

# **Annual Board and Membership Meeting of HMGS-Midwest**

I. Steve Fratt, president, presiding, called meeting to order 30 April 2017 at 3:05PM

A. Roll call taken by written names submitted by each attendee, those present are recorded as:

1. Steve Fratt, President
2. Kevin Cabai, Vice President of Membership
3. Joe McDonald – left part way through meeting due to personal commitment
4. Curt Sabo
5. David M. Ensteness, Secretary-Elect, appointed as Secretary Pro Tempore for meeting
6. Tom “Dwarf” Darga
7. Rebecca Ensteness
8. Jeff Hammerlund
9. Scott Douglas
10. Harry J. Malthy III
11. Jim Roots
12. Paul Dayton, Treasurer
13. Keith Hanson, esq, Legal Counsel
14. JP (Peter) Aguilu – joined meeting in-progress

II. Call for minutes of last Board meeting – Steve Fratt

- A. Minutes are unavailable – Paul Dayton
- B. Content of previous meeting recalled aloud – Steve Fratt
  - 1. Content of last Board meeting was to complete and execute a successful Little Wars convention
  - 2. Request for those in attendance to voice opinion on success of convention
- C. Motion to accept bystander's report (Steve Fratt's) as minutes of last meeting – Jeff Hammerlund
  - 1. Motion was seconded and passed with one abstention

### III. President's Report – Steve Fratt

- A. Attempts to expand HMGS-MW beyond Little Wars
  - 1. ~40 attendees (+5 HMGS members) at Trinity College War College (Midway 75) event
  - 2. Expansion/followup planned with US Navy
- B. Bring Little Wars convention home in modern way
  - 1. Move towards digital age through online offerings and services
    - a) Membership interaction and records
    - b) Online promotion of organization and sponsored activities
    - c) Forward movement required to provide infrastructure to expand beyond Little Wars
- C. Audit
  - 1. The Board is considering an audit of the organization's finances, assets, and general property

## D. Historical Chronicle

1. Digitizing historical documents of organization
2. Creation of chronicle of HMGS-MW to provide general history of the organization as guide for future leadership

## E. Rewriting of bylaws

1. Goals:
  - a) Legal protection
  - b) Allow greater understanding by general readership
  - c) Modernize
2. Will work with organization's attorney Keith Hanson
3. Questions:
  - a) What is the role of the general membership in this process? – David M. Ensteness
  - b) Seeking to rewrite the bylaws via an open process and allow feedback through drafting, leveraging digital access for such feedback – Steve Fratt

## F. Commentary on proxy voting

1. Historically the Board was elected by proxy at the annual meeting, this is undesirable due to the low attendance of the meeting which suggests the election results may not represent the will of the membership
2. Board can alter the bylaws per article 7
  - a) Discussed such with author – deemed intentional
3. Moved to a balloted election 2016-2017
  - a) 50 returned sealed ballots (organization ~350-400 members)

- b) Considered a successful first step towards engaging the membership in elections
- c) Jeff Hammerlund stated that allowing the Board to alter the bylaws was entirely intentional due to difficulty in altering bylaws practically

## IV. Treasurer's Report (preliminary, all statistics estimates and not to be considered finalized) – Paul Dayton

### A. Little Wars Convention

1. Attendance
  - a) 644 attendees (suspects 630 is more accurate estimate), will be revising to determine any double-counting
2. Costs
  - a) Expects some refunds return from hotel per contract, prior to any refunds bill stands at \$20K
3. Revenue
  - a) Estimated registration revenue was \$12K
  - b) Estimated pre-registration revenue was \$5K
  - c) Estimated vendor revenue was \$7500 (perhaps \$7K) – Steve Fratt
  - d) Revenue estimates include all merchandise sold, excludes raffle revenue

### B. Account balances

1. Current balances not available at time of meeting
2. As of December 2016 total balance \$47K
  - a) Savings \$24K

b) Checking \$23K

3. Per conversation with Mike Constantino, former president, at the time of his hand-off, balances were reported as generally stable – Steve Fratt
4. Per conversation with Jeff Cohen, former president (~2015), balances were reported as generally stable during his terms – Steve Fratt

