

ANNUAL BUSINESS MEETING MINUTES
SAVE INTERNATIONAL
JUNE 9, 2008
SILVER LEGACY RESORT
RENO, NEVADA USA

Board of Directors in attendance:

- David Wilson, President
- Katherine Bethany, Executive Vice President
- Howard Greenfield, Vice President - Finance & Administration
- Craig Squires, Vice President - Global Affairs
- Terry Hays, Immediate Past President
- Stuart Sokoloff, Vice President - Construction
- Brandy Alexander, Vice President - Government
- Daniel Fanning, Vice President - Membership
- Renee Hoekstra, Vice President - Conferences
- John Sloggy, Vice President - Communications.

Katherine Bethany conducted a roll call of chapters at 3:15 p.m. and established that a quorum of chapter delegates was present.

David Wilson welcomed attendees and called the meeting to order.

Daniel Lea, of the society business office, introduced the board of directors and announced the discussion of old business.

2007 Annual Business Meeting Minutes:

Ed Pecinovsky moved to approve the 2007 annual business meeting minutes. Jill Woller seconded the motion. The motion carried.

Proposed Constitutional Amendment:

David Wilson reminded delegates that the ballot for the proposed constitutional amendment was announced in a letter mailed to all SAVE International members 60 days prior to the annual business meeting, as per the society's constitution. The proposed text of the amendment was read aloud to the assembly. One member asked for clarification with regard to future ballots and member participation. Wilson reassured that votes will be taken after consultation with the members and explained minimum requirements of the delegate vote. He advised that legal counsel was consulted. Another member noted that the proposed constitutional amendment was addressed at the 2007 annual business meeting and received overwhelming member approval. It was important to recognize that the ballot had a great deal of preparation.

Daniel Fanning moved to approve the proposed constitutional amendment. Renee Hoekstra seconded the motion. Wilson opened the motion for discussion. One member inquired as to whether delegates represent 25 percent

of the membership. Another responded that the proposed change frees SAVE International to follow the will of the active members.

Don Stafford called the motion to question. Delegates collected ballots from and submitted their votes to business office staff. Daniel Lea counted the ballots. Results were 44 approved the motion, 4 declined the motion. **The motion carried.**

State of the Society:

Katherine Bethany spoke to the state of the society. Her overview included the education initiative lead by Don Stafford; the attempt to insert SAVE International's *Value Standard* as a reference document in the new ISO standard with the goal of eventually developing, in collaboration with the European Governing Board (EGB), a standalone value standard; updated web pages on the society's website; and changes to dues and fees to build membership.

Financial Report:

Howard Greenfield presented the financial report, noting that the society's finances are "healthy."

Membership Report:

Daniel Fanning presented a membership report. He related the "bad news" that membership roles declined by approximately 100 persons in the last year, mostly in North America. He noted that 20 percent of members live outside the USA and Canada and that 53 percent are certified. He also stated that 78 percent of SAVE members reside in North America.

In "good news", Fanning commented that the society must ultimately repopulate from the bottom up. He reported the creation and/or reinvigoration of three chapters, each achievement resulting from the motivation, drive, and energy of a local "champion". He touched upon the restructured certification fee schedule, approved by the Certification Board, which should motivate membership and noted that the challenge will be to retain those new members. Fanning invited attendees to the Membership Forum, saying that the board of directors responded to the 2007 strategic planning session and has identified four core areas of service to be provided by the society.

Stuart Sokoloff inquired as to the average age of the SAVE membership and noted that drastic attrition by age/retirement could be expected. James Bolton noted there are ways to attract young members.

Global Affairs Report:

Craig Squires presented the global affairs report. In brief, he noted that the SJVE conference showed a tremendous momentum and strong growth in VM; that SKVE continues to exhibit strong growth and support of VM; the Gulf VE Conference showed strong government support for VM, especially with the Gulf area certifying many associate value specialists. He commented that, overall, the energy level of affiliate member organizations is in "extremely good shape." Squires further touched upon current activities: He is trying to strengthen ties

to the European value societies with the aim of promoting value management together. He invited attendees to come to the Affiliates Forum.

One member questioned the allowance of politics to influence membership. David Wilson responded that SAVE International is incorporated in the USA, is legally obligated to obey state and federal laws including those prohibiting conduct of business with and extension of services to entities in sanctioned countries, and will not violate those laws.

Another member inquired as to the cohesiveness of the European organizations. Craig Squires responded that they are “making progress.” A member added that the EGB has a very organized, coordinated process with six member countries, all of which certify to professional value manager (PVM).

Certification Report:

Certification Board Chair Drew Algase presented a report on certification activities since the 2007 conference. He noted the certification of over 1,000 new certifications worldwide and updates to the associate value specialist exam. The Certification Board approved a new “academic track” to certified value specialist, which was developed with the Miles Value Foundation to promote research and teaching. The new track takes effect immediately. VESB was approved and is now administering its own associate value specialist certification program. A new certification fee structure was approved. Certification and workshop requirements have been coordinated with the revised *Value Standard*.

Algase further noted that there are over 3,800 certified persons worldwide, most of whom are associate value specialists and a large percentage of whom belong to affiliate member organizations. He touched upon the concern of many people being certified, but who are not members—an issue to be addressed by the newly approved fee structure.

The new certification fee structure provides an incentive to be a member. Algase explained the new structure. CVS and VMP fees include prepayment of annual certification maintenance fees and will take time to phase in completely. The purpose is to encourage membership in SAVE International.

Algase invited attendees to the Certification Forum.

Strategic Planning Session:

David Wilson discussed the strategic planning session. The results from the 2007 strategic planning session focused on “What do members want?” Initiatives must be implemented to delivery what members (and potential new members) want. The effort will require changes to governing documents and the board of directors. There is a need to think about SAVE as a business, a need to have a clear voice for the Certification Board on the board of directors, a need to strengthen the relationship between the Miles Value Foundation and SAVE. The MVF-to-SAVE link is, most appropriately, the Vice President – Education. Wilson noted there will be changes to board member “functions and responsibilities” as

well as some title changes. He praised the board for their energy and commitment.

Installation of Officers:

Daniel Lea proceeded with the installation of officers. He discharged outgoing board members (not in attendance) Bijay Nayak and Roy Woodhead. He installed new Vice President – Manufacturing James Bolton and re-elected Vice President – Membership Daniel Fanning.

David Wilson announced the appointment of Dr. Steven Male, a professor at Leeds University in the United Kingdom, to the position of Vice President – Education. Male’s swearing-in would be conducted via teleconference at a later date.

Daniel Lea recognized the current board of directors by roll call.

David Wilson praised the conference planning team: Renee Hoekstra, Rick Johnson, and Karen Smith. He then recognized the conference’s sponsors and exhibitors.

The meeting adjourned.

Respectfully submitted,

*Karen M. Smith
Association Executive*