

General Meeting Agenda

January 9, 2019

Maggiano's Little Italy – Santana Row

CALL MEETING TO ORDER

- Past President Linda Herschbach welcomed members to the January 2019 General Meeting at Maggiano's Little Italy and called the meeting to order at 12:15pm. She announced that there was a sufficient number of members in attendance to constitute a quorum.
- In addition, Linda thanked the Luncheon Committee (Gail Klis, Toni Burton, Sandy Harris, & Deanne Weston). Please remember to RSVP to Toni Burton if you are unable to attend the monthly General Meeting.
- Cindy Imelli introduced today's very special guests: Sustainers: Betty Benson, Val Billuris, Dorothy Johnson, Carol Lameira, and Babs Thomas.
 - Eight members of the 2019 Provisional Class also attended today's General Meeting: Rosella Blalock, Jane Kelly, Kathy Infantino, Kathy Marr, Jan Rath, Georgia Schon, and Kathie West. Welcome, Provisionals!!!!
- Happy Birthday to all of our members who celebrate their special day in January!!!!!! Celebrate you!
- Thank you, Sam Buchholz, Cece Derr, & Sue Harper, for your dedication to the Boutique Department! We appreciate all you have done over the years for the Thrift Box!
- Applause, cheers, and a gift certificate to La Foret for our very special member and friend, Jan Allen! We appreciate all you did in December and your years of dedication to the TB and its mission.
 - Jan recognized everyone's help – members, friends and family members – in the successful December renovation. "This Auxiliary works, because we all pitch in!"

PRESIDENTS TURNOVER --

- Kelly Burns expressed her gratitude to Linda Herschbach for all of her guidance during the past year (& yet to come!) and acknowledged that Linda is a "hard act to follow". She presented Linda with a gift on behalf of the SJ Auxiliary: the president medallion.

- Past President Linda Herschbach then addressed the group and outlined some highlights from 2018. She detailed the **new** (new registers, credit card terminals) that brought our shop into the 21st Century, the **changes** (upstairs footprint and hours increase) that will make us a more efficient organization, and the **consistent** (our significant donations to LPCH for uncompensated care). Linda feels proud to be a member of this organization and to have served as president.
- Next, Past President Linda Herschbach passed a significant token to Current President Kelly Burns: the gavel!
- Kelly thanked the outgoing board and stated that it had been a great pleasure to serve beside them.
 - Dorothy Johnson - Corresponding Secretary
 - Diane Herrick - Auxiliary Treasurer
 - Sandy Krakowski - Past President
 - Gail Jessen – Membership Chair
 - Jackie Daley - Publicity Chair
 - Shaye Ryall – Database Manager.

Kelly said, “We will now continue with our Annual Business Meeting.”

RECORDING SECRETARY – CHRISANNE BEEBE

- Recording Secretary Chrisanne Beebe thanked the SJ Auxiliary for entrusting her with the responsibility to document conversations and discussions at both Board and General Meetings. She tries to accurately capture the tone of each meeting in her minutes.
- Chrisanne showed two binders to the group; the first binder holds the General Meetings Minutes for 2018 and the second holds the Board Meeting Minutes for 2018.
- Kelly said: ‘Let the minutes read... The minutes of the Board of Directors’ meetings during 2018 are physically present for inspection by any member.’

CORRESPONDING SECRETARY – DOROTHY JOHNSON

- Kelly said, “The correspondence log for December is posted at The Thrift Box. May I have a motion to accept the correspondence log as posted? It has been moved and

seconded to accept the correspondence log as posted. All those in favor. Motion.
Accepted." (MSP)

AUXILIARY TREASURER – JOANNE SALAZAR

"Happy New Year! I am excited and honored to serve as the 2019 San Jose Auxiliary for Children Treasurer. I would like to acknowledge and thank Diane Herrick for her mentorship, training and patience this past year as I shadowed her each month to prepare for this important role. Our organization is fortunate to have Diane as a member. She is intelligent, hard-working, responsive and committed to our cause. I am fortunate to now call her my friend.

