

MINUTES OF DIRECTORS MEETING HELD JULY 19TH , 2011

President Fred Cancelliere called the meeting to order at 7:52 p.m. in the home of Marty Visnick. Also present were Al Moore, Bob Frongillo, Carl Wiley, Steve McCabe, Bill Halley Joe Fanara, Dennis Ingalls, Ben Merry and Peter Der Sarkisian.

Fred told the group that Bob Obara's mother had died; the division secretary was asked to send a sympathy card on behalf of the directors.

The minutes of the April 5th meeting were presented by Peter Der Sarkisian (attached by reference) and were approved unanimously. The minutes of the business meeting held at the June 12th meet were presented and approved unanimously.

Carl Wiley gave the treasurer's report (attached by reference); the meet lost a little more than \$1000, which is typical for the June meet. Despite that loss, the division's financial health remained good, with a total of almost \$53,000 on deposit. Almost half of that amount is in a CD; Carl will renew the CD in August for 18 months at a rate of 1 ¼%. Treasurer's report was accepted without dissent.

Al Moore gave the report on the status of the 2011 division car, the Howard Johnson's TOFC (report incorporated by reference). The 200 completed S gauge cars are scheduled to be delivered by Lionel at the end of August. The 600 O gauge flat cars with trailers will be delivered to Weaver in the first week of August for painting, Half of the cars will be used this year, half in 2012 for the Spag's TOFC.

Fred asked Al if he and Ted would be willing to do the division car for the 2018 national convention; Al agreed.

Dennis Ingalls gave the report for the June 12th meet (incorporated by reference). The 89 dealer tables were 14.4% less than the year-earlier total, while attendance dropped 19% to 195. Member support for the June meet was disappointing. The meet report was accepted unanimously.

Dennis described his advertising efforts for division meets: the meets are publicized in hobby magazines, the *National Headquarters News* and by flyers, which are distributed at public train shows.

Marty Visnick suggested having a door prize drawing restricted to members of the public, who would fill out entry cards with their contact information. These cards would be used for the drawings, then could be used in a mailing list to notify the public of future division meets.

Ben Merry presented his proposal for a special raffle with a limited number of tickets to be sold. The prize would be a #358E set from the 1930's; Ben showed the group three of the freight cars from the set. He also passed around the tickets he has designed and an insert for the newsletter, announcing this raffle. 200 tickets would be sold at a price of \$20; the raffle would be held at a division meet after all the tickets have been sold. The directors accepted Ben's proposal unanimously. The normal meet raffle would be held as well.

Joe Fanara updated the group on the efforts to form chapters within NETCA. Unfortunately, not much progress has been made in either Connecticut or Rhode Island.

Discussion followed on the location of the 2018 national convention, which will be sponsored by NETCA. Al Moore proposed Portland, Maine, which would have been the site of the 2008 convention if hotel contracts could have been secured. Peter Der Sarkisian suggested Connecticut as a location; Connecticut is closer to New York and Pennsylvania, which are home to a great many TCA members. Convention attendance could benefit as a result. New Hampshire was also mentioned as a possibility. Fred pushed the group to create a mechanism to move forward on site selection. Bill Halley volunteered to visit Portland and Manchester, NH with a checklist of requirements.

A motion was made to nominate Bob Obara for the position of national president-elect; motion passed unanimously. A motion was made to nominate Bill Kotek for the office of national treasurer; motion passed unanimously. The division secretary was asked to send the nominations to Ron Stowell.

Peter Der Sarkisian told the group that some members from northern New England have said that the Wrentham location for meets has made their drive longer, which impacts their ability to attend. He asked the group to consider having one meet per year in the Marlboro area, which most members have expressed satisfaction with. The directors want to use the Wrentham location for three meets per year because the division can rent that facility several months before the meets are held, which allows ads announcing the meets to be published in magazines.

Fred received a list of members of the New England Kids Club who have turned 18 and so are no longer eligible to belong to Kids Club. The motion was made and passed to have the secretary send a letter to each such 18 year old member offering to have NETCA and the national organization each pay half of the \$35 annual TCA dues. To obtain this cost-free membership, the 18 year olds will have to return the letter to the division secretary.

Carl Wiley suggested David Schwartz should be asked to be the Kids Club coordinator. This was a brilliant idea, since David has a history of introducing children to the model railroad hobby. Among other things, he brings operating layouts to train shows. Carl will contact David.

Steve McCabe told the group that Dave Manchester is in the hospital with a recurring health problem.

The meeting adjourned at 9:15 pm.

Respectfully submitted,

Peter Der Sarkisian

Peter Der Sarkisian
Secretary

MINUTES OF DIRECTORS' MEETING HELD JUNE 12th, 2011

NETCA directors held a business meeting during the June 12th division meet at the Radisson Hotel in Nashua, New Hampshire. President Fred Cancilliere called the meeting to order at 10:19 a.m. Also present were Joe Fanara, Al Moore, Steve McCabe, Carl Wiley, Bob Obara, Marty Visnick, Bill Halley, Ben Merry and Peter Der Sarkisian.

Fred began by saying that the possibility to host the 2018 national convention in New England was available and asked if the directors wanted to proceed. Bob Obara observed that an interim convention chairman should be named before any discussion of hosting the convention took place. Joe Fanara and Steve McCabe volunteered to share the duties of interim chairman. The directors then voted to hold the 2018 national convention in New England. The division needs to send a letter announcing this decision to national secretary Christie Wilson and Dan Martin.

TCA directors want each division to send a donation to TCA. All directors but one were supportive of such a donation. The motion was made and passed unanimously to send \$1000 from the division treasury to TCA in the name of the NETCA membership.

