

Indiana Association of Soil and Water Associations June Board Meeting – Virtual on Zoom



INDIANA ASSOCIATION OF
soil and water conservation
DISTRICTS

6/19/2020

Joe Schmees, Roger Wenning, Troy Hattery, Kim Peterson, Bobby Hettmansperger, Amy Work, Mark Kingma, Jamie Scott, Marc Robert, Stan Moore.

Discussed CCSI Report

Stan Moore – Questioned the status of billboards and Soil health kits for CCSI

Joe- Kit pieces have been ordered and are arriving. They will be assembled. Two to the billboards are up and others are being staggered. They are on Social Media.

Marc Roberts discussed funding goal of standing on its own.

Consent agenda is approved by acclamation.

Joe explained an additional \$100,000 Accounts Receivable has not been booked yet relating to CCSI soil kits and other projects.

The financial Report were filed subject to audit.

Discussed Partner Reports.

ISDA – Will be dealing with budget cuts.

NRCS - Question about wetland mitigation bank credits

IDEM

Joe discussed annual conference and the effects of the COVID-19.

The insurance that we purchased for unexplained issues affecting nonperformance will not cover COVID-19.

We have a deadline to cancel of July 30, 2020 but would forfeit \$40,000 if we went beyond the date.

Concern that budget cuts with partners will cut attendance.

Second concern is that attendance may be down because of fears related to the pandemic.

Westin will let us off hook without a fee, if we extend for two more years.

Originally, we had tried to get a 3-year contract. They were not willing to negotiate on the performance clause and they predicted that we would have less attendance and were encouraged to reduce our room reservation.

Joe and Amy have discussed options if physical conference was cancelled. We could look at virtual conference. The cost of other similar virtual conferences was about \$ 15,000.00. We could drop our reservation fee from \$ 300 to \$100.00

Joe's concerns are financial and health risk to at risk attendees. Our deadline is mid-July. If we decide earlier, we could start planning. Concerns about sponsorship. State Fair cancelled because of vendors and exhibitors were pulling out. Decision is to collect more data about sponsors and Joe will send out summary and then we will have a meeting to make a final situation.

Question about Registration rate. Joe explained that CMC said that there would be a cost to virtual meeting, but much less than the \$100,000 usual cost. It would be more like \$ 15,000.00. The last few years we have not made a profit on the annual conference but would need to charge something. Joe believes that we could contact sponsorships.

If we go virtual, we will reach out to agency partners and offer them to attend the reduced rate.

Discussed district sponsorships. We had discussed revamping the sponsorship process.

Discussed Conference Sponsorships. Amy said it would be necessary to know whether virtual or physical to proceed on Sponsorships.

Discussed proposed draft lease that was received from Farm Bureau. They have proposed adding an expense pass through. After reviewing the pass-through would probably not be significant. If their expenses went up \$100,000 out rent would go up 147.00 per year. The 16.00 per square foot would also be considered a sponsored rate as new tenants would pay \$21.00 to 22.00 per square foot.

Discussed options of working in a shared office environment verses continuing a 3-year lease.

Marc Roberts makes a motion that we approve the lease if they can firm up storage space issue but encourage Joe and Amy to work remotely when it is beneficial. Jeff seconded it.

Bobby was leaning toward coworking spaces, but thinks we need to have a physical presence. Motion carried.

Discussed Urban Conservation Agreement that Warrick County had been developing. Warrick County could not deal with the cash match requirements. Joe thinks that they are more willing to deal with Joe's salary as 14,000 for match. 1.5 million over 5 years but would require \$100,000 match for each of 5 years. Would create 5 new positions. Decided to move forward with the agreement and look for matches.

Discussed River Friendly Farmer.

Discussed audit, Joe will meet with auditors next week to work out final issues.

Discussed a strategic plan. Joe will provide a draft that we can discuss in August

Discussed regional meetings and trainings.

Meeting was adjourned.