

Convention Committee Meeting Minutes

June 28, 2008

Fort William Henry

That 70's Convention, Lake George, NY

I. Call to order

Joseph Navarra, Co-Chair called to order on Saturday, June 28 at 10:05.

II. Roll call

The following Committee members were present: Joseph Navarra, Ken Moffa, Ellen Williams, Jim Coppola and Christine Trimarchi. Guests present: Teena Sam, Timothy Reed, Andrea Stigliano, Eileen Slichko, Roxanne Richardson, Shannon Miller and Macary Marciniak

III. 2008 Convention Numbers

- Budgeted \$15,000
- Casino Night brought in \$5,500
- 14 Grand Sponsors (most Grand Sponsors yet) \$70,000
- Spent \$1,990 on give-a-ways, will budget around \$2,000 for 2009
- Thank you to Ken Moffa who raised \$395 for a golf raffle!!
- 44 Exhibitors
- 76 RPh's in attendance
- Hotel Stay Counts: Wednesday: 94, Thursday: 180, Friday: 178, Saturday: 126

IV. 2008 Notes

- Complaints from Exhibitors that there were too many children/spouses in exhibits
- Convention format/schedule will change for next year
- Convention Mailer got to members late – early promotion for 2009 especially target for more Pharmacist attendees

V. 2009 Annual Convention

- Sagamore – great space, great activities, nice rooms, little more expensive (\$30-100 difference depending on what room type you stay in), free shuttles everywhere: into Lake George, Bolton Landing and around the property, offers a more 'resort' like setting, entire island is wireless, has shops, 7 restaurants, 4 bars cruise options, cocktail hours can be hosted outside
- Reservations: Cut off date will not be as flexible as the Fort William Henry
- Cost concerns: don't have to rent a tent like for the FWH but do have to rent the exhibit hall at \$3,000/night; could set up different size booth options at different costs to offset the price increase
- Check on Kids Fees; meal prices in the Teepee Club
- Line up with the Sagamore an early/late registration fee

VI. Future Themes

- 2009 Theme: Luau
- 2010 Theme: Medieval

VII. New Business

- One Day Registration Fee for entire convention
- CE Topics: MTM, Immunizers: OSHA, CPR – immunizer can run concurrently w/ce

Meeting was adjourned at 11:00.

POST CONVENTION NOTE:

We have lost the dates for the Sagamore and are now looking into the Villa Roma.

