

Discovery Owners Association, Inc. Board of Directors
Minutes of Meetings, September 25 and 26, 2019
Pueblo, Colorado

Board meeting convened at 2:10pm, September 25. Present were John Ricciardi, Kerry Pinkerton, Bruce Plumb, Robert Orr, Nina Soltwedel, Ricky Keen, MaryAnn Crowell, Elaine Holley, Gary Osburn, Glenn Magnuson, Jim Sullivan, Jody Bruce; Guests Cindy Welch, Russ Baldwin, Dick Tracy, Glenda Angus, Harry Bruton, Bob Angus. Absent were Ron Wacker, Marshall Godwin, John Baker, Jeff Daly. A quorum was present.

1. Minutes of board meeting in Florida previously approved.
2. Southeast Region Vice President Kerry Pinkerton reported on behalf of Executive Vice President Marshall Godwin: Marshall's suggestion to offer the first year's membership at no charge to new owners of Discoverys (whether new or used), was discussed, along with the recently appointed Membership Committee. Discussion centered around the various ways prospective and current members can access information, both at the DOAI website and two active Facebook pages. After further discussion, the motion was made to offer the year's free membership with the caveat that it would be evaluated after enough time has passed to gain adequate perspective. Motion seconded and passed.
3. South Central Region Vice President Bruce Plumb and Webmaster Robert Orr reported on their work to revamp the DOAI website pertaining to chapter maps, and the states and provinces associated with each chapter. They presented an overall view of the proposed new pages for the DOAI website, designed to encourage new members to join a chapter or two. The site is designed to be interactive when one puts a cursor over a particular state. A drop-down menu will explain the chapter possibilities for anyone in a particular state. The intro paragraph explains that DOAI members may belong to any desired chapter or chapters. The Board liked what was presented, but it was suggested and agreed that the words "Primary" and "Secondary" designating a chapter for a given state or province be eliminated. "Secondary" might give a connotation of inferiority, and that was not what was intended. The Board agreed to leave the same chapter suggestions as a simple list for each state, in the same order as currently shown. With this change, the chapter map was approved to become part of the overall new DOAI website.
4. Secretary Nina Soltwedel reported on behalf of Past President John Baker, introducing the 2020-2021 slate of nominees, and then introduced those who will be newcomers to the board. The presented slate had one change from the previously approved slate: Fred Jecks will stand for election as National Rally Master. The amended proposed slate was accepted unanimously. Nina also presented the proposed revision of Standing Rule #16, covering the election procedures. Since the paper ballots are no longer used, and all voting is done electronically, the wording of that section needed to be changed. It was approved unanimously. Nina then read President Wacker's appointment of Glenda Angus to become the Editor of Discovery Express, subject to the board's approval, which was unanimous.
5. Vice President for Development John Ricciardi gave an update on the changing of the job title and the job description as detailed in Standing Rule #10, including a report of the letter he sent to Fleetwood regarding the possibility of putting flyers in coaches. Discussion centered around trying to get Fleetwood assistance at our national rallies, knowing we would have to work at least 18 to 24 months ahead. Question was raised on how to learn of Discovery registrations, and this could be learned at motor vehicle registration sites. Refer questions on how-to to Robert Orr. Everyone urged to approach D's seen in campgrounds and parking lots and tell them about DOAI. Elaine Holley has cards one can use to provide information/invitation.
6. Treasurer Ricky Keen reported that all DOAI chapters are now federal tax exempt. This does not mean chapters are exempt from state taxation. The initial \$3,000 sent to IRS was returned, and those funds were used to pay for each chapter to gain approval, which had a final cost of \$2,400. He then presented the current financial statement, which was approved. The next item was the 2020 budget for DOAI. A lengthy discussion followed regarding how the proposed first year free membership will affect overall income for 2020. It was agreed that the exact total effect upon DOAI's bottom line is unknown at this time; only a year's experience will tell us if we should/could continue the new procedure. The proposed 2020 budget will be presented to the general membership at its meeting on Saturday.
7. National Rally Master MaryAnn Crowell introduced Bob Angus, who gave a comprehensive report and overview of the 2020 national rally set for Ridge Outdoor Resort, Sevierville, TN. This included a slide show of the chosen campground, including many amenities. The price per coach with two people will be \$635, with one per coach costing less. There is a

hoped-for minimum attendance of 80 coaches.

At that time, meeting was adjourned *sine die*, to reconvene on Thursday, September 26.

Meeting reconvened at 2:05pm, Thursday, September 26. At that time, Fred Jecks, nominee for National Rally Master, was introduced.

8. Update on 2019 national rally: MaryAnn reported rally going very well. With one late arrival, total coaches is 88.

9. Paying for upfront rally expenses: MaryAnn has a debit card for rally expenses, but it would be easier if the National Rally Master had a rally credit card. It would save future National Rally Masters from having to use their own funds. In other words, National Rally Masters should not have to use their own funds for needed purchases until they can be reimbursed. This was set aside to be considered at a future board meeting.

10. MaryAnn then introduced the matter of replacing the old projector. One was approved to be purchased earlier this year. However, upon opening the package some months later, it was discovered to not work with our current apparatus/working method. It is hoped Amazon will accept it as a return. Robert Orr volunteered to research and find a suitable, cost effective, replacement.

11. MaryAnn suggested we consider adding a non-voting board member: Assistant Rally Master. She pointed out that, in the past, we had an Assistant Treasurer. Whether or not that person would be a member of the board needs to be determined. This will be addressed in the future.

