

GLD-IAFC Board Meeting
August 13, 2014
8:30AM
Dallas, TX FRI 2014

Present: President Jack Baus, Vice President Danny Sink, Secretary/Treasurer Dean Holland,
Directors: Scott Skeldon (OH), Jeffrey Howell (IL), George Esbensen (MN), Mark Rohlfing (WI),
Dave Peterson (MI), Linda Stone (Exec Dir), Late Arrival: Timm Schabbel (IN)
Absent: Nyle Zikmund (IAFC-GLD)

1. Call to order -
President Jack Baus called today's meeting to order at 8:38AM
2. Additions/Changes/Accept Agenda - Motion to approve: Scott Skeldon moved, Danny Sink supported. Motion passed unanimously.
3. Introduce new members
 - a. Chief Mark Rohlfing (WI)
 - b. Chief Jeff Howell (IL)
4. Approval of previous minutes - June 24, 2014
These minutes were sent electronically to the board members. Motion to approve: Dave Peterson, seconded by George Esbensen. Motion passed unanimously.
5. Secretary/Treasurer - Dean Holland provided the following report to the Board
 - a. Division secretaries meeting held yesterday, so Dean provided a brief recap.
 1. The IAFC BOD is having discussions on the future funding of the Division Presidents. More to come.
 2. Division Secretaries annual meeting – They have met in Fairfax in the past, to prepare for FRI as well as discuss other issues surrounding the IAFC and the Divisions. This year's annual division secretaries meeting was cancelled, and handled via video conferencing, with some technical difficulties. After much discussion, Dean Holland recommended that the GLD support the IAFC in their efforts keep costs down. **Further discussion continued later in the meeting. George Esbensen made a motion that we support the IAFC in the cost-cutting efforts and not have the face-to-face. This message should be communicated to the IAFC executive board via Nyle Zikmund. Motion was seconded by Skeldon. Motion carried unanimously.
 3. Membership report was provided by Terry Monroe to the Division Secretaries at the meeting. Paid Memberships are up 20% at this time, compared to last year. Much discussion followed among the GLD Board members regarding this discussion. Terry's report to the secretaries also mentioned the GPO.
 4. Ken LaSala provided a detailed report on the current legislative issues affecting IAFC. SAFER will dissolve in 2016.
 5. Tommy Hicks provided a detailed report on the IAFC's programs & technology information. A lot of technology via the "Cloud" is coming soon. GLD Board Members discussed the benefits of such a database, as well as the downsides. More to come, as the IAFC releases information on the Cloud.
 - b. Financial Report
Balance Sheet, Checking Account, Portfolio and Profit & Loss statements were sent to each board member electronically prior to FRI. Dean reviewed these numbers in detail.

Investments: Dean provided detailed information on the Investment Portfolio. As of 7/31/14 the Portfolio Value is \$46,794.37

Checking Account - as of 7/17/14 the balance was \$13,226.23

Dean also provided P&L detailed information. Report was accepted.

- c. Membership Report
Dean provided a detailed report on the income history (starting back in 2009) and projected membership revenue.
Chief Mark Rohlfing asked about fund raising and sponsorship possibilities.
Dean provided information surrounding the sponsors for FRI's hospitality suite, other events & possible sponsorship opportunities.
 - d. Commission agreement between GLD & Dean Holland re: Avon 5-year Contract -- Dean provided the background on this exclusive contract between Avon (Don Reycroft) & GLD, as well their exclusive sponsorship of the GLD Membership Luncheon held annually during FRI. Dean challenged the integrity of the GLD Board and requests that the balance of his future commission to be paid, even though he is leaving his position with the GLD. Much discussion followed.
President Baus facilitated this discussion, and provided further information.
There was a motion made on the floor by Dean Holland to continue the incentive pay from Avon, beyond Dean's employment with the GLD. No support was announced. Motion did not pass.
Chief Mark Rohlfing followed up with this idea of having someone continuing the recruitment process of new sponsors, and related commissions to that "sales person" in the future. Much discussion followed. Dean reminded the Board members that something must be done to increase revenues ASAP.
6. International Director – Though unable to attend, Chief Nyle Zikmund sent an email during today's meeting, and provided his extensive report. President Baus encouraged all Board Members to review Zikmund's report.
 7. President – President Baus provided the following report:
 - a. Credit Card authority to Linda - President Jack Baus provided the background on the credit cards (currently four issued: Pres, VP, Sec, & Linda). Linda will now be the Authorized User on the account, and will simply issue "employee" cards to certain board members.
 - b. Chief Jim Grady was unable to attend FRI, and John Rukavina (IAFC) is unable to cover this Endorsement Resolution report during tomorrow's Division Luncheon - President Baus will handle the report during the luncheon.
 - c. 2nd VP Candidates coming tomorrow during the Division Luncheon. Discussion followed on the voting process.
 8. Vice President - Vice President Danny Sink provided the following report:
 - a. Update on Twitter Account will be talked about later in the meeting.
 - b. Shirts were provided to the board members during today's Board meeting.
 9. Fire Rescue GPO – Chief John Schuldt was unable to attend FRI, but had spoken with President Baus prior to FRI and stated that he had nothing to report on the Group Purchasing system. Dean & Jack provided details on this GPO such as GLD's revenue, committee, etc. Discussion followed on the actual users of the GPO throughout the GLD. President Baus asked Chief Jeff Howell to contact Jessica with the GPO, to research the big players within the Great Lakes Division. Chief Howell agreed to find out more information, and he will touch base with Chief John Schuldt with any questions.

