

Home Builders Association of the Upper Cumberland

Board Meeting Minutes

Tuesday, February 2, 2010

I. Call to order

Mike Phipps, president, called to order the board meeting of the Home Builders Association of the Upper Cumberland at 4:30 PM on Tuesday, February 2, 2010 at DelMonaco Winery. A motion was made by Cassandra Newman and seconded by Darrell Jennings to approve the minutes of the January meeting, and the motion passed.

II. Reports

Finance. Cassandra presented the 2010 budget for approval. The budget includes a \$25,000 expense for the Nashville State Community College endowment fund. Another possible revenue source in the future is a Fishing Tournament. After discussion, a motion was made by Darrell Jennings and seconded by Tom Sergio to approve the budget. The motion carried.

Membership Drive. HBAUC encourages local associations to participate in a statewide membership drive. Training is April 13 – 15 in Nashville or Knoxville and the drive itself will be May 19-20. The cost is \$247 for the training and \$17.50 per new member recruited (which is refunded if the member renews after the first year). The group agreed to pursue the idea, if there are enough volunteers.

Home Show Report: Melanie reported that we have 86 exhibitors registered for the Home Show, but there is still room for more. A volunteer sign-up sheet was passed around, and all members are encouraged to volunteer during the event. Cumberland Business Journal will sponsor the Exhibitor Lounge, and Commonsense Publishing will sponsor the Exhibitor Reception. A billboard will be on Willow Avenue soon. Information will be inserted in Cookeville Electric Dept bills in February.

Melanie also presented a proposal to begin tabletop exhibits at meetings and ads in newsletters to encourage networking among members, to add interest to meetings, and to generate revenue. She proposed a cost of \$25 per table per meeting for HBAUC members and \$100 per table per meeting for non-members (no time would be allowed for exhibitors to speak during the program and exhibits may not be practical at all meetings, depending on location). The board agreed that we can pursue this idea slowly and carefully, so as not to offend any sponsors or members.

Ads in newsletters would allow members to advertise new services, would educate members about services provided by other members (so they are more likely to “Do Business with a Member”), and would be another incentive for businesses to become members, so their ads and exhibits will be less expensive. She suggested \$25 per ¼ page ad for HBAUC members and \$100 per ¼ page ad for non-members. The board tabled the ad idea until later.

Mike adjourned the board meeting at 5:30 PM, (based on motion made by Steve and seconded by Tom) so the regular membership meeting could begin.

Board members present: Melanie Chadwell, Steve Copeland, Mike Corbett, Andy Hammock, Freddie Holloway, Josh Jackson, Darrell Jennings, Danny Lee, Cassandra Newman, Mike Phipps, and Tom Sergio, and Mark Smith.

Minutes submitted by: Melanie Chadwell, EO

Home Builders Association of the Upper Cumberland

Board Meeting Minutes

Tuesday, November 3, 2009

I. Call to order

Darrell Jennings, president, called to order the board meeting of the Home Builders Association of the Upper Cumberland at 4:30 PM on Tuesday, November 3, 2009 at BB&T in Cookeville. A motion was made by Steve Copeland and approved by Ernie Cavender to approve the minutes of the October meeting, and the motion passed.

II. Reports

Golf Outing. Danny Lee and Steve Copeland thanked committee members and sponsors for the success of the golf outing on October 23 at Cookeville Golf Club. HBA profit is approximately \$4,000. The board agreed to present the \$50 gift card to John Donnelly for raising the most money for the event. Golf photos are available at www.uchba.com on the "Members" page.

Nominating Committee. Tom Sergio presented the slate of board members and officers for 2010: Mike Corbett, Freddie Holloway, Darrell Jennings, Danny Lee, Josh Jackson, Andy Hammock, Tom Sergio, Mark Smith, Keith Taylor, Ernie Cavender, Mike Phipps – Pres, Dave Boender – Builder VP, Steve Copeland – Associate VP, and Kassandra Newman – Treasurer. The membership will vote at the meeting at 5:30 PM. Installation of board members and officers will be December 8 at the Christmas Party at DelMonaco Winery.

Education. Dave Boender shared information about E-Myth Benchmark, a group that provides seminars and workshops for small businesses. After discussion, it was recommended that Dave contact the Chamber of Commerce and other HBA groups to continue to research education options.

Finance. After discussion about the possibility of adding a surcharge for members outside of our region, a motion was made by Mark and seconded by Tom that we research the prices of other associations, so our price can be set at approximately 10% below the next least expensive option. After discussion about lowering the price of members who are already members of another local HBA association, therefore already members of HBAT and NAHB, it was decided that we research how other local associations handle this situation before making a final decision.

A proposed budget for 2010 was presented, but since there are still many unknowns about the home show income, it was decided to wait until January to pass the final budget. We will look at grant options from NAHB for school

building trades programs. Steve Copeland led a discussion about the HBA scholarship endowment for Nashville Tech. A motion was already passed at a former meeting that determined that \$25,000 would go into the endowment. Since it will take approximately 6 months to get the endowment approved and established, the group agreed to make arrangements to transfer money from CD's (when they mature) into the endowment fund, so interest can be used for scholarships. The endowment committee will include John Donnelly, Steve Copeland, Mike Phipps, Tom Sergio, Kassandra Newman, and Leisa Stanberry.

Darrell adjourned the board meeting at 5:30 PM, so the regular membership meeting could begin.

Board members present: Dave Boender, Ernie Cavender, Melanie Chadwell, Steve Copeland, Mike Corbett, Josh Jackson, Darrell Jennings, Danny Lee, Mike Phipps, and Tom Sergio,

Minutes submitted by: Melanie Chadwell, EO