

TSMA Board Meeting Highlights – November 2019

TSMA Board meeting called to order by President Mark Petersen at Lakeside Ballroom in Glenwood on November 5, 2019. Call to order 9:50 AM. Adjourn 11:20 AM

Welcome to Anne Heisick-Elliott, MMA's new Executive Assistant!

Missy Hexum, Bell Banks, provided a review of **TSMA's investment portfolio**. One CD will convert to cash in December 2019; the board will consider Missy's recommendation for action in January.

Motion to approve the consent agenda, including September 24, 2019 **Meeting Minutes** and October 2019 **Financial Reports** as presented.

Stein & Wine Fest, October 10: Tom reported TSMA profits of \$1,860 (and the same for Alexandria Sertoma). Tom recommends we continue this event in 2020, with earlier advertising and ticket sales.

Delinquent Member Update: Todd (membership committee) called the remaining six companies on the list; action pending. A report on New and Dropped members for all of 2019 was reviewed.

2019 Board Election: Six people have been elected to serve a two year term beginning January 2020: Tony Hanson, Chuck Gaffaney, Alexandra Thorstad, Deb Waldvogel, Sandy King, and Phil Johnson.

2019 Manufacturer of the Year and 2019 Collaborator of the Year: Nominations were reviewed.

MMA 2020 Budget projects a shortfall. Discussion was heard regarding MMA's potential recommendation to: increase the service fee, increase the member fee, and/or request a commitment for each affiliate to purchase more hours in 2020.

A draft of the **TSMA 2020 budget** will be available for review at the December board meeting.

Remote Access to TSMA meetings: Analytics show minimal usage; it was agreed that stronger promotion of links is needed to drive traffic.

MN Manufacturing Conference, October 16-17 in Brooklyn Park: TSMA shared exhibit space with AMFA and CMMA. Feedback suggests this was a great first-time event. Should we coordinate bus transportation next year?

Dream It. Do It. Update: TSMA will be invited to submit an application for funding for re: Trap Shooting Championship 2020.

TSMA 2019 Work Plan: Tabled.

Executive Director Report November reviewed.

Dream It. Do It. Coordinator Update: Michelle Landsverk joined the meeting to provide an update on her work with the Career Dream Team.