

Business-Luncheon Meeting Agenda

October 9, 2019

Scott's Seafood

Call Meeting to Order

- President Kelly Burns welcomed members to the October Business-Luncheon Meeting at Scott's Seafood and called the meeting to order at 1:05 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, & Barbara Guerra) for all of their hard work in planning the luncheon. Please remember to RSVP to Toni Burton if you are unable to attend the monthly Business-Luncheon Meeting.
- Patty Ball introduced today's very special guests who included:
 - Sustainers & Honored Members: Betty Benson, Val Billuris, Liz Grimm, Bernie Griffin, Babs Thomas, Carol Dowd, Carol Lameira, and Jan Allen
 - Hospital Representative: Jeanne Berube, Director of Auxiliaries Relations
 - Happy Birthday to all of our members who celebrate their special day in October!

Recording Secretary – Chrisanne Beebe & Corresponding Secretary – Tracie Frandsen (absent)

- President Kelly Burns said, "A copy of the September 2019 Business-Luncheon Meeting Minutes is posted on The Thrift Box website. The September 2019 Correspondence Log is posted at The Thrift Box near the Managers' Office. If there are no additions or corrections may I have a motion to accept the minutes and logs as posted." (MSP)

Auxiliary Treasurer – Joanne Salazar

San Jose Auxiliary Account

- Balance on August 31 = \$22,590.55
- \$535 in Memorial Donations to LPCH

Annual Campaign

- The Annual Campaign will close on November 1.
- Remaining funds will be given to LPCH at the December Business-Luncheon Meeting.

Teen Van

- There was no activity in our Teen Van account.

Thrift Box Treasurer – Barbara Saka

- September Sales = **\$62,800K** (non-BoB sales; this represents an \$11K or 21% increase over Sept 2018)
- September's "Average Sales per Days Open" **increased about \$500/day** over 2018
- Credit Card sales = **48% of total sales** (the average CC sale was \$32 and average cash sale was \$10)

- **YTD receipts are up \$136,000** (or 24% higher than 2018. \$112K higher from normal biz & \$24K higher from **Best of the Box** events)

Vice President – Barb Garcia

- Thanks to the 2019 Provisional Class for providing a delicious lunch on **BoB** Thursday!
- A special thank you to Kathie West for coordinating the **BoB** luncheon
- The Annual Members' Dinner will be held on Friday, January 17, 2020! RSVP soon for this special event!

Past President – Linda Herschbach

- The nominating committee continues to seek out candidates for the 2020 Board.
 - A candidate for Vice President is still needed.
 - The role of VP is not as daunting as it may seem; it's a good commitment because you learn so much about the Thrift Box, the Association of Auxiliaries, and the Foundation.
- Please submit send any names to Linda Herschbach or Sue McCrary by Monday, October 14.

Membership Chairperson – Nancy Zillman

- Currently we have 16 prospective members for January 2020!
- There will be informational meeting on November 10 for these potential members to learn more about our organization and fill out applications.
- We continually take names of people interested in membership
- Sponsors are needed for 13 of the prospective member
- What are the responsibilities of a sponsor?
 - You're involved in the "fun" things, not the training!
 - Examples – Hospital Tour, Board Luncheon, Business-Luncheon Meetings, etc . . .
- Please contact Nancy Zillman if you have any questions about being a sponsor for a new member!

Publicity and Community Outreach Chairperson – Kathleen Erdmann

- The Thrift Box will offer 20% off all merchandise for the Fall Wine Walk on Saturday, October 12.
 - The Thrift Box will not just be a "water stop" for this event; we will serve wine, water, and wrapped snacks!
- Don't forget the Giving Back Fundraising Program on Wednesday, October 23 . . . all day . . . for dine in or takeout food and beverage purchases!
 - Willow Street Pizza in Willow Glen - 20% with flyer
 - Main Street Burgers in Willow Glen - 15% with flyer
 - A coupon is necessary for the discount and give back.
 - An email blast will go out to the membership with the coupon attached. Pass a coupon on to your family, friends, and neighbors!

