

**Minutes**  
**2018 Spring Board Meeting**  
**of The Board of Directors of the**  
**ALOA Security Professionals Association, Inc.**

Date: Thursday, May 3, 2018      8 am -- 5pm - Board Meeting  
Friday, May 4, 2018      8 am -- 5pm – Board Meeting

Location: Hyatt Regency Milwaukee  
333 W. Kilbourn Ave.  
Milwaukee, WI 53203  
(888) 421-1442

Meeting Room: VUE North, 21<sup>st</sup> Floor

**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.**

1. Call to order -- President
2. Pledge of Allegiance -- Secretary
3. Roll Call – Secretary
4. Introduction of Guests – President  
No guests
5. President’s Report -- Jim Wiedman
  - Attended NCLA and Alabama Trade Shows – brought back 3 or 4 new members
6. Directors Report -- verbal if not submitted in writing
  - Presentation from Yoshio Suzuki, International Director [given right after lunch]
    - Thanks for 12 years of service to the ALOA Board
    - He feels it is time to move on so he has found a worthy successor for ALOA.
    - He distributed a “Lockin’ Rock” brochure to the Board and a music CD for everyone. This is his new activity.
      - Young people are used to relating to music.
      - “If you are worried, lock the door.”
      - Also on YouTube
7. SAVTA Report -- SAVTA President Mike Potter
  - Convention under way. Membership increased to 1772 up about 40. 1702 at Dec 1.
  - SAVTA convention up overall from last year in participation and revenue (+\$30k).
  - Milwaukee has been well received.

- Hotel incentives. 100% room block used.
  - Working with Diebold executives. SAVTA classes as extension to Diebold education center.
  - April 28 SAVTA Board Meeting. Minutes to be submitted.
  - Classes have been full.
8. AIL report – AIL President John Truempy
- Working with APPA (College and University Administrators). Doing seminars for them. School security and active shooter. Working with “Lock don’t Block.” Barricading doors is a real problem. Considering showing a video of shooting doors.
9. IAIL report -- IAIL President Tom Demont, **represented by IAIL Board Member Scott Paulhus**
- Goal is to double the membership. Now at 385 want to be at 600. He started with 78 members.
  - First conference in October in Dallas. Booklet is out. People are already signed up for it.
  - New categories for certificates. Can get some certificates at the conference.
10. Executive Director Mary May- Governance report
- Successful ALOA audit performed
  - Retention rate is 80%. Our retention rate is better than other organization’s except those that outsource their management. Many members retire, some pass away.
  - We are bringing to members the things they are asking for.
  - IAIL conference scheduled for October. Have some early registrations already. This shows members are getting value for their membership.
- a. Comptroller-Kathy Romo
- Financial review
  - Net assets up. Cash up,
  - Income statement and audited financial statements
  - Governance costs down
  - Plan to pay off debt to ASF ALOA Scholarship this year
  - IRS Audit. Ruling on 2014 complete. Now auditing 2015.
  - 3 Scholarship recipients at SAFETECH—2 from ASF, 1 from Clearstar.
- b. Convention-Kathryn Beard
- a. ALOA Convention
- a. Sponsorships: over budget. Going strong.
  - b. Developing creative promos to attract attendees to the convention for the area.
  - c. List of government workers sending out solicitation.
  - d. ALOA online is open for online registration.
  - e. ALOA Convention 2019: Southpoint Hotel and Casino
  - f. Hans Mejlshede reported 30 people from Denmark will come in for ALOA 2019 in Vegas.
- b. Safetech Convention 2018
- a. 233 attendees, 214 last year
  - b. Very good class attendance.
  - c. Somewhat below budget on Exhibitors
  - d. Good experience with the hotel
- c. Safetech 2019, Lexington
- d. Safetech 2020: Starting with requests after Safetech
- c. Education- Jim Hancock
- Safetech--Lots of 5 day education package sales. Much better than Albuquerque. Fundamentals classes on fire.

- Milwaukee has been a large town w. a small town feel.
  - ACE Education has been stronger than ever.
- d. Membership- Kevin Wesley
- Working on software implementation
  - 111 new ALOA member applicants for Q1 2018
  - 41 new SAVTA members, 20 ALOA add-ons
  - 29 members added IAIL. 16 new IAIL members
  - 2 ALOA, 1 SAVTA Lifetime members applications
  - Goal is to stabilize the numbers
  - Our business is membership. We must make membership activity a central part of this Board Meeting. That means we need good data and reporting. The new software will help with this
  - Recommendation that Regional Directors know and report on their membership totals at each Board Meeting.
  - Larry Frieburg who performed Medeco application background checks has resigned.
  - The Board heard recommendations from the Membership Committee and affirmed its recommendations.

