2019-03-06 - Usual Suspects Meeting

Time and Location

Purcellville - After Member Meeting

Notes

Goals:

100 new members between now (3/6/2019) and end of 2019.

$1500 in net proceeds from 47240 · Program Service Fees (Classes) per month to end of 2019

Plans:

Business Plan:

Leesburg Building

Back Bathroom

- ServPro - Estimate
  - What to do before remediation

Safes - To move them out of the building, it will cost:

- (2) 4 Drawer GSA Safe - ~800 lbs ea
  - $600/ea + $20.00/step
- 2 Drawer GSA Safe - 600 lbs
  - $500

Funds

- $9000 a month keeps the lights on. No new equipment, no BIG maintenance items.
- Corporate Sponsor Levels - Define so we can create a marketing doc and then anyone can take to a company. If it's fixed in place, then there is no question.
- Sponsorship levels
  - Membership
    - Platinum
    - Gold
    - Silver
  - Sponsorship
    - Platinum
    - Gold
    - Silver
    - Benefits
      - Work Life Balance
      - Team Building Events
      - Logo on Shirts/Newsletter/Flyers/etc.
- Kickstarter

- Talk to the people that
- Set and End Date - Classes and Membership
- Classes
  - $1000 per month
  - Booze and Band saws Class
  - Liquor and Lathes
  - Tequila and Tormach
  - Conaqu and CNC
  - Coors and CNC

Retention

- Talk to members right after

Tool Control / Front Desk Check-In:

Nova Pass is working at NovaLabs. They may be willing to OpenSource it. Suggest we look in to feasibility of implementing it at Makersmiths. This has been a not so small effort on 7 or 8 guys for 8, 9 months. Will take some work on our part.

- Attend a developers meetings on Sundays. Get to know the hardware and software that will need to be put in place . . . est. $200 - $300 per tool, cost of kiosk - depends on hardware.