

**General Meeting Agenda**

**February 13, 2019**

**Cinnabar Hills Golf Club**

**Call Meeting to Order**

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- President Kelly Burns welcomed members to the February 2019 General Meeting at Cinnabar Hills Golf Club and called the meeting to order at 12:57 pm. She announced that there was a sufficient number of members in attendance to constitute a quorum.
- In addition, Kelly thanked the Luncheon Committee (Gail Klis, Toni Burton, Sandy Harris, & Deanne Weston) for going above and beyond for this special luncheon! Please remember to RSVP to Toni Burton if you are unable to attend the monthly General Meeting.
- Patty Ball introduced today's very special guests: Jean Berube (director of auxiliaries), Sustainer Betty Benson, Sustainer Liz Grim, and our other valued Sustainers who don't want to be mentioned!
- Happy Birthday to all of our members who celebrate their special day in February!!!!!! Celebrate you!
- Kelly is so delighted to celebrate her 2018 Provisional class and to welcome the 2019 Provisional Class!

**2018 Provisionals and Sponsors – President Kelly Burns**

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- President Kelly Burns remarked, "It has been an extreme pleasure to work with this group of outstanding women over the past year. These ladies have been a wonderful addition to The Box. Each of them has worked tirelessly, whether it be training, working on the floor, working upstairs or planning the member's dinner. They have developed a bond that will last for years, and it has been my great honor to get to know each of them. I would like to thank all 18 of them for their dedication to the health and happiness of the patients at LPCH Stanford and their families. I would now like to introduce the 2018 Provisional class and their sponsors."
- Each Provisional and her Sponsor were introduced. Each Provisional, now an Active Member, received a flower and a pin and the sponsors received "Thank You" notes.

| <b><i>Provisional</i></b> | <b><i>Sponsor</i></b> | <b><i>Provisional</i></b> | <b><i>Sponsor</i></b> |
|---------------------------|-----------------------|---------------------------|-----------------------|
| <i>Lisa Adolph</i>        | Carol Begley          | <i>Joyce Holleman</i>     | Carol Lindsay         |
| <i>Katie Arken</i>        | Linda Heinlein        | <i>Denise Lehman</i>      | Patt Brust            |
| <i>Linda Armentano</i>    | Linda Heinlein        | <i>Dee Lowney</i>         | Carol Begley          |
| <i>Sherry Bonaccorso</i>  | Ruth Colombo          | <i>Gina Marciano</i>      | Vinnie Hayes          |
| <i>Judy Burnham</i>       | Margaret Booher       | <i>Judy Nadler</i>        | Cindy Imelli          |
| <i>Paulina Crittenden</i> | Cindy Imelli          | <i>Margaret Obenour</i>   | Tracie Frandsen       |
| <i>Carol Cvietkovich</i>  | Linda Recchio         | <i>Sandy Phillips</i>     | Billie Schneider      |
| <i>Martinha DaSilva</i>   | Missy Ryan            | <i>Antoinette Saliba</i>  | Chrissane Beebe       |
| <i>Pam Greene</i>         | Kim James             | <i>Helen Shaw</i>         | Shaye Ryall           |

