



FFMA Board of Directors

Conference Call

April 14, 2011 – 3:00 pm

Conference Number: 1-866-459-9589

Pass Code: 813-494-6004

1. **Approval of Minutes** Mickey Farrell
 - Board of Director's Meeting Minutes on March 10, 2011

2. **President's Report** Mickey Farrell

3. **Committee Reports**
 - Annual Conference Committee Kim Stone
 - Budget Committee Kim Stone
 - Balance Sheet as of February 28, 2011 (*Attachment 1*)
 - Profit & Loss YTD Comparison (*Attachment 2*)
 - Profit & Loss Budget vs. Actual (*Attachment 3*)
 - By-Laws Committee Roger Englert
 - Legislative Committee Ron Spencer
 - Membership Committee Mary Bensel
 - Nominating Committee Allen Johnson
 - Operations Committee Judy Joseph
 - Scholarship Committee Mark Striffler
 - Site Selection Committee Allen Johnson
 - Sponsorship Committee Barry Strafacci
 - 2011 Annual Sponsorship Commitment (*see Attachment 4*)
 - Website Committee Scott Glaser
 - Old Business
 - New Business
 - Next FFMA Conference Call: Thursday, May 12, 2011 at 3:00 pm
 - Adjourn

**Florida Facility Managers Association
Board Meeting Minutes (Conference Call)
April 14, 2011**

Present: President Mickey Farrell, Secretary/Treasurer Kim Stone, Patrick McGrew, Mark Striffler, Bill Becker, Barry Strafacci, Wayne Malaney, Cherie Dubay, Scott Glaser, Mary Bensel, Roger Englert, Ron Spencer, Lionel Dubay, Allen Johnson CFE/CPM

Absent: Vice President Judy Joseph, Mike LaPan CFE

Approval of Minutes

There was a motion from Kim Stone to approve the minutes from the board conference call in March that was seconded by Mary Bensel and the motion carried.

President's Report

Mickey Farrell is reviewing how we can become a 501 (c) 6 classification to save on taxes and will forward information as he gathers it. He noted that Carolyn was not interested in continuing to create the monthly newsletter so we need to find a replacement. He said that the Executive Director's contract continues to be discussed with the Executive Committee.

Annual Conference Committee

Kim Stone noted the opening reception is set for Palm Beach Convention Center and Ovations will host. Mickey Farrell said there have been issues getting hotel rooms for Friday and Saturday night stays due to another conference but we are on track to make our minimum room requirements. Cherie Dubay will look for other hotels in the local area to give members options for Friday and Saturday night. Barry Strafacci is still awaiting a contract from the golf course.

Budget Committee

Kim Stone noted that the March balance sheet shows a healthy \$103K in the bank. (See attachments #1-3). CSC paid their outstanding balance from last year of \$1,500 for their conference sponsorship.

By-Laws Committee

Roger Englert had nothing new to report.

Legislative Update

Wayne Malaney said he has not had a lot of luck finding ways to get our agenda pushed through today's legislature. He updated the group on the amendment to the transportation bill that was lobbied by American Airlines Arena this past week. There was a discussion about the upcoming changes to the state's pension plan. Wayne also noted that the projected deficit for the statute budget is in the range of \$4 B. There is a much closer review of the fiscal impact of any legislation filed. What in past years has been

considered a rounding error is receiving scrutiny. As the budget process moved forward, a flurry of committee bills were filed by leadership in an attempt to balance the budget. Needless to say, the reenactment of the tax exemption for sales tax on services is not getting any traction. Wayne was able to get the sales tax exemption bill filed in the Senate by Senator Margolis. However, the budget constraints had a chilling effect on finding a sponsor in the House. A new process was put into place by the House this year to give members an opportunity to file more than 6 bills. The ultimate result was that the sales tax bill did not have a sponsor. Not having a sponsor is not problematic when the issue does not carry a fiscal impact, as it is often possible to find a bill that will serve as a vehicle to add the issue to it as an amendment. The \$2.5 M fiscal impact of this legislation and the economy make that virtually impossible at this time, even if other bills had been available as vehicles. But, there were virtually less than a handful of tax exemption bills to use as a vehicle. Only one, dealing with turbine engines, has gotten anywhere but adding the \$2.5 M impact would kill the bill so there is no opportunity there. What is being seen this year, rather than tax exemptions, is tax credits as part of the Governor's and legislatures' attempts to create private sector jobs. The only other bill Wayne was asked to file was a bill to prohibit turning advance ticket sale dollars over to promoters but instead require that public buildings retain their constituents' funds until the show is held. Senator Bennett filed the senate bill and Representative Nelson handled the bill in the House. However, this legislation has not gotten a hearing in either Chamber. Sometimes it is a cat and mouse game, with each side watching the other side to see if the bill is moving on one side or the other. While the Senate bill was filed early on, the House bill came later. As such, the process of referring the bill to the particular committees it had to go through impacted the limited time available for a hearing. I have been diligently watching for and reviewing bills that may serve as a vehicle onto which I can seek to amend this language. Wayne's initial attempt was on a bill by Senator Evers. Fortunately, he suggested we wait to see how things went at the first committee stop. This was good advice, as his bill was defeated. The next opportunity was to work with Sen. Bennett to add it to one of his other bills. However, he and Wayne have been unsuccessful in getting a hearing on either proposal. In addition to working the filed bills, Wayne has been monitoring a variety of other legislation, covering things like signage, liquor licenses, fire safety, and construction.

Membership Committee

Mary Bensel sent a direct mail piece to the list of the buildings' in Sarasota. Mickey Farrell noted that FFMA has a total of \$16,150 in memberships but we have not seen an increase in new members yet. Patrick McGrew stated that their outreach efforts should start to produce some results and that they have secured verbal commitments but there is a lag in getting them signed up. Mickey stated that we are currently at 71 members and Patrick said he had at least 6 verbal commitments so we should exceed last year's total of 75 members.

Nominating Committee

Allen Johnson said the Committee has three nominations and one is pending. We have 2 Director's positions and the Secretary/Treasurer position to fill. Scott Glaser would need to be re-appointed.

Operations Committee

Judy Joseph was not on the call.

Scholarship Committee

Mark Striffler said there are 12 applications for the scholarship offers and the deadline is April 22nd.

Site Selection Committee

Allen Johnson stated we are close to finalizing the Four Seasons contracts for 2012 and 2013 with terms similar to past contracts including the increases in room block and food/beverage attritions we have had the last few years. Allen made a motion that the Board allow Mickey Farrell to sign the hotel contracts once Mickey and I are satisfied with all the terms. Patrick McGrew seconded it and the motion carried.

Sponsorship Committee

Barry Strafacci reported that we are at \$71,405 versus \$65,750 in collected sponsorship revenue. The two issues are the lack of event sponsorships, so Barry will write a letter to sponsors asking them if they want to sponsor any of the available events. Additionally, the number of sponsorships has already exceeded the board approved total of 29. Ron Spencer made a motion that the Board allow all sponsors who have been already been approached for sponsorship be allowed in if they accept, which will take the total above 29. Allen Johnson seconded the motion and the motion carried.

Website Committee

Scott Glaser said that he is working to finalize the options for online membership payments and conference registration via PayPal. The Board reiterated not to allow sponsorships to be paid online.

Old Business

None.

New Business

June's conference call will be on June 2nd at 3 p.m. Next call is Thursday May, 12th.

Patrick McGrew motioned to adjourn the meeting that was seconded by Allen Johnson. The motion carried.