

ORMA Board Meeting

At the office of the Ohio Council of Retail Merchants.

May 2nd, 2025

9:30am

President Tony Martini called the Board of Directors meeting of the Ohio Receivables Management Association to order at 9:34 am on Friday, May 2nd, 2025.

Directors present were:

Brian Beirne	Mike Gardner	Lee Jacobs	Brandon Blackburn
Skip Harrison	Lee Snyder	Tony Martini	Dennis Johnson
Bill Mann			

Executive Director Lora Miller was also present.

An invocation was given by Lee Snyder.

Lee Snyder indicated they have sold their business and boxed up their office records. He hasn't been able to find the minutes of the last meeting.

Treasurer Bill Mann presented a detailed treasurer's report that was previously distributed to the board via email. President Martini asked if we need to reconsider ORMA investments. Treasurer Mann indicated that everything is fine with no changes needed at