The Board discussed the subject of finding new reps to be placed on this GPO committee.

10. State Directors

- a. Ohio - Scott Skeldon provided a brief report. The State had a very successful conference, and provided information on the benefits of their new Executive Director. There was nothing new to mention regarding legislation. They are looking to develop a strategic plan in the near future. He discussed that the terms of the board members has changed from 2-year terms to one-year terms.
- b. Minnesota - George Esbensen provided a brief report. The State is in the process of hiring a new Executive Director, to manage the 24 State Board Members. The Search Committee brought forth only one candidate for the open position, and that candidate was rejected. George provided details surrounding the search process, and the issues affecting the overall RFP. Another RFP will be posted in the future. State Chiefs Conference is coming up mid-October. They are expecting a successful turnout. George provided information on the current legislative issues affecting the State, such as the residential sprinkler systems. Other issues discussed were: Language surrounding LODD's, Fireworks funding, tax stipend. Much discussion followed on the sprinkler issue and builders.
- c. Michigan - Dave Peterson provided the following report: The State has a new President coming into the position (Chief O'Brian). The incoming VP will also be new (Glotzbach). Dave currently holds the GLD rep position, but he does have an opponent in the "race." Dave provided information on the current Fireworks legislation & related guidelines and the funding issues back to the communities. Issues surrounding the sprinkler legislation and builders. Cost recovery and affiliated electric companies, legislation was also mentioned. Annual MAFC Summer conference was pushed to the Fall. Now the conference will be in October 2014 in Traverse City.
- d. Illinois - Jeff Howell provided the following report: The current State president has recently left his Chief position, and took an Asst. Chief's job nearby, so his position on the Board is secured. The State also posted an RFP but ultimately rejected all candidates. State conference coming up in October. Jeff provided many details surrounding the massive amount of legislative issues in the State.
- e. Wisconsin - Mark Rohlfing provided the following report: The State provided details on their annual conference. He provided brief details on the current legislation affecting the State. He provided information on the new State Hazmat response system. Much discussion followed on the issues surrounding builders and the opposed suggestion of retrofitting of high rises for sprinkler systems in Madison.
- f. Indiana - Danny Sink & Timm Schabbel provided the following report: State conference is next week. Legislative issues include Dept of Health trying to take over EMS, and related trauma system issues. Also mentioned were pension reform issues and the upcoming November elections.

11. Old Business

- a. IAFC - 2nd Vice President Endorsement Resolution - already covered earlier during today's Board meeting. Nothing more to add at this time.
- b. Treasurer Appointment Policy - Michigan first - President Baus provided information on this position/oversight committee. This is a good business practice. It's been considered on rotating this position amongst the board members on an annual basis. Discussion also considered for this position to be a responsibility of the Vice President. After discussing, the Board members all

agreed with the VP taking this position, for many good reasons. Dave Peterson made a motion to appoint the GLD's current Vice President to hold the responsibilities of the Oversight Treasurer, to work closely with the executive director. Motion passed unanimously.

- c. Social Media Opportunities - George Esbensen provided information on the professional benefits of the GLD's new Twitter account (@IAFCGreatLakes), and its communication possibilities.
George recommended daily postings by State directors, board members, etc. This tends to drive followers.

12. New Business

- a. Presentation by Tommy Hicks - IAFC: Tommy provided a detailed report on the technology and resources available, Near Miss, the Cloud (coming soon), etc.
- b. Presentation by Terry Monroe - IAFC: Terry provided a detailed report on the Overall IAFC & Division's Membership Status. This is the same presentation that he gave to the Division Secretaries yesterday.
- c. Give away items - Chief Scott Skeldon provided details regarding the current inventory (mouse pads, poker chips, luggage tags, etc) and give-aways for tomorrow's division luncheon, as well as products for the New Member packets.
- d. Audit Report - Dave Peterson and Jack Baus handled the audit of 2013 and current 2014 expenses. Dave provided a report to the Board with overall approval of the audit.
- e. Any items for tomorrow's membership meeting - None
- f. Presentation by Shelly Gilmore (Humana): Ms. Gilmore provided a brief report on the new partnership between IAFC and Humana. Overall goal is to get firefighters healthier via "game-ification". Shelly provided detailed information on the Humana Vitality app. Progress is rewarded, but must be verifiable. More information to come from the IAFC in the near future, as they expect a Jan 2015 roll-out.
- g. Office inventory list - Dean provided a list of items that were purchased when he took over the Secy/Treasurer position. Chief Dave Peterson made a motion to allow Dean Holland to dispose of the inventory as he sees fit. Chief Jeff Howell supported. Motion passed unanimously.
- h. Election on GLD Board - Scott provided details on the open GLD Board positions, and the current election process. Communication to the general membership regarding open board seats and upcoming elections and nominations should & will be more open in the future. Scott also reviewed the swearing in process to occur at tomorrow's luncheon.

13. Good of the order –

Discussion ensued on GLD's mission and on the benefits of being a member of Great Lakes Division. Bring something back to the membership, offer conference, training, partnering with other State events, getting the logo out there, brand recognition, etc. Linda will provide suggestions and ideas to the Board, as well as make certain recommendations.

14. Adjournment - 3:21pm