

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
 - **Glenn/Lois/Approved**
- Treasurer's Report
 - Total expenses to be approved: \$11,567.79 & \$14,150 from previous bounced check
 - **Glenn/Eurihea/Approved**
 - Move \$10,000 from money market to checking account
 - **Glenn/Brian/Approved**
- Budget Review
 - Membership Dues
 - Did not receive what was expected from the budget which is a large portion of the loss in the first quarter
 - 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
 - Supplier Membership
 - Have been aggressively contacting potential members but have not had any commitments yet.
 - 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
 - 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
 - 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
 - Still actively trying to contact manufacturer's to get them on board
 - Strategy was not to leave messages, but keep calling back
 - Any supplier member who signs up before end of May will receive a free webinar
- Training Discussion
 - Too expensive to continue to run as we need
 - Proprietor Model
 - Sub-contract trainings to individual training providers
 - 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
 - Organize meeting with Richard Faesy to discuss funding sources