

10-10 International Net, Inc.  
2013 Board of Directors Meeting  
Windsor Locks, CT  
July 11, 2013

CALL TO ORDER

President Mel Sojka, KD5DE # 33513 called the 2013 10-10 International Net, Inc. Board of Directors meeting to order at 8:05 A.M. on July 11, 2013, at the Sheraton Hartford Hotel at Bradley Airport, Windsor Locks, CT.

PLEDGE OF ALLEGIANCE

The Pledge of Allegiance was led by Director Steinkamp. A moment of silence was observed in remembrance of recent Silent Keys. President Sojka noted that there have been a very large number of silent keys in the past year.

ROLL CALL

Roll was called by Vice-President Larry Berger, WA2SUH, #407. Present were President Mel Sojka, KD5DE # 33513; Vice President Larry Berger, WA2SUH, #407; Director Terry Webb, N0TW, #36547; Director Robert Farrow, N6OPR, #45716; Director Ken Harmon, K1IEQ, #31363; Director Paul Hemby, WN4AMO, #73825; Director Jay Drew KC4JD, #57475; Director Marcus Lieberman, KM5EH, #71103; Director Jeff Steinkamp, N7YG, #65084; and Director Cliff Taylor, K5FBS, #48461.

Secretary Jerry Heien, N9AVY, #43313 and Past President Gerry Gross, WA6POZ, #21274 were unable to attend due to other commitments.

Vice-President Berger volunteered to take the meeting minutes.

ESTABLISH QUORUM

A sufficient number of Officers and Directors were present and a quorum was established.

INTRODUCTION OF INVITED GUESTS AND OTHERS IN ATTENDANCE

Also present were invited guests Treasurer Keith Schlottman, KR7RK, #63324; Data Manager Dave Smith K6RDK, #65812; and Editor Floyd Larck KK3Q, #26039.

Members in attendance during all or parts of the meeting were Ann Habel Harmon, KB3GWX, #74600; Bob Mantell, W4GA, #75305; Al Kaiser, N1API, #25468, Roger Allen, KB7ARN, #44977; Doris Allen, KB9ARA, #48212; and Milt Camp, K6OYX, #13.

AGENDA APPROVAL (REVISIONS, ADDITIONS AND DELETIONS)

Director Harmon made a motion seconded by Director Lieberman that the Treasurer's Report should be moved to the end of the agenda and that the agenda should be approved, as amended. Motion carried.

APPROVAL OF 2012 BOARD MEETING MINUTES

Hearing no objections, the Minutes of the 2012 Board of Directors meeting held July 22, 2012 as published in the 10-10 International News, stand approved.

## BOARD MEMBER REPORTS:

Each Board member had prepared a report on the highlights of their responsibilities for the 10-10 Fiscal Year April 1, 2012- March 31, 2013 and they stand as submitted.

## COMMITTEE REPORTS

Directors submitted written reports that were circulated prior to the meeting  
Several chose to give updates at the meeting.

### CONVENTION

President Sojka reported that for this convention, we only contracted for 80% of the St. Louis attendance to try to avoid any penalties for failure to meet the housing goal. This convention was sponsored by the Castle Craig Chapter and the Board thanked them for their hard work.

### INTERNET

Director Steinkamp reported that the website is undergoing a complete overhaul converting from HTML to a content management system which will make it easier to filter back and forth. There have been problems with access to newsletters. IP addresses are banned from our website if people try to access newsletters multiple times using the wrong password. He will create a registration system tied to the membership database so that membership status can be checked. A cookie will be established for active members and there will be a security question. Dave Treat, W5DJT, #74798 working on this and it is hoped to have this working by mid-fall with old newsletters accessible by first of the year.

### NET MANAGEMENT

Director Farrow asked the Board for help in finding additional net controls. He has been short two for over a year. Poor propagation is an issue. All nets are being called with a few exceptions. He is concerned about people checking in with cell phones using a remote base and doesn't feel that these contacts should be counted. President Sojka said we accept these contacts except for those awards that are QTH specific. If these people have the proper license then we have no issue because we are trying to promote the use of the 10 meter band.

### PUBLICATIONS

Director Drew said that the four-fold 10-10 brochure was completed. His committee has worked on the revision of the By-Laws and this will be sent to Counsel Dave Splitt. His committee recently started working on grammatical revisions to the Operations Manual.

