

**Minutes of the USJCI Senate  
Executive Committee  
September 26, 2003  
Anaheim, California**

Meeting called to order by President John Price #36383

Roll call by Secretary John Matthews #37505 as follows.  
President John Price #36383, AVP Joe A Souza #27511, Secretary John Matthews #37505, Treasurer Ed Hart #28991, COB Jack Pasquale #32806, Legal Council Steve Sutherland #27073, R1VP Paul Carney #10861, R2VP Jay Greger #37320 (late), R3VP Konrad Melkus #13787 (late), R4VP Johnny Swank #44479, R5VP John D Olson #35308, R6VP Marge Miller #52948, R7VP Glenda Newberry #45988, R9VP Jim Trenary #39654, R10VP Anne Shane #54445.

Approval of Agenda

Motion by xxxxxxxxxxxxxxx, Second by xxxxxxxxxxxxxxx, Agenda approved

Invocation by Chaplin Pat Hoelker #45893

Pledge to the flag led by Host Region VP Anne Shane #54445 (Region X)

Secretary's Report by John Matthews #37505

Report on the table, same report will be available at the business meeting. Extra Directories and Senate Scene are available. Directory changes and additions may be sent to me for listing in the next Senate Scene and E-Blast issues.

Approval of Minutes from June 22, 2003 Executive Committee, Motion by John D Olson #35308, Second by Marge Miller #52948, minutes approved.

Approval of Minutes from June 25, 2003 Executive Committee, Motion by Paul Carney #10861, Second by John D Olson #35308, minutes approved.

Treasurer's Report by Ed (Jake the Snake) Hart #28991

(2) reports on table, first is white cover copy is final from last year, second is yellow copy for beginning of this year. Jim Rose in attendance to discuss audit.

(President John Price acknowledged arrival of Region III VP). Audit report by Jim Rose #30909, Jim noted that books were in good shape and that Ed has done a good job. Looking at the report on page 2 is the balance sheet shows where we stand, most of our assets are in cash, \$100,071, Current Liabilities, reserves for the Foundation and JCC Charities are unpaid for the year leaving a net worth of \$101,049. Next page, Revenues of \$118,898 versus a budget of \$94,600. Expenditures of \$111,155 leaving a surplus of \$7,743. Last two pages shows Program Revenues and Expenditures line by line, publications were over budget due to increased advertising, products substantially over due to World Congress and hard work of the Products Chairman, and Reverse Raffle budget of \$26,500 versus income of \$35,986. Expenditures, nothing out of control, publications under budget, products were over because sales were up, everything else was pretty much inline. Items that have dashes indicate area where no expenses were turned in. The next page is the Administrative Expenditures, were in control because the Treasurer makes sure he does not over pay anyone. Actual versus Budget items were inline with exception of a couple of line that were expenses that were not submitted on time, overall it looked good.

Treasurer Ed Hart #28991 entertained a motion to accept, Motion by John D Olson #35308, Second by Joe A Souza #27511, Audit accepted.

Finance Committee today, a couple of things that were discussed that will impact the budget, we will have to make some changes in the raffle, information is going out on that, also discussed making it easier for Senate membership to purchase supplies, they can do it online and be able to use the Pay Pal system this will allow to make purchases without waiting for a meeting. The Finance committee meeting was good and well attended.

Membership – If you go to the Yellow colored sheet, yellow to go along with this years color, really good first quarter, (Ed) I want to thank everybody, I particularly enjoyed the emails from Paul Carney concerning dues billing for Massachusetts, however I will mention that the last one received was Washington, they went from the outhouse to the penthouse, they not only had their check for the September dues but December as well so they are ahead of the game. After making some adjustments because the database is still not 100% correct we started the year with 7813 in membership, we had 1511 for 19% of our membership due in September we renewed 1389 for 92%

retention, tremendous job. We dropped 122 of our friends but we brought on 195 new ones, for a growth of 73 or approximately 1% of our total membership of 7886 and I am not a historian but we should be close to a record number. Historian Mike Sawyer #36403 did not know what the number was but would investigate. Thank you to all of the VP's for getting the dues in on time. The next page shows the largest state, regions, new member adds, new member adds by region, growth states, and growth regions. Illinois continues to lead with 701 they grew by 1 but they still grew, Michigan second, California within 4 of taking over second place, Ohio's fourth, Indiana is at 256 and says they will be at 300 by the end of the year. I think we can be at 8000 with some hard work by asking the Jaycees for new Senators, and finding old Senators to come back to the family. Again, thanks you for all your hard work.