12. The current Rally Master's Handbook needs to be updated. After brief discussion, motion made, seconded, and approved to have MaryAnn Crowell and Nina Soltwedel work on making proposed changes to the current version, to be presented to the Board for future consideration.

13. MaryAnn reported that current electronic registration is not user-friendly. It is impossible to sort alphabetically or by column. She will advise Marshall Godwin of the program's shortcomings.

14. Northwest Region Vice President Glenn Magnuson reported that the Northwest Region will host the 2021 DOAI National Rally, and the chosen site is the CamPlex at Gillette, Wyoming. This decision was made after a lengthy chapter meeting the evening before. The region is urged to check now on available dates. Suggestion was made to attempt to set a time that immediately follows another large gathering, so as to be able to utilize entertainment, etc. Glenn was urged to check on amps at all camping sites. It was noted that now is the time to ask REV Group for possible financial assistance, since that organization has said it needs 18 to 24 months' notice before committing the company to any support.

15. South Central Region Vice President Gary Osburn had noted at the last board meeting that perhaps it was time to reconsider which states are included in the Southwest Region, specifically Colorado. It was hoped that the board would receive input from those who might be affected: members from Colorado and from the Southwest Region. After some discussion, including a brief history of how region boundaries came to be, and a look at a map of region boundaries, motion made by Nina Soltwedel, a resident of Colorado, seconded by Jim Sullivan, to include both Colorado and Utah in the Southwest Region. The motion passed unanimously. While this discussion had nothing to do with Chapters, only Regions, it was stressed, once again, that DOAI members may belong to any chapter one chooses, even if the chapter is not in the immediate vicinity of that member. The related history included the note that, in the beginning of DOAI, it was hoped that each region would host its own rally from time to time. With the exception of the Southeast Region, this has not happened. Standing Rule #4, which lists what states are allocated to what region, will be revised.

16. Southeast Region Vice President Kerry Pinkerton reported that, with the larger population of Discovery owners on the east coast, the Southeast Region, and in particular, the Blue Ridge Discoverys, have grown. Kerry sends out an individual welcome letter to each new member. Bob Angus, rally master for the 2020 national, gave a presentation on the rally's location – Ridge Outdoor Resort, Sevierville, Tennessee. There will be no need to drive through town, like rally-goers had to do the last time the rally was in Sevierville. It is a beautiful location, and the overall arrangements are such that rally-goers may come in two days early and stay two days afterward. Bob's presentation was augmented by a slide presentation of the resort's amenities.

17. Southwest Region Vice President Jim Sullivan reported things going okay with the rally, and he is pleased with the turnout and the support of many of the region's members.

18. Membership Coordinator Elaine Holley gave the membership update as of September 1, 2019. She reported that DOAI membership as 1,275 coaches as of August 31, and only five dropped out in September. Another discussion held *vis a vis* exchanging mailing lists with Fleetwood. How can we ask for theirs if we are not willing to share ours? The consensus is there is no *quid pro quo*. Further discussion centered on the original and since-revised DOAI brochure. Some members photocopy it and leave it with Discoverys they encounter in parking lots, etc. Others leave their business cards. Elaine reiterated that she has cards available that one can use to promote the club. The card has a place to note one's name and email address.

19. Merchandise Coordinator Jody Bruce reported she is investigating obtaining patches for jackets that would also advertise one's membership in DOAI. Sales are okay.

20. Webmaster Robert Orr reported the re-design of the website is 80 percent complete. In order to make the entire working easier, he requested DOAI to sign up for the \$20-per-month subscription to Dreamweaver. This would make it more streamlined to create a new look to the website, and to add functionality and ease of use to the site. Motion made, seconded, and passed to aid the Webmaster with the addition of this monthly subscription. In a related discussion, both Marshall Godwin and Kerry Pinkerton have suggested eliminating the old Bulletin Board because it has been relatively inactive for several years. Robert said this is a planned future project. It will be easy to steer new members to the eGroup. This prompted discussion of recent suggestions to have two eGroups – one would be focused on technical subjects; the other on lifestyle subjects. The consensus was positive. Kerry, Marshall, and Robert were charged with implementation.

21. In a post-adjournment submission, Dick Tracy, sitting in for Marshall Godwin, reported on the Chapter Presidents meeting, at which presidents or designated representatives of the following chapters were present: Blue Ridge Discoverys, Discovery California, Discovery Texans, Florida Discovery Sunshiners, D'Zonas, Mason-Dixon Discoverys, Midwest Discoverers, Noreaster Discoverys, Northwest Adventurers, and Ozark Discovery. Kerry Pinkerton presented the proposed new map for the DOAI website, which showed links to chapters associated with each state. This new map is not the same as the DOAI regional ma. After discussion, The presidents agreed to the new map. Larry Hawkins, D'Zonas chapter president, said that with the prospective move of Utah and Colorado into the Southwest Region, the chapter will likely change its name to Four Corners Chapter. They will need to find out from the DOAI Treasurer is the name change would affect their standing with IRS. A general discussion focused on the need to have chapters make contact with new DOAI members in their respective areas. Many chapters send out letters or emails to prospective members. Regarding the chapter hosting for national rallies, there was an agreement that automated registration data needs to be more friendly; i.e., that data can be easily sorted by chapter and state, etc. There is a need for the hosting chapter's Rally Master for national rallies to receive support from his/her counterpart from the prior national rally, as well as support from the National Rally Master. It was noted that the Rally Master Handbook needs updating.

Meeting adjourned at 3:40pm