Minutes respectfully submitted by: Christine Trimarchi

PSSNY 2008 Annual Convention Budget Items 8-20-08

Income	#/unit	\$/unit	Rec.# units	total \$	
CASINO: Bellco - blackjack	1	\$500.00	1	\$500.00	
CASINO: Boris - blackjack	1	\$500.00	1	\$500.00	
CASINO: CAPS - craps	1	\$500.00	1	\$500.00	
CASINO: Don Cantalino - craps	1	\$500.00	1	\$500.00	
CASINO: Franks - blackjack	2	\$250.00	2	\$500.00	
CASINO: IPS - BlackJack				\$0.00	IPS still owes
CASINO: Jim Detura - Blackjack	1	\$500.00	1	\$500.00	
CASINO: NYCPS Bank Roll				\$0.00	nycps still owes
CASINO: PAST - Blackjack				\$0.00	past still owes
CASINO: PAWNY Blackjack	1	\$500.00	1	\$500.00	
CASINO: Westchester/Rockland-blackjack	1	\$500.00	1	\$500.00	
EX: Acorda	1	\$950.00	1	\$950.00	
EX: Acorn Stairlifts Inc.	1	\$950.00	1	\$950.00	
EX: AstraZeneca	1	\$950.00	1	\$950.00	
EX: Axa Advisory	1	\$950.00	1	\$950.00	
EX: Burlington Drug	1	\$950.00	1	\$950.00	
EX: Catskill Regional Med Center	1	\$950.00	1	\$950.00	
EX: Dr. Comfort	1	\$950.00	1	\$950.00	
EX: Eli Lilly	1	\$950.00	1	\$950.00	
EX: Glaxo Smithkline	1	\$750.00	1	\$750.00	2nd booth rental for GSK
EX: Glaxo Smithkline	1	\$950.00	1	\$950.00	
EX: Home Diagnostics	1	\$950.00	1	\$950.00	
EX: Kirby Lester	1	\$950.00	1	\$950.00	
EX: Marriott Vacation Club	1	\$950.00	1	\$950.00	
EX: Mega Returns	1	\$950.00	1	\$950.00	
EX: Merck	1	\$950.00	1	\$950.00	
EX: Micro Merchant Systems	1	\$950.00	1	\$950.00	
EX: NCPA	1	\$950.00	1	\$950.00	
EX: Northwestern Mutual	1	\$950.00	1	\$950.00	
EX: NYS EPIC	1	\$950.00	1	\$950.00	
EX: Orange Regional Med Center	1	\$950.00	1	\$950.00	
EX: Pharmstaff	1	\$950.00	1	\$950.00	
EX: QS/1	1	\$950.00	1	\$950.00	
EX: Respironics	1	\$950.00	1	\$950.00	
EX: Retail Management	1	\$950.00	1	\$950.00	
EX: Rexam	1	\$950.00	1	\$950.00	
EX: Rx30	1	\$950.00	1	\$950.00	
EX: ScriptPro	1	\$950.00	1	\$950.00	
EX: Spectrum Pharmacy Products	1	\$950.00	1	\$950.00	
EX: SuiteRx	1	\$950.00	1	\$950.00	
EX: Teva	1	\$1,450.00	1	\$1,450.00	extra booth representatives
EX: US Air Force	1	\$950.00	1	\$950.00	
GS: AmerisourceBergen/Bellco Drug (7)	1	\$5,000.00	1	\$5,000.00	
GS: Anda/VIP (5)	1	\$5,000.00	1	\$5,000.00	
GS: Bellco (2)	1	\$5,000.00	1	\$5,000.00	
GS: Cardinal (3)	1	\$5,000.00	1	\$5,000.00	
GS: CVS Caremark (2)	1	\$5,000.00	1	\$5,000.00	
GS: HD Smith (8)	1	\$5,000.00	1	\$5,000.00	
GS: Kinray (5)	1	\$5,000.00	1	\$5,000.00	
GS: McKesson (4)	1	\$5,000.00	1	\$5,000.00	
GS: Meda Pharmaceuticals (2)	1	\$5,000.00	1	\$5,000.00	
GS: Opus-ISM (6)	1	\$5,000.00	1	\$5,000.00	
GS: Pfizer - CE (3)	1	\$5,000.00	1	\$5,000.00	
GS: RDC (5)		\$0.00		\$0.00	
GS: Rite Aid	1	\$5,000.00	1	\$5,000.00	
GS: Walgreens (2)	1	\$5,000.00	1	\$5,000.00	
STU: A & M Schwartz	1	\$700.00	1	\$700.00	
STU: CAPS	1	\$1,400.00	1	\$1,400.00	
STU: NYCPS	1	\$800.00	1	\$800.00	
STU: PAWNY	1	\$500.00	1	\$500.00	

GOLF OUTING	1	\$2,500.00	1	\$2,500.00
HVPS Dessert Reception	1	\$1,200.00	1	\$1,200.00
MEALS: purchased tickets		\$1,646.00	1	\$1,646.00
REGFEES: Full Reg (43)	1	\$4,825.00	1	\$4,825.00
REGFEES: Member/Member Spouse (5)	1	\$1,200.00	1	\$1,200.00
REGFEES: Thursday Only (21)	1	\$4,420.00	1	\$4,420.00

