

**NFSS Board Meeting Minutes - 3rd Quarter, 2002**

Meeting began on the NFSS' Officers' List via internet August 11, 2002 and ended August 31st, 2002.

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TREASURER'S REPORT:

Based on various comments made by several members during conversations on the Finch/Softbill Forum, it seems that many of our members believe that the Society is still in financial trouble.

Please take a look at the figures included with this report. Although we cannot begin to spend frivolously or stop being frugal, I do want to put all of our members' minds at ease that we are in great shape in the money department.

Please keep in mind that there are still some major expenses to be paid this year (the 2003 Band Order and two more Journals), but there are approximately 250 members that haven't had their membership dues come up for payment yet. As it stands now, I would project that our total gain for the year should be approximately \$7,000.

As a reminder, the full, detailed Financial Reports are now being submitted and published after the end of each calendar quarter.

For the period 1/1/02 to 8/26/02:

AMOUNT in SAVINGS & CHECKING- \$23,599.79  
INCOME: \$24,990.70  
EXPENSES: \$14,312.37  
NET GAIN: \$10,678.33

Respectfully submitted,  
Mark Phelps  
NFSS Treasurer

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MEMBERSHIP REPORT:

3RD QUARTER MEMBERSHIP REPORT

Our Membership continues to increase - even slightly over the Summer which has traditionally been our slowest membership time. I would like to mention here that since we made the change to our Membership Application to more fully explain the ramifications of the Bulk Mail Membership option, we have seen a significant increase in First Class Memberships. Earlier this year, 72%

of our members had chosen the Bulk Mail option. Today that percentage is 50%. To help illustrate the change, a survey of the past three months of new and renewing memberships shows that fully 78% of our members chose First Class Mail during this time.

The following are the NFSS membership numbers as of August 26, 2002:

633 Memberships  
 81 Dual (2nd Names on Dual Memberships)  
 714 Total Members

Regional Breakdowns:

<u>Region</u>	<u># Memberships</u>	<u>Dual Members</u>	<u>Total Members</u>
1	142	13	155
2	126	13	139
3	148	20	168
4	56	14	70
5	30	4	34
6	110	17	127
7	12	0	12
8	9	0	9

Respectfully submitted,  
 Martie Lauster

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LIAISON OFFICER'S REPORT:

LIAISON OFFICER REPORT:

This past quarter has been spent answering many inquiries about NFSS via email and telephone. I've sent out several new affiliation packets. To date there are 50 affiliated clubs in NFSS.

Respectfully submitted,  
 Ginny Allen  
 Liaison Officer

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FINCHSHOP REPORT:

On July 1, 2002, I took over as FinchShop manager. I'd be remiss if I didn't go on record to say that Ginny Allen did a superb job preparing for the

handoff. the detailed instructions and information she provided allowed me to step in without difficulty. Thank you Ginny! I also want to thank Harry Bryant and Mark Phelps for their guidance those first few weeks.

Between June 12 and August 24, by my reckoning, FinchShop sold 88 items grossing nearly \$600. With cost of goods sold around \$300, I'm happy to report FinchShop running well in the black. These figures are necessarily estimates, as not all invoices are in for the period. The Treasurer's report will provide more precise figures.

I'm tracking the postage structure to see if adjustments are needed following the postal rate hike. the only problem I've seen so far is on orders requiring shipment from several vendors. here is a case in point: a customer ordered 11 items totaling \$95.45. The shipping amount we charged was \$7.70. The items were shipped from 4 locations, with actual postage totaling about \$17.00 (an estimate because one vendor invoice is not in). Over next few months I will assess the frequency and impact of shipping cost shortfalls and recommend changes to our postage scale, if needed.

In the coming months, I hope to be adding a photo CD to the FinchShop inventory. NFSS members will be asked to submit finch/softbill photos for the project. The project is being headed by Shirley Kemp and Ginny Allen. I'm sure it will be a great success!!

Respectfully submitted,  
Sue Haberkorn  
FinchShop Manager

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### NFSS 3rd Quarter Award Manager Report

Hello Folks. So far this year we have sold \$2330.00 in ribbons and trophies. Only 23 clubs purchased NFSS Ribbons and Trophies this year - other clubs purchased their ribbons and trophies somewhere else. We have spent \$1010.59 on Ribbons so far and I do not have invoices yet for plaques or Special Order ribbons. Moore Awards usually charges us \$3.95/ribbon but gave us a quantity discount this year. This price is still very high.

I am still researching new vendors for ribbons and trophies. i thought that I would have new ones before I placed my orders for this year, however, due to the life, I have not been able to shop around, also, I have found it extremely difficult to get quotes over the phone from the companies that I have contacted. I have to make appointments with them and visit them with samples and projected sales in order to get a price with a good quantity discount. I am still working on this.

