

**Members Breakfast  
02 October 2019  
Vancouver, BC  
Attendance: 115  
9:00 - 9:45 am, PST**

**Board Members in Attendance:**

Ryan Donnelly, Chair  
Patrick Gilmore, Vice Chair  
William Charnock, Treasurer  
Edward McNair, Executive Director & Secretary  
L.Sean Kennedy, Member  
Tina Morris, Member  
Dave Temkin, Member  
Ryan Woolley, PC Chair

**Welcome & Introduction** (Ryan Donnelly)

**Financial Update Provided** - Will Charnock

5.2 Mil in cash  
5.6 Mil in total assets  
300K in surplus. We are ahead of what we budgeted  
Scholarships have been awarded  
We will continue to invest in the organization and will hire additional staff to fulfill the needs of the organization.

**ByLaw Amendments** (Tina Morris)

The board did an extensive review and made a few changes. No questions from present members.

**Open Discussion**

- Edward revealed the new logo, stills of the new website and individual meeting logos
  - Q: Will there be navigation to the archives? A: Yes
  - Q: Why are we continuing to use Cvent when they are not using IPv6? A:Cvent has reported they are working on it, we will stick with Cvent for the time being. The board encourages members to reach out to Cvent to express your view as well.
- Q: The everyday social media posts are excessive, can we have a happy medium? A: We are currently working on a comprehensive marketing plan.
- Q: Is there an education committee, if not, is there one in the works? A: We do not have an education committee, however, we are actively working on a solution.
- Q: What is the plan after we reach our surplus goal? A: We will invest in other programs.
- Q: Can registration costs be lowered? Registration fees do not cover the cost of the meeting. If sponsorship dollars dry up we will need to reduce meeting benefits like

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breakfast or lunch. We also, will not have the ability to invest in other programs. The board has made a commitment to review fees on a regular basis.

- Q: What are the new staff positions? Marketing, Business Development, Graphic Designer
- Q: What is the cost per attendee and is this being tracked? A: Yes, we track this information. F&B is our highest costs. We are also at a disadvantage because of our size and its difficult to leverage contracts. We are reduced to specific weeks, with specific city locations.
- Q: Are we outsourcing the Hotel negotiation to reduce costs? A: Hotel sourcing and contract negotiation is managed by HGMP (Hamilton Group Meeting Planners) and our Meeting Director.
- Q: Do we have any plans to move to a conference center? A: We are currently not looking at conference centers. We are still looking at larger hotels, but if the conference grows need to explore that option.
- Statement: To the board members that are terming out, thank you for your service.

Meeting adjourned at 945am PDT