### CHAPTERS

Director Taylor reported that two chapters, the Edmonton Area 10-10ers/City of Champions and the Peshtigo Fire chapters were deaffiliated during 2012. Also the Up the Crick Chapter from the Eugene, OR area was affiliated in 2013.

## OTHER DISCUSSION

At last year's Board meeting the members signed three documents related to Treasurer Schlottman's annual IRS submission of Form 990. These were the Whistleblower's, Conflict of Interest and Record Retention and Destruction Policies. These documents are being revised by General Counsel Dave Splitt, KE3VV, #69831 and when ready will be

re-sent to the members for signature. Also, Director Webb described his work with the QSL Bureau which is alive and well, is easy to manage but isn't that well used. President Sojka said that content is needed for the 10-10 News, especially technical articles.

## **UNFINISHED BUSINESS**

### **ORGANIZATION CHART-Relating to Nominations & 2014 Election**

President Sojka nominated Director Webb to be the Chair of the Nominating Committee. A motion was made by Director Hemby, seconded by Director Drew. Motion carried.

Director Webb can choose up to four members to serve on this committee.

President Sojka nominated Director Webb to be the Teller for the 2014 Election. Motion by Director Webb, seconded by Director Taylor. Motion carried.

### **OPERATIONS MANUAL**

Some cleanup is required to follow up the work done by Rob Ireland last year. There are still some areas that need further updating.

### **OPEN ARCHIVES OF PREVIOUS NEWS EDITIONS**

The current year 10-10 News issues are to be kept as a member benefit. There is also an archive area and that is using up a large amount of web space. Inactive members can go in and look at old editions. Hopefully they will renew.

### **ELECTRONIC ELECTIONS**

Director Steinkamp led this discussion. Tests have been run and it is feasible to use electronic balloting for our elections. Over the years, there has been a steady decline in people sending in ballots. In the early 1990's 4800 ballots were returned for the election. In 2002, ballots 2173 were returned. In 2004 we sent out 6500 and only 358 came back. Only 174 came back in the last election from over 4000 mailed. Postal costs have skyrocketed. We should move to an all electronic election after a few more bugs are worked out. The ballot will continue to be printed in the News. Every current member eligible to vote gets a printed copy of the News. We will eliminate the mailing of ballots to members and this will save money. Director Hemby made a motion seconded by Director Webb that 10-10 will institute electronic balloting starting with the 2014 election. Motion carried.

### **FREE RENEWALS/MEMBER INCENTIVES**

Director Hemby said that the Public Relations committee was asked at last year's Board meeting to look into giving away items to encourage new members. He reported that there is no consensus of opinion at this time. He felt that Life Members and others would resent people getting something for free. In a related matter, President Sojka said that other organizations like the ARRL use the number of their total membership not just the active memberships when discussing their membership. They do this to promote amateur radio and it has political implications as leverage.

### **AWARDS**

Director Lieberman said that Al Longo, NN1J, #41728 asked to be relieved of handling the WPX Award and Ed, KM5FF, #50356 agreed to take over. Also, Doris Slye, N3TGB, #68129 has given up the 1000+ Bar Awards and Marilyn Webb, KK4HHL, #76400 has assumed this role. A motion to approve these appointments was made by Director Hemby, seconded by Director Webb. Motion carried.

## **NEW BUSINESS**

### **ASSIGN RESPONSIBILITY FOR HAMFEST SUPPORT TO PUBLIC RELATIONS COMMITTEE**

President Sojka described that the attendance at 10-10 conventions has gone down steadily. We have had problems with the housing contracts at the last few conventions due to the lack of attendance. If we were to move away from the traditional chapter-run conventions we wouldn't have to be concerned with a housing contract except for the Board meeting attendees. Director Webb made a motion, seconded by Director Drew that we replace chapter run conventions and combine future conventions with one of the major ham events. Responsibility is assigned to the Public Relations Committee. Motion carried. We would be able to reduce costs and attract more members to attend. In the future, we need to be discerning about which ham events we will support with our volunteers. Director Schlottman felt that what we need is a gathering and a banquet. Director Drew said traditional conventions are not working due a change in mind set, economics, etc.

Director Drew made a motion, seconded by Director Taylor to combine the Board meetings with the Dayton Hamvention for the foreseeable future. Motion carried.

Director Hemby made a motion, seconded by Vice-President Berger that the next convention or gathering be held at the Dayton Hamvention. Responsibility is assigned to the Public Relations Committee who will have the Planning Committee at its disposal for the gathering only. Motion carried.