Totals \$117,941.00

Expenses	#/unit	\$/unit	Rec.# units	total \$
AWARD: Arthur Perlin Award	1	-\$132.50	1	-\$132.50
AWARD: Grand Sponsors	1	-\$148.00	14	-\$2,072.00
AWARD: Presidents Awards	1	-\$67.50	6	-\$405.00
AWARD: Presidents Pin	1	-\$1,284.00	1	-\$1,284.00
AWARD: Sustaining	1	-\$244.00	4	-\$976.00
AWARD: Volunteer Award - Scia	1	-\$9.00	1	-\$9.00
ENT: DJ/Dancers for Sat.	1	-\$1,100.00	1	-\$1,100.00
ENT: Saratoga Photobooth	1	-\$1,820.00	1	-\$1,820.00
GOLFOUTING: Hiland Golf Course	1	-\$1,363.37	1	-\$1,363.37
HOTEL: hotel bill	1	-\$36,299.08	1	-\$36,299.08
KIDZ: Bellco Kidz Sign	1	-\$74.90	1	-\$74.90
KIDZ: Camp Counselors	2	-\$600.00	2	-\$1,200.00
KIDZ: Magician for Thursday	1	-\$325.00	1	-\$325.00
KIDZ: Nannies for Thursday	1	-\$400.00	1	-\$400.00
KIDZ: New England Nanny	1	-\$70.00	1	-\$70.00
KIDZ: Tee shirts	1	-\$688.16	1	-\$688.16
MAIL: Attendee Brochure (8,660)		-\$2,138.40	1	-\$2,138.40
MAIL: Attendee Brochure Postage	1	-\$2,400.80	1	-\$2,400.80
MAIL: Exhibor Brochure	1	-\$3,180.60	1	-\$3,180.60
MAIL: Exhibor Brochure Postage	1	-\$407.70	1	-\$407.70
MAIL: NP Wine Tast. Invitations	100	-\$75.00	1	-\$75.00
MAIL: Reminder Postcards	1	-\$251.99	1	-\$251.99
MAIL: Reminder Postcards Postage	1	-\$507.00	1	-\$507.00
MISC: Budget Truck Rental	1	-\$305.36	1	-\$305.36
MISC: Casino/Exhibitor Prizes	1	-\$1,188.80	1	-\$1,188.80
MISC: Exhibitor Gift Wine	1	-\$2,594.72	1	-\$2,594.72
MISC: Giveaways/sports awards/kidz packs	1	\$2,645.96	1	\$2,645.96
MISC: GiveAways-eraser board clips	1	-\$1,790.09	1	-\$1,790.09
MISC: Paper from paper-papers.com	1	-\$65.54	1	-\$65.54
MISC: Paper from quill	1	-\$43.93	1	-\$43.93
MISC: Plastic Bags	2	-\$39.00	2	-\$78.00
MISC: Staff Shirts - 12 shirts	2	-\$347.16	1	-\$347.16
MISC: Staff Shirts 2nd order - 4 shirts	1	-\$146.55	1	-\$146.55
SIGN: Grand Sponsor Banners	2	-\$511.76	1	-\$511.76
SIGN: sponsors & contributors signs	1	-\$171.20	1	-\$171.20
Total Events	1	-\$518.95	1	-\$518.95
Total Events	1	-\$12,357.82	1	-\$12,357.82

IPS will give 1,200 towards this

paper for Nasir's installation banquet agenda
room bags and kids club agenda paper

Totals -\$74,654.42

Income vs. expenses: \$43,286.58

Things to budget for				
ips owes	1	\$1,700.00	1	\$1,700.00
nycps owes	1	\$500.00	1	\$500.00
past owes	1	\$500.00	1	\$500.00
journal to print and mail	1	-\$6,000.00	1	-\$6,000.00
Totals				-\$3,300.00

income vs. expenses vs. still to come: \$39,986.58 profit

PSSNY 2008 Annual Convention Give-aways

Item description	#/unit	\$/unit	Rec.# units	total \$	total #	comments
giveaways @ registration						
tie-dye lanyard	1	\$1.00	300	\$300.00	300	all attendees
smiley squeeze ball with logo	1	\$1.49	300	\$447.00	300	welcome gift - add text/year
disco buttermints for bbq tables & reg.	120	\$6.00	3	\$18.00	360	reg/bbq/casino
smile face buttermints	120	\$5.95	3	\$17.85	360	reg/bbq/casino
1.5 Mirror Ball Necklaces	12	\$2.40	12	\$28.80	144	
1.5 Iridescent Ball Necklaces	12	\$2.50	12	\$30.00	144	
peace beads	36	\$29.99	6	\$179.94	216	
mini smile face bubbles necklace	24	\$20.55	8	\$164.40	192	
John Lennon Glasses	12	\$6.75	20	\$135.00	240	
mood ring bands	12	\$9.95	15	\$149.25	180	
mini smile face buttons	48	\$4.95	5	\$24.75	240	
Metallic Disco Ball Head Bopper	12	\$16.00	8	\$128.00	96	
Green Tye Dye Bucket Hat	12	\$24.00	6	\$144.00	72	one per full pd registration-male
Pink Sequin Newsboy Hat	12	\$17.00	6	\$102.00	72	one per full pd registration-fem
retro stickers (w/custom imprint)	8	\$2.99	35	\$104.65	280	love these, not sure how to use them
Kids Packs from Belco-60 boxes						
Bubble Bottles	24	\$6.00	3	\$18.00	72	
Mega Smiley Face Novelty Assortment	250	\$35.00	1	\$35.00	250	multiple in a box
Mega Stamper Assortment	100	\$18.00	1	\$18.00	100	
Mini yo-yos	48	\$8.00	2	\$16.00	96	
Green dots favor boxes	4	\$3.00	15	\$45.00	60	
			Totals	\$2,105.64	2454	