

Automotive Recyclers Association of New York

Board Meeting Minutes - Tuesday, January 22nd, 2008:

6:00 PM

Spaghetti Warehouse, Syracuse NY

- 6:06 P.M. - Meeting called to order by President Greg Beagell.
- 6:09 P.M. - MOTION to accept minutes by President Greg Beagell. First Syd Dunston, second Billy Abold, Jr., passed.

- MOTION to accept Profit and Loss Statement made by President Greg Beagell.
- Secretary Joe Simon brought up a question on the miscellaneous items, Treasurer Fred Knopp answered them.
- Cindy Howard brought up a question on the HSBC Credit Cards account on the second trial balance sheet.
- Cindy Howard brought up the point of opening a savings account. Treasurer Fred Knopp said he would look into it.
- The profit increase from the previous convention is \$7,000.00. Including auction profits the total increases to \$19,000.00.
- Invoices have been sent to people who owe money for auction items from the ARA-NY Fall 2007 Convention Auction.
- Larry Brown would like to know the number of facilities attending the ARANY Fall 2007 convention and track the increase or decrease as well as the number of people.
- A question about the classification of the credit card processing fees was brought up by Cindy Howard and Treasurer Fred Knopp stated that he would like to come up with an assigned dollar amount for convention credit card processing fees.
- Executive Director Jerry DeLuca stated that most of October and November credit card processing fees can be attributed to the convention. He also stated that the acceptance of credit cards increased revenue and decreased accounts receivable.
- Treasurer Fred Knopp stated that he would like the miscellaneous expenses category made more clear and broken down more.
- Cindy Howard brought up the issue of postage for the convention; Executive Director Jerry Deluca stated that the postage is included in the printing category, not a separate category.
- Fred Knopp brought up convention expenses which were not categorized
- Executive Director Jerry DeLuca explained them to Treasurer Fred Knopp.
- MOTION to accept made by John Eiss, seconded by Larry Brown to accept the treasurer's report including the changes discussed during the meeting.

- President's report delivered by President Greg Beagell.
 - Welcomed incoming Treasurer Fred Knopp and Secretary Joe Simon.

- Executive Director's report delivered by Executive Director Jerry DeLuca.
 - Stated that the association is growing professionally, financially and in membership.
 - Explained how the association is growing professionally by attending meetings with lawmakers and others.
 - Explained that financially the association is in "the black" however we should look for additional ways to increase the profit.
 - Past President Billy Abold, Jr. brought up the point of perhaps developing an association based health care program.
 - Training issue, reached out to Program Risk Management to find training programs to reduce risk and cost of insurance.
 - iCAR program discussed.
 - DMV issues brought up, and how we have not been as attentive to them as we have been with the DEC.
 - Form changes are being discussed (MV-907M?).

 - Larry Brown proposed a committee with Steve Barkwell or Billy Abold. Committee should have representatives from all types of recycling facilities.
 - Executive Director Jerry DeLuca suggested forming a committee this meeting.
 - MOTION by Steve Barkwell to create a committee, seconded, passed.
 - President Greg Beagell selected Steve Barkwell as committee chairman,
 - Executive Director Jerry DeLuca suggested the first thing for the committee to do would be to improve our relations with the DMV.
 - Larry Brown suggested that the committee be composed of:
 - Self service facilities.
 - Full service facilities.
 - Rebuildable facilities.
 - The committee shall consist of:
 - Steve Barkwell.
 - Past President Billy Abold, Jr.
 - Larry Brown
 - Treasurer Fred Knopp.
 - President Greg Beagell.
 - The committee motion passed unanimously.

