

## BOD 1/17/12 Meeting Minutes

### **Attendees:**

Jean Krupinski, Bob Jalio, Jim Pullin, Fred Griffith, Steve Ness, Phil Van

### **Old Business:**

- Denise spent a lot of time updating our WEB site. It looks great. Thank you Denise.
- Spring programs have been firmed up.
- Bob Jalio created criteria for company and volunteer of the year. They will be sent out for a final BOD review and agreement.
- Phil completed the deal with Capital One as our merchant card provider.
- Denise completed teaching the NG cycle counting class.
- Steve and Jim will attend the SE district meeting in February in Raleigh, NC
- Steve and Jim held a LNL at NG for APICS education opportunities.

### **WEB Site:**

- Now that the WEB site has been updated, it is critical that the BOD feed Sachin information that needs to be added to site on a timely basis.

### **Programs:**

- February – Michael Ford, Purple-ocity
- March- Mary Ann Mauldwin- TMN, Roush Yates Story
- April – NG Tour
- May – Dothang Truong- The Cloud

### **Membership:**

- Debbie published the December membership numbers. We are at 149 with 1 new member and 52 companies. The retention goal line of our scorecard is wrong and needs correction to 129 at end of chapter year.
- Fred volunteered to work with Debbie on the membership scorecard.

### **Marketing:**

- We are falling behind our marketing plan. The biggest area of concern is identification of good media sources and obtaining feedback from them. The BOD brainstormed some ideas:
  - Periodicals – Orlando Business Journal (LM Article), MACF & ISM (PDE), Orlando Sentinel, Facebook (PDE)

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### **Education:**

- LM in house fast track begins 1/20.
- Jim presented to the BOD the request to host TTT workshop in July. Jim will provide additional details on the requirements from Mid Fl for hosting.
- CPIM and CSCP class offerings have been communicated to the membership.

### **Financial:**

- Phil presented the end of year budget/actual. Though our on hand position is lower than planned we are still in excellent financial shape.
- Confusion over the \$300 received from conference for obtaining gold. Our bill has been overstated and did not take into consideration this. Jim to send Phil an e-mail with who he corresponded with while ordering books to get this credit.

### **ACTIONS:**

- Chris needs to send out a newsletter each month Feb-May per our plan.
- Jean to write President Corner
- Jean to send Jim Pullin the company coordinator list.
- Fred to plan and coordinate food for the Plant Tour in April. Advise BOD cost and menu.
- Jean to correct retention goal on scorecard and update IMA to ISM.
- Steve and Bob to work on Press Release – LMCO APICS Company of the Year in Education.
- Jean to get with David Goldstein on C-Vent Project
- Steve to send out another 6 letters to new companies promoting APICS education.
- Jim to develop criteria for good candidates for training pipeline.
- Denise to send Jean WEB Master check list.
- Denise and Jean to begin working on TMN invitations.