#### C. Historical Membership & Account Data

1. Seeking to publish historical attendee/membership and account data
2. Jeff Hammerlund volunteered to assist
3. Official last year's count was 666 believed to be a suspect number, this year counting was drastically increased in accuracy due to the method used – Kevin Cabai

#### D. Comments regarding potential outstanding debts – Steve Fratt

1. Contracted 300 rooms, reservations peaked at 309
2. End result 263 for rooms (~87%)
3. Contractual penalty occurs at 80% or less of contracted account
4. Expecting no penalty from the hotel

#### E. Comments regarding attendance and membership – Kevin Cabai

1. Non-apparent statistics:
  - a) Last year 300-350 members
  - b) This year over 400 members

## V. Membership Report

## A. SWAG bags

1. Even more successful than assumed
2. Seeking to improve SWAG bags further for next year

## B. Convention Reflection

1. Dropped the ball on outreach to young people
2. Seeking to add more vendors for next year

## C. Expansion of HMGS-MW reach

1. Midway 75 event
  - a) Seeking to expand to a game day at Cantigny Park
  - b) Military museum tours
  - c) Other events
2. Membership benefits
  - a) 10 hobby shops offer discounts for membership
  - b) Attempt to expand membership discounts to St. Louis area
    - (1) Jeff Hammerlund voiced concern: Potential problem with overlapping coverage with other HMGS Chapters (Heartland)
3. "Traveling Road Show" & GarryCon
  - a) Attended GarryCon, invited back
  - b) GarryCon desires to continue to have an HMGS-MW presence
  - c) Multiple volunteers for Little Wars gained from GarryCon exposure
    - (1) Special thanks to Thursday-Sunday volunteers: Jeff Hammerlund, Tom "The Dwarf" Darga, Scott Douglas
  - d) Questions and Comments
    - (1) Number of WI members? – JP Aguilu

- (a) 80 members in WI as of last year (2016) – Kevin Cabai
- (b) JP Aguilu volunteers to drive 25-50 new WI members by 2018
- (2) 3 of the 10 discount stores are in WI, info for 5 more leads has been passed on to board for followup – Tom Darga
- e) HMGS provided game masters at AdeptiCon in addition to GarryCon
  - (1) Jim Roots volunteered to run games at AdeptiCon to assure a presence at both conventions
- f) Seeking to followup with vendors from other conventions including AdeptiCon and GaryCon

#### 4. 3<sup>rd</sup>-Party Convention Participation

- a) HMGS provides a growing number of gaming hours at 3<sup>rd</sup>-party conventions
- b) RockCon participation is undecided and up for discussion
- c) Nexus is also a potential addition
- d) Questions
  - (1) Will NavCon stay with RockCon? – Peter
    - (a) Yes, based on conversation with former board members of NavCon – Jeff Hammerlund

#### 5. Public Exposure

- a) Last year (2016) channel 7 covered Little Wars
- b) This year (2017) WGN
- c) 2018 – expect WGN to return, seeking to provide annual coverage of the event
  - (1) Two people at registration (Sunday) came due to WGN – Tom Darga
  - (2) Saturday night 1 family (mom + 2 kids) – Jim Roots
  - (3) 1 player in a game attended because of WGN, several attendees came by The Wargaming Company, LLC booth due to the coverage – David M. Ensteness

## 6. Non-Gaming Events

- a) Feedback from Paint-N-Take: very positive, excellent vendor donations, strong feedback, equivalent numbers to last year
- b) Down 6 YoY to 40-some, spoke positively and were satisfied with turnout – David M. Ensteness

## 7. HMGS-Midwest Dice

- a) Could have sold 2x as many dice but ran out of dice, very successful, nearly all dice were sold on Friday – Paul Dayton
- b) No large dice for sale grab bag noticed in vendor hall – David M. Ensteness
- c) The Wargaming Company, LLC may have been the only vendor selling dice in the vendor hall – Rebecca Ensteness

