

**AMBO Board Meeting Minutes
11:00 AM Conference Call
1-800-437-9519**

**1-10-08
Meeting ID #391422-161**

Call to Order

1. Roll Call:

- a. Craig Hoiium X
- b. Gary Yoder X
- c. Dave Fisher X
- d. Sid Fossan
- e. Bill Schlenvogt X
- f. Dale Schoeppner X
- g. Randy Kardell
- h. Gary Hagedorn X
- i. Patrick Higgins X

Others:

- j. Roger Axel X
- k. Patrick Parsley X
- l. Larry Huff X
- m. Steve Nelson X

2. Agenda: Additions/Approval of the Agenda: **The agenda was moved for approval with the correction of last month's meeting date by Dale S. and second by Gary Y. Motion passed.**

3. Welcome and Introductions

4. Approval of the December 16, **18**, 2007 Meeting Minutes: **The December minutes were approved as written.**

5. Report by Budget Committee: Dave Fisher

a. Review of proposed "2008" AMBO Budget: **A number of items were changed in the budget to achieve a realistic picture. The final budget reflects a positive balance of \$2,800 for 2008. A motion was made to approve the budget as amended, was seconded and passed.**

6. Executive Officer's Discussion: Roger Axel

a. Implementation of credit card use for purchases of AMBO Code Books, Registrations, etc.: **AMBO will not pursue credit card acceptance at this time. We will add a paypal link for the purchase of memberships, accept credit cards for the institute registrations since ICC bills for these, and accept cash or check for books on site. For those who wish to charge the books, there is a cash machine at some of the meeting sites, and they can be ordered through ICC.**

b. Ordering of AMBO Code Books for marketing purposes: **As a reseller, we can purchase the MN Residential codebook at a cost of \$50.40 each. Per ICC, our minimum resale price at the contractor training sessions is \$63.00, which is the ICC member price. At the \$63 resale price AMBO would net a \$12.60 profit on each text. At a \$65 resale price (\$2 to cover our shipping costs) we would net \$14.60 per text sold. plus the usual percentage we get from ICC for document prep and marketing.**

In 2004 we sold around 200 codebooks at the contractor sessions. I would like to order 300 codebooks to have available for sale at the various contractor training sessions. I think that I can sell 200 at the sessions around the Twin Cities and Russell has indicated that he thinks he can sell another 100 at the sessions he is doing out state for us. The 300 text order will initially cost AMBO \$15120.00. If we sell the books at \$65 each we will receive \$19500.00 which will net \$4380.00 profit. We already have \$5000 allocated in the budget for purchasing the codebooks so we could get a start with an order of 100. I think that we should go ahead and order the 300 codebooks and, hopefully, need to order more. If by

chance we don't sell the 300 codebooks, we can always return them to ICC, so we really don't lose on the deal. The board approved the book deal through the budget approval process.

c. Institute registration update: **Registrations are matching last years but the room counts are higher.**

d. Other

7. Chairman's Report: Craig Hoium

a. Financial Assistance for Palm Springs Code Hearing attendees,
(further Board discussion needed): **The board held firm to the originally approved #13,000 maximum outlay. Since IRC will need \$2,850, Kathi and Tim have \$10,150 to split among candidates in accordance with AMBO policy.**

b. Legislative update: **Craig will get the contract corrected to read as a two year contract at \$17,500 per year. Campo is to include a contract termination agreement and have it ready for our meeting in February.**

c. Chapter board member nominees and award nominees

8. Other Discussion:

9. Meeting adjourned: **Next meeting will be January 22nd.**

Respectfully

Patrick Parsley