As a reminder, your annual dues of \$50 are now due. The deadline for submission is January 31. Checks need to be payable to "San Jose Auxiliary for Children." You can give your check directly to me today or pick up an envelope from me to mail your dues.

- *Currently, Joanne has received approximately 60% of the dues.*

Today, I will provide a year-end balance on our accounts and give a final tally of the monies we raised for the LPFCH for 2018. Account balances are as follows:

- San Jose Auxiliary: \$17,057.31
- Teen Van: \$2077.82
- Annual Campaign/Special Project: \$682.96

I have hard copies of the three financial reports, along with the check registers for the entire year, for your review. There is a copy of the December Financial Report for the Auxiliary posted outside the Managers' Office.

The final amount of monies we raised for the hospital, including "soft donations," for 2018 is as follows:

2018 LPFCH Donations Compared to Prior Year

Thrift Box Donations:	2018	% Change
March	\$ 110,000.00	5%
June	\$ 120,000.00	3%
September	\$ 140,000.00	19%
December	\$ 120,000.00	9%
	\$ 490,000.00	9%

Other Events and Income	2018	
BOB, Special Project, Wish List, Fundraisers	\$ 210,277.95	7%
Donations	\$ 15,836.80	69%
Charitable Trust	\$ 32,766.00	87%
	\$ 258,880.75	16%

Grand Total Thrift Box	\$ 748,880.75	12%
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Donation Dollars sent directly to LPCFH on behalf of Auxiliary	2018	
	2018	% Change
	\$ 48,055.00	-48%

Grand Total Thrift Box & Soft Donations	\$ 796,935.75	4%
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- If you have any questions, please feel free to contact me.”
- Kelly said: “Let the minutes read... ‘The Auxiliary Treasurer’s books and Annual Report for 2018 are physically present for inspection by any member.’”

THRIFT BOX TREASURER -- BARBARA SAKA

From the Thrift Box Treasurer’s Report:

Thrift Box Checking Account

Beginning Balance	\$ 211,795.64
Plus Receipts	+32,550.12
Less Disbursements	-228,081.54 (\$215,092 for LPCHS donations)
Ending Balance	\$ 16,264.22

Thrift Box Savings Account

Beginning Balance	\$25,223.83
Plus Receipts	+2,000.00 (standard monthly transfer from checking)
Plus Interest	+.61
Less Disbursements	-13,305.35 (for carpet/paint project)
Ending Balance	\$13,919.09

"With a beginning balance of \$212,000; receipts of \$33,000; and disbursements of \$228,000; our ending cash flow balance is about \$16,000. Receipt highlights:

- **Month/Quarter:** December 2018 receipts of \$33,000 are \$3,000 higher than prior year December and on fewer days open. "Average sales per days open" was \$2,236 versus \$1,666 in December 2017, a gain of \$570/day. Q4 2018 was an average of \$311/day higher than Q4 2017.
- **Annual:** 2018 total receipts of \$728,000 exceeded 2017 by \$36,000. Store sales were \$29,000 higher and BoB sales were nearly \$8,000 higher.
- **Credit Card (CC) Sales:** Credit card sales averaged 40% of total sales and the average sale is about \$30, as compared to \$10 for the average cash sale. CC fees averaged 2.5% in November and 2.7% in December.

Disbursements of \$228,000 included \$215,000 in LPCHS Donations, \$5,700 Sales & Use Tax, and our standard \$2,000 transfer to savings for use in funding future capital projects. December disbursements ran about \$400 above the 12-month YTD average of \$12,600. YTD PG&E bills total \$1,800 versus about \$9,700 for the same period in 2017."

- Barbara said, "The checkbook is present for viewing if any member is interested."
- Kelly said, "Let the minutes read ... 'The Thrift Box Treasurer's book is physically present for inspection by any member.'"

