slide. We're likely to see another month of this kind before we see another turnaround. But there are positive signs looking into the future.

Fitzgerald asks for more information on the broadcast center.

McCarren gives a history broadcast center started in 2006 in hopes that it would bring in much more revenue. The staff does good work such as the Al-Jazeera event where Pres. Belkind's talk was sent live via satellite to Cairo, Qatar, etc. The struggle is to make it more focused on the business end than in making each production beautiful.

McCluskey asked about ensuring that speakers go to the broadcast center after speeches. Problem is that we don't control the speaker.

McCarren - we've made money in some years, lost in others. It's been merged with AV and they are becoming more flex - allowing AV techs to shoot.

BILL: Lease is too expensive and is being renegotiated. We have two good sales opportunities now. If both happen, we're making money again. "That will solve every problem"

MELLGREN: The fact is we're that close. We just need some good business to make up for what we've unexpectedly lost.

4. MEMBERSHIP

WOJNO Submitted 28 new members of 28 new applicatons.  
Approved unanimously.

Motion to move one person to journalist status. Discussion regarding whether his organization was a journalism organization. Tabled until that could be researched.

McClusley asks if check that people's statuses are up to date? Says she was contacted for PR by a journalist member Wojno says it's up to members to inform us if they change jobs.

#### BOARD RECRUITMENT

Not a pool any more - presidents club where people will get some prizes and be treated to lunch by Myron.

As of March 2014: Angela 7, Myron 4, Frederica 2 and one each for John, Anthony and Molly

#### 5. STRATEGIC PLAN

Hughes says he decided to assign various goals on the plan to people on the committee.

The capital projects committee is taking up the issue of improving security at the Club.

The committee is looking for new ideas for a long-term plan. He's asked various club members to weigh in with interesting thoughts about how to improve the club long-term.

#### 6. EXECUTIVE DIRECTORS REPORT

McCarren introduces Brian Taylor who gave an overview of the new sales and development team and his goals.

TAYLOR distinguished his job as active sales vs. order taking. Estimates that the club should bring in an extra \$1 million a year.

He has created a system to track customers and all leads. They are setting up meetings with companies across the country and will visit and reach out to groups that have events at the club now.

The BOC is now not actively integrated into the club and he wants to make it a regular offering.

Belkind mentioned the fishbowl story about the Pub Quiz. Said Taylor called the reporter and discussed it with him

McCarren talked about crime at the club because of an incident where one member's things were stolen. Asks whether there should be cameras in the reporter work area. Most members said no.

Mellgren asked that the issue go to the capital improvements committee.

Ballou said a member confronted him in the bar regarding having something stolen. Asked if board members could be informed. McCarren said he didn't think that was necessary.

7. PRESIDENTS REPORT

Belkind is very happy with the new year. Not terribly concerned with the deficits. We had 4 events set up for sunshine week and 7 upcoming speakers. He praised speakers for its teamwork and camaraderie.

Belkind discussed the canceled Ukraine event but said it was a positive overall because they are now thinking of us for future events.

Belkind spoke to the group that held a big Cherry Blossom Festival event at the club.

He's looking forward to the Fourth Estate event with Charlie Rose.

Overall he's happy with how things are going this year.

8. OLD/NEW BUSINESS: NONE

9. Adjourned at 7:56 pm