

**Northwest College Bookstore Association  
Fall Business Meeting Minutes  
October 25, 2005**

President Steve Wenger called the meeting to order at 3:45pm at the Sheraton Hotel in Tacoma, Washington.

**Buying Committee Report – Rachel Ward**

The committee will meet Friday, October 28, 2005 to evaluate products. The committee consists of May Jolly, Patty McRay-Roberts, Patty Osborne, and Jon Koehler. The bid winners will be posted on the web site.

**Education Committee Report – Jeni Luft**

There will be a drawing at the end of the educational sessions of Thursday for a free registration to CAMEX and the Mega Regional, the person must be present to win. James Howard is planning the mini-nars and is looking for locations in all geographic areas of NCBA. Georgia Benedict from PPI has offered to lead sessions on selling to the campus community. These sessions as all mini-nars are geared to the front line personnel not necessarily management. Laura Anderson, Keith Eldridge and Andy Dunn also serve on the committee.

**2005 General Meeting Committee Report – Barbara Racine**

All were welcomed with a reminder to fill out the evaluations for the educational sessions and the meeting as a whole. Vendors will receive evaluations during the trade show. Vendor set up begins Wednesday at 6am. A continental breakfast will be provided. Lunch on the trade show floor will be available for all. There will be a drawing for one free CAMEX registration given at the show.

**Mega Regional Committee Report – Laurie Bales**

The first Mega meeting was held in Reno in 2003 and included the NCBA, CACS, RMBA and the Southwest Association. It was highly successful, so another is planned for Nov. 5-8, 2006 in Reno at the Hilton by the airport. This resort will soon change its name to Grand Sierra Resort. The nightly room rate will be \$79. There is a marketing piece available at the registration table for this meeting. The Foursome golf theme represents the associations involved. This will be a great opportunity for vendors and stores alike. The education committee is looking for ideas with the intent of offering top quality speakers. Each association will benefit financially based on the percentage of stores attending as compared to the whole. Scholarships will be available from NCBA.

**2007 General Meeting Committee Report – Janet Kehn**

The meeting will be held at the Holiday Inn by the Portland airport. The property is recently renovated and very nice. The convention center next door will be used as well. The room rate is \$75-79/night. There is a free airport shuttle and shuttle to the light rail service.

**2008 General Meeting Committee Report – Bill Semmler**

The Coeur d' Alene Resort Hotel will be used again in 2008. A cruise on the lake will be part of the activities with the room rates in a three tier structure for economical to luxurious accommodations.

**NCBA Fall Business Meeting Minutes**  
**Page Two**

**Buying Group Ad hoc Committee Report – Bill Semmler**

There is a survey in development for stores and vendors. It will be posted on the web site the week of October 31<sup>st</sup>. All are encouraged to voice their opinion by completing the survey.

Participation in the buying process has been very low for some time now, so the committee is attempting to ascertain what the membership is looking for in this group.

**Membership & Web Services Committee Report – Mill Shires**

All who have helped in the transition of this committee were thanked. Special thanks were given to Ueli for his expertise and assistance. Everyone was encouraged to use the web site for electronic responding to make the work of the committees easier. Newsletter articles were solicited.

**Associate Representatives Report – Georgia Benedict**

There will be 70 booths at the trade show representing almost 200 manufacturers. Everyone was asked to thank the vendors who are participating. The goal of everyone at the meeting is to keep the independent stores viable.