2003-2004 Budget – on the last page, bottom line for the first quarter is we spent \$5086 more than we took in, the reason for that simply is we had some up front costs, insurance, last year the bill for the insurance didn't come in until the 24<sup>th</sup> of September I was actually given the bill in Denver which does not provide time to pay it in the first quarter, we made changes so instead of September 12<sup>th</sup> its due now on August 1. We do front money for registrations to the state hosting the national convention to help them get started. So, additional money had to go out the first quarter. Changes to the Proposed Budget, under the income side on the left under the Presidential Raffle cross out \$29,000 and put in \$32,000, Total Fundraising cross out \$38,000 put in \$41,000, go to Total Income cross out \$102,575 put in \$105,575, go over to the Expense side under Operating Expenses, under Presidential Raffle cross out \$4,500 and put in \$7,500 at the bottom for Total Operating Expenses cross out \$26,050 and put in \$29,050. In Total Expenses cross out \$102,575 and put in \$150,575. Also, under Allocations change 35<sup>th</sup> Anniversary to 40<sup>th</sup> Anniversary. Chair will entertain a motion to accept, Motion by Jim Trenary #39654, Second by Glenda Newberry #45988, Question called by John D Olson #35308 (Question called) motion passed, Budget accepted.

Administrative Vice Presidents Report by Joe A Souza #27511.

(Joe) start the Champaign. Begin Region VP reports.

Region I Paul Carney #10861, nothing to report

Region II Jay Greger #37320, stands by his report (in distribution)

Region III Konrad Melkus #13787, you should have my report

Region IV Johnny Swank #44479, nothing to report

Region V John D Olson #35308, Could you spell my name correctly, Olson with an "o" (some confusion on how you could misspell JDO)

Region VI Marge Miller #52948, we are on track

Region VII Glenda Newberry #45988, have written report and registration forms for Region VII meeting in February, will be available tomorrow.

Region VIII Mike Norman #57169, Mike is celebrating his 25<sup>th</sup> Wedding Anniversary, his report is on the table.

Region IX Jim Trenary #39654, its all in my report

Region X Anne Shane #54445, its in my report

President John Price #36383 expressed congratulations to the VP's sensing everyone's desire to go to the beach.

Joe A Souza #27511 expressed thanks to his crew who poured Champaign. (Joe) are there any chairman reports?

#### Chairmen's Reports

Calvin Baerveldt #36419 Presidential Raffle Chairman – appreciate everyone willingness to increase the budget due to issues with the mailing, this also means we have to raise more money, discussed issue in PIE meeting with presidents agreeing to help out. Change to tickets going in the mail and only those being mailed, that a donation is being requested of \$15.00 for one ticket and 2 for \$25.00, however a donation is not required to enter the raffle but you have to submit the ticket, asking your help to encourage the Senators to please work the raffle. The raffle is approximately 30% of the budget. This situation is the first, the post office inspected the letter something they have never done before. Thanks to JDO who has already sold all of his tickets. Raffle tomorrow at lunch. Thanks for everyone's help.

#### Meeting Coordinator

Doug Meyers #21511, Hope everyone is having a good time this weekend. For those who prepaid for tickets for the party tonight, we do have a bus coming at 7:30pm, bus is to return at 11:00pm, bus will have a sign with Fall BOD. Tickets to the event will be available at the door. If you are driving be sure to tell them you are with the Jaycees and you will not pay for parking. Thanks for coming to California sorry, Region X it is all Region X who is working. President John Price #36383 proposed a toast to Region X's hard work on the Fall BOD.

