

Board Meeting – Northern Pacific Railway Historical Association – September 16, 2018 – Tumwater, Washington

Meeting called to order by President Bill Zidel at 8:00 AM. Board Members present: Golde, Hillard, Makins, O’Neil, Shannon, Shearer, Woodward, and Zidel. Zieska did not attend the 2018 Convention due to health issues.

Convention Comments: President Zidel commented that discussion relating to Conventions in general should be directed to the Conventions Committee (Steve Fuller, Dean O’Neill, and Jan Taylor). Harold Shannon commented that the overall convention content was good and the train ride was about the right length. We should explore means of publishing *updated* Convention Schedules as early as possible, and communicating this via email, on the NPRHA web site, and other appropriate electronic media. A significant portion of our membership wants to make travel arrangements several months in advance – they need to know the starting and ending times of the convention at least three months prior to the convention.

Dean O’Neill commented that we need to overhaul the NPRHA Web Site to improve its ability to communicate with members, as well as retaining its ability to provide access to all the historical information currently available via the site.

Dave Hillard commented that we should also utilize *The Mainstreeter* as much as possible to communicate plans and schedules for the Convention in a timely manner.

Convention nametags should have a two-point connection to the lanyard to ensure that the persons name will always be displayed.

Convention chairs should leverage local Chambers of Commerce and other organizations, museums, etc., to obtain local publicity and insight for the convention. We should provide these organizations with copies of articles about the Convention location that have appeared in past issues of *The Mainstreeter*, so they will know how NPRHA has viewed their locale and can encourage local participation in the Convention.

Investment of NPRHA Funds: President Zidel commented that we should investigate investing a portion (up to a third) of NPRHA’s current funds balance in a low-risk account that will earn some interest. Current NPRHA balances earn about 0.6% interest – not enough to keep up with inflation. Dave Hillard, Don Golde, and Harold Shannon will investigate investment possibilities at national financial institutions, including minimization of fees, and report back to the Board. Investments of this nature will be a bit simpler now that we have Hillard, Golde, and Zidel set up as Key Executives and Check Signers for NPRHA.

Officers for 2018-2019:

- Don Golde moved that Ken Zieska serve as Vice President, Dean O’Neill seconded. Motion carried on unanimous voice vote.
- Don Golde moved that Dave Hillard serve as Treasurer, Dean O’Neill seconded. Motion carried on unanimous voice vote.
- Dave Hillard moved that Jim Woodward serve as Secretary, Don Golde seconded. Motion carried on unanimous voice vote.
- Bob Makins moved that Bill Zidel serve as President, Dave Hillard seconded. Motion carried on unanimous voice vote.

Discussion of Costs of Selling items in the NPRHA Company Store: Dean O’Neill presented information regarding the expenses associated with selling items in the NPRHA Company Store, currently housed at the Pacific Northwest Railroad Archive. Some of these are transaction fees, some are for advertising in *Classic Trains*. Kent Sullivan commented that without NPRHA and the Company Store, many items sold by the Company Store simply would not be available anywhere, so perhaps we should not be too concerned with costs associated with sales via the Company Store. Bill Zidel, Dave Hillard, and Chris Atkins will meet with Gary Tarbox to discuss the relationship between the NPRHA Company Store and PNRA, and perhaps which commercial magazine(s) we should use to advertise the NPRHA Company Store. Dave Hillard commented that we should consider the offering of kits, books, and other items through the Company Store as a service to those who are interested in the history of the Northern Pacific, and not be overly concerned with who makes a profit on the items sold. For-profit corporations use the term *Good Will* to describe the intangible value of their businesses to their customers; perhaps NPRHA should consider a similar approach to costs associated with distribution of items sold through the Company Store.

Comments on the 2018 Convention and Future Conventions:

- Space: We need to ensure that there is adequate space for presentations, including a presentation room with a ceiling high enough to take full advantage of our large projection screen. We need to ensure that there is adequate

space for the banquet and the swap meet. Both the Wallace and Tumwater conventions were marginal with respect to space. Ensuring adequate space may require a slight increase in the cost to register for the Convention, but that will likely be worthwhile.

- **Timing of Registration:** We need to explore ways to encourage relatively early registration for Conventions, to ensure both adequate space and adequate transportation capacity for tours, train rides, etc. We might consider implementing a substantial price increase for those who register less than six or eight weeks prior to the Convention start date. Of course, this requires that we provide a clear and accurate schedule for the convention as early as possible – preferably six months prior to the Convention start date. The Convention Committee can consider these and other issues.

Grants: Harold Shannon commented that he has already identified three potential Grants for 2019. Dave Hillard and Bill Zidel moved that we increase the limit on grants to \$15,000 per year. We also discussed removing the limit of \$5000 per grant. Don Golde commented that the Board could use its authority to expend more than \$15,000 per year if the Grants Committee receives Grant Requests totaling more than \$15,000 per year. Bob Makins seconded the motion to increase the limit on grants to \$15,000 per year. Carried unanimously via voice vote.

Modeling Committee Funds: Bill Zidel moved to provide temporary funding for the Modeling Committee to bring in inventory that exceeds their current available cash in order to accept the large order of Rapido boxcars. Golde seconded. Carried unanimously via voice vote.

Bob Makins moved to adjourn the Board Meeting, Dave Hillard seconded. Carried unanimously via voice vote.

Adjourned at 9:24 AM.

Jim Woodward – Secretary, NPRHA