Steve McCabe proposed a way to funnel additional funds to TCA; he made the motion that the division will match any amount, up to \$1000, donated to the national treasury by NETCA members in the September 2011 to March 2012 period. Motion passed without dissent.

Fred told the group that national officers want a point of contact for each division's Kids Club. The duties of this contact are not taxing: the person will field phone calls and inquiries from national and should attend meetings in York, Pennsylvania concerning the Kids Club. Suggestion was made that the president-elect be that contact; since Joe Fanara had already agreed to be the 2018 convention interim co-chairman, it was decided to seek another person. Steve McCabe suggested Michael Eisenberg be the Kids Club contact, citing Mike's efforts in setting up operating layouts at division meets. Steve and Joe agreed to actively assist the person selected to be the contact.

Ben Merry presented the concept of holding a raffle with a limited amount of tickets and a significant prize. As an example, Ben mentioned a prize of an original 400E train set, with 200 tickets at \$20 each to be sold. The drawing would not be held until all 200 tickets were sold. Ben asked if it would be acceptable for him to supply the grand prize for this special raffle. The answer was a resounding, "Yes!" to his question and to the concept of the special raffle.

Joe Fanara was selected to be the alternate for Fred Cancilliere at board meetings at the upcoming national convention. However, Joe will not attend the convention. Marty Visnick agreed to be Fred's alternate, if the need arose. While the notification period for selection of alternates has passed, the group was confident that this change could be implemented.

The meeting adjourned at 10:35 a.m.

Respectfully submitted,

Peter Der Sarkisian
NETCA Secretary

MINUTES OF DIRECTORS MEETING HELD APRIL 5TH, 2011

President-elect Joe Fanara called the meeting to order at 7:40 p.m. in the home of Marty Visnick. Also present were Carl Wiley, Bob Frongillo, Steve McCabe, Bill Halley, Ben Merry, Dennis Ingalls and Peter Der Sarkisian.

Minutes of the January 5th meeting were presented (report incorporated by reference). Amplifying on the minutes, Joe Fanara discussed his efforts to start chapters within NETCA. While no chapters have been established, Joe has collected 24 names of interested members. The minutes were accepted unanimously.

Carl Wiley gave the treasurer's report, happily pointing out that the March 6th meet was profitable, thanks to a large drop in hall rental costs and reduced payments to meet officials (report incorporated by reference). The report was amended to include the \$125 payment to the newsletter editor, making the profit \$690.81. With this change, the report was approved by unanimous vote.

Dennis Ingalls gave the report for the March 6th meet (incorporated by reference). The 93 dealer tables were 23% below the year-earlier total, but attendance rose. People said they had a very enjoyable experience at the new meet location, Lake Pearl function hall in Wrentham, Massachusetts. Hall staff were cited as being especially accommodating. The meet report was accepted unanimously.

Cost savings from using e-mail delivery were \$561 (44 cents postage + 26 cents printing times 802 e-mail addresses). E-mail delivery accounted for nearly 50% of division membership of 1618 as of February 10th, 2011.

Bill Halley presented information on the cost of producing O gauge cars for use as the division car (report incorporated by reference). Of the four manufacturers, Lionel has the highest minimum order at 300 cars, while Atlas and Weaver have the lowest price at \$35 for an undecorated car with die-cast, sprung trucks. Lionel will be producing the 2011 division car, in both O and S gauges.

Dennis Ingalls discussed advertising NETCA meets, with the aim of attracting the public. The ability to reserve Lake Pearl several months into the future enables the division to begin an advertising program. Dennis plans to insert ads for each meet in two issues of *Classic Toy Trains* and *O Gauge Railroading* and in one quarterly issue of the newsletter of the Mystic Valley Railway Society. Each magazine charges \$25 for the ad, while there is no charge by Mystic Valley; total advertising costs for each meet would be \$100, therefore.

The directors urged that dealers be allowed to enter Lake Pearl by 7:30, rather than the 8:00 time in place for the March 6th meet. Dennis is sure that the 7:30 entry would not pose a problem since the tables were set up before 7:30 on March 6th. The only date available in December 2011 is the 4th, which would conflict with the Hub Division show held in Marlboro on December 3rd and 4th. Discussion centered on the wisdom of intentionally conflicting with another show, but the decision was made to reserve Lake Pearl for December 4th.

Ben Merry discussed the raffle held at division meets. The purpose of the raffle is to induce people to stay at the meet longer than they otherwise might. The raffle's revenues and cost of

prizes have been just about equal for quite some time. Ben's concern is that only a very small percentage of NETCA members participate in the raffle, so is it worth doing. Discussion about the raffle was uniformly positive. Not only does the drawing keep people at the meets, it provides entertainment as well as giving members a good feeling about the meets. The raffle will continue to be held.

A motion was made to require having the minutes of directors' meetings distributed within 14 days of the meeting. Discussion opposed this motion. Board Policy book requires the minutes to be distributed within 30 days of directors' meetings; board saw no reason to change the policy.

A motion was made to have the newsletter proofread by the board of directors before it is mailed. Motion was amended to have the division president and president-elect do the proofreading. The amended motion passed unanimously.

NETCA has been asked to consider holding the 2019 national convention. Directors were surprised by the date, since the division had been hosting the conventions on a ten-year cycle: 1998 and 2008. Decision was made to table this question for future discussion.

TCA rules require that at meets a Standards Committee sign be posted at the table of a committee member. Marty Visnick agreed to do so.

The meeting adjourned at 9:04 pm.

Respectfully submitted,

Peter Der Sarkisian

Peter Der Sarkisian
Secretary