



**North Andover Merchants Association  
Board of Directors  
November 14, 2023  
6:00 PM The Loft  
Minutes**

**In Attendance:** Kate Rozzi, Mike Hurley, Sally Finnimore, Brittany Ray, Jonathan Mandell, Travis Holland, Lauren Macauley

**Not In Attendance:** Therese Leone, Joelle Elghoul, Juliana Mancinelli, Janice Phillips, Melissa DiMinico

Mike Hurley called the meeting to order at 6:00. Travis Holland made a motion to accept the minutes for the August 22 and October 24 meetings. Lauren Macauley seconded the motion and all votes in favor of accepting the minutes.

Jonathan Mandell presented the October P&L. More of the Fall Festival revenue and expenses were recorded in October. Net income of -\$11 for the month. YTD running at a net income \$442.61. Kate added that we expect more revenue than expenses in the coming months. Lauren made a motion to accept the treasurers report, Brittany seconded the motion. All voted in favor and the report was accepted.

Kate reminded everyone of the process and timeline for 2024 board elections. Polled attending members on plans for next year. Sally, Lauren and Brittany are interested in staying, Mike will not and Travis and Jonathan are undecided. Lauren and Kate will catch up with Juliana and Janice (nominating committee) and check in with the remainder of board members. Board members were asked to brainstorm potential nominees and be prepared to share with the nominating committee in the coming weeks.

As discussed at the last meeting, Sally asked the board to consider increasing the maximum hours per week Kate (Director of Operations) is allowed to work to 20, as well increasing compensation from \$20 to \$25 per hour. Board members were in agreement. Mike commented that the expectation is that with more hours per week, more efforts can be made to increase revenue especially through increased members. Brittany made the motion to adjust the allowed hours per week to 25 and the hourly rate from \$20 to \$25, effective immediately. Jonathan seconded the motion. All voted in favor and the motion was accepted.

**NAHS Scholarship** confirmation is due Dec. 1/ All agreed to keep the same as previous 2 years. 2 @\$2000.

**Holiday & Member Celebration** November 30 at NACC needs more outreach to members. Currently the following tables are attending: SalemFive, Enterprise Bank, (both platinum sponsors) The Village Studio, Hurley, The Loft/Joe Fish. Baby Viking is attending and is a silver sponsor. Everyone needs to review list that Kate sent out last week and make some calls. Also need to focus on collecting info about milestones. Suggested that email go out "have you heard" The Loft is celebrating 45 years, Legends is celebrating 15...to get people more engaged. Also include that we will celebrate milestones since 2020. Kate will do in AM. Brainstormed about activities-raffles, wine pull. Will discuss further over email/text next week. This week's focus is calls to members.

**Holiday Happenings** are in good shape, members have been signing up for bingo, merch and guide book. Kate will follow up with previous participants this week. Gift exchange numbers are low but we will keep promoting. Kate is going to look at Masonic Lodge which is where Gingerbread House Walk will be held tomorrow. Decent turnout so far. Think of ways to make it fun, in addition to just the houses.

To adhere to the board nomination process, January meeting will be January 30th. We may call another meeting in December/early January if necessary.

Meeting is adjourned at 7:55