



**Professional Association for SQL Server  
Special Meeting of the Board of Directors**

Teleconference – June 24, 2010  
9:30 AM Pacific Standard Time

**Agenda/For Discussion:**

1. Review of FY2011 Budget

**Attendees:** Bill Graziano, Wayne Snyder, Andy Warren, Douglas McDowell, Brian Moran, Lynda Rab, Neil Buchwalter, Judy Christianson, Craig Ellis, Blythe Morrow, Sandra Cherry

**Absent:** Rushabh Mehta, Rick Heiges, Jeremiah Peschka, Thomas LaRock, Christoph Stotz, Rick Bolesta, Roni Karassik

**Review of FY2011 Budget**

- Bill Graziano – We sent out the latest version of the budget to the Board. Were there any questions, comments or concerns?
- Wayne Snyder – Are we putting money into reserves or savings? Where is that as a line item?
- Bill – There is no line item for reserves. We are fine to take the total profit number and contribute a portion the Board determines to reserves. Also, after the budget is finalized, we will work to determine the policy around contributing to reserves.
- Andy Warren – At the last meeting, we talked about creating a tiered budget. Was any progress made?
- Bill – We didn't have time to create a tiered budget in the way we liked, so we will discuss with the Board after this format is approved.
- Andy – Before we make a profit on the Summit, the Board should agree that investing back into the future of the organization is a priority.
- Bill – We have two courses of action we can take to every dollar of profit we make: put it in short term savings (reserves) or contribute it back into the budget.  
Bill – When we put money into reserves we pay about 40% in federal taxes. That means if we put 50K next year, more than 20K will be lost.
- *Bill asked that a line item be added to the budget for reserves and set between 50-60K less any taxes on profit*
- Douglas McDowell – Is there a creative way to lessen the tax liability?
- Bill – We will take a look at what we can do.
- Andy – There is a line item for Board discretionary funds. Can you explain that line item and what it's used for?
- Bill – We changed the name – was "President's Discretionary Funds" last year.

- Wayne – Traditionally it was for the President if he needed to give a Summit comp in a pinch, or handle any small items that were not in a portfolio.
- *Bill asked that the funds be bumped to 4000.00 and changed it back to “President’s Discretionary Funds”*
- Brian Moran – The Board largely needs to trust those who have put this budget together.
- Brian – If there are any discrepancies with the budget after today, there should be an escalation process for questions.
- Judy – Great point. If there are any question about any budget line items, questions can be directed to either Bill or myself.
- Wayne – How was the Chapters budget? Were the cuts fair and manageable?
- Bill – We cut the comps quite a bit. Is the number manageable?
- Douglas – We are now at 60 full comps which is less than the number we used last year. We are about 30-40 comps low, because we are sitting at about 215-216 Chapters. There is now organizational clarity that Chapters can use a comp for either the NorAm or Euro conference. We would like to include the spring conference as well. It’s important to encourage Chapters to use the comps because it seeds the PASS brand in the community.
- Wayne – The Chapters are the reason our brand is doing so well – Launch events, SQLSaturday, etc. They are driving PASS forward.
- Douglas – If more money is flowing in from a top line perspective, we should cover those costs so other lines in the Chapter budget don’t suffer when we go over in the comp line.
- *Bill asked to put 30 more comps back into the Chapter budget as the last adjustment*
- Judy – Until the budget is approved, it should remain confidential.
- Bill – The detailed budget will be published within 30 days of being approved.
- **Action item – Finance team to make changes to the budget and send out final draft as an email vote**
- Andy – We still need to revise a number of line items in the spring conference budget.
- Bill – Once the spring conference team does that, we will create and disseminate the budget. We don’t need to have this done for July 1<sup>st</sup> – it can come shortly after.
- Bill – By looking at details, the Board will have a better idea of the level of event we are planning.
- **Action Item – Andy to send draft of the spring conference budget to come to Bill this Monday for the Board to review**