

North Shore Business Association



Meeting Minutes

ZOOM Meeting: <https://us02web.zoom.us/j/9619054221>

Meeting ID: 961 905 4221 pw nsba

One tap mobile 1-669-900-9128, 9619054221

May19, 2021

Meeting Time: 7:30 AM

Members of the Board

- President: Pamela Harpster, Management Connections
- Vice President: Al Menchaca, Running Creek Casino of Upper Lake
- Immediate Past President: Chuck Paine, Dr. Detail - absent
- Secretary: Mary Heare Amodio, Law Office
- Treasurer: Diane Plante, Tomkins Tax Service - absent
- Parliamentarian: Carol Cole-Lewis, Upstart Energy
- At Large Director (2022): Jerry Shepherd, Lucerne Pharmacy/Beatz Werkin
- At Large Director (2022): Byron Green
- At Large Director (2021): Tony Barthel, Nerds for Normals
- At Large Director (2021): Phong Phan, Mar-Val Sentry Market

Call To Order - Pamela Harpster

1. 7:35 - Pledge of Allegiance
2. Member vote - participate in the Concerts in the Park on August 13. The cost is \$425. : Diane Plante moved to approve, Shannon Stilwell seconded. All votes were in favor, none opposed. Discussion followed details around the date and band and such.
3. May 19, 2021 - What you should consider when Buying or Selling a Business.
Presenter: **Keenan McCullough** of Spaulding McCullough and Tansil, Santa Rosa. You can reach Keenan at (707) 524-1900 or keenanmccullough@smlaw.com
 - a. Keenan helps people buy and sell companies but also helps with start up issues including contacts, filings and other aspects of starting a business.
 - b. Determining value.
 - i. You can hire a valuation specialist, determine the value on your own and can you justify the pricing to the prospect? Often times people ask their CPA. You can look at earnings, assets, or other aspects.
 - ii. You can sell it yourself or hire a broker who would charge a percentage. You have to determine if the value of a broker is worth it and whether or not that individual or company is good at what they're doing. There are also cases where employees can buy the business. It's ideal to hire an attorney to handle these kinds of transactions just so they're done properly.
 - iii. You'll want to clean up any loose ends and document everything so that it's easily recordable.
 - c. Questions
 - i. Diane Plante asked about hiccups. One of the major ones is about the cash/sale of the business and shoring up all the cash and money.

ii. It's also important to know the tax consequences of selling a business

4. Future meetings

- a. June 16, 2021 - Elijah House - Presenter - Gary Deas and Justin Amman - new North Shore Community Resource Center
 - b. Saturday, June 26, 2021 - Celebration of Life for Janet Green and Mixer/Picnic at Green's Ranch. The family only asks that people come and enjoy the day and celebrate Janet, they don't ask that anyone brings food.
 - c. July 21, 2021 - Back at the casino for meeting. 7 am breakfast 7:30 am meeting. Pam will Invite Harry Lyons
 - d. Concert in the Parks will be starting in July 16 pending opening by State on June 15. Some benefit to members and to the organization. Mary moved Jerry seconded to put the expense of \$475 for one week on next week's general meeting agenda.
5. From **Shannon Stilwell**: The fire department is working with the County on the drought as well as wildfire preparedness. There is a challenge hiring sufficient people including incorporating prisoners which are also fewer in numbers. Cal Fire is also looking at any potential water source including ponds and lakes.
6. **Giovanni Annous**: There are four graduation ceremonies happening including a first for the Clover High School.
- a. Construction will start shortly on the elementary school. Buildings are currently being fabricated.
 - b. They are hoping to break ground at the high school in the next 60 days.
 - c. They are looking for sponsorships for the North Shore Youth Club which is a sports-focused program from the schools. The district is looking for \$99 sponsorships from the community.
 - d. Habematolel Pomo of Upper Lake donated \$5,000 to the North Shore Youth Club
 - e. Habematolel Pomo also donated \$30,000 with no conditions to the schools as well which also went toward summer school.
7. The Board discussed starting in-person general meetings again in July (7/21) if prudent and allowed. Board meetings will continue to be on Zoom
8. Member Enrollment and Recruitment: We need to keep asking business that we call on. Diane and Carol are doing outreach in Upper Lake.
9. Advertising with Hot Sheets at \$25 per month with the Chamber of Commerce - Moved Mary, Second Jerry Passed by board to run the Hot Sheets until the end of the year.
10. Board Meetings will continue on the Second Wednesday of each month. General Meetings on the 3rd.

Meeting wrapped at 8:24a.m.

Next General Meeting May 19 7:30 am. By Zoom

Next Board Meeting June 9, 2021 7:30 AM by Zoom

Respectfully Submitted.

Mary Heare Amodio 5/12/21

