

General Meeting Agenda

March 13, 2019

Silver Creek Country Club

Call Meeting to Order

- President Kelly Burns welcomed members to the March 2019 General Meeting at Silver Creek Country Club and called the meeting to order at 1:00 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 all of their hard work in planning this spectacular event! Please remember to RSVP to Toni Burton if you are unable to attend the monthly General Meeting.
- Thank you to Linda Herschbach and Nancy Zillman for all of their extra work preparing for today's Decade of Service luncheon.
- Patty Ball introduced today's very special guests including the following Sustainers: Jan Allen, Heidi Chadwick, Bernie Griffin, Carol Lameira, Liz Grim, Elna Ray, Mary Ellen Beukers, Pat Taylor, Kathy Federow, Louise MacKnight, Val Biluris (debuting her St. Patrick's Day ensemble!), and our other valued Sustainers who didn't want to be mentioned!
 - Patty also mentioned Rebecca Travis' three daughters (Celina, Elizabeth, & Audra), Kandy Stevens (Jan Ochs' guest), Jackie Hammer (Maureen Lewis' guest), and Evelyn Carmella (guest of Tracie Frandsen, Marlene Skinner, & Vinnie Hayes).
 - We are always so fortunate to be joined by representatives from the hospital and foundation. Welcome to Jean Berube (Director, Auxiliaries Relations), Angie Holman (VP of Auxiliary Relations), and Malissa Magallenez (Assistant, Auxiliaries Relations).
- Happy Birthday to all of our members who celebrate their special day in March!!!!!!! Celebrate you!

LCPH Donations

- The Thrift Box Managers led by Mary Certa proudly presented the SJ Auxiliary's First Quarter donation to Jean Berube; the First Quarter donation totaled \$112,000!
- In addition, President Kelly Burns presented \$7500 on behalf of the Stella B. Gross Donation.

Years of Service Awards

- President Kelly Burns said, "It is my great pleasure to welcome the recipients of the Decades of Service Awards. Today we have 27 women representing a combined total of 480 years of service to the children at LCPH Stanford! We have 18 members serving 10 years; 4 members' serving 20 years; 1

Lucile Packard Children’s Hospital
San Jose Auxiliary
Thrift Box

member serving 30 years; 1 member serving 40 years; and 3 members serving 50 years. These 27 women represent the best of our Auxiliary, and we are grateful for their years of dedication.

- The 18 members of the class of 2009 were fortunate to be guided by Kathryn Remick. I would like to welcome Kathryn to say a few words about her provisional class and present the awards.”
- Kathryn Remick said, “The Provisional Class of 2009 began with 24 excited members. At the time this was the largest group to enter. Today we honor 18 members of this class with 10-year awards – a 75% retention rate! This group of women has provided support throughout all areas of The Box, including:
 - Several Shop Managers, with a cumulative of 15+ years as managers.
 - Many Pumpkin Patch and BOB Leaders including Chairs, Donation Drawing Chairs, and countless other helpers and pumpkin donors,
 - Board positions: President and Recording Secretary
 - Boutique: 10 years including special orders for members
 - Many other roles: Outside donations, Customer Service, working on the floor, Art, Knickknacks, Collectibles, Treasures, Home Décor, Linens, Handbags, Luncheon Committee and special services including Personal Shopping Consultant.
 - We recognize and thank these special women today.”
 - Kelly Burns called the Class of 2009 forward; Kelly called individual names. Kathryn and Nancy distributed pins to each member present.

Julie Anderson (not present)	Mary Ann Anderson-Ryder	Betty Benson
Sam Bucholz	Mary Certa	Terry Deinert
Julie Keith (not present)	Holly Marsh	Karen Marvin
Diane Paradiso	Claudia Parker (not present)	Jo Pugsley
Susan Salmon (not present)	Marie Sang-Sanfilippo	Elaine Scadden
Patty Ann Seamen (not present)	Rebecca Travis	Kathi Woods

- Kelly Burns continued, “We are fortunate to be able to honor 4 members of the class of 1999. These ladies have 160 combined years of service! That is a huge amount of hard work and dedication to the San Jose Auxiliary and all that we strive to do for the children at LPCH Stanford. These women have;
 - Worked tirelessly both upstairs and downstairs
 - Chaired treasures for 19 years for Pumpkin Patch, BOB and the daily sales on the floor.
 - Chaired the Boutique for Pumpkin Patch,
 - Been a Saturday manager.
 - These 4 women lead by example and embody the spirit of kindness.
 - Kelly invited the Class of 1999 to come forward with help from Nancy Zillman and Barb Garcia.