## 8. Winter War College II – Steve Fratt

- a) Date reserved ~20 January
- b) Pico armor 2 day event partnership possible
- c) Seeking to provide on-campus (Trinity College) lodging ~\$40 per night
- d) Potential theme of campaign wargaming
- e) Looking for 5-6 games and considering dealer support
- f) Ideas welcome
- g) War college was a free event for members
- h) Looking to add small event fee to cover expansion to two days
- i) Can consider potential hotel room block for discounted rates – Jeff Hammerlund



## VI. Comments on reports – Steve Fratt

A. None

## VII. Standing committees

A. None

## VIII. Old Business

A. None

## IX. New Business

### A. Elections – Steve Fratt

#### 1. Election Results

- a) Steve Fratt re-elected president
- b) Kevin Cabai re-elected Vice President of Membership
- c) Paul Dayton re-elected Treasurer
- d) David M. Ensteness elected Secretary
- e) Antina Pennock re-elected Executive Vice President

(1) Antina has declined to be seated as she feels her vision does not align with the Board's

### B. Office of Executive Vice President – Steve Fratt

- 1. Executive Vice President is meant to coordinate the convention, undetermined if needed as separate office, believes that new board has become directly involved with the convention and will be seeking to continue to do so
- 2. Bylaws require president and treasurer to sign all obligations \$1000 or more

3. May leave Executive Vice President post open, may convert to another post, may move towards election of only treasurer and president as dictated board positions with all other board positions become generic and assignable to tasks
4. Seeking to continue board involvement in the Little Wars convention
  - a) Such was common in the past – Jeff Hammerlund
5. Single point of contact desired by hotel
  - a) The term ‘coordinate’ was meant to be intentional so that Executive Vice President would be on-site rep for venue recommendations, not the decision maker, intended as a recon job, coordinator became recon person working directly with Board which would resolve all issues, not the coordinator – Jeff Hammerlund
6. Anecdote about Louis the XIV and "who will become the Executive Vice President?????" Board may instead resolve the needs through an engaged team approach with flexible structure
7. Executive Vice President is not required by Bylaws, clarifying that board may choose not to fill vacant position – Jeff Hammerlund
8. Jeff’s description of Convention Director as a coordinator is a common private industry model – Paul Dayton
9. Success of Little Wars was due to extra volunteers, need to continue to drive volunteers
10. Special thanks to Steve Rysemus and Dave Hermann
  - a) Dave Hermann took exceptional action to resolve a game registration issue including working through a 14 hour day

(1) Has pledged to assist the convention and any transition of responsibilities in the future

b) Steve Rysemus will be stepping down this year and retiring from his position, the Board wishes him well and hopes he will be able to enjoy participating at Little Wars in more games

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c) Board is seeking new people to step up and allow voluntary retirements – Paul Dayton

### C. Potential Audit – Kevin Cabai

1. Board is aware of missing property, will investigate such, Board is aware it occurred and will take steps to resolve it

## X. Call for Motions – Steve Fratt

A. Three calls for motions

B. None

## XI. General Comments, Questions, and Discussion

A. Subcommittee for HMGS-MW history? – Scott Douglas

1. Steve Fratt is acting as point person, hardcopies of 17 years of programs as a starting point – Steve Fratt

2. Received information from Kevin Stewart, placed on Dropbox, files back to 1999, includes finance and incorporation – Paul Dayton

B. Is there any model for a chapter history existing in other chapters?

1. Steve Fratt has a PhD and can get this done, does not need to follow a model, will look for advice and feedback after gathering info, then will consider models for purpose of presentation of the results – Steve Fratt
  2. HMGS-East was original, formed as reaction to industry moving so hard into RPG (D&D) wanted to halt manufacturers abandoning historicals, HMGS-MW was the second HMGS formed. HMGS-East created national bylaws to avoid conflicts between competing chapters serving overlapping areas – Jeff Hammerlund
- C. Must revitalize website as central interaction with membership and the world, where is vision of board written? vision must be documented to support development of business plan, different goals require different features, different website, we must stop working on tactics but instead framework for goals – Jim Roots
1. General concurrence of those present, “we must know where the bus is going before we get on it”
  2. HMGS-Midwest must move to video and audio not text to capture youth – Scott Douglas
  3. Volunteer to assist in website maintenance, offered experience in HTML, BASIC, PHP, Droople – Tom Darga
  4. Post website creation, ongoing maintenance will be important – Jim Roots
  5. Request for Rebecca Ensteness to introduce herself as potential resource for website – Steve Fratt
    - a) Software engineer and full stack web developer for Thomson|Reuters, tasked on WestLaw Next™ – Rebecca Ensteness

