

**Sir Branch 146
Branch Executive Committee Meeting Minutes
Date: January 11 2024
Venue: Boundary Oak Clubhouse**

Branch 146 Executive Committee for 2024

		Present (Y/N)
Big Sir	John Kluesener	Y
Little Sir	Bob Ford	Y
Secretary	Don Shaw	Y
Assistant Secretary	John Rexroat	Y
Treasurer	Mike Rothman	Y
Assistant Treasurer	Tom Amann	Y
Director 2 nd Term	Ed Brands	N
Director	Mark Curtis	Y
Director 2 nd Term	Randy Graham	Y (late)
Director	John Alexander	Y
Director 3 rd Term	George Mon	Y
Director	Don Rhoads	Y

Other Attendees:

Bob Wilkenfield
Walt Busenius*
Steve Oki
Bob Spellman
Brad Hatcher*
Glenn Breslin
Frank Lucas
Bill Holly*
Doug Eisner*
Paul Dubow
Bruce Borgman
Seve Ybarra
Bob Lucido
Richard Hockenbrock
Rich Ahlf

1. Agenda

The Big Sir noted that we have a quorum and the meeting commenced at 9:03.

2. Branch Secretary

The call for comments on the Meeting Minutes for November 9, 2023, resulted in no additions or deletions. A motion for approval was made by Bob Ford and seconded by Don Rhoads. It was approved unanimously.

Don Shaw reviewed the Critical Items from the Schedule of Branch Operations, including:

- updating and routing of Forms 20 (Roster of Branch Personnel), 28 (Monthly Cash Report), and Branch Membership Status (online, replaced Form 27);
- approval and recordation in BEC minutes of the year's Branch activities;
- payment and verification of payment of State assessment by January 15 (verified); and
- Branch Audit by Audit Committee Chairman.

3. Branch Treasurer

John Alexander (2023 Treasurer) and 2024 Treasurer Mike Rothman presented the 2023 Monthly Cash Reports for November and December, together with the 2023 4th Quarter Budget Report.

Beginning and ending balances for November were \$22.2K and \$39.3K, reflecting the receipt of 2024 dues and annual lunch payments for 2024.

Beginning and ending balances for December were \$39.3K and \$40.5K, reflecting notable items relating to the December ladies' day luncheon (\$7.5K receipts and \$8.4K disbursements).

The EOY cash forecast for 2023 had been \$19K and the actual EOY for 2023 would be approximately \$19K, net of receipts attributable to 2024 (mostly annual lunch payers).

The 2023 4th Quarter Budget Report showed actual YTD expenses of \$7.2K against a budget amount of \$8.2K, or 88% of budget. Lunch loss was \$.7K YTD.

A motion for approval of Form 28 for November was made by George Mon and seconded by Bob Ford. It was approved unanimously.

A motion for approval of Form 28 for December was made by John Alexander and seconded by Bob Ford. It was approved unanimously.

A motion for approval of signing authority for Pierre Mebane on the Branch bowling account was made by John Alexander and seconded by Mike Rothman and was approved unanimously.

4. Membership Chairman

George Mon moved to approve membership for Ron Self, Mark Curtis seconded, and the motion was approved unanimously.

George Mon reported on Form 27 that there was one new member, one deceased member, and one resigned member, bringing the total membership to 250 (end of December membership of 251).

George Mon motioned to approve Form 27 and Bob Ford seconded. Approval was unanimous.

Dues report. George reported that 83% of members have paid dues and 38 members are being followed up regarding dues. Of the 20 non-dues-paying members over 90 years old, we have heard back from 8 who continue as members and 2 who will no longer be members.

There was a discussion of the need to make members feel welcome at the lunches and become aware of and engage in activities.

5. Old Business

Area Representative suggests that we commit \$10 per member to support recruitment. This idea had been discussed previously with no action being taken and once again no action was taken on this suggestion.

Should we plan for a spring/summer picnic? Members in attendance expressed an interest and Bob Wilkenfield, John Alexander, Bruce Borgman, Bob Lucido, and Glenn Breslin volunteered to act as a team to investigate and report back. One possibility mentioned is to substitute a picnic in place of the July couples dining out activity.

