

## 21 DEC 2017 187<sup>th</sup> AHC BOD Teleconference 1600 hrs CST

Attendees: Al, Jim H, Ray, Jack Bailey, & Ron; started @1602 CST

- CHPA's Store at Ft. Rucker (Al, Jack Bailey, et al)
  - Explanation of our store issues and who Jack is & what he tells us about CHPA Store:
    - Some off & on with the Army Museum
    - On a 2017 visit to museum, Jack noted that it has CHPA's stock stored
    - 2016 they transitioned their store to the museum; no immediate sales change
    - Museum was going through DB changes and management changes
    - Director of the store has a good relationship with the museum
    - Shipping items to reunion/events hasn't been any trouble
    - What we have on stock have been not big sellers; old & not current items
    - CHPA is reviewing the stock; possibly re-stock items; look at sales amounts; maybe take a write off; do "give-aways"
    - They need to establish a fixed person to be in charge of the store stock items
    - Jack didn't know the prices of items; online store has items priced
    - Annual sales amounts will be given to Al after this meeting; what's the markup by the museum?
    - Could the museum use our old vendors or do they use their own? CHPA uses the museum vendor for embroidery etc.; Jim H thinks the museum's vendors might be the way to go
    - Are there any customizations to items sold? CHPA is thinking about it, but it's the lowest priority.
    - Jack asked what's our concern? Store people have run their time out (Kieth)
    - The CHPA relationship with the store at Ft. Rucker has been great. All volunteer.
    - Jack will send Al all information about CHPA's store.
    - Anybody that wants to go look at the CHPA's website, use Al's ID: amajor password: chpa
    - Kieth has been sending Ray quarterly financials of our store
- Other Business
  - Ron will send out an email blast to membership reminding them to vote after Christmas
  - Anything else? no
  - Telecon ended @1626 CDT