



Board Meeting Agenda

Date: March 7th, 2017

Time: 4:00 – 5:30 p.m.

Where: ABM San Diego / 3585 Corporate Court

Attendees:

x	Ray Trent	O		Wayne Harris	E		Steve Denny	A	x	Mike Broyles	A
x	Bob Jones	O		Jeffery Feist	E		Michael Cancel	A	x	Mark Scott	A
x	Jack Bennings	O	x	Thor Emblem	E	x	Michael Curl	A		Sabrina Hansen	A
x	Mike McNamara	O	x	Jessica Kalloch	A	x	Brian Bloker	A		Anita Bertain	A
	Wes Dymek	E		Brooke Laskowsky	A	x	Nicole Nicoletti	A			
	Ernie Matteotti	E	x	Barry Garson	A	x	Christy Gramann	A			

- **Guests:** Lann Westerman, Bill Dodd, Melanie Bamba, John Gibson, Steele Plumbing, Mike Baldelomar, Al Luna, Derek Flanders
- **Community Outreach:** JK/EM
 - Feeding America
 - **Feeding America being set up by Melanie and Jessica for coming month.**
- **Education Update:** RJ
 - Budgeting Skills Course for 3/15 and 4/12 added to website and constant contact sent.
 - **Class is established and set with wayne and bob.**
 - Fire pump certification – waiting for Arnold Hy to provide test date.
 - BOC Level 1 start October 3rd.
 - **Flyer being created and will be sent to trade members.**
 - BOC Level II starts March 9th. Class is full. Have Teresa send final invoice on scholarships.
 - **Notified Teresa and Jack we are full and will pay invoice.**
- **Treasurer Report:** JB
 - Financial outlook
 - **Provided by Jack and recorded in treasury records.**
- **Web Update:** MB
 - Doug is waiting for BOMA log in to review auto renewal process?
 - **Nothing yet according to Mike.**
 - March and April Classes posted.
 - Need to address constant contact and sdbea email address. Flyers going to clutter!
 - **Notification sent to membership to notify of clutter issue.**
- **Special Events:** TE/BB/CG
 - Annual Meeting/Tradeshow (Monte Carlo Night). Approximately 260 people in attendance.
 - **Financials provided by Jack. \$3k sent for Monarch school.**
 - Next event to be Golf Tournament.
 - **Need to send save the date flyer and request sponsors. Need photographer and awards.**
- **Partner Sponsors:** WD/JB
 - Sponsor update
- **Membership:** NN/MS
 - Allied Membership comparison from 2016. Up or Down?
 - **Allied membership up almost 30%**



- Write up new membership level for “training package” category and cost. After approval of outline and costs for training package, we will need to add to website and potentially make modification to by-laws.
- Campaign....sponsors to sponsor engineer or 2 or 3 for memberships.
 - **Board to spread the word and create buzz amongst vendors.**
- Campaign... Hotel Association has dissolved. Hotel engineers should know about SDBEA opportunities.
 - **Barry Garson to discuss with HEA**
- **Secretary Update:** **MM**
 - We will need to identify who has interest in becoming new secretary.
 - **Derek flanders has interest. Will need to reach out directly.**
- **Communications Committee:** **SH**
 - Need to post updated information on success of annual tradeshow.
- **New Business:** **RT**
 - New storage unit at Price Self Storage in Murphy Canyon. Please bring in SDBEA stuff.
 - **SDBEA items were delivered to new storage unit.**
 - Need to vote on officers and board of directors. What positions are required for re-vote?
 - Girl next door honey as partner, maybe just provide a learning opportunity.
 - **Not approved.**