Bridget Garza	Virginia Komar
Fran DiPippo	Kathy Schroeder

Lucile Packard Children's Hospital
San Jose Auxiliary
Thrift Box

- Thank you, ladies, for ALL of your incredible years of service!
- Kelly continued, "In 1989 the Thrift Box was blessed with one of our most amazing and fun members ever! This special lady would go on to be:
 - An honored member,
 - Thrift Box President not once but twice,
 - A Store Manager in 2001, back when there was only one manager for the entire year,
 - The Friday manager in 2008,
 - Chair of the active wear, dress and tantalizing lingerie department,
 - And most importantly, an example of selfless service."
 - Kelly asked Nadine Pogue to come forward and receive her pin from Barb Garcia.
- Kelly reflected, "In 1979, the price of a gallon of gas was 88 cents, the #1 movie was "Kramer vs. Kramer" and the most popular TV show was "Three's Company". The Box made \$14,984 at Pumpkin Patch and was able to donate a net profit of \$59,000 to the hospital.
 - Our 40-year recipient, Marjolie Thomas joined the ranks of The Box in 1979 when The Box had only been on Lincoln Avenue for 6 years. It is also my great pleasure to live 2 doors down from Marjolie. Marjolie, will you please come forward so we can thank you for your 40 years of service to the San Jose Auxiliary?" Presentation of pin from Barb Garcia.
- Kelly continued, "And now for our final award recipients. The year was 1969. Neil Armstrong became the first man to step foot on the moon and the most popular song was "Sugar, Sugar" by the Archies. The "Thrift Shop" as it was called in 1969 was located at 33 West San Antonio Street. The San Jose Auxiliary donated \$15,400 to the hospital, which was named "Stanford Children's Hospital" at that time. Today we have 3 ladies who are being honored as 50-year members:

Donalee Boxlere	Susan Donohue	Phyllis Hooper
-----------------	---------------	----------------

- While Donalee and Phyllis were not able to join us today, we are thrilled to have Susan Donohue with us. Susan, will you please come forward?" Linda Herschach presented Susan with her pin.
- Kelly finished, "Susan, we thank you for your many years of service. You were one of the early pioneers of the San Jose Auxiliary, making important decisions like relocating and buying the store on Lincoln Ave., and shaping this into such a prosperous organization for the good of the children at LPCH Stanford.
- Finally, I would like to thank all of our sustainers who are here today. You all paved the way to allow us to continue fulfilling our mission statement, 'to raise funds to promote, foster and maintain the welfare of the children treated by Lucile Packard Children's Hospital Stanford.'"

Special Thank You – Tracie Frandsen & Marlene Skinner

- Former BoB Chairpersons Tracie Frandsen & Marlene Skinner honored someone who may not be a member, but she is a dedicated friend to The Thrift Box. She has spent countless hours creating

beautiful corsages for us to wear on our aprons during our BoB special events. Thanks to Evelyn Caramello, a friend of Vinnie Hayes, who has donated her time and creative talents to us!

Best of Box Update – Pam Darin & Joanne Salazar

- The Best of the Box is approaching quickly! Two weeks and counting!
- BoB will be held on Friday, March 29 (9:00 – 5:00) and Saturday, March 30 (9:00 – 3:00).
 - 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.
- Our goal is to have all members participate in the Best of the Box event. 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, a sign-up sheet is being passed around the room today. Please indicate where you can help.
- The Best of the Box Committee held its final planning meeting last Monday. We are implementing a few changes to help improve the event.
 1. The store layout has been modified a bit to optimize space and lighting.
 2. There will be a dedicated wrapping table for large items, such as china and glassware sets - which will help with the traffic flow at the registers.
 3. We will have three cash registers in the center of the store; no cash registers will be located by the front window.
 4. The Provisional Class is providing a light lunch to the setup crew on Thursday around noon – rather than snacks for the Member Shopping event. This will allow workers to grab a quick bite before the Member Shopping event starts.
- The Member shopping event will be held on Thursday from 1:00 to 2:30pm. Please note:
 - ONLY credit cards and checks will be accepted (no cash).
 - There is no limit on the number of items that can be purchased per member.
 - Please do NOT ask a Department Chair to hold an item for you until the 1:00 pm sales starts.
- A couple reminders when working BoB:
 - Be sure to sign in with Toni Burton when you arrive for your scheduled shift and get a corsage for your apron.
 - Wear your apron ONLY when you are scheduled to work; please take it off before and after your shift and feel free to shop.
 - Wear black pants and a white shirt.
 - If you have any questions or concerns during the event, please come find Pam or Joanne.
- As a reminder, there is no stronger endorsement than from a family member, friend or neighbor, so spread the word about this amazing event. The positive energy and teamwork within this organization is heart-warming. Thank you for your efforts.
- Joanne & Pam fielded questions from the gathered membership.

