

# LNC EC

**September 17, 1998**

Present: David Bergland, Chair  
Hugh Butler, Vice Chair (joined during Project Archimedes discussion)  
Steve Givot, Secretary  
Joe Dehn

Staff: Ron Crickenberger, National Director  
Steve Dasbach, Chief Operating Officer

Also present: John Buttrick, At-Large Representative (joined meeting during 2000 Convention Report)  
Jim Lark (VA), At-Large Representative  
BetteRose Smith (CO), Region 1 Representative  
Dan Fylstra (NV), Region 2 Alternate  
Ken Bisson (IN), Region 3 Representative (joined meeting during 2000 Convention Report)  
Chris Spruyt (NC), Region 4 Representative  
Jim Turney (VA), Region 5 Alternate

The meeting was called to order by Bergland at 8:33 EDT.

Item: Illinois Ballot Drive

Givot reported that it appeared that the binder check would produce a total in excess of 26,000 valid signatures with 25,000 valid signatures required.

He also reported that there was a need to recognize those within Illinois as well as those people around the country who had come to Illinois to help defend the petition against the objections filed.

Item: Project Archimedes Update

Dasbach referred members to the written report he had prepared.

Dasbach reported that the scheduled September 10 drop was, in fact, dropped on September 16. He cited problems at the Merkle mailing house as the cause of the delay. He indicated that Merkle had just gone through a reorganization. He noted that LNC's jobs are small compared with their other clients.

Dasbach reported on fundraising for Project Archimedes. He said that gross receipts from mailing to LNC's top 1,200 contributors was approximately \$60,000, with costs running a few thousand dollars. Dasbach also reported that an additional \$22,000 was

spent to send a fundraising letter for Project Archimedes to the full membership; that mailing has netted \$37K so far.

Fylstra asked if follow up calls have been made to inquiries from Archimedes.

Dasbach explained that Archimedes follow up calls were not being made because we only have information on those who responded to the Archimedes mailings.

Item: Operations Update

Dasbach referred members to the written report he had prepared.

Dasbach reported that preliminary August financials improved by over \$50,000 (netting revenues against expenses). He expects to report better numbers when the month is closed. He said this resulted from tighter control of costs.

Dehn asked whether the savings are ongoing or temporary.

Dasbach said that there are some of each. He cited delaying the hiring of the LP News reporter and a replacement for Kris Williams as temporary savings. He said that new Platforms had not been printed yet since few changes were made in 1998 and a large inventory of the 1996 Platform still exists. He noted that this was both a deferral and a permanent reduction.

Dasbach said that he continues to expect not to send fundraising letters monthly.

Dasbach reported that the transition to the new accounting system was proceeding well. He anticipates that July balances from the old system will be entered to new system, August will be processed on both systems, closed on both systems, and the results will be compared. He said that both systems will run in parallel through year end. The old system will be used through year end for generation of final year end reports. He is planning for a complete switch over on January 1, 1999. He said that the old system will be maintained for generating reports from older data.

Bergland asked whether the new accounting package will have to be integrated into the budgeting process.

Dasbach said that this would be necessary. He said that he plans to use a "matrix" method for accounting when the new accounting package is in use.

Item: Auditor's Recommendations

Dasbach reported that everything recommended by the auditor has been implemented except for the development of a personnel policy manual.

Item: New Management Information System (MIS)

Dasbach reported that the new server will be purchased in near future and installed at Dan Gallagher's location to be integrated as part of a three-station network. Testing of the new MIS will be done there.

Dasbach reported that the core modules will come online one at a time, with a complete switch over expected by April, 1999.

Butler asked whether the new MIS will permit access to data by LNC's affiliates?

Dasbach said that Dan Gallagher is aware that we want this capability, however, there has been no determination as to who would have access to what data and on what basis. Dasbach said that Savyon has expressed concerns about remote access. Dasbach said that this concept needs to be defined carefully before it is implemented.

Dehn said that LNC never said when remote access by affiliates would be available or whether Internet access would be permitted.

Discussion ensued regarding what remote access features should be considered.

Item: Draft Budget

Dasbach said that the draft budget recommendation would be ready in advance of the October, 1998 EC meeting.

Item: Web Site Project

Dehn reported that the proposal sketch was about a week or so late. He said that it was now due in a week or two. He said that the proposed contractor has assigned an account manager.

Dehn said that the proposal sketch will be reviewed by Dasbach, Crickenberger, Winter, and himself.

He said that the formal proposal is due about one week before the October EC meeting and that he anticipates that action will be taken at that meeting.

Dasbach asked that the proposal sketch be distributed to the whole EC to see if anyone sees a problem with the proposal.

Discussion ensued about whether to distribute the proposal sketch to entire LNC. It was agreed that the LNC will be given a brief period to comment on the initial proposal sketch with the understanding that further detailed design decisions will be made by the smaller group.

Dasbach said that LNC members will be given the timetable for an EC decision and an opportunity to dial in if they have comments/concerns.

Item: December Pre-Meeting Activities

Givot said that a detailed presentation explaining how we operate, how we budget, etc. should be scheduled for those wishing to attend. He said that such information would help new LNC members get up to speed which would facilitate effective participation, particularly regarding budgetary discussion in December.

Other topics which were suggested included a preparatory presentation regarding the proposed budget, a question and answer session regarding operations and budgeting, and an evening event with staff and LNC members.

Item: Success '99

Dasbach said that Marti Balcom and Dan Smith will coordinate these training sessions. He said that more would be scheduled for 1999 than were scheduled for 1997. He said that he expected the breakeven attendance level to be about 20 people.

Givot suggested that perhaps the price should be raised to allow some seminars in places where attendance would be smaller and need is greater.

There was a discussion of having more than one program so that the program could target different needs of affiliates which are developed to different degrees.

Bergland said that it is the role of regional representatives to provide feedback to HQ regarding the varied training needs that exist in different locations.

Item: 1998 and 2000 conventions

Dasbach said that he had nothing to add to his written report.

The meeting was adjourned at 10:04 EDT.