

**Northwest College Bookstore Association
Summer Board Meeting/Strategic Session
July 22-23, 2009**

Attendance: Laurie Bales, Don Beckman, Ueli Stadler, Lori Cano, Cathy Scott, Corey Weber, Patty McCray-Roberts, and Kristi Dopp.

On July 22, the Board had a four-hour-long strategic session facilitated by Jeanne Enders.

On July 23, President Laurie Bales called the meeting to order at 8:20 a.m. at her home in Wilsonville, Oregon. She thanked everyone for attending both the strategic session and the board meeting.

Education Committee Report — Patty McCray-Roberts

Patty reported that 90 stores have signed up to attend the upcoming Loss Prevention Webinar/Mini-nar sessions. The attendees range from cashiers to store management. Patty hopes to conduct a Webinar for the Master Textbook List (MTL) at some point in the future. Joanna Hunt from Central Washington University is a new education committee member. The committee will conduct an education survey, the results of which will be used to develop NCBA education programs from 2010.

After a brief overview about education at the upcoming MEGA, the discussion turned to scholarship offerings for the meeting. The scholarship amount will be increased from \$500 to \$600, with the option to offer more scholarships if the demand is high. There was a question as to whether we have access to an attendee list—both vendors and member stores—so that marketing/reminders of scholarship availability can be sent. Barbara will inquire with Bob Anderson at CACS for a list, but if he can't provide it, Ueli likely can.

Associate Representatives Report — Lori Cano

Lori reviewed the recent buying guide survey that went out to vendors. Out of 13 vendors who responded, 5 participated in the buying group. 9 respondents agreed that member stores seem to be members of other buying groups, so that an NCBA buying group is not necessary; 2 disagreed with that statement, and 2 were not sure. After lengthy discussion about the survey responses, Ueli suggested that our vendor relations are not strong enough, and that if we work to improve them, perhaps the buying group could regain importance in the eyes of our vendors. Lori will follow up with the vendors on the current bid list and request that they complete the survey. In the meantime, the bid process this year will continue as it has in the past. A new committee chair will keep the committee focused on collaboration and member store/vendor relations.

Meetings Report — Don Beckman

There was no report for 2010.

Don Beckman reminded the Board that the Portland metro area will be the site for the 2011 meeting. Several site proposals and site visits are pending.

At this time, it is assumed that 2012 will be a MEGA year; the site for 2013 will be a topic for discussion at the Spring 2010 board meeting.

Treasurer's Report—Cathy Scott

Cathy reports that we have a total of 87 vendors and 86 member stores.

Presidential Suite Reports

Laurie Bales: Retirees will be mentioned by name at the fall meeting. After a short discussion about the previous day's strategic session, all agreed that it was time well spent. The board is looking forward to advancing the work of the spring and summer strategic sessions.

Membership Services Report — Ueli Stadler

Following an email-based discussion about whether to allow vendors access to the Master Textbook List (MTL), it was decided that vendors should be able to access the list.

Old Business

Don Beckman and Kristi Dopp attended the NACS State and Regional Leadership Conference in June. Don provided the group with a report.

Board liability insurance coverage has been tabled, with the following stipulation: if coverage costs less than \$1000, it should be purchased with no further discussion.

New Business

Barbara Racine has been nominated to serve as a NACS Trustee. Don suggested that board members submit to NACS a letter in support of Barbara's nomination. There is an additional NACS trustee vacancy as well.

Don will present next year's budget at the Fall Business meeting. Also at the fall business meeting, Laurie will present information about the board's strategic sessions this year. She also will request member input on NCBA's strategic direction (including our repeated discussions about bylaw changes), so that the board may have a "road map" for next year's work, with the goal of presenting again at the fall business meeting in 2010. The new board members will be announced at the fall meeting but will not be seated until January 2010.

There was a discussion about job postings on the NCBA website, and whether they should be limited to members only. It was decided that "official" job postings required membership.

Laurie was approached by Bank Card Empire, a company which provides credit card processing. They wanted to provide a rate analysis for some NCBA members stores in order to ascertain whether our businesses would work well together. Laurie pointed out that they have several programs, including a revenue-sharing model, as well as a program whereby a store could invite their entire campus to use the service. Laurie asked 2 board members to work with the company representative on the rate analysis.

The previous meeting minutes were approved as emailed.

The next board meeting will be Monday, October 26 at the MEGA in Las Vegas.

The meeting was adjourned at 12:20 pm.

Respectfully Submitted,
Kristi Dopp
Recording Secretary