VICE PRESIDENT – BARB GARCIA

- "Thank you . . . I think . . . for allowing me to do this job!"
 - We should not take for granted the amount of work that each position requires.
- We began 2019 with 32 Provisionals, although two have now reconsidered their commitment.
 - Barb reminded us to remember what it feels like to be new at something or somewhere. Treat each other with kindness; guide and encourage the incoming Provisional Class.
- Vice President Kelly Burns announced the Board positions that are appointed by the President.
 - Publicity & Community Outreach – Kathleen Erdmann
 - Database Manager – Helen Shaw

- Newsletter – Carol Lindsay
- TB Treasurer – Barbara Saka
- Membership Chair – Nancy Zillman

MEMBER at LARGE -- SUE McCRARY

- Sue continues to collect extra-hours totals and she needs all information by the end of January.

NEWSLETTER -- CAROL LINDSAY

- The deadline for the February Newsletter is Wednesday, January 23 at noon.

1st QUARTER MANAGERS -- MARY CERTA & BARB BUEHLER

Managers' Comments (Mary Certa)

- We are off to an amazing start in 2019!
- First day = \$7500 . . . since the first day, each day, but one, has reached more than \$3000 in receipts.
- \$25,000 in January receipts alone . . . wow!
- We continue to retool the layout and procedure to make everything as efficient as possible.
- Goal = sell what we have to make more money for the hospital

2019 Management Team

- Monday = Mary Certa & Barb Buehler
- Tuesday = Chrisanne Beebe & Lynne Johnson
- Wednesday = Linda Heinlein & Linda Herschbach
- Thursday = Patti Barber & Pam Darin
- Friday = Tammy Mandarelli & Dani Castaldo
- Saturday = rotating

Please read the newsletter carefully for wants and needs at the TB; we really need a “steamer” (aka “ironer”) to freshen the clothing before placement on the floor.

Managers' Comments (Barb Buehler)

- Used merchandise is one of the largest industries in the nation (19/50 top industries)
- \$20 Billion in resale sales
 - By 2021, \$42 Billion is projected
- Why? The Millennials have discovered "thrifting"! They're our newest group of consumers!
- Why? Impulsive, environmentally conscience, and lack of interest in labels
- 2018 = 40% of Millennials shopped resale
- 1 out of every 3 women only shop resale
- Jan Allen's granddaughters suggested that we begin selling gift cards.

NEW BUSINESS

Teen Van – Susan Mosher

- 2018 Summary
- \$1150 receipts
- \$2600 donations (socks from Bombas)
- 1200 items donated

Members Party – Denise Lehman

- We would like to invite each and every one of you to our annual Thank You dinner, January 18 at the OCBH. We want everyone to come and celebrate our success. We are so proud to soon be "complete" members of this organization.
- There are still openings for this fun & wonderful evening!
- Try not to arrive before 5:30 pm!

Silver Polishing – Virginia Komar

- All silver sold at last BoB, because Virginia & Cindy were very selective. The members who took silver to polish and return by February were: Tammy, Pat Campen, Jana, Nancy, Linda, and Margaret Obenouer.

Giving Back

- January 23, 2019 (Willow Glen Pizza & Main Street Burger)
- Take a flyer from your table, please! Pass them on to family and friends!

Carol Dyson modeled a lovely red and black sweater that she purchased new at TB for \$29.00! It retails in a catalogue for \$149.00! Such bargains at The Box!

PARLIAMENTARIAN - Linda Herschbach: "I move that we approve the actions, decisions, proceedings and contributions made by the Board of Directors during the fiscal and calendar year of 2018." **(MSP)**

The 2019 Handbook is going to print tomorrow, January 10! Email any changes to Patt Brust today, January 9!

If anyone is interested in becoming the Thrift Box Treasurer in 2020, please talk to Barbara Saka or Kelly Burns.

ANNOUNCEMENTS

- February Board Meeting
 - Thursday, February 7, 2019 @ 9:30 a.m.
 - The Villas of Almaden
- February General Meeting
 - Wednesday, February 13, 2019 @ 11:30 a.m.
 - Cinnabar Hills Golf Club

Motion to adjourn meeting. **(MSP)**

Meeting adjourned at 1:05 pm.

Respectfully submitted,

Chrisanne Beebe

Recording Secretary