

**Minutes**  
**2016 Convention Board Meeting**  
**of The Board of Directors of the**  
**ALOA Security Professionals Association, Inc.**  
**Meeting Minutes** (rev 2)

**Location:** Orlando, Florida  
**Dates:** August 7, 2016

*The Board meets as a committee of the whole.  
The President appoints all committee members except Standing Committees and is Ex-Officio of all committees. Committees themselves elect their own leaders.*

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**DAY ONE- Sunday, August 7, 2016: 8:00 am- 5:00pm**

1. The president called the meeting to order.
2. The secretary led the Pledge of Allegiance.
3. Secretary Roll Call:
  - Officers - President Tom Foxwell; Secretary Clyde Roberson
  - Directors - NE- Bill Mandlebaum; NC- John Soderland; NW- Keith Whiting—*not present, resigned for personal reasons*; SE-Bill Boughman; SC-John Arnold; SW- Charley Eastwood;
  - International- Yoshio Suzuki, Humberto Villegas; Associate- Noel Flynn
  - Non-voting: Jim Wiedman; Bob Cullum
  - Trustee: Hans Mejlshede; Tom Demont
  - SAVTA: Elliott Connor for Joe Cortie
  - IAIL: Tom Demont
  - AIL: John Truempy
  - ALOAL: Humberto Villegas,
  - ALOA Staff: Executive Director Mary May  
Kathryn Beard- Convention Manager  
Kathy Romo- Comptroller  
Jim Hancock- Operations, Education & Certification Mgr  
Kevin Wesley- Membership Manager
  - ALOA's Attorney: Barry Roberts
  - Translator: Kay Nakamoto
  - Guests: Joel Ilton, Allegion
  - Excused: Keith Whiting, NW Director

4. Directors Reports
 

Directors provided their reports. All Director, Officer, and Division Reports received have been posted for general review.
5. Division Presidents' Reports
  - a. **SAVTA** – Elliott Connor provided his report, with discussions underway to improve the SAVTA magazine, increase dues, and give free classes.
  - b. **AIL**- President John Truempy provided his report
  - c. **IAIL**- President Tom Demont provided his report with discussions on raising recertification fees from \$50 to \$100, and adding additional certifications beyond just the CFL.
  - d. **ALOA Latino** – President Humberto Villegas provided his report detailing his cooperation efforts with the new locksmith association in Costa Rica.
6. ALOA President Tom Foxwell advised the board about the highlights of his report. He advised that by 2017 he expected divisions to comply with Bylaws required minimums.
7. Executive Director Mary May's Staff Manager Reports:
  - a. Kathy Romo reviewed financial status and auditors' report.
  - b. Kevin Wesley reviewed membership activities.
    - i. Contacted 500 members who had not renewed and, of those, 100 renewed.
    - ii. 30 members passed away.
    - iii. Contacting states with licensing for mailing lists. For example, Texas has 6,00 licensed locksmiths and Maryland has 3,000 licensed locksmiths!
    - iv. Suggestion from Mr. Roberts to consider targeting Illinois licensed locksmiths since the show will be there next year.
  - c. Kathryn Beard, Trade Shows reported on convention activities.
    - i. Reviewed preliminary convention numbers.
    - ii. On track to meet budget for year.
    - iii. Lots of promotions for convention with ads in trade magazines.
    - iv. The ALOA booth outside trade show floor worked ok.
    - v. ALOA 2017 Plans for Rosemont, IL (Chicago). No host hotel. All classes planned at convention center with some few events at the Hyatt. Multiple hotel options will be offered.
    - vi. ALOA 2018 Las Vegas. Looking at Orleans and Westgate, formerly the LV Hilton.
    - vii. Safetech 2016 (Lexington, KY) reviewed
    - viii. Safetech 2017 location search discussed. May 1-6, Crowne Plaza, Albuquerque, NM
    - ix. SLF discussions to attach to Safetech 2017 reviewed.
  - d. Jim Hancock, Education

- i. 12 certified instructors trained.
  - ii. Reviewed preliminary convention class numbers that appeared to be comparable to numbers from the Reno convention.
  - iii. Discussed new certifications including CMAL.
  - iv. Reviewed concept of “modular training” with paths of education for next convention in Chicago.
- 8. Mary May, Executive Director
  - a. Reviewed her submitted report.
- 9. Standing Committee Reports
  - a. Audit -- Director Flynn reviewed revenue and expense variances YTD.
  - b. ED Advisory – nothing to advise.
  - c. ED Selection & Directors Election (Trustees) – 1 candidate for President emerging. NW Director position to remain open.
- 10. Presidential Appointed Committees
  - a. Governance (Mandlebaum).
  - b. *The Building Committee has been officially dissolved.*
  - c. *The Trade Show Committee has been officially dissolved.*
  - d. Scammer (Boughman) – Studying a customizable promotional piece for members to purchase and use in their area. Will develop written proposal.
  - e. Membership (Mandlebaum)
    - i. Very active trying to get references to help eliminate scammers.
  - f. International (Mejlshede)
    - i. Convention venue helps attract international members. SLF can also help attract international members.
  - g. Legislation (Jeff Roberts)
    - i. Quiet year because of election cycle.
    - ii. Problem continues to be lack of enforcement in states with legislation.
    - iii. Deregulation emerging trend for all professional licensing. There is a push in NC to eliminate licensing.
    - iv. Google has cleaned up their maps.
    - v. Scammers are an urban, not rural, problem
    - vi. We have licensing in 15 states.
  - h. CET – Convention/Education/Technology (Truempy)
    - i. Migrating ALOA office to MS Office 365
    - ii. Reported 33% social media response rate which is very high.
    - iii. Looking for active contributors for the ALOA Facebook page.
    - iv. Discussed the 2017 software budget and requirements. Inviting a presentation from a software consultant for Fall Board Meeting.
  - i. Security Leaders Forum (Arnold)
    - i. Believe the need to serve the members still exists. Looking for a satisfactory budget solution.
    - ii. Past experience suggests ALOA may have spent too much on marketing activities.

- iii. Opportunity to share venue with SAVTA discussed.
- iv. **MM Put SLF on Budget for 2017 (Demont). 2<sup>nd</sup> (Mejlshede). Motion adopted.**
- j. Strategic Planning (Flynn)
  - i. The committee recommended the adoption of the proposed strategic plan minus the Membership section.
  - ii. ALOA's Strategic Framework document—a working document discussed
  - iii. **MM Adopt proposed Strategic Plan without the membership section (Truempy). 2<sup>nd</sup> (Demont). Motion adopted unanimously.**
- 11. MM Revise the listing in the Bylaws, Section 3, Regions, back to those Regions listed in the January 1, 2013 Bylaws. Motion adopted unanimously.**
- 12. Next Board Meeting:** Nov 18-19, travel day Nov 17 & 20. Mejlshede and Eastwood excused.
- 13. Board Self Monitoring**

**END DAY ONE, Adjourn MEETING**

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**Summary of Official Actions from this Board Meeting:**

- 1. **MM Put SLF on Budget for 2017 (Demont). 2<sup>nd</sup> (Mejlshede). Motion adopted.**
- 2. **MM Adopt Noel Flynn's Strategic Plan without the membership section (Truempy). 2<sup>nd</sup> (Demont). Motion adopted unanimously.**
- 3. **MM Revise the listing in the Bylaws, Section 3, Regions, back to those Regions listed in the January 1, 2013 Bylaws. Motion adopted unanimously.**