- Summer meeting was placed on the agenda by Larry Brown.
- Emphasis made that the summer meeting is about getting family involved in the industry and fun.
- The meeting should be planned in advance.
- Sponsorship might help to offset the cost of the summer meeting (insurance companies [Zurich and PRM], vendors, etc.).
- The golf game perhaps could be made partially for charity; this gives the association some positive public relations.
- Suggestion of bringing customers to the golf outing as well.
- Promote the meeting in advance.
- Treasurer Fred Knopp suggested that in conjunction with the summer meeting there should be an automotive based event, a classic car show or a custom motorcycle show, etc.
- Cindy Howard brought the event's locale into question; perhaps a change of location might increase attendance.
- Larry Brown brought up the fact that changing the location might actually do the opposite.
- Executive Director Jerry DeLuca, liked Treasurer Fred Knopp's idea of a car show, President Greg Beagell thought that the winner of the car competition could get a free year's membership, this year's meeting will remain in Lake George.
- At the meeting in April, alternatives for next year will be considered
- Bi-monthly newsletter is still a good idea; however the profits are not significant, perhaps an e-mail only format is a better solution.
- Increased newsletter circulation via e-mail, savings on postage.
- Addition of a form page to the website to sign up for the bi-monthly newsletter.
- Link to DEC website to report polluters suggested.
- Cindy Howard complimented Executive Director Jerry DeLuca on the content of the newsletter.
- Regional Director issues were brought up. The need for regional director reports, additional regional directors, and find out if those currently listed are still interested.
- Perhaps an employee from one of the members would be a good Regional Director.
- Mr. Eiss brought up the fact that Cindy Howard stated that the officer's duty sheets and responsibilities should be distributed.
- Fred Knopp suggested an email request for regional directors.

- Executive Director Jerry DeLuca would like to move from the current accountant in Utica, to a CPA Firm in Albany.
- Credit card issues, currently Jerry DeLuca is using a personal credit card, could a corporate card for the association be considered?
- Billy Abold, Jr. brought up the idea of a petty cash account linked to a debit card.
- Cindy Howard brought up the issue of security and identity fraud issues.

- Convention report delivered by Executive Director Jerry DeLuca.
- Conflict with the national convention date and our date?
- Larry Brown brought up the point of discussing the dates with vendor representatives.
- Back area thought to be a better area for computer companies, auction companies, etc.
- 2 booths for price of 1 in the back area?

- Membership committee report delivered by Sid Dunston, 187 paid members of ARANY.

- ESTRA Trust information delivered by Bob Barthoff, 186 members, 1 lost because going out of business.

- Legislative report delivered by Larry Brown.
- Working relationship with DEC is going well.
- Workman's compensation rates need to be lower and this may be an issue that we should be concentrating on.
- Three level approach suggested by Executive Director Jerry DeLuca:
 - Legislative.
 - Governor's Office.
 - Worker's Compensation Rating Board.

- Assemblywoman Eddington, is reconsidering her position on Chapter 180.

- Consideration of a PAC to help the association advance our positions in Albany. Research contribution qualifications and limits.

- MOTION to budget \$5000.00 for legislative committee. John Eiss first, Larry Brown second, passed.

- New business. MOTION to send Executive Director Jerry DeLuca and President Greg Beagell to Hill Days. Passed

- MOTION by Larry Brown to send a thank you of a \$100.00 gift card to the auctioneer at the Albany convention. Seconded Fred Knopp, passed.

- Terms of office discussed. Jerry DeLuca recommended no change.

- Larry Brown suggested setting up the years meeting in advance.

Meeting adjourned at 8:55 PM

Minutes submitted by Secretary, Joe Simon

Attendance:

Fred Knopp Jr.	Fred's Auto Parts
Greg Beagell	Don's Automotive Mall
Jerry DeLuca	ARANY
Kevin DeForest	A&P Auto Parts
Bill Abold Jr.	A&P Auto Parts
John Eiss	Eiss Brothers
Mark Eiss	Eiss Brothers
Larry Brown	Jerry Brown's Auto Parts
Syd Dunston	Dunston Brothers Inc.
Bob Barthoff	Autosalvage of Ithaca
Vin Surace	Vince's U-Pull-It
Lisa M Cimino	Vince's U-Pull-It
Stephen Barkwell	Gary's U-Pull-It
Cindy Howard	Don's Automotive Mall
Joey Simon	Central Auto Recycling, Inc.
Joe Simon	Central Auto Recycling, Inc.