BEGIN DAY TWO—May 4, 2018

11. Review Staff Action Plans
- a. Staff spoke to informal review of Action Plans
  - b. Madison Miles will do video of convention
  - c. Tech Pavillion
12. Standing Committees Reports:
- a. Audit (Flynn) – Review Last Year Financials
    - Situation Review Summary: Paid down debt, met our financial targets, Stellar year financial performance in 2017, did it short-handed x 2 people, went through an IRS audit, solved some software deficiencies without a major investment, significantly increased our cash position
    - SLF: a success – the Board will evaluate whether we can replicate this successful model again in the future.
  - b. ED Advisory (Demont)
    - Should we eliminate this committee? It is not used and has not been for many years. It may no longer be necessary.
- MM to eliminate the ED Advisory committee. Motion adopted, none opposed.
- c. ED Selection & Directors' Election (Trustees)
    - No candidates found for NW Directorship
    - Discussed voting listing online. Some initial problems with listing were quickly repaired.

13. Presidential Appointed Committees Reports:

- Governance and Bylaws (Mandlebaum)

MM to accept changes to 1) Article III, Section 1 Class of members 2) Bylaws Article III, Section 3 renewal of active membership—motion adopted

MM to accept proposed changes to Governance GP5, GP8 section 7, EL3, GP17.....Motion Adopted as per attached document, none opposed.

MM: Change Board Member election policy as follows:

In order to standardize the nomination forms, reduce the needed signatures to run for the Board as a Director to 10.

Currently it is 25 or 1 percent of the members of that Region. This results from a range of 25 (in the NE) to 3 (in the NW).

Reduce the number of signatures to run for President to 50 from 100

--Motion adopted, none opposed.

- Membership (Mandlebaum)
  - Applications/Screening (Mandlebaum)
  - Growth/Benefits/Retention (Dawson)
  - Membership Committee split into 2 divided committees. Mr. Dawson today accepts Chair of Growth/Benefits/Retention (Dawson, Spinello, Demont, Flynn, Kevin Wesley)
- Legislation (Roberts)
  - Monitoring states' legislative activity.
  - Tennessee is trying to roll back licensing
- Convention/Education/Technology (Truempy)
  - Convention: Taking suggestions for future convention sites. Next booking is Central
  - DC: F&B high but pay nothing for space. Tradeoffs.
  - Education: Speaking to CMOOR Group about doing association videos. They will make the videos for free but with revenue sharing for future fees.
  - Technology: SVT App is used more than ALOA.
    - Our Social Media is good. History/Information/Ad
- Security Leaders (Dawson)
  - Allegion want to partner with Industry and SLBC is a good vehicle. Looking at Industry partnership options.
  - Looking for next year's locations with vote from past attendees. Spring or summer in
  - Should the name be SLF (Security Leaders' Forum) or SLBC (Security Leaders' Business Conference)? Voted last year for SLBC.
- International Committee (Hans)
  - Yoshio Suzuki is retiring as International Director from Asia but has an excellent replacement.

#### 14. Governance Policy Monitoring

**GP-1, 2, 3, 4, 6, 7, 8, 9, 15**

**B/EDR-1, 2, 3, 4, 5, 5.1, 5.2**

**B/CR-1, 2, 3, 4**

**EL-1, 3, 5, 6, 8, 9, 10, 12, 13**

**CL-1, 2**

**E-1, 2, 3, 4, 5**

#### 14. Review ALOA "Ends" – WORK SESSION (~2 hours)

- Working session to review ALOA's end goals and future planning.

MM Truempy to adopt suggested changes to the Ends submitted by Mr. Flynn. Adopted, none opposed.

15. Old Business
  - None
16. New Business
  - Tiered Membership
    - Refer to Membership Recruitment Committee to study.
    - Different levels of membership and participation. Mary May will provide previous work to Mark Dawson
  - RD Membership Accountability
17. Executive Session: ED compensation—Required Spring Meeting (B/EDR-5.2)
18. For the Good of the Order
19. Board Self –Monitoring

MM to adjourn by Mandlebaum.

20. Adjourn

Respectfully Submitted  
Clyde Roberson  
ALOA-SPAI Secretary