**2019 Provisionals and Sponsors – Vice-President Barb Garcia**

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| <b><i>Provisional</i></b> | <b><i>Sponsor</i></b> | <b><i>Provisional</i></b> | <b><i>Sponsor</i></b> |
|---------------------------|-----------------------|---------------------------|-----------------------|
| <i>Aicha Abdoulaye</i>    | Joelle Portera        | <i>Larry Mattert</i>      | Mary Certa            |
| <i>Rosella Blalock</i>    | Shaye Ryall           | <i>Meri Lynn Meonske</i>  | Margie McEachron      |
| <i>Kate Burton</i>        | Jan Ochs              | <i>Bobbie Miller</i>      | Paulina Crittenden    |
| <i>Debbie Crane</i>       | Judy Burnham          | <i>Shari Ollendorff</i>   | Carol Cvietkovich     |
| <i>Susan Dietz</i>        | Jean Myers            | <i>Jan Rath</i>           | Vinnie Hayes          |
| <i>Terri DiSalvo</i>      | Susan Salmon          | <i>Gesine Schaffer</i>    | Vinnie Hayes          |
| <i>Diane Francisco</i>    | Judy Nadler           | <i>Peggy Schatzman</i>    | Barb Springett        |
| <i>Dominique Garcia</i>   | Lori Rizzo            | <i>Georgia Schon</i>      | Carol Cvietkovich     |
| <i>Kathy Infantino</i>    | Maureen Lewis         | <i>Bonnie Swenson</i>     | Linda Recchio         |
| <i>Lillian Junker</i>     | Carol Begley          | <i>Carrie Townsley</i>    | Antoinette Saliba     |
| <i>Jane Kelly</i>         | Gwen Kale             | <i>Sandy Wallerstein</i>  | Marianne Carley       |
| <i>Jeannie Mahan</i>      | Chrisanne Beebe       | <i>Kathie West</i>        | Pauline Golitz        |
| <i>Kathy Marr</i>         | Jan Allen             | <i>Joan Worley</i>        | Toni Burton           |

- Vice President Barb Garcia announced the large 2019 Provisional Class and their sponsors; each Provisional received a yellow rose.

***SPECIAL ANNOUNCEMENT – “LADIES NIGHT OUT”***

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- President Kelly Burns extended special thanks to Linda Heinlein, Linda Herschbach, Chrisanne Beebe, Pat Taylor, Billy Schneider, Pat Campen, Carol Cvietkovich, Shirley Altstadt, Linda Armentano, Jan Ochs and Deanne Westen for their participation at “Ladies Night Out”. She gave an extra special thank you to Kathleen Erdmann – Publicity and Community Outreach, and Lucille Johnson – Jewelry.
- Lucille and the Gems curated an amazing collection of jewelry for “Ladies Night Out”. \$2396.00 in receipts for “LNO” with \$1663.00 of that total from jewelry (69% of total sales)! We can attribute that success due to publicity, hard work, and Lucille and the Little Gems!

***RECORDING SECRETARY – CHRISANNE BEEBE***

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- President Kelly Burns said, “Copies of the January Minutes and January Correspondence Log are posted at The Thrift Box. If there are no additions or corrections may I have a motion to accept the January Minutes and January Correspondence as posted.” (MSP)

***AUXILIARY TREASURER – JOANNE SALAZAR***

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- “As a reminder, your annual dues of \$50 are now past due. The deadline for submission was January 31. Checks need to be payable to “San Jose Auxiliary for Children.” You can give your check directly to

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San Jose Auxiliary  
Thrift Box

me today. Please do not leave until you do! We currently have 43 membership dues checks outstanding. All Provisionals have paid their membership dues.

- We ask that members submit any Auxiliary expense to the Treasurer within 90 days of when the expenses occurred. If you have any questions regarding this policy, please contact Joanne Salazar.
- "A penny saved is a penny earned." As Treasurer, I have a unique perspective to see the many ways our members stretch every dollar, so that we can do more with our resources. Examples include:
  - Delivering an envelope by hand to save a stamp
  - Asking for discounts or using coupons when items are purchased
  - Reusing office supplies, such as bags, clips, envelopes and notebooks
  - Recently, a member needed to purchase small gift items for the Provisional Lunch. She went to Costco and bought a \$50 gift card for See's Candy for \$38.99 and then went to See's store to buy the chocolate - saving \$11.
- It's heart-warming to see these small, but meaningful, actions that add up throughout the year. Nice job!

January 2019 Financial Report

| San Jose Auxiliary Report                 |                     |  |
|---|---------------------|--|
| <b>Opening Balance on January 1, 2019</b> | <b>\$17,057.31</b>  |  |
| <b>Total Receipts</b>                     | <b>\$20,360.00</b>  | <b>Itemized Transactions</b>   |
|   |                     | <b>\$12,650.00 – membership dues</b>                                 |
|   |                     | <b>\$210.00 – memorial donations</b>                                 |
|   |                     | <b>\$7,500 – Stella B Gross Trust donation</b>                       |
| <b>Total Disbursements</b>                | <b>(\$5,449.96)</b> | <b>Itemized Transactions</b>   |
|   |                     | <b>(\$30) – Association Dues</b>                                     |
|   |                     | <b>(\$239.97) – San Jose Auxiliary Gift</b>                          |
|   |                     | <b>(\$183.94) – 2017 Corresponding Sec Expense</b>                   |
|   |                     | <b>(\$2,760.26) – Members' Dinner</b>                                |
|   |                     | <b>(\$69.13) - Newsletter</b>  |
|   |                     | <b>(\$31.66) - Handbook</b>  |
|   |                     | <b>(\$310.00) – Memorial Donations (\$210 members, \$100 SJ Aux)</b> |
|   |                     | <b>(\$1,825.00) – Annual Campaign Seed Money</b>                     |
| <b>Ending Balance on January 31, 2019</b> | <b>\$31,967.35</b>  |  |

