

DRAFT  
Arlington Association, Inc.  
Board of Directors Meeting  
January 6, 2009  
6 p.m. Arlington Board Room  
Draft

**Board Members Present:** Scott Althausser, Allen Ault, Jim Clark, Jackie Collier, Jim Conneely, Lyle Cook, Carrie Cooper, Ron Durham, Rich Middleton, Debbie Newsom, April Ramsey Pergrem, Donya Smith  
Tim Stephens, President Doug Whitlock

**Board Members unable to attend:** Keith Daniel, John Flanagan, Rodney Piercey

**Others Present:** Joseph Foster, Vice-President Advancement/Foundation Representative; Judy Spain, University Counsel; Ron Hackle, Bruce Mansfield, Joedy Ohr

**Call to order – Allen Ault, Chairman**

Chairman Ault called the meeting to order at 6:10 p.m. Ault reported that February will be our last of the specially called meetings with the April meeting putting us back to a quarterly meeting.

**Approval of Minutes – Allen Ault**

Ault called for the approval of the December 2, 2008 Arlington Association, Inc. Board Minutes as submitted. Carrie Cooper moved the minutes be accepted. Jim Conneely seconded. Accepted unanimously.

**Membership Committee Report**

Chairman Ault reported the Membership report/update will be given at the February meeting.

**Business and Finance Committee Report**

Jim Conneely reviewed the dues/food and beverage minimum proposals as presented in the December 2008 minutes. Following this, Conneely reported that the Business and Finance Committee has been working with Arlington management to review expenses, line by line, within the budget and address ways to save money. In addition, the House Committee worked with the Business and Finance Committee and Management to adjust hours to help with costs. As new staff is hired, adjustments have been made to reduce personnel costs.

The Business and Finance Committee recommends the following: Monthly Dues Increase of \$9 and a monthly food and beverage minimum (billed 3 x per year) of \$25.

Conneely reported that 50% of our membership already spend at least \$25 monthly on food/beverage.

Ron Durham moved we accept this recommendation. Jim Clark seconded.

Discussion followed. There was considerable discussion on what management is doing to help cut the costs. Management has done a review of costs and things being done including reviewing all vendors to look for those vendors who can help cut expenses, cutting number of entrees on lunch buffet, personnel costs. In the same line of thought it was discussed that there are some costs that are on the rise including utilities, food costs.

This recommendation is being made to try not to tax membership and to keep Arlington solvent. The Committee, after reviewing budget, thinks this is the most viable solution.

The Committee also looked at scenarios including a 10%, 15% and 20% membership loss. With a 10% loss, we would still be able to stay a float, 15% we would break even, beyond that we would lose dollars. With a 10% loss we would help the budget with \$8200 monthly.

This year alone, costs have been cut to save approximately \$18,000 to \$21,000. The Committee will continue to work with management to cut costs and work on ways to save.

The question was raised as to why the Board is coming back to raise dues when it was promised that dues would not be raised. This was a misunderstanding. It was discussed during the time that the Assessment fee was put into place as to whether or not another assessment fee would be charged to our members.

In order not to lose members, we need to be able to communicate with our membership that this is a viable solution to keep Arlington solvent. It needs to be clear that we are encouraging our members to utilize their \$25 food/beverage minimum.

The question was asked whether all the loss in funding was from the House only. The answer was that every facet lost money this last year from the House, to Golf, to the pool, etc.

More discussion followed.

It was called to take a vote. The dues increase with food/beverage minimum was passed with one 'no' vote.

### **Executive Session of the Board**

The Board went into Executive Session at 6:35 p.m. and came out of Executive Session at 6:50 p.m.

### **Next Meeting Date**

Due to several scheduling conflicts with Board members, the next meeting date is scheduled for Wednesday, February 4, 2009

The meeting adjourned at 6:53 p.m.

Respectively submitted by Jackie Collier, Board Secretary  
January 7, 2009