- Enter through backdoor for Member Shopping.
- Check with BoB Department Chairs for shift hours.

Recording Secretary – CHRISANNE BEEBE & Corresponding Secretary – Tracie Frandsen

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

Auxiliary Treasurer – Joanne Salazar

- We currently have 21 membership dues checks outstanding; all Provisionals have paid their membership dues. Thanks to the Membership Committee for following up with members who have not yet paid their dues.
- Are you looking for a no-cost, painless way to further support the SJ Auxiliary? If you start your Amazon purchase at Smile.Amazon.com, the company will donate 0.5% of every purchase. When you log into Amazon Smile, it will ask which charity you want to support. Please indicate: San Jose Auxiliary for Children! If you use the Amazon app on your smart phone, I have a suggestion. Delete the app and instead go to smile.amazon.com website and then add the link to your home screen. An icon will be added to your home screen, and it works just like the app. And on your home computer, add Amazon Smile to your bookmarks tab to ensure you always start at this site rather than Amazon.com. As of February 28, 2019, we have generated \$594.50 since we setup this account.
- The February Financial Report:

San Jose Auxiliary Report		
Opening Balance on Feb 1, 2019	\$31,967.35	
Total Receipts	\$1,662.98	Itemized Transactions
		\$1,200.00 – membership dues
		\$130.00 – memorial donations
		\$332.98 – Eat Out (\$235.21), Truist (\$51) & Amazon Smile (\$46.77)
Total Disbursements	(\$7,151.66)	Itemized Transactions
		(\$1,500.00) – SJ Aux Luncheon Honored Guests
		(\$67.96) – San Jose Auxiliary Gift
		(\$50.00) – Corresponding Sec Expense
		(\$2,564.86) – Members’ Dinner
		(\$529.50) - Newsletter
		(\$1,432.70) - Handbook
		(\$23.31) – Provisional Expenses
		(\$497.75) – Service Awards
		(\$49.75) – Sustainer Tea
		(\$180.00) – Memorial Donations (\$130 members, \$50 SJ Aux)
		(\$255.83) – Misc: SJ Aux Stationary
Ending Balance on Feb 28,, 2019	\$26,478.67	

Annual Campaign Report		
Opening Balance on Feb 1, 2019	\$3,031.21	
Total Receipts	\$0	
Total Disbursements	(\$269.62)	Itemized Transaction
		(\$250.00) – Stationary
		(\$19.62) – Address labels
Ending Balance on Feb 28, 2019	\$2,761.59	

- There was no activity in the Teen Van account.
- I have hard copies with me today of the monthly financial reports, along with the check registers, for your review.
- A copy of the February Financial Report for the Auxiliary is posted outside the manager's office. Please contact me any questions.

Thrift Box Treasurer – Barbara Saka

- TB Treasurer Barbara Saka could not attend today's General Meeting due to illness. Many thanks to Assistant Treasurer Shaye Ryall for representing Barbara today and presenting the TB Treasurer's report.
- From the Thrift Box Treasurer's Report:
 - With a beginning balance of \$79,000; receipts of \$59,000; and disbursements of \$22,000; our ending cash flow balance is \$116,000. Receipt highlights:
 - **Monthly:** February 2019 receipts of \$59,000 are nearly \$10,000 or 20% higher than prior year February. "Average sales per days open" was \$2,209 versus \$1,850 in February 2018, a gain of \$360/day.
 - **Year to Date:** Sales are \$20,000 higher than the same two-month period in 2018!
 - **Credit Card (CC) Sales:** Credit card sales averaged 41% of total sales with an average sale of \$30, as compared to \$10 for the average cash sale. CC fees averaged 2% in February versus 2.3% in January, 2.7% in December and 2.5% in November.
 - **Note to all Store Cashiers:** please take a moment to properly hit the Cash or Charge key on the registers to enable easier reporting of our financials.
 - Disbursements of \$22,000 exceeded the prior 12-month spending average by \$9,000. The main drivers were \$6,300 for our bi-annual property tax bill; higher than average Sales & Use tax on record January Sales; and \$1,400 for 12,000 two-part donation slips that will last for years. Our PG&E bill was only \$100.
 - 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.