### **ADVERTISING**

Motion by Director Taylor, seconded by Director Steinkamp that due to the lack of results in attracting new members from Canada, that 10-10 should cease advertising in the Radio Amateurs of Canada (RAC) publication. Motion carried.

At 9:30 A.M. a break was taken and the meeting resumed at 9:45 AM.

### **BY-LAWS REVISION**

Director Drew has been working on various grammatical revisions. Those were circulated recently. The changes were sent to General Counsel Splitt who is still reviewing them. By-Laws changes cannot be voted on at this meeting. After counsel is finished then a special session will be called to vote electronically on the revisions.

### **QSO PARTY HANDBOOK**

Director Webb has been working on a QSO Party Handbook and all events will be incorporated in the handbook. Electronic logging will be mentioned in the document. Director Lieberman will develop a similar document for awards. These will be PDF documents that the members can download from the website.

#### WIN 1010 UPDATES

Director Drew made a motion that changes to WIN 1010 should be coordinated with Jim Hardy, K4HAV, #17605 and a Board representative. The motion was tabled. President Sojka said that this program is not an official software of 10-10. He will tell K4HAV that he should coordinate with K5FBS for chapter changes and with N5MT for countries.

#### ACCEPTABLE MODES

Director Webb questioned whether the basic information for a required contact is present with JT65 since it is limited to 13 characters. Director Steinkamp said that it takes between 6 to 8 minutes to complete the contact, but the required information is there to use for a two-way legal 10-10 exchange.

#### OTHER DISCUSSION

Director Hemby made a motion seconded by Director Webb that since there are very few alternative restaurant choices, the Board will eat lunch at the hotel's restaurant. Motion carried. President Sojka said that the per diem is being increased to \$35 per day.

The meeting was adjourned at 10:30 AM and resumed at 1:05 PM.

#### DATA MANAGER REPORT

Data Manager Dave Smith, K6RDK, #65812 gave his report. In the past year, 2021 transactions were handled including new members and renewals. Of the 1121 renewals, 34% were electronic renewals. This was the first year of electronic membership transactions. There were 312 new members. There are 1179 electronic members as of July and 4615 active members. He is working with Ruth, N0KDB on returned newsletters from silent keys. Ten weeks prior to a member's expiration date he sends out an electronic mail alert. When he doesn't get a reply he prepares a notice through the mail. A standardized format is needed for receipts given out. President Sojka said that when the band is poor, 90% of new members find out about 10-10 from QST. When the band is in good shape, 90% of new members come from band activity. The large number of silent keys continues to counteract the new members that we have been attracting.

#### FINANCIAL REPORT

Treasurer Schlottman said that 10-10 is still very stable financially. We should be proud of the way that we have been managing 10-10's finances. From an accounting standpoint we only lost \$886 last year. We have lost about \$2400 in assets since last year. We have been very conservative and have budgeted for pre-paid dues. There are still some CD's paying decent rates. We should expect to lose money consistently each year for a period of time. He expects to lose about \$4000 next year. Newsletter costs and postage are going up. We have \$491,198 in total assets and a little over \$300,000 has been reserved. Advertising and attendance at hamfests have paid off in generating new members and

renewals. Many are for multiple years. Deferred membership dues is an estimate and it is a conservative figure in the proposed budgets. We will have less revenue and less income from dues. The biggest budget expenses continue to be the newsletters, expenses from representation at hamfests and Dayton and the Board meeting. There could be some savings when the Board meeting is held at Dayton. The Board approves budgets for two years. These budgets are based on losing money rather than breaking even. A motion was made by Director Lieberman and seconded by Director Steinkamp to approve the 2013-2014 and 2014-2015 budgets as presented by Treasurer Schlottman. Motion carried.

#### FINAL COMMENTS

Director Hemby stated that we should try to get representation at more hamfests. The cost is low and he encouraged the Board members to arrange to get supplies sent for a table. . Director Steinkamp talked about a data utility he has developed based on the work done by Past President Gross. It is updated every two weeks. It allows authorized users to download the program and interface with the Data Manager's database. He said that he would send the link to everyone present. Director Hemby is looking for an App for I-Phones to take users to the 10-10 website. KK3Q has been looking into this.

#### ADJOURNMENT

Motion by Director Steinkamp seconded by Director Drew to adjourn and the meeting was adjourned at 1:49 P.M.

Respectfully submitted,  
Larry Berger, Vice-President