Best of the Box Recap – Joanne Salazar & Chrisanne Beebe

Joanne’s Comments

- Twelve Departments participated: Art, Books, China/Crystal, Collectibles, Designer, Dolls, Jewelry, Linens, Purses, Scarves, Silver, and Treasures
- Estimated profit: \$54,000
- Estimated total volunteer hours to organize: 2,178
- # of members who worked: 126 (many members worked multiple shifts)
- # of customers who shopped: 1,068

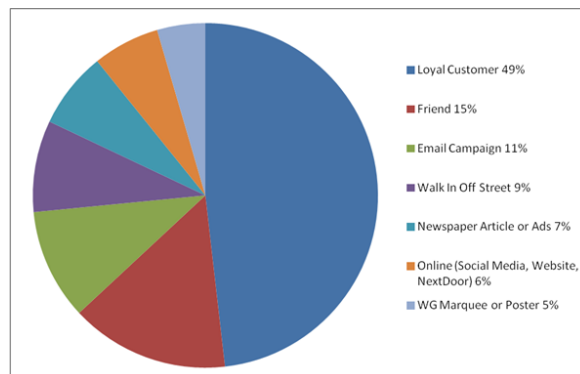
Chrisanne’s Comments

Heartfelt thanks to . . .

- the Provisionals for the delicious lunch on Thursday! The time to unwind and refuel was essential to keeping our spirits and energy up.
- Ron Garcia and the “moving crew” for their hard work and efficiency on Wednesday evening and Saturday afternoon!
- the BoB Committee for its flexibility in optimizing floor layout! Special thanks to Cheryl Robbie, Deb Steiner, and Sue Harper for their willingness to work with the new layout.
- our team for optimizing marketing costs by using email campaigns! There have been so many positive comments about our email campaign and our Facebook and Instagram posts.
- the Welcome Committee for conducting the customer survey! The data you collected is essential to our future planning.
- And thanks to all of you who worked a shift and/or helped to prepare for BoB! As Thomas Jefferson once wrote, “I believe that every human mind feels pleasure in doing good to another.” We did “good” at BoB. Feel proud.

Joanne’s Comments

- Although the membership was unable to view the pie chart, Joanne explained each component.



4th Quarter Managers – Chrisanne Beebe & Lynne Johnson

- “Kickstart to Christmas”

- The TB will be transformed into a Christmas Wonderland on November 3.
- You are invited to find that special Christmas decor you never knew you needed at a “members only sale” on Sunday, November 3 from 12:00 - 1:00.
- 2020 Managers – What is your “why”?
 - Chrisanne & Lynne spoke about their “why’s” for becoming managers and encouraged members to think about pursuing a different and more active role at the Thrift Box.
 - Some reminders:
 - The manager position can be flexible
 - Working with a partner
 - Sharing a day by working morning or afternoon
 - Working the same day of the week but sharing the month
 - Working a random schedule as it fits into your calendar
 - Vacations can be covered by other managers or your partner
 - The manager position is available to all members, regardless of status.
 - If you are interested in seeing what it is all about:
 - contact one of the managers
 - shadow us for a day
 - ask questions

Updates and Announcements

- San Jose Auxiliary Bylaws
 - The timeline for approval has been updated. The board will vote on November 6 followed by the members’ vote on November 13.
- eBlast Responses
 - Please respond to the dedicated link that is embedded in text of the email.
- Wish List and Caring for Hearts
 - SJA has made a \$19,030 donation to the Wish List.
 - The donation will benefit departments like Child Life, Intermediate Care Nurseries, and Family Guidance & Bereavement.
 - SJA made a \$5,000 donation to Caring Hearts, an All Auxiliaries project which provides education for parents and families of children with cardiac issues.
- If you’re interested in the position of Thrift Box Treasurer, contact Barbara Saka!
- Outside Donations seeks volunteers!
 - No experience necessary! Talk to Vinnie!
- Caring and Concern
 - Please inform Pat Campen if you know of any members in need.
- Make your reservation for the Members’ Dinner as soon as possible!
- The deadline for the November Newsletter is Wednesday, October 23 @ noon.

Lucile Packard Children's Hospital
San Jose Auxiliary
Thrift Box

- We will meet at Giorgio's on Wednesday, November 13 for our next Business-Luncheon Meeting.
- The next Board Meeting will occur on Wednesday, November 6 at the home of Barbara Saka.

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

Meeting adjourned at 1:53pm.

Respectfully submitted,

Chrisanne Beebe

Recording Secretary