Vice-President – Barb Garcia

- There are currently 25 Provisionals. Thank you for your kindness to and support of the Provisionals. They have felt very comfortable working their shifts.
- Please come to meet some of the Provisionals at Member Shopping event on Thursday, March 28.

Publicity & Community Outreach – Kathleen Erdmann

- Publicity Chairperson Kathleen Erdmann updated the membership on publicity for BoB.
 - The printer has a granddaughter who had a surgical procedure at LPCH and has been very generous.
 - There is a new banner on display in the window to the right of the front door. Check out “Best of the Box” in huge letters!
 - The Thrift Box is going green and therefore we didn't print paper flyers for March BoB. Instead, there are mailers on the counter.
 - The Thrift Box Facebook account has a running weekly countdown.
 - Ads in nine local papers will be coming out March 15.
 - Look for the email blast that was sent to the entire membership and forward it to family and friends.
 - Kathleen has made The Thrift Box more well-known on Lincoln Avenue and with the other Lincoln Avenue merchants.
 - Bloom, Starbucks, Nick the Greek are posting information for us.
 - WGBA website will post information – happy to have visibility with WGBA.
 - Information on Garden Theater marquee on March 15.
 - The feature in Almaden Times (article about TB and photo from September BoB) has led to further articles in the Bay Area News Group local papers. (Virginia Komar's photograph is on the front page of the Willow Glen Resident and local papers for Saratoga, Los Gatos, Campbell, Milpitas, and Cambrian
 - We're connecting with the community and continuing our traditions of kindness and good customer service.

Newsletter – Carol Lindsay

- The deadline for the April Newsletter is March 20 at noon.

1st Quarter Managers – Barb Buehler & Mary Certa

Managers' Comments (Mary Certa)

- March is off to a fabulous start!
- BoB preparations are well underway!
- Some members are selling items for us on eBay! Thank you to Kathy Federow!
- Take a deep breath at the end of the pm shift, so the managers can run their financial reports from the register and cc terminals.
- Thanks to everyone for being so supportive of the Provisional Class, and thanks to the Provisional Class for being so great!
- Most Provisionals have finished their two preliminary shifts.
- We're looking for new members for the 2020 Provisional Class; if you know someone, take a membership interest form from the manager and have that person complete & return it.
- If you are interested in being a manager, please contact Pam Darin or Patti Barber (the 2nd Quarter Manager).
- Leonard the Cardboard King has retired. If you know of anyone who may be interested in taking on a commitment to cardboard, please speak to one of the managers.

Managers' Comments (Barb Buehler)

- Event Catering Notebook
 - Pam Darin coordinated all of the items – tablecloths, coffee urns, silverware, etc. – in the attic.
 - If you are interested in borrowing any of the items, please sign out in the binder making sure to get a manager's signature. Caveat – bring items back clean!
- Bud the Record Guy sent a letter to the Auxiliary at the end of December.
 - In his letter he explained that he has noticed a significantly increased interest in vinyl.
 - For a while Bud was having trouble getting inventory. But, he tapped into a resource in December and acquired 1000 albums.
 - Please remember that he replenishes the record area on the first and the fifteenth of the month.
 - Data of note: \$13,326 in record sales in 2018 and since 2002, \$202,175 in record sales!
 - Bud wrote, "I'm very pleased and proud to be able to contribute to the Thrift Box goal of supporting the LPCH."

NEW BUSINESS

- Thanks to Judy Burnham for taking on the role of Co-TB Historian. Say "Cheese"!
- Linens for Best of the Box – Virginia Komar
 - Thanks to everyone who has volunteered to iron and polish items for BoB.

- Virginia is really, really, really desperate for 2 – 3 people to help on Thursday, March 14 @ 9:00 to tag and price linens for BoB.
- Please pick up your handbook or a friend's handbook!

ANNOUNCEMENTS

- April Board Meeting
 - Wednesday, April 3 @ 9:30 am
 - Home of Tracie Frandsen
- April General Meeting – Annual Campaign Kickoff!
 - Wednesday, April 10 @ 11:30 am
 - Allied Arts in Menlo Park

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

Meeting adjourned at 1:57 pm.

Respectfully submitted,

Chrisanne Beebe

Recording Secretary