Drinks policy for guests, speakers, greeters, and meal ticket team. It had already been decided in the 2024 budget process that drinks for greeters and the meal ticket team would not be funded. We have budgeted lunch but not drinks for speakers and guests. Bob Wilkenfield mentioned his practice was to pay personally for drinks for speakers (who generally do not want a drink). John Rexroat observed that members bringing a guest might want to host the lunch and drink cost for the guest, though this is not expected or required.

6. New Business

Approval of Area 2 Fishing Calendar. Approval of the Fishing Calendar is needed for insurance purposes. Don Shaw moved to approve, and John Rexroat seconded, and the motion was approved unanimously.

7. Other Reports - RAMP Committee (Recruiting, Activities, Member Relations, Publicity)

Recruiting- Randy Graham. Randy arrived after a doctor's appointment and solicited volunteers to work with him on recruiting ideas. Don Shaw and Glenn Breslin volunteered.

Activities – Glenn Breslin. Glenn SIR 146 Activity Summary Information, reporting that the Branch has 43 activities, 25 of which are co-ed, 28 of which are unique and 9 of which are shared with other branches.

Member Relations - Ed Brands – Ed was absent and there was no report.

Publicity – open position. John Alexander volunteered for Publicity.

8. Luncheon Chair – Steve Oki. Steve reported that we have 112 signups for January, including 107 members, 4 guests and 1 speaker.

9. Honoree Committee – Walt Busenius. Nothing to report. Bob Wilkenfield gave well deserved “Doing My Part” recognition to Steve Oki and Glenn Breslin for significant contributions to the Branch.

10. Nomination Committee – Bob Wilkenfield. Nothing to report. Bob solicited help from past Big Sirs and specifically is looking to fill the Little Sir position for next year.

11. SIR Call Editor – Clint Collier. **Clint** was absent and there was no report.

12. Travel – Glenn Breslin. Glenn reported the Best of Spain & Portugal has 8 people signed up including 2 from Branch 8.

13. Sunshine Chair – Brian McCarthy. Brian requested we get the word out to let the Sunshine Committee know when people should be included in the Sunshine Report, including mentions at lunch and in the SIR Call.

14. Branch Historian – Malcolm Harrison. Malcolm was absent and there was no report.

15. Little Sir – Bob Ford

Today’s and future speakers. John has speakers lined up through April or May, including League of Women Voters, a John Muir doctor, PG&E, etc.

16. Big Sir – John Kluesener

A. Membership growth – Jim Stedman note.

B Letter from State President.

C New Member Goal for 2024.

There was a lengthy and spirited discussion about membership growth. Branch 146 had a membership of 249 at the time 2024 dues assessment benchmarks were established and will be paying dues quarterly throughout 2024 based on 249 members, regardless of actual membership.

We have nominal membership of 250 now, but 38 dues-paying members have not in fact paid dues and we also have members over 90 who do not pay dues. We also anticipate membership declines of perhaps 10% annually due to all the usual reasons. It is imperative to recruit at least 25 new members to maintain a steady membership, and of course we would like to grow membership.

There were two main conceptions regarding the source of new members. One concept is that membership growth is the outcome of recruiting guests to come to lunches. The other concept is that growth results from recruiting guests to activities. Given that lunch is an activity, the two concepts are not completely distinct.

Discussion was had as to the rate at which guests are converted to members, and the general sense is that a conversion rate is about 50%. For every 2 guests, roughly we get 1 new member.

To encourage people to bring guests, anyone who brings a unique guest to an activity and/or lunch will be entered in a free lunch drawing every 6 months. Lunch and Membership will coordinate to track new guests and members and will monitor the conversion rate of guests to members.

The need to bring guests and to recruit new members will be highlighted in various communications, including remarks at the lunches and discussion in the SIR Call.

John Alexander moved to establish a goal of 50 guests in 2023, and that guests and conversion of guests to members be publicized and monitored, and Mike Rothman seconded the motion. The motion was approved unanimously.

John Rexroat moved to adjourn and Randy Graham seconded, and the motion was approved unanimously. The meeting adjourned at 10:50.