NORTHEAST HERS ALLIANCE

Board Meeting Minutes

April 12, 2011

Attendees for Meeting: Peter, Frank, Brian, Glenn, Mike Browne, Michael Chesney, Lois, Peggy, Eurihea

• Approval of Minutes from Last Meeting
  o Glenn/Lois/Approved

• Treasurer’s Report
  o Total expenses to be approved: $11,567.79 & $14,150 from previous bounced check
    ▪ Glenn/Eurihea/Approved
  o Move $10,000 from money market to checking account
    ▪ Glenn/Brian/Approved

• Budget Review
  o Membership Dues
    ▪ Did not receive what was expected from the budget which is a large portion of the loss in the first quarter
  o Training Income
    ▪ Smaller class in January than usual attendance which is a general trend
    ▪ Competitive Bidding on trainings could decrease expenses and increase revenue
      • For classes that we have not committed already we will move to a competitive bid process to be developed immediately & training committee will put together Quality Assurance guidelines for those trainings
  o Supplier Membership
    ▪ Have been aggressively contacting potential members but have not had any commitments yet.
  o Program Development Position
    ▪ Need to determine at what point we need to see results from all of efforts that have gone into this position or this position needs to be re-evaluated
  o Additional board meeting – will have emergency board meeting on 4/19/11 to discuss training competitive bidding process & impact on training revenue, Supplier membership, program development position, & update to rater manual as a revenue source

• Training Committee
  o 15 people signed up for ESTAR V3 training in Connecticut
NORTHEAST HERS ALLIANCE

Board Meeting Minutes

April 19, 2011

Attendees for Meeting: Mike Browne, Frank, Lois, Eurihea, Peggy, Peter, Brian, Glenn

• Sponsorship Member Category
  o Still actively trying to contact manufacturer’s to get them on board
  o Strategy was not to leave messages, but keep calling back
  o Any supplier member who signs up before end of May will receive a free webinar

• Training Discussion
  o Too expensive to continue to run as we need
  o Proprietor Model
    ▪ Sub-contract trainings to individual training providers
  o Franchiser Model
    ▪ Assign territories to individual training providers
    ▪ Pay fees to Alliance
    ▪ Put together draft Agreement between NEHERS & Training Providers & draft of how this model would work operationally by the next board meeting
      • Peter/Eurihea/Approved

• Training Manual Update
  o Organize meeting with Richard Faesy to discuss funding sources