Because of the mentioned difficulties, it looks like I will overshoot the Awards Budget for this year. (Sorry folks but I am about to gobble up Marks's profit margin!!!! LOL) I had reduced my budget by \$1000.00 from last year with the

anticipation that I would be able to get a new ribbon supplier, however, time did not allow and I was forced to use the more expensive one that we already have been using. I do not intend to have this difficulty next year.

The following is my CURRENT (as of 8/26/02) spreadsheet (excel) that I keep that keeps track of the status of ALL the orders. Please feel free to download and review it if you wish. (You must go to the website to download if you receive this Group in digest mode!!!)

I am working with Martha on the New National Judges Appreciation Plaque. This plaque will be presented to the judge that is selected to judge at the Nationals each year.

No one has come to me about Bred and Banded awards since first mention of them in the first quarter. We do have Unflighted ribbons, however, this was to be separate award for something else. Is this still being considered by anyone?

I am going to make inquiries as to how other National Specialty Clubs sell their ribbons and trophies. SPBE, for example, includes them with different values or "levels" of affiliation (combining both duties into one). I am also looking into trying to provide a less confusing order form for next year with sample pictures of the awards on the so folks will know what they are ordering!

If you have any questions, please contact me, I will be happy to help! If you would like to donate your previously won, but brand new looking ribbons, to NFSS, please mail or give them to me and I will match them up with spares that I have to form a set.

Respectfully submitted,  
 Darla Dandre  
 NFSS Awards Manager

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BAND SECRETARY REPORT:

June 25 orders	\$523.25 rec'd.	Paypal 15 orders	mail-ins 10
July 17 orders	\$300.08 rec'd.	Paypal 6 orders	mail-ins 11
August 14 orders	\$241.21 rec'd.	Pay pal 9 orders	mail-ins 5

Majority opinions from the Board posted to me was stay within budget. Ordered from Hughes, for year end for 2002 aluminum Red bands was \$111.46 with S&H.

Ordered from RedBird for inventory balance for year end 2002 split plastic bands was: \$380.00 with S&H.

Ordered one half of projected bands for 2003 aluminum violet bands, estimated at \$2,877.34 with S&H.

Orders tallied for 2002 to date:

- Jan - 87
- Feb - 44
- March - 22
- April - 23
- May - 22
- June - 25
- July - 17
- Aug - 14

I redesigned the order sheet to include plastic split bands and sent to Martie in June. I can't see using 2 order forms in the journal. I was hoping to resolve the problem of taking up too much space.

Respectfully submitted,  
Paula Hansen  
NFSS Band Secretary, Pro Tem

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### JOURNAL EDITOR'S REPORT - 3rd Quarter 2002

We have now produced two Journals in the new format and it has been well received by the membership. The print quality and paper choices are excellent. I am continuing to work with our Printer on scheduling issues and these should be ironed out for our Sept/Oct issue.

Respectfully submitted,  
Martie Lauster  
NFSS Journal Editor

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### ADVERTISING & PROMOTIONS REPORT

Work has been completed on NFSS Ads which have been submitted to AFA, GABS, and NCBS> Additionally, we provided a brochure that was included in the AFA Tote Bag. This was a somewhat expensive thing to do and I will keep the board informed of any response we receive from this so we might decide whether this is worth doing in the future.

The new advertising price structure was a significant factor in gaining the BirdCare Company advertising insert that was included with the May/June issue of our Journal.

Our new advertising rate sheet has been sent to prospective Journal advertisers along with a copy of our new Journal and cover letter. I am beginning to see some response to this and at this writing, we have three new commercial display ads to include in the Sept/Oct NFSS Journal. The Journal's outside back cover and both inside covers have been sold for the next year (two years in one case), as well as the last full page adjacent to the back cover.

Respectfully submitted,  
Martie Lauster  
Director of Advertising and Promotions

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2nd Vice Presidents report – 3rd quarter - 2002

Publications – Update

I am presently reviewing some of our forms and publications in an attempt to consolidate the various forms for better efficiency and to possibly incorporate them on the website in an attempt to lower our cost for printing and distribution.

Website - Update

I am presently adding an interactive version of the NFSS census to the website. I am also in the final stages of implementing the Shopping Cart technology for the Leg Bands, and after a review of our publications (see above).

Legislation - Update

I am monitoring the AFA – USDA - AWA situation and updates will be furnished to our members as they become available. We are also continuing our watch on the AR movement and any new Federal and State legislation that may be of concern to our members.

Regards,  
Harry Bryant  
NFSS 2nd Vice President

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3RD VICE PRESIDENT QUARTERLY REPORT

As of 8/26/02 we have ten people participating in the Finch and Softbill Save Program.

