



Fitness Association of the Patent and Trademark Office
PTO Fitness Center

Date: April 20, 2016

To: Board of Directors
Fitness Association Patent & Trademark Office

CC: Members
Fitness Association Patent & Trademark Office

From: Pamela E. Perkins, Secretary
Fitness Association Patent & Trademark Office

Subject: April 20, 2016 Meeting Minutes

A regular meeting of the Fitness Association Patent & Trademark Office (FAPTO) Board of Directors was held on Wednesday, April 20, 2016 in Knox 6D44. Clarence Garden (see below), Georgia Epps, Jeffrey Smith, Kalyan Deshpande (via teleconference), and Kevin Bechtel were present. Brittany Fisher and Pamela Perkins had an excused absence. Grant Withers and Edward Chin had an unexcused absence.

A quorum not being present, the meeting was called to order at 10:00 am.

Kevin Bechtel was acting as both Secretary and President-of-Vice.

Motion by Jeff to vote by e-mail because quorum not present. Motion failed because quorum not present.

ProFIT Report (10:15 because what else are we going to do) – Richard Mandley, ProFIT President; Cyndi Feliciano, General Manager

- Kevin Bechtel generated a differential report between MindBodyOnline (MBO) and Payroll-Deductions (PRD). Cyndi noted her OHR contact would be able to provide future service.
- Cold-calling members resulted in positive responses.
- Discussion of adding Les Mills classes – particularly Grit & Rev (cycling).
 - Same # of classes, just paying for additional licensing to replace existing classes with Les Mills
 - Noted that Piloxing Knockout instructor would leave in summer; the class would likely be replaced with combat or some other Les Mills class

10:31 - Clarence Garden joins the meeting – a quorum is now present.

- Discussion of deconditioned gym-goers – how to heard to class via personal training



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- Kalyan Deshpande suggests labeling some classes as “beginner / intermediate”, because hard-core gym-goers avoid classes that are labeled to be for beginners.
- Discussion of on-line survey results
 - Members lack brand-awareness
 - Jeffrey Smith noted members will have feature-awareness
 - Kevin Bechtel wondered how a yes/no question was split 50/50 given 19 survey takers.
 - Cyndi noted we use the cheap free survey monkey

A motion by Jeffrey Smith was adopted as follows:

“To waive the initiation fee for members on Thursday, April 28th, 2016”

Approve – 4 Veto – 1

- Richard Mandley indicated that the estimated timeframe for Men’s locker room renovation was August.
- Jeffrey Smith and Clarence Garden discussed meeting with Denise Thomas to discuss a proposal regarding the extend Cyndi should collaborate with other fitness events.
 - Concern regarding ProFIT employees working with outside groups on FAPTO’s dime
- Discussion of why we ProFIT can’t mass e-mail USPTO employees but other 3rd party gyms can totally do so.
- Discussion of bringing Tyler the IT guy to discuss options for mailing Outlook calendar events for special classes and other events.

The meeting was adjourned at 11:43 am

Minutes corrected and approved Wednesday, May 4, 2016