

Commerce City Business & Professional Association  
Business Meeting Minutes  
February 7, 2008

1. Call to order – 7:30 am

2. Pledge of Allegiance

3. Introductions

4. Speaker – Cathy Burds, International Profit Associates

Cathy Burds made a presentation on how to produce maximum profits by reduction of taxation and tax planning by her company. IPA is the largest management consulting company in the world serving small and medium-size businesses with operations throughout the United States and Canada.

This company provides an objective, third party comprehensive analysis of the business to give an unbiased view of its strengths and weaknesses. The business analysis takes approximately 1 to 3 days. Our target market is businesses that range from \$600,000 to hundreds of millions in annual revenue. We have more than 250 analysts with different backgrounds and experience. In order to ensure a successful business analysis the Senior Business Analysts are assigned based on their background and expertise as it relates to specific client needs. During an analysis, the Senior Business Analyst will review, among other things, company financial and compare them to those of other companies in the same industry, interview key employees, review the business operations, and review goals and objectives. The Senior Business Analyst will determine if you are on track to meet your immediate business objectives and your long-term business and personal goals, including financial security.

5. Committees

a. Welcome Home Bags

The bags were presented to the board and businesses that paid were asked to bring information to stuff bags so that they are delivered to new home owners in the community

b. Membership Committee presentation

Jimmy Burds, Kristi Douglas, Derek Watson, and Dawn Majluf

Members presented their three main goals:

- Restructure dues schedule

New rates suggestions are as follows:

|   |          |
|---|----------|
| ○ Honorary member                           | \$ 0.00  |
| ○ Charities/Non-Profits/sales < \$1,000,000 | \$195.00 |
| ○ Business \$1,000,000 - \$5,000,000        | \$295.00 |
| ○ Business > \$5,000,000                    | \$395.00 |

Conversation included:

- Asked to check procedure for rate changes according to by-laws, some members believed we would have to take a vote of membership, board was asked to check for procedure
- Other members asked what will folks get in return?

- Committee mentioned that we were in a predicament – we need money to promote new projects
- Some also mentioned that they might lie about gross sales, committee members, yes, some might do this but we should operate on the honor system
- Monthly venue
 

The committee expects high growth in the next year, wants a neutral location and our proposing four venues: stay at fire house, ACSD14, City Civic Center, and Werth Manor. The committee recommended City Hall. This proposal opened up a lot of conversation, comments included but were not limited to the following:

  - perception of City running the group
  - many were comfortable at the Fire House
  - Derby Community Center could be an option
  - keep business, business and stay out of government
  - membership was reminded that meetings in the past were held at old City Hall
  - one draw back would be set up, one reason many preferred Werth Manor
  - concerns that we would be promoting Werth Manor, one of many businesses
  - membership committee was asked why venue change – because of the growth of the committee

After considerable discussion a straw poll was conducted...

|             |          |
|-------------|----------|
| ACSD14      | 1 vote   |
| Fire Dept.  | 3 votes  |
| Werth Manor | 17 votes |
| City Hall   | 12 votes |

- Logo for membership packets
- Jimmy Burds shared a logo developed by some of his designers at his company and passed it around to membership

## 6. BBQ Competition

Committee has met and Steve Mars will head up the committee for this September.

Membership was invited to weekly meetings. Meetings will be held on Wednesdays 7:30 at Werth Manor. We are looking for sponsorships.

## 7. Announcements

### a. Dr. Lange

He invited membership to attend a meeting on February 20<sup>th</sup> at ACHS cafeteria at 6:30 to discuss development of 'old' high school site. A light dinner will be served.

### b. Pam – Economic Development

Pam is in charge of retention of businesses. She handed out surveys for businesses to fill out that might help direct services and programs.

8. Adjournment 8:30 am

Board members met to make a few decisions (Greg Fabisiak, Cristie Jophlin, Brooke Faux, Rhonda Hathaway, Jimmy Burds and Lisa Riggi):

1. Motion to approve a change to the logo by Jimmy Burds

Seconded by Lisa Riggi

Discussion: Cristie Jophlin shared that the proposed logo was very similar to Community Enterprise's, not as a disagreement to using it but as a consideration.

Motion carried with 4 ayes, and 2 nays.

2. Motion to move the venue to Werth Manor for the April meeting by Greg Fabisiak

Seconded by Cristie Jophlin

Motion carried.