| Teen Van Report                           |                   |                              |
|---|-------------------|------------------------------|
| <b>Opening Balance on January 1, 2019</b> | <b>\$2077.82</b>  |                              |
| <b>Total Receipts</b>                     | <b>\$195.00</b>   | <b>Itemized Transaction</b>  |
|   |                   | <b>\$195.00 – scarf sale</b> |
| <b>Total Disbursements</b>                | <b>0.00</b>       |                              |
| <b>Ending Balance on January 31, 2019</b> | <b>\$2,272.82</b> |                              |

- I have hard copies with me today of the monthly financial reports, along with the check registers, for your review. A copy of the January Financial Report for the Auxiliary is posted outside the manager's office. Please contact me any questions.

### ***THRIFT BOX TREASURER -- BARBARA SAKA***

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- From the Thrift Box Treasurer's Report:
  - With a beginning balance of \$16,000; receipts of \$73,000; and disbursements of \$11,000; our ending cash flow balance is nearly \$79,000. Receipt highlights:
    - **Monthly:** January 2019 receipts of \$73,000 are nearly \$11,000 higher than prior year January, an all-time monthly record! "Average sales per days open" was \$2,555 versus \$2,184 in January 2018, a gain of \$370/day. Sales on our 1<sup>st</sup> day open after winter break was \$7,500 – WOW! 2019 promises to be a year of growth.
    - **Credit Card (CC) Sales:** Credit card sales averaged 41% of total sales with an average sale of \$31, as compared to \$11 for the average cash sale. CC fees averaged 2.3% in January versus 2.5% in November and 2.7% in December.
    - **Note to all Store Cashiers:** please take a moment to properly hit the Cash or Charge key on the registers to make it easier for our assistant treasurers to prepare their monthly report. Also, be sure to sign the daily count envelope in case we have questions.
  - Disbursements of \$11,000 included \$2,700 Sales & Use Tax, and our standard \$2,000 transfer to savings for use in funding future capital projects. Our PG&E bill was only \$135.
  - As always, a special shout-out to our Assistant Treasurers Maureen, Shaye & Suzanne and to all TB volunteers for your dedication and hard work! Whether you work upstairs, in the store, or manage the store or a project, it takes a Team Effort to make a difference.
  - Please feel free to email or call me with any questions you might have regarding our financials. They will be posted upstairs outside the managers' office.

### ***NEWSLETTER -- CAROL LINDSAY***

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- The deadline for the February Newsletter is February 20 at noon.

### ***1<sup>st</sup> QUARTER MANAGERS -- MARY CERTA & BARB BUEHLER***

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#### **Presentation (Mary Certa)**

- Mary expressed the managers' thanks for all of our hard work in January.
- She remarked that space is still being "adjusted" and suggestions & ideas are welcomed!

- Reminder – let the daily manager run the Z and Batch Reports at the end of the day. Then, counting can proceed.
  - It will help us slow down. As Barbara Saka said, “Slow down to work fast”.
- Provisionals will begin working on the floor in early March.
  - Welcome, guide, model behavior, work the rotation, arrive early – especially for the afternoon shift when a smooth transition is critical
- Patience and kindness are our key words!