**NACS Trustee Report – Peg Godwin**

NACS has a representative in Washington D.C. acting as an advocate for the college store industry with regard to legislation. The membership was encouraged to keep the lines of communication open by using the trustees and other NACS representatives. The NACS financial survey will be available on line near the end of November. The next CAMEX will be in Houston March 3-7, 2006. The CCR test was held Monday, Oct. 24<sup>th</sup>, and three NCBA members participated. Context/CCRA will be held in Reno on April 6-8, 2006. NACSCORP partnered with Ingram to supply trade books from both its locations, as well as with Kadzu for remainder books. Microsoft cancelled their partnership with NACSCORP. The NACS strategic planning meeting will be held in the next couple of weeks and input from all is welcome. Anyone interested in volunteering with NACS should contact Peg. Currently the following NCBA members are working with NACS: Dave Holcomb – Past President Foundation & Nominating Committee, Pat Wright – Foundation, Cathy Scott – Community College Steering Committee, Brian Thornton – Course Materials Committee, Bob Spencer – General Merchandise Committee, Alexandra Mock – Marketing/Campus Relations, and Steve Wenger – Nominating Committee. Steve Wenger announced that NACS has donated \$500 to NCBA for educational purposes and two free registrations to the Houston meeting. Cathy Scott announced there will be a community college meeting at CAMEX and a new list serve specifically for community college stores.

**Secretary/Treasurer's Report – Cathy Scott**

The financial report was distributed. Store membership is currently down from last year, though all unpaid members from last year have said they plan to pay soon. Vendor membership is down as well. The fiscal year 04-05 ended with \$24,657.80 in the checking account and \$83,035.66 in the money market account. A \$1,000 donation was made to the NACS Foundation. All dues, meeting registration and voting was advertised through e-mail. Next year a post card reminder will be used to help out.

**NCBA Fall Business Meeting Minutes**  
**Page Three**

**President-Elect's Report – Ueli Stadler**

The proposed budget was distributed. The scholarship fund was increased to encourage attendance at the Mega Meeting. Board meeting expenses are higher due to an increase in the committee members attending so they can become familiar with their duties prior to taking control of their committees.

It was moved and seconded to accept the proposed budget as presented. Motion carried.

**President's Report – Steve Wenger**

The ad hoc committee for store advocacy consists of Steve Eckrich, Jon Koehler, Lara Mann, Dave Holcomb, and Kim Thomas. The committee met and made recommendations to the board, with the primary concern being the liability associated with such a committee. The committee work is on hold until the NACS legal counsel can be contacted for advice. The board recommends changing the name of the Marketing Committee to Membership and Web Services. This would require a constitutional change, so will be appropriately filed for the next meeting. Any other suggestions for constitutional changes should be directed to Steve Wenger. All members were asked to update their information on the web site before the directory is printed in November. NACS is soliciting donations for hurricane relief. There is a contribution receptacle on the NCBA registration table for individual donations, and NCBA will add funds as well. The Southwest Association will be contacted for suggestions for use of these funds.

It was moved and seconded to accept the minutes of the last meeting as published. Motion passed.

**Past President's Report – Jon Koehler**

Jon thanked everyone for the opportunity to serve the association. Barbara Racine was elected as the next President-Elect. Larry Martin was thanked for agreeing to be on the ballot as well.

**Old Business**

Debbie Bruce attended the Montana Association meeting and thoroughly enjoyed it. The educational sessions were good and the attendees were a lot of fun. She thanked the association for the opportunity to represent NCBA at that meeting.

Randy Fisher announced that Highline C.C. collected 1,400 pair of new underwear for hurricane victims through their "Drop Your Drawers" promotion.

**New Business**

The board is debating whether the constitution needs language outlining criteria for vendor membership. It was suggested that NACS legal counsel be contacted for advice if a vendor was to be denied membership. One store was recently denied membership as they did not serve a college campus with text and appropriate college supplies as outlined in the constitution. A suggestion was made that current vendor members be reviewed to ensure they are not in direct competition with stores.

Ueli presented the idea of forming a course materials ad hoc committee to review the stores' role in that market as it changes. The idea would be to include stores from each state of the association, publishers, wholesalers, and students. There would be the possibility of acting as an

**NCBA Fall Business Meeting Minutes**  
**Page Four**

advocate for smaller stores with the publishers, where those stores' size might not otherwise warrant consideration.

Steve Wenger thanked everyone for their participation at this business meeting, the attendance was great.

A drawing was held for a free registration to the Mega Meeting November 2006, with Peninsula College winning.

The meeting was adjourned at 4:50pm.

Respectfully submitted,  
Kristy Walker  
Recording Secretary