Fitness Association of the Patent and Trademark Office
PTO Fitness Center

Date: 2018-July-18

To: Board of Directors
Fitness Association Patent & Trademark Office

CC: Members
Fitness Association Patent & Trademark Office

From: Kevin Bechtel, Secretary
Fitness Association Patent & Trademark Office

Subject: 2018-July-18 Meeting Minutes

A regular meeting of the Fitness Association Patent & Trademark Office (FAPTO) Board of Directors was held on Wednesday, July 18, 2018 in Knox 6D44. Kevin Bechtel, Georgia Epps, Aaron Footman (via teleconference), Kristin Fuller (via teleconference), Sonya Penn, and Jeffrey Smith were present. Kalyan Deshpande, Gerald Ewoldt, and Charles Jiang had an excused absence.

A quorum being present, the meeting was called to order at 10:00.

Agenda Items:

Motion by Jeffrey Smith was adopted as follows:

"Approve Meeting Minutes of 2018-07-03".

Approve – 6 Veto – 0 Abstain – 0

ProFIT Report – Richard Mandley, ProFIT President; Bill Hall, General Manager:

- Discussion of sales position
  - Concern with level of access to potential members in a secured government facility
  - Scope of interaction with potential members, particulars required for:
    - Closing more sales
    - More importantly – driving more traffic
- Discussion of proposed floor coverage cuts, group ex cuts, management fee changes, and sales position
- Discussion of insurance discounts/rebates for members
- Discussion of offering meal pick-up service
- Noted no refund for double-payment of gym bags

The meeting was adjourned at 12:00.