

AMERICAN KNIFE AND TOOL INSTITUTE

Board of Regents and Advisory Meeting

February 6, 2002
Sahara, Las Vegas, Nevada

The Executive Committee meeting of the American Knife and Tool Institute on Wednesday, February 6, 2002 was called to order at 9:15 a.m. MST by AKTI president CJ Buck. Other regents present: Les de Asis, Walter Gardiner, Bob Miller, Al Pendray, Mike Jones (for Chad Vincent); Advisory members present: Jerry Rinder (Swiss Army), Les Edelstein (Moteng), Doug Flagg (United), Spencer Frazer (SOG), Jim Furgal (Camillus), Debra Garvick (United); Others present: Jan Billeb, Executive Director and David Kowalski, Communications Coordinator. Regent absent: A. G. Russell.

These minutes are formatted on a per-subject basis, not the chronological discussion.

Administrative

Minutes: Gardiner moved and Miller seconded to approve the following meeting minutes: June 7, 2001, August 24, 2001, September 24, 2001, and December 7, 2001. Unanimous.

Future Meetings Scheduled: A telephone conference call was scheduled for Tuesday, March 26, at 2:00 p.m. EST. The Executive Committee meeting prior to the Blade Show was scheduled for Thursday, May 30, 2002 at 9 a.m. with the Annual Meeting at 4 p.m. An Executive Committee meeting will be scheduled in September in Chicago and for the day after the 2003 Shot Show. Additional telephone conference calls will be held as needed.

Vice President/Secretary: Buck announced that Les de Asis agreed to fill in as AKTI Vice President/Secretary to replace Bob Bascom, formerly of Gerber.

Board Awareness Document: All present signed the annual board awareness document.

Financial

Current Reports: De Asis reviewed the profit and loss comparison financial statement for 2000 and 2001, noting the increase in memberships as a result of Dave Kowalski's efforts. Regent dues for 2002 were billed in December. Advisory members are billed on anniversary dates.

Contract for Jan Billeb: De Asis presented Jan Billeb's request for an increase in the basic monthly fee for her services to \$2,000. Gardiner moved to so approve, Pendray seconded. Unanimous.

Fund raising: The monthly AKTI auction knife was discussed and the disappointment with the results, specifically on the D'Alton Holder knife. Kowalski presented a proposal from knifeauctions.net to host the AKTI auction without any charges. Pendray explained the ownership structure of knifeauctions.net, including that the Knifemakers Guild held a 2% ownership. It was agreed to try knifeauctions.net with review at the June meeting. Knifeauctions.net will be informed by Kowalski that this participation is not an endorsement and is on a trial basis.

Committees

Legislative - Buck, Chair

Boston: Gardiner and Rinder reported on their experiences testifying before the Boston council. Rinder made the point that Boston, like many communities, was attempting to address gang problem and wanted action prior to re-election time. It was noted that several AKTI committee members are willing to travel and participate on issues that impact the entire industry as needed.

Florida: Kowalski reviewed the Florida situation and the need for Rick Watson to find an appropriate bill in each house to introduce the revised wording. It was noted that additional fund raising is needed to cover the lobbyist's fees. Buck and Kowalski will confer with Watson regarding additional fund raising.

California: Buck noted there are no additional issues in California. Chris Micheli has provided AKTI with a history of the knife laws of California, which will be available on the web site.

StateNet: Buck and Billeb described the negotiations with StateNet for a reduced contract of \$900 per month. Additional features will include access to Regulations and a government relations link from AKTI's web site.

Consultant Proposal: Buck reported on being contacted by Mark Barnes, lobbyist, and Tanya Metaska, former NRA/ILA director, interested in providing AKTI with consulting services on membership, lobbying and programs. Gardiner noted that the original intention of AKTI included that it would not emulate the NRA and that to pursue a different avenue would require addressing the question of whether the Executive Committee was happy with the goals or if they needed to be re-evaluated.

Membership - Gardiner, Chair

Gardiner announced that AKTI is over the first hurdle of membership development, we now can discuss what AKTI has accomplished.

Shot Show Update

Kowalski provided a written summary of contacts he made with potential AKTI members while attending the SHOT Show. He distributed the package of materials that he provided describing AKTI's accomplishments. It was suggested that a designation sign as Member of AKTI be provided for exhibitors. Kowalski will work on a sign and a replacement for the standup sign that had tear-off membership applications.

NICA

De Asis gave an AKTI presentation to the NICA group. Miller reported that the group is committed to join at the Advisory level.

Membership Levels

Discussion occurred on the various membership categories and fees and the problems and costs of recruiting individual members. It was suggested the committee may need to clarify membership levels.

Recruiting

Rinder described a membership drive he participated in that was orchestrated by a professional service. He will obtain cost and contact information. Rinder emphasized the importance of follow-up by telephone and thank you notes. The process included a defined list, a script, thank-yous and reminders and a key factor of the solicitor having a relationship with the potential members they contact. Everyone should email to Billeb a list of 10 names they would contact and she'll develop lists for distribution.

Billeb reported that she and Kowalski have discussed potential mailings to past members and also a web site email idea to recommend AKTI to a friend.

Internet - Edelstein, Chair

Edelstein reported that the revised web site is active. Everyone is encouraged to review and critique it. Moteng will host the site at no charge to AKTI, but Michael Brawner is no longer interested in doing the monthly maintenance. Billeb agreed to maintain it, finding assistance as necessary, for an amount budgeted at \$200-250 per month. Edelstein suggested that link to specific articles in publications be developed.

Publicity - Kowalski, Chair

Garvick offered United's public relations department services as needed by AKTI for advertisements, posters, etc.

Kowalski distributed “AKTI Plan for 2002 Individual Memberships” and briefly described the publicity and recruiting ideas. No specific action taken on the plan.

Education

De Asis and Garvick agreed to co-chair the education committee. Billeb will send out a listing of all committee assignments for everyone’s review.

De Asis moved, Gardiner seconded to adjourn at 12:45 p.m.

Respectfully submitted,

Jan Billeb
AKTI Executive Director