E-Blast Jim Miller #34554, in my emails I have not names to go along with email addresses, a lot of you may have noticed when I have sent out a bad email list that a lot of them had not name on them there a few occasionally did have name on them because I could get them from the directory, however my database has not name in it at all. If anyone wants to use my database it won't do them any good.

Integrated Services Committee Paul Carney #10861, other members of the committee include Ron Whitmore #25946, Joe A Souza #27511, Ed Hart #28991, Walter Cahoon #27223, and Steve Dunn #36692. The overall objective of this is to integrate all of the US Senate membership data, application programming interfaces, and quarterly publication fulfillment through a secure coordinated data management system. Objectives include are (1) the need for an off-site data management of the membership. (2) the need for the same data firm to be the single entry provider for the publishing fulfillment of the "Mentors", namely getting it printed and (2) the need for the publication's printer to include advertisers, if resources permit. Basically, there are firm that do this we have to find the one who do it within our budget. After examination of other organizations similar to ours like the Rotary, Kiwanis, and Lions they all use the same type of advertising houses or agencies across the country, which indicates an opportunity to ride a pony from them. The Request for Proposal will include the orientation to the Senate level, a copy of the Mentors Magazine, and a sample list of our dues billing. If anyone is aware of such companies contact them or contact Paul Carney #10861.

Webmaster Larry Pierce #56660, Referring to the earlier discussion of Pay Pal, the store is complete, the delay is that Linn Jones #41419 wanted to put pictures of the products being worn by individuals on the site. After this weekend we should be able to get those on the site. Next thing is the email database, the existing database completely removed and redone in a new form. President John Price #36383 extends his thanks to Larry and George Nowell #33085 for their work on the web store.

JCFAN Boni Hart #59553, Ask Region VP's to take the message of JCFAN to your states and promote it as much as you can. Brochures are available to take with you when you travel, if you need anything else don't hesitate to call on me.

Historian Mike Sawyer #36403, If you are doing a newsletter make sure I am on your list, email or snail mail what ever you sent me goes into the archive.  
(Mike has the Senate Seal). Mike took the archive with him on his more to Colorado, 4 file cabinets and 4 boxes.

Meetings – Joe A Souza #27511 asked that anyone wishing to attend meetings please register early. Legal Council Steve Sutherland #27073, Region VP's if you know anybody who is planning to bid the national convention in 2005 please let us know so we can get information to them. Speculation of a Winter 2005 meeting from Texas but no letter of intent received. Paul Carney #10861 information regarding Jaycees National meeting, no written notice but September 2005 expected to be in Boston, MA.

Legal Council Steve Sutherland #27073, Report tomorrow.

COB "Turn OFF that Phone" Jack Pasquale #32806, (Jack) you will be happy to know my Mother-in-Law survived. Everything that I see and hear in my travels indicates that you guys are doing a great job. It was wonderful this afternoon to go down to the Jaycees and see some of the things we do come to fruition, and John taking the ball running like hell with your help will accomplish a lot more.

Unfinished/New Business – John reminded Joe that he would handle this and that he did the same thing to Jack. (John) take items A and B and put them together, chair to entertain a motion to approve the appointments as there are in the directory and to appoint a joint meeting committee, Motion by John D Olson #35308, Second by Jack Pasquale #32806, under discussion in addition to the appointments listed in the directory there was an omission, Herb Pike #42733 is the Future Directions appointee to the Finance Committee, ask for an amendment to that, moved by Jack Pasquale #32806, Second by Johnny Swank #44479, amendment passes, explanation of joint meeting committee we are not sure if we will host the joint party like the beach party or the Jaycees will host it, technically we are the host committee but we are not sure how the Jaycees will respond, we want to be prepared in the event that we will be the host, I would ask for an amendment for this, committee members are Travis Boatright #40008,

Lanny Heater #23429, Newton Standridge #29407, Joe A Souza #27511, Ed Hart #28991, Steve Sutherland #27073, and an appointee to be named by the US Jaycees, motion by John D Olson #35308, Second by Jim Trenary #39654, amendment passes, now voting on the main motion, question; is one representative from the

Jaycee enough, yes if we are the host. This could all be a mute point if the Jaycees decide to run the joint party. Vote on the motion, motion passes.

