

Executive Committee MACVB  
August 29, 2005  
Columbia, Missouri

Attending: Teresa Gilliam, Andy Theim, Sam Allen, Chuck Martin, Stephanie Roush, Marci Bennett, Ronda Mertens, Diane Giacolleto, Amy Supple, Rick Hughes, Tracy Kimberlin

Call to Order Stephanie

Thank you for attending on such short notice.

Financial Review – Marci distributed the current financials and noted that we will be purchasing a \$50,000 CD in the next month.

Education

Scholarships, TTRA, Motion made by Andy for MACVB to provide a \$100 scholarship per bureau for the Fall TTRA conference. Second by Sam. Motion passed. Deadline for registration is September 10.

CDME-Sales Academy – Education committee will survey membership to see who would be interested in attending sales academy or CDME in conjunction with annual meeting. Marci to check on seeing if we can have both. Marci see with Doug Price to schedule. Offer scholarship CDME core or elective until July 1, 2006 at \$250 per bureau. Andy motion, Amy second. Motion passed.

Annual Meeting: Amy wants board to set policy. Do we need central location? Do we need two times in a row? Do we move around?. Amy and Marci will renegotiate with Chateau on AV if we go back next year. Teresa wants to rotate every two years. Rotate though out state. Plant the seed, seriously looking at moving it around. Would you be willing to do more of a drive? Education committee will work on a determination and have a decision by Sept 30<sup>th</sup>.

### **Small Markets**

Meeting minutes were presented by Andy. This group is moving forward with open honest discussion across the board about everything. Good opportunity to build more membership and build influence. Next mtg. In Maryland Heights at the end of Sept. Trying to get more bureaus that did not attend and to build membership. Big Brother move.

Health Insurance – need a census of what we are looking at for dental and health. Looking for an attorney to look over the legal issues that would effect the organization. Chuck asked if Jan 1 a possibility? Probably according to Andy

Small market group is contacting Jerry Henry to develop a template for Conversion and Visitor Profile. This provides an opportunity for small markets to do this type of research. \$1,500 each Marci move, Amy second. Individual entities will still have to pay for the analysis. Ask Jerry to come to annual meeting and do workshop on the issue.

### **Allied Members**

Ronda will plan . Change membership fee, Accept report with change to 2 people per entity at annual meeting, increase \$1750 for next year March 1<sup>st</sup>, dues remain \$1,500. Billing at March 1st. Marci to get stuff to Ronda for membership brochure. Amy move, Chuck second. Passed

## **Research**

Hand out top sheet to the meeting. Ask members to please respond in the next two weeks.

## **Tradeshow Coop**

St. Louis has sent theirs in. Check on. Pulaski has sent one but it is not here. Present to the state and see what they want us to go forward with. Ask the state what role they would like to play.

## **Legislative**

Sam doesn't know what we can do about it. Senators say we have lots of support with legislature and not from the Gov.'s office. We have no support. Two areas of need. Steph-We did a great job with legislature, had a major breakdown with Gov.'s office and with economic development.

Have to address accountability issue before any of us can go forward and push for reinstating funding.

Base legislative efforts on telling the story of SIC code revenue and increases. Must run the division as a business. Commission and Lt. Gov.'s office are who we MUST work through. Clear message to commission and Lt. Gov. Must develop a clear message before setting meeting. Must develop sufficient information in a uniform manner.

Use the SIC code and generate the numbers on amounts of money that has gone into general revenue over the past 12 years and that is the number we should be using. Accountability.