

National Conference of State Liquor Administrators

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Executive Board Meeting

April 14, 2007

The Emily Morgan Hotel
San Antonio, Texas

Minutes

Note: The following are highlights of actions taken by the NCSLA Executive Committee.

Call of Order

Lou Bright, President called the meeting to order at 8:30 am

Members Present:

Lou Bright, President
Jack Cordrey, First Vice President
Eric Honma, Second Vice President
Hobert Rupe, Third Vice President
Lynn Walding, Past President
Robert Hill, Southern Region Chair
William O'Donaghue, Central Region Chair
James Webster, Associate Member Representative
Pamela Salario, Executive Director

Members of NCSLA Executive Board not present:

William Kelley, Northern Region Chair
Adam Chafetz, Associate Member Representative
Vacant, Western Chair

Others Present:

Matt Cook, Cook Consulting LLC
Chuck McGrigg, Wine Institute

Dale Szyndrowski, Distilled Spirits Council of US
Gary Horton, E. & J. Gallo

Minutes of the December 2, 2006 Winter Executive Board Meeting A motion was made by Jack Cordrey to approve the minutes of the December 2nd meeting. Hobie Rupe seconded the motion. All in favor. No objections. Minutes are approved.

Financial Report

NCSLA Net Worth as of April 10, 2007 is \$610,801.45. Of this figure \$178,954.13 is the current balance in the checking account. Category Reports show income as state and other governmental entities \$17,375.00; associate dues as \$182,750.00; interest on checking account in the amount of \$2,336.02 and interest on CD's in the amount of \$5,569.74.

Expenses are President Travel in the amount of \$6,095.64; Executive Director Travel \$3,795.17; NCSLA Executive Committee \$10,444.32. A payment of \$1,185.65 payable to William O'Donoghue to attend meeting in New York.

A motion was made by Jack Cordrey to approve the financial report. Hobie Rupe seconded the motion. All in favor. No objections. Financial Report is approved.

2007-07 Membership Report

Total Current Members are 154.

Currently there are 48 state members; 7 Governmental Organizations; 5 Trade Small Associations; 5 Trade Large Associations; 10 Suppliers Small; 9 Supplier Large; 37 Allied Small; 28 Allied Medium; 5 Allied Large.

During the next billing cycle Pernod Ricard USA and Heineken USA, Inc. should be billed at the Supplier Large amount of \$4,500.00.

Lynn Walding made a motion to review list of the current members during the next year under Jack Cordrey presidency to ensure that everyone is in the proper category and paying the correct membership dues also define the membership categories. William O'Donoghue seconded the motion. All in favor. No objections. Motion carried.

Conference Reports

2006 Annual Report – William Kelley not present to make presentation. The report is in the binders.

2006 Central/Western Regions Conference: Hobie Rupe reported the Central/Western Regions Conference was held in Omaha, Nebraska on October 29 through 31, 2006. Present at the conference were 17 state members, 3 governmental members, 39 associate members and 1 guest. Total income was \$29,105.00 and total expenses were \$20,068.31. After the final review of income and expenses the Central/Western Regions Conference will be returning \$9,036.39 to NCSLA.

2006 Northern/Southern Regions Conference: The Northern/Southern Regions Conference was reported at the December 2nd meeting by Mr. Robert Hill. Since that report was given Murphy J. Painter with the Louisiana Office of Alcohol and Tobacco did receive a request for refund in the amount of \$450.00. Request to pay the refund was approved by the board.

Future Conferences

2007 NCSLA Annual Meeting will be at June 3 through 7th at the Red Lion Hotel in Seattle, WA.

2007 Central/Western Regions Conference will be October 28 through 31st at the Coeur d'Alene Golf and Spa Resort in Coeur d'Alene, Idaho. Hosted by Robert Clements with the Idaho State Liquor Dispensary.

2007 Northern/Southern Regions Conference will be November 12 through 15th at the Viking Hotel in Newport, Rhode Island. Hosted by Jeff Greer.

2008 Central/Western Regions Conference maybe hosted by Kansas City and Missouri.

Presidential Committee Hobie Rupe reported that the Best Practices Committee is focusing on two areas: (1) programs aimed at preventing/reducing intoxication related offenses, violence, minors possessing/consuming alcoholic beverages, etc., and (2) trade practices regulations. The committee is meeting in Chicago.

Fingerprint Initiative: Matt Cook, Cook Consulting LLC presented his Fingerprint Initiative Feasibility Study giving the background of the project and what he estimates the cost of the project will be. His study outlines employees and salary, equipment needs, physical facility, furniture needs, return on investment, P & L statement, total start-up cost, revenue projections, states that are PL 92-544, volume from each state and liability.

Lou Bright stated that Matt Cook will prepare a summary for all members and that he will make a presentation at the annual meeting.

2007-08 Proposed Budget: Jack Cordrey presented the 2007-08 proposed budget.

Proposed Income: State dues \$16,000 and proposed income from associate dues \$175,000, checking account interest \$1200 and interest on CD \$9400.

Proposed Expenses: Add line item for 1st Vice-President Travel (EA5) \$5000; increase Executive Committee Travel (EA3) to \$25,000; increase regional conference seed money to \$10,000 (EA2 and EA3); Special Committee Meetings (EB9) \$30,000; increase Annual Meeting Subsidy (EB1) to \$50,000.

Remove Fingerprint Project (EG) from Proposed Operating Budget and include the Fingerprint Project in a separate proposed entitled Special Projects Budget.

William O'Donaghue made a motion to approve the amended NCSLA Proposed Operating Budget with the following. Add line item for 1st Vice-President Travel (EA5) \$5000; increase Executive Committee Travel (EA3) to \$25,000; increase regional conference seed money to \$10,000 (EA2 and EA3); Special Committee Meetings (EB9) \$30,000; increase Annual Meeting Subsidy (EB1) to \$50,000. Add \$5,000 to Conference Travel Subsidies (EB8) and EF3 (Bank Charges to \$1200. Delete EB4 which read Southern Region Meeting (that is listed under EB3). Also prepare a separate budget for the items in the Fingerprint Project as Proposed Special Project Budget and show the net worth on the proposed budget. Jack Cordrey seconded the motion. All in favor. Motion carried.

Jack Cordrey will prepare the Proposed Operating Budget and the Proposed Special Project Budget and Net Worth Statement for the General Membership Meeting of the 2007 Annual Conference.

Old Business: Lou Bright will not be able to attend NABCA Annual Conference. Jack Cordrey will attend in his absence.

New Business:

Gary Horton with E. & J. Gallo made a presentation on Brand Registration. Lou Bright assigned Lynn Walding and Jack Cordrey to work with Gary Horton and gather information on NCSLA offering Brand Registration as a service NCSLA could provide to the members. They will make a presentation at the executive board members at the annual conference executive meeting and the general membership meeting.

Jeffrey Green submitted a letter to Lou Bright dated March 26, 2007 which request NCSLA to offer educational or scholarship grants for this year's annual conference in Seattle for administrators in states in financial distress that have out-of-state travel bans in place.

Jack Cordrey made a motion to allow up to \$1000 plus conference fees to states (one per state) that are under an out-of-state travel ban. The state would have to provide NCSLA with documentation of the travel ban. Hobie Rupe seconded the motion. All in favor. Motion carried.

Adjournment:

Eric Honma made a motion to adjourn the meeting. Hobie Rupe seconded the motion to adjourn. All in favor. Motion carried.