Group Managers to date:

Roland Cristo - Softbill Group Manager  
Jack Eitniew - South American Finches Group Manager  
Randy Taylor - Waxbill Finches Group Manager

Species Captains to date:

Larry Baum - Violet Eared Waxbill Species Captain  
Harry Bryant- Masked Grassfinch Species Captain  
Ginny Allen - Red Headed Parrot Finch Species Captain  
Cathy Mackay - Pekin Robin Species Captain  
John Kilmer - Superb Starling Species Captain

Harry Bryant and Martie Lauster are graciously working on Launching our NFSS census. We anticipate running the census in both the NFSS Journal and the NFSS website. Currently, I am not specifying an "end date" for participation in the census. We would like to see participation nationwide in the census and include bird keepers outside of NFSS as well as our own membership so that we attain a more accurate reading of which and how many species are being kept and bred. The census will be ongoing for the time being. We will be publishing tallies in the Journal and on the website as numbers come in. We hope that this will enhance the amount of participation in the census this year.

Respectfully submitted,  
Kerri McCoy  
NFSS Finch and Softbill Save Direction, 3rd VP

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#### 4TH VP REPORT - 3rd Quarter 2002

Report of the Office of the NFSS Fourth Vice President,  
Judges Panel Director, Standards, Points Manager and Research  
Third Quarter 2002

#### WELCOME NEW NFSS PANEL JUDGE - JERRI WIESENFELD

Congratulations to Jerri Wiesenfeld of Jacksonville, Florida for successfully completing the NFSS Apprentice Judge program and being accepted by the NFSS Board of Directors to the NFSS Judges Panel during the 3rd Qtr 2002 Board meeting! Jerri is an NFSS Exhibitor of Excellence and a hard worker and strong supporter of NFSS shows. Welcome to the Panel, Jerri!

#### NFSS ANNUAL NATIONAL SHOW - AT NCBS

You all are invited to participate and assist at the spectacular NFSS National Show, held in conjunction with the National Cage Bird Show this year in Santa Clara, California. NFSS Board Members, in particular, are asked to assist

during this show. Please contact Martha Wigmore in advance (ASAP!) to volunteer for the following: Ribbon Tie and Division Security on Friday lunchbreak and for two-hour shifts on Saturday. Work and learn (well, OK, play!!) with the best! You are VERY welcome and you'll see and learn about some GREAT birds!

New NFSS SHOW REPORT FORM

You'll have many more cage bird shows to visit in the next few months as the show season reaches its peak. NFSS Panel Judges and Show Secretaries will be reporting show results on a new NFSS Show Report form. Please discard all previous versions of the form as they are now incomplete.

UPDATED SHOW CLASSIFICATIONS SENT TO AFFILIATES

All affiliated clubs have been sent updated NFSS Show Classifications this summer, either by e-mail or if our e-mail went unacknowledged, by mail. In addition, as mentioned in the July/August 2002 issue of The NFSS Journal, NFSS is happy to send you Show Secretary Worksheets that correspond to the NFSS Classifications. If you would like a copy of either, please contact me.

Respectfully Submitted,  
Martha Wigmore

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NEW BUSINESS:

Motion 12-2002:

A motion by Kerri McCoy regarding the need for the NFSS to purchase Liability Insurance. Should NFSS officers investigate purchasing such insurance and present their findings to the board for discussion and potential purchase? Seconded by Martie Lauster. This motion passed - 13 YES 2 NO

Motion 13-2002:

A motion by Paula Hansen, Band Secretary, that NFSS implement a \$10 or \$5 minimum purchase amount for all plastic split-band sales. Seconded by Ron Castaner. Motion passed - 8 YES 7 NO

Motion 14-2002:

A motion by Martha Wigmore, Director of Panel Judges, that Jerri C. Wiesenfeld be accepted to the NFSS Panel of Judges. Seconded by Martie Lauster. Motion passed - 12 YES 1 NO 2 Abstained

Motion 15-2002:

A motion by Martha Wigmore: Shall the NFSS Board approve the style and

wording for the NFSS annual award to the NFSS panel judge who has judged the NFSS National Show, held in conjunction with the National Cage Bird Show, a plaque commemorating his/her participation in the event. Seconded by Kerri McCoy. Motion passed - 14 YES 1 ABSTAINED

Motion 16-2002:

A motion by Martha Wigmore that the NFSS Board approve a special one-time recognition and commemoration of NFSS judges' contributions at past NFSS annual National Shows held in conjunction with the National Cage Bird Show in the form of plaques (style and wording as per NFSS' award for the 2002 Judge at NCBS). Seconded by Kerri McCoy. Motion passed - 11 YES 4 NO

Motion 17-2002:

A motion by Martha Wigmore requesting that an audit be undertaken, per NFSS Bylaws Article 5, paragraph 13 (Treasurer), of the Treasurer records for 2001. The specifications for this activity are spelled out in the Bylaw section referred to. Seconded by Harry Bryant. Motion passed - 11 YES 3 NO 1 ABSTAINED

In reference to Motion 17-2002, this was not, in fact, a "motion", however, it was seconded. The Bylaws of the NFSS require that an annual audit of the Treasurer's books take place regardless of the vote tally presented.

Respectfully submitted  
Patrick Vance, Acting Secretary