

Board of Directors Meeting Minutes
DMACC Ankeny Campus | Building 5, Room 1220
June 5th, 2019 | 6:00 – 8:00 P.M.

Join from Desktop: <https://hangouts.google.com/call/QHxXTtN8tmTilfxqTLiAEE>

- I. Call to Order** – The meeting was called was called to order at 6:00 pm.
- II. Roll Call** – Present: Mark Houseman, Curt Cornelius, Ed Birkey, Ryan Hutchinson, David Landon, Kent Seuferer, and Aaron Nickman. Absent: Megan Ellsworth, Mat Hansen, Scott Ocken, Jenny Stephenson, and Devon Winters.
- III. Approval of Minutes from Previous Meeting** – No changes were made from the previous minutes. Motioned by Landon, Seconded by Birkey. Motion passed.
- IV. Financial Report – Balance as of 4/30/19 \$38,271.79, Special fund: \$2,500** – YTD outlook – net profit down \$4,000 – Anticipate losing \$9,000 for FY19.
- V. Old Business**
 - a. SLSC – Update** – 79 Gold medalists. Loss of \$3,494.53 – Largely due to losing the Lowes grant for TeamWorks. Discussion took place on possible ways to cut costs for future years. Items included limiting TeamWorks entries, increasing sponsorships, inviting TeamWorks contest chairs to board meeting, reducing contest costs, moving opening from FFA Enrichment Center to Building 5.
 - b. Executive Director Position – Update** – Seek a relationship with SkillsUSA Illinois to possibly look at sharing a state director.
- VI. New Business**
 - a. SLSC Final expenses and budget** – Discussion focused around costing costs and increasing revenue in future years to operate a zero-cost program. Discussed cutting costs by not having as many meals and reducing number of meals ordered. A food truck and leveraging the food court in building 5 was a discussion topic. Discussed increasing registration cost by \$10. Offering a \$5 discount if the member became a national member by Jan 1st of the academic year.
 - b. Board Members** – Welcomed Matt Hansen, Secondary Advisor; Geoff Astor and Boston Gordon; Ryan Hutchinson, Business & Industry; Megan Ellsworth, Host Site Representative. Seeking individuals for two open post-secondary positions, industrial tech teacher prep programs at UNI, William Penn, and UIU.
 - c. NLSC June 21-28, 2019**
 - 1. Officers – 9 officers, 2 drivers, 1 car rental, 30 hotel nights** – Officers will be attending pre-conference (branded as Leverage) and



conference paid by SkillsUSA Iowa. Total approximate cost of nine officers at NLSC is \$12,000. Discussion took place if pre-conference was necessary for the officer team. Gordon mentioned that he didn't get a lot out of the program in the previous year. Seuferer recommended the officers attend the Iowa State officer team training. Seuferer indicated he would investigate Leverage and survey the officer team on continuing attending pre-conference.

2. Delegates – 2 secondary, still need 2 post-secondary – Two secondary state officers will be delegates. Still seeking post-secondary delegates.

3. Hotel – Courtyard by Marriott

VII. Other Business

a. Perkins Claim for FY19 – SkillsUSA Iowa decreased by \$225.06 in funding for FY20. To \$10,713.60 FY19 claim was submitted by Birkey.

b. Perkins Application for FY 20 – Vote needed to approve application – Motioned by Cornelius, Seconded by Landon. Motion Passed.

c. Balance and budget concerns – No additional comments were made. See above discussion from SLSC budget discussion and NLSC budget discussion.

VIII. Adjournment – Motioned by Birkey to adjourn. Adjourned at 7:24 pm.