ATS – Chair will entertain a motion to split the proceeds from the ATS telephone benefit with individual states, moved by Marge Miller #52948, Second by Paul Carney #10861, under discussion President John advised that we want to split the proceeds from the phone plan with the states in return for which they will go out to promote at least (4) time per year in their newsletters and promote it at all of their meetings it is our feeling since this is just starting up that we will probably end up getting the same amount of business if just promoted it in the Mentors. It is hopeful that the states will take this to their states and get this up and running to generate a revenue stream for both the states and us. We are not sure but we put a conservative number into the budget, it's going to take the work of you the Region VP's and your states to make this work. Question? Mike Sawyer, what is the split and who will do the bookkeeping? The split will be 50/50 the bookkeeping as follows, ATS will provide us with the name of the people who participate by state breakdown, Treasurer Ed Hart #28991 will determine who has met the eligibility, payments will be by thresholds on a quarterly basis minimum. It is up to the individual Senator to advise ATS what state they wish the fund to go to. Vote on the motion, motion passes. Thank you by John Price #36383.

#### Presidents Comments

President John wanted to say that this meeting has been a very.....I've had an a tiffany, I was extremely impressed with the Presidents at the PIE meeting today, I was also very excited to participate in the Return The Favor Awards at the Jaycees convention down the street, recognizing several of our Senators who have done a great job returning the favor. Two of them are in the room now, Marty Calabro from Nevada, Phyllis Bowers from Iowa, we also had Buck Edelman from Florida ...or from California...It was one of them sunshine states, Kim Newlin from Florida, and Kay Buchanan from Georgia. I want to encourage you all to do the job you have been doing its been a wonderful thing to see, I have had an opportunity to go to a lot of the other states, not a whole lot of regional meetings yet, we're returning the favor out there, we are doing the job, its your job they keep up the good work. It is so exciting to go to places like Colorado to see the tremendous camaraderie between the Jaycees and the Senate. I congratulate you on keeping your reports shorts.

#### Special Presentations

COB Jack Pasquale #32806 questioned President John Price #36383 about his gavel wondering what in the hell is going on. John's reply was some of us can get by on little gavels, some of us have small egos we gotta have a big gavel. What Jack has suspected is that John was so excited at his installation in Detroit that he heeded his own words, don't loose the gavel, (referring to the large gavel, you can't loose that one). Jack suspect that John needs his gavel returned, it that true? John suspects, you are probably right. (Jack) Okay I will send out a special investaltory (Jack's word) party this evening while you are down at the beach. You lost your gavel? John's reply, "I don't think I ever had it". Jack with God as his witness and all of these people handed it to you. John looking to pin blame on Marty who was not appointed yet. Ken Miller got the blame. Jack made a promise to John, I will not embarrass you or you will not embarrass these troops out front tomorrow morning, you will have the appropriate gavel if I have to go and buy it tonight. John recalls that Jack used the large gavel himself (someone's comment) only for cell phones. John appreciated the COB's efforts on his behalf.

#### Good of the Order

Region V offered two more Mentors advertisements, which bring them over the \$200.00 mark. Senate Scene articles only for the Executive Committee not state Presidents, deadline is October 1, I publish that evening. Konrad was first to turn in. President John acknowledged suck-up points for that but noted that he lost them for being late.

#### Adjourn

Jaycee Creed led by RTF winners, Marty Calabro #26870 and Phyllis Bowers #51430.

Meeting time 58 minutes

Respectfully Submitted,

John Matthews #37505  
Secretary