

**PC/104 Consortium
Member Meeting Minutes
July 18, 2018
Via conference call**

Members Present: Flemming Christensen (Sundance)
Pat Hopper (Open Systems Media)
Jonathan Miller (Diamond Systems Corp)
Flay Mohle (WinSystems)
Jeff Munch (ADLINK Technology)
Stephen St. Amant (RTD Embedded Technologies)

Staff Present: Jeff Milde
Sedina Sinanovic

1. Call to Order

Mr. St. Amant called the meeting to order at 8:00am Pacific Time.

2. Anti-Trust Policy

The policy was reviewed by the attending members.

3. Bylaws Update

Mr. St. Amant reviewed the changes to the recent Bylaws update. Moving forward, new board members will be elected, and the membership structure has changed. Previous Executive and Associate members are now combined into a single Executive level, and previous Affiliate members are now Associates. Executive members are voting members and Associate members are non-voting.

4. Board Nominations and Elections

Mr. Milde reviewed the process for nominations and elections. He emphasized that this is a transition year as we work through the logistics of the changes. This first-year elections will be held for 1, 2, 3-year terms to ensure continuity. Following the first year, elections will be held for 3-year terms allowing for a staggered Board. Moving forward we will open nominations in August in which voting members (executive level) may nominate themselves. Elections will take place in September with a transition month in October. The new term will be November-October.

5. Membership

Membership has fluctuated over the years – there was a time we had many contributors, especially when we were generating new specifications. We have had some decline over the years. Now we are steady but desire to increase. Current membership includes 11 at executive and 23 at associate as of 2018.

a) Member Database

We are working on transitioning our membership database to a more efficient system.

b) Renewals

We are moving from an anniversary system to an annual renewal that will provide financial clarity going into a new fiscal year. Current members will be given credit toward their membership, new members will pay for a year and/or a prorated portion to get them on the annual billing system. Annual Executive member fees will be \$1,750 and Associates fees will be \$750. These rates do not result in increases for previous Associate and Affiliate memberships.

c) Product Listing and Standards Introduction Structure

The Board is recommending that the Consortium now charge for product listings. It has not been voted on at this time. The goal is to encourage keeping products up to date – now 395 products listed. The proposed cost would be \$25 per product, per year. The Board is also recommending a fee for proposing new standards of \$2,500 which will enable a company or organization to put forth new standards for vetting and discourages specs being thrown out.

6. Financial Status

Mr. St. Amant reviewed the financial status of the organization. The goal over the last several years has been to reduce overhead costs while investing more money toward marketing efforts and promotion of our members. This effort has resulted in an overall net loss in the short term, but has stabilized over the last two years with the projection of 2019 to be a positive net gain.

7. Vision

The objective is to garner increased member involvement. PC/104 companies in the market are doing very well and it remains a robust industry. The Consortium would like to see renewed inter-company partnership. We want to see more published articles and educational material, reboot the Technical Committee to help shape a new, stackable form factor. We want members come to the table to participate. There are a lot of great ideas but people need to volunteer their time and to engage. This next step is what we're encouraging. What comes next is a question member companies need to answer.

8. Discussion

Mr. St. Amant opened the call for questions and discussion by the members. The following topics were discussed:

- Charging to list products versus allowing unlimited free posts
- Instead of charging for proposing a new specification, that a proposal require joint sponsorship by 3-member companies
- Vision and future of the Consortium
- Consortium consider a paying for a market survey

9. Adjourn

No further business appearing Mr. St. Amant thanked everyone for attending and adjourned the meeting at 8:55am Pacific Time.