**Members Business Meeting Minutes**

**Wednesday, October 23rd, 2019 Saratoga Springs, NY 4pm - 5pm**

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| **Roll Call**Advanced Veterinary Specialists Matt HernandezAnimal Emergency & Referral Center Karen ReynhoutCenter of Veterinary Expertise Dani Russ Four Seasons Veterinary Specialist Tara BrittCARE (Charlotte Area Referral & Emergency) Jack HendersonVeterinary Specialty Care (South Carolina) not representedUpstate Veterinary Specialties Aaron WeyPittsburgh Veterinary Cardiology Eva SikorskaVeterinary Specialists of the Rockies Megan Rector  Wisconsin Veterinary Referral Center Kari Severson  |
| **Membership Committee (Tara) normally Jayde** 1. Membership reclassification – added 3rd membership type, after a lengthy discussion the tentative new names are: See Strategic Planning notes for update – Level 3, 2, 1.
	1. Single (Exclusive?) = single boarded specialty service ***or*** ER only
	2. Intermediary = multiple specialty boarded services w/out ER ***or*** single boarded specialty service with after-hours ER
	3. Traditional = one or more boarded specialty services with 24/7 ER
2. Discussion of IVPA membership and VSPA Member hospitals during the future of ExpertVet topic (see below). VSPA members are encouraged to join IVPA and participate in their initiatives.
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| **Treasurers Report (Emily)**1. P& L and Balance Sheet Review – Gross Profit of 70k,  about 10k less than LY; Net Operating Income = Breakeven/20k less than LY; Net Income = 11.7k, about 14k less than LY
2. Review 2019-2020 budget projections – Reviewed the 2020 budget and cash projections. VSPA needs 106k in combined dues and sponsor revenues for sustainability. The current 2020 projection is 84k.
3. Discussion of membership dues – the VSPA dues have increased once in 20 years. Discussion of increase beginning January 2020 to 2k, 3k, and 4k respeciatively for levels 1, 2 & 3. New members to receive a 1k discount for their 1st two billing periods (pro-rated 1st year and 2nd year full 12 month year). **Motion Aaron Wey, 2nd Karen Reynhout – all in favor, no abstain. Motion passes**
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| **Agenda Committee Report (Jayde - Dani)**1. Spring 2020 Charlotte NC May 12th – 15th, 2020
2. Fall 2020 Santa Barbara November *~~10~~~~th~~ ~~– 13~~~~th~~* 2020 ***\*NOTE*** – changed at strategic planning session to November 12th – 14th (Thurs – Sat w/BOD Thursday AM and members Thursday 1pm – Saturday 5pm).
3. Spring 2021 Charleston SC May 11th - 14th, 2021 (tentative dates and pattern)
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| **Operational Management Education (Emily)**1. OME Committee to continue working on challenges with single specialty data
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| **Website/Social Media Committee (Kari - Jack)** 1. ExpertVet’s future – initial goals to educate pet owning public regarding specialty medicine and encourage referrals to specialty practices w/emphasis on VSPA members. VSPA’s current resource needs are new member recruiting. Decision to archive ExpertVet after members have some time to capture the content for their websites and then suspend ExpertVet (maintain ownership of URL for possible future use).
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| **Nominating Committee (Tara)**1. Completed electronically – WELCOME Jack and welcome back Tara!!

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|  Total 10 potential votes 70% voted (7) 51% required  |

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| **Clinician & Technician Recruiting Task Force (Karen)** 1. ACVIM & IVECCS 2019 - good traffic, building on prior years exposure, 1 ER relief clinician recruitied
2. ACVIM and IVECCS 2020 – Clinician recruiting activities and contribution - 1k, 1.5k, 2k respectively based on membership level. New members joining Oct 2019 – Oct 2020 contribute $0 – full $ for their 1st year. **Motion Danielle Russ, 2nd Matt Hernandez – all in favor, no abstain. Motion passes.**
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| **2018-2019 Committee Members** 1. Collect volunteers and renewals for all committees 2019-2020

**Agenda** *President (Dani), Megan Rector, Anne Feltmate, Matt Hernandez, Kristin Kesnowski, Tammi Morrison***Membership** *Past Pres (Jayde), Amy Fauber, Jen Meade, Aaron Wey. Laura Halpin, Eva Sikosrska, Tara Britt***Nominating** *Vice Pres (Tara), Peggy Sayer, Karen Reynhout* **Publishing**  *Secretary (Karen), Jen Lowry***Colleague** **Acquisition** *Secretary (Karen), Aaron Wey, Dani Russ, Jayde Quigley, Leah* Wilson**Operational** **Management** **Education** (OME) *Treasurer (Emily), Matt Hernandez, Jack Henderson, Karen Reynhout*, *Anne Feltmate* **Website**/**Social** **Media** *Officer at Large (Jack), Heidi Brenegan, Kimberly Brisk, Laura Halpin, Leah Wilson, Courtney Hubrecht* |
| **GPO Update**1. Discussion of Patterson GPO exploration and status of Intalere GPO - hold for the strategic planning session
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| **Strategic Planning Session Agenda Topics*** Brief Review of VSPA Vision, Mission, Values
* Process for communications with nontraditional members – what we learned from PVD membership
* Membership classifications, names, definitions
* VSPA financial future and long-term stability
	+ Budgeting, forecasting, member dues, sponsor fees & benefits
* Future of VSPA Member and Colleague Acquisition programs
* Conference format, dates, venue, hotel contracts, meals, etc.
* Revision of VSPA Vision, Mission, Values
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