#### **“Resale 101” (Barb Buehler)**

- Barb presented information from the Department of Labor and the University of Iowa (MBA thesis on resale stores).
- Barb explained the difference between the words retail and resale.
- Resale is growing 9 times faster than legacy retailers
- Some interesting facts:
  - The most growth in resale can be found in bridal, plus size, older teens & young adults, and furniture.
    - Why furniture? Mature people are down-sizing and families don't want the items. Career changes – furniture has no sentimental value. Young couples are value conscious due to tiny homes, renting, and the possibility of movement.
  - A “Thrifter” is a person who shops at resale store
  - 66% of consumers use Thrift Stores, because they find better brands at a low cost.
  - 13% of active “Thrifiers” are millionaires. “That’s how they stay that way.”
  - Most women wear an item five times and don't wear it at all.
  - 70% of a woman's closet goes unworn.
  - \$2420 would be saved annually if one bought clothing at Thrift Stores.
  - We could reduce emissions by 73% if we bought resale.
  - Jeff Bezos – from Business Insider Intelligence – Amazon is growing rapidly in apparel sales. 43% of consumers plan to spend more on apparel in the next year. 9.9 million articles of clothing are for sale on Amazon. Investigating if Amazon should invest in resale.

#### **OLD BUSINESS – JOANNE SALAZAR**

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- “Unfortunately, BoB Co-Chair Pam Darin is not able to attend today. Can you believe Best of the Box is just around the corner? It will be held on Friday, March 29 (9-5) and Saturday, March 30 (9-30). The store will be closed on Thursday, March 28, for setup and we will have a Member shopping event from 1:00 - 2:30 that afternoon. On Sunday, March 31, we will restock the store.

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- Our goal is to include everybody in the SJ Auxiliary as a Best of the Box participant sometime in the month of March. As a reminder, Active members are obligated per the By-Laws to participate in either the Spring or Fall Best of the Box event.
- If you are looking for a way to get involved, several departments are looking for help. A sign-up sheet is available today at the table by the entrance or please come see me after this meeting. In addition, we are looking for members or spouses who can help move tables and racks. This volunteer opportunity requires heavy lifting. We need help on Wednesday, March 27, from 3:45 to 5:00pm and Saturday, March 30, from 3:45 to 5:00pm. There is a signup sheet for this as well!
- To date the Best of the Box Committee has met twice to plan and brainstorm ideas to improve the event.
- For example, we are planning to have a dedicated wrapping table for china and glassware sets - which will help with the traffic flow at the registers.
- Another change is that the Provisional Class will be providing a light lunch to the setup workers on Thursday around 12noon – rather than snacks for the Member Shopping event. This welcome change will allow workers to grab a quick bite before the Member Shopping event starts.
- The positive energy and teamwork within this group is heart-warming. Thank you to the team for your efforts. I ask that the Department Heads and Committee members please stand up for recognition. Special thanks to Kathleen Erdmann for spearheading publicity!
- There are several ways you can help get the word out about this fabulous event. There is no stronger endorsement than that of a family member, friend or neighbor.
- In addition to mentioning the event in conversation, there are three easy, no cost ways you can encourage your family, friends and neighbors to come to the Best of the Best event:
  1. Send an email with a link to our website, ThriftBox.org, which has a dedicated page with Best of the Box details.
  2. “Like” and “Share” our Facebook event page – don’t forget to respond on FB that you plan to attend!
    - “Like”, “Share”, and “Respond”!!!!
  3. If you use the neighborhood phone app, NextDoor, add a post inviting your neighbors to the event and include a link to our website.
- Thanks again for your support and hard work to make this event a great success! See you at the Box!”

## ***NEW BUSINESS***

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- The 2019 Handbooks are now available. Please pick up your copy! Pick up a friend’s copy if your friend isn’t here!
- A huge thank you to Patt Brust for her hard work and attention to detail!
- March luncheon is the Decade of Service Awards. We have three 50-year members being honored!

**ANNOUNCEMENTS**

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- March Board Meeting
  - Wednesday, March 6 @ 9:30 am
  - Home of Nancy Zillman
- March General Meeting – Decades of Service
  - Wednesday, March 13 @ 11:30 am
  - Silver Creek Valley Golf Club

Thanks for buying jewelry today! Lucille and The Gems sold \$2000 in jewelry at today's luncheon!

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

Meeting adjourned at 1:46 pm.

Respectfully submitted,

**Chrisanne Beebe**

Recording Secretary