

MINUTES

Policy Board

Date: Thursday, February 16, 2006

Omni Richmond Hotel

Richmond, Virginia

Presiding: Kit Hale, Roanoke, 2006 President

1. CALL TO ORDER

The meeting was called to order at 1:30 p.m. by 2006 President Kit Hale.

PART I – Administrative Matters

2. CONSENT AGENDA ITEMS

It was MOVED, SECONDED AND APPROVED to approve the Minutes of the December 1, 2005 meeting, and to file the financial statements for the period ending December 31, 2005 showing a surplus of \$1,029,741 for audit, as part of the Consent Agenda.

It was MOVED, SECONDED AND APPROVED to have the Investment Work Group send another Request for Proposals for managing VAR investments and to report back to the Policy Board at the April meeting.

- It was MOVED, SECONDED AND APPROVED to appoint a Work Group to review the criteria for all VAR awards, and the Life Member category of VAR membership.

PART 2 – Strategic Initiatives and Discussions

3. New Proposed Strategic Plan

It was MOVED, SECONDED AND APPROVED to affirm the proposed Plan, including the tactics, and forward it to the Delegate Body with a recommendation that the Plan be approved.

4. Adjustments to 2006 Budget

It was MOVED, SECONDED AND APPROVED to approve the following adjustments to the 2006 budget:

To increase the 2006 personnel budget in an amount not to exceed \$85,000 (including benefits) to hire a Public Policy local association issues and grassroots manager

PART IV – Other Business

5. Adjournment

There being no further business, the meeting was adjourned.