- b) David M. Ensteness will be Board resource for online development – Steve Fratt

#### D. Newsletter – Scott Douglas

1. Newsletter process volunteer – Scott Douglas
2. More members may step forward into these holes – Paul Dayton
3. When Steve Rysemus retires, this is an opportunity to break his responsibilities into several tasks that can be handled by multiple people – Steve Fratt
4. Each board member was originally required to do an article – Jeff Hammerlund

#### E. Website, discussion forum for game (rule) systems? – Tom Darga

1. The organization must determine its vision and goal before features, we do not wish to compete with other resources that already accomplish many things well as this could result in future fracturing of the hobby community – David M. Ensteness
2. Agree – Paul Dayton
3. Agree – Jim Roots

#### F. Assistance for widows of wargamers? – Steve Fratt

1. Should HMGS-Midwest provide some form of support for the families of wargamers who have died? – Steve Fratt
  - a) Pass on auction house/ebay information for collections? Volunteers to assist in such – Jeff Hammerlund

## XII. Request for General 2017 feedback – Steve Fratt

- A. Son is 24, volunteered to help run games, pleasantly surprised by the vendor hall, quality of product and its relevance, also impressed by number and quality of games – Jim Roots
- B. Negative perception of empty space – Curt Sabo
  - 1. Likely due to table turn-over schedule – Tom Darga
  - 2. Could be potentially improved by changes in table management – David M. Ensteness
- C. Flea market was best when games were not running, vendor hall could benefit from something similar? – Scott Douglas
  - 1. Slotted games with a break may allow for this? – Paul Dayton
    - a) Agree – David M. Ensteness
    - b) Agree – Steve Fratt
    - c) Agree – Scott Douglas
- D. Does vendor hall need to consider a later opening time due to partying by vendors as this is the case at other conventions? – Tom Darga
  - 1. General consensus that this does not currently impact Little Wars
- E. Board should engage with vendors and judges to determine how appropriate slotted games would be – Paul Dayton
  - 1. Agreed – David M. Ensteness
- F. Has there been vendor feedback on being separated from the game hall? – Curt Sabo

1. General response: Yes.
2. Began engaging with vendors, received positive feedback that we are engaging, openly discussed that we are looking at options – Steve Fratt
3. Vendors were very negative regarding annex, vendors wished something could be done about disconnect from the game hall, same with Paint-N-Take, same with re-enactors – David M. Ensteness
  - a) Agree – Rebecca Ensteness
  - b) Agree – Paul Dayton
  - c) Agree – Jim Roots
4. Passport system to drive interaction with vendors? – Jeff Hammerlund
  - a) General discussion
  - b) Table for a committee to address, good ideas, this is not a working meeting, unnecessary to solve it here – Paul Dayton
5. Fire code concerns in hallway width due to Paint-N-Take footprint – Tom Darga
6. The Board must drive engagement with impacted parties (vendors, game hosts, etc) and determine interest before implementation of any changes – David M. Ensteness
7. Should committees be formed to address this issue? – Scott Douglas
  - a) No – Steve Fratt
  - b) No – Kevin Cabai
  - c) Followup will occur at the next Board meeting – Paul Dayton

d) Board will appoint a Director to create and lead committees as needed and report back to the Board – Steve Fratt

8. Suggested merchandise booth be open during pre-registration – Tom Darga

a) General agreement voiced

### XIII. Call for any other items

A. None

B. Motion to adjourn – Jeff Hammerlund

1. Seconded – Scott Douglas

2. All voted to adjourn

3. Meeting adjourned on 30 April 2017 at 4:40PM

Meeting minutes prepared on 1 May 2017 by David M. Ensteness, Secretary, from notes taken during the meeting, and submitted to the Board for review and approval.



David M. Ensteness

Secretary

**2 May 2017**