

Minutes

GLSA Board of Directors Meeting

May 13, 2016

Key West, Florida

Board Members Present:

Aastha Madaan
Jean Clauson
Alyssa Ehrlich
Len Feltoon
Nicolle Schippers
Keri Coleman Norris
Steve Monks
Steve Williams
Rick DeMichele
Charles Johnson
Waverley Madden
Steve Ginsberg
Larry Stahl
Brian Caron
Phil Bernstein
Eileen Sullivan

Others Present:

Mary Juetten,
Matt Hahne
Min Cho, ABA Board of Governors Liaison

The meeting was called to order by President Nicolle Schippers at 2:00 pm on Friday, May 13.

The minutes from the January meeting were offered and approved without change.

The group discussed the increase in Incubators and not-for-profit law firms. GLSA is looking for a way to work together, looking for referrals and education in law office management and running a business. Nicolle would like to work with incubators – Alyssa noted that she was in one. Could GLSA get their mailing list and invite them to the conference? At what cost, the incubator participants have limited income. Other discussion focused on the take away, the value to them, the value to GLSA, and the potential costs. Would we send them a mailing list to join a mentorship program for after they finish (yet to be created)? Would we create a contact or resource list to share with them? Could we create a transition academy and for 2 years low or no cost so they can meet with someone. Could we create a webinar series, for example asking about how to set fees (avoid price fixing).

Other ideas were to have the Education committee create a series of webinars, track who attends, we can set up a program to join they have to tell us. Who would work on this program? Fits into Education Committee, does it also fit with Futures?

Standards – (Phil is only member here) turn over to standing committee, Keri will be sending everything to the standing committee members to vote on.

ABA Board of Governors, Min Cho gave his liaison report – the ABA continues to face financial issues, the General Revenue fund is running a \$3 million deficit. Can't guarantee that the Standing Committee is safe, but looks ok. Scope Review going on, he commends us for our efforts. ABA is too heavily reliant on

The group asked Mr. Cho what else GLSA and the Standing Committee should be doing? He reminded the group to keep reaching out to young lawyers, commend for efforts, as well as what futures is doing. He recommends keeping a finger on pulse of what the Futures Commission is doing. The group asked him for options if the committee is defunded? He reminded everyone that there is an appeals process, but our lean budget and unique entity status, we can make a strong argument that it is important to have the partnership.

Treasurer, Steve Ginsberg gave his report – good news, finances looking better, still need to look at money.

Len Feltoon discussed our Sponsors, but we need to increase members to make us look better to sponsors. He suggested that we talk to Meridian about buying a list to have them sell our association to non-members, on a commission basis.

Working assets –

Last year \$66,000

Estimate for this year \$60,000. Righted the ship, but can't spend money without expectation of revenue.

Motion to accept treasurer report, made and seconded.

Standing Committee – Keri Norris gave her report.

Nominating Committee Report – The Nominating Committee reported on the election of new board members, Mary Juetten and Matt Hahne were elected for their first terms and John Wachsmann was re-elected for a second term.

Nicolle reminded everyone to sign up for the various committees.

Sponsorship Len discussed earmarking sponsorship money to increase membership. The group discussed various methods of outreach such as direct mail, creating a list of potential members and keeping data on new members to understand what methods are successful.

Board Calendar – Fall Meeting Oct 5-8, Wednesday night all day Thursday –January 2017, Raleigh/Durham NC? 19-21.

There being no further business, the meeting was Adjourned.

The meeting of the reconstituted board was called to order by President Keri Norris.

The Nominating Committee presented the slate of new officers –

President Elect Jean Clauson

Treasurer – Steve Ginsberg

Secretary – Steve Williams

Moved seconded, all approved.

Jean will take over the monthly committee chairs meeting and the dashboards.

Keri will be having an Executive Committee Monthly conference call and monthly reports.

Board commitment forms were circulated and signed.

Dashboards, new committee members will have an onboarding call with Keri, Jean and staff to learn about process.

The group then discussed Technology and innovation and how it can be presented at the 2017 conference in Scottsdale.

Top technologies, what are the characteristics, update, how tech can help lawyers - innovation and legal plans.

One400 – Allen Rodriguez, as a possible speaker.

Someone talk about tech, and a lawyer talk about what they use, how the plans use tech.

State of the industry, plans speak, have a network attorney speak. Access to Justice as a session.

New business – Keri indicated that she is hosting a panel at the Western Attorneys General meeting this July in Wyoming, subjects will be the Unauthorized Practice of Law, ethics, and Alternative Business Systems,

Standards where do they impact the platform plans. If the platforms don't fit, what do we do.

296 legal plans – that should be a mailing list

Get members to discuss in open forum. Alyssa will help draft the report.

Board materials out 2 weeks ahead not one week ahead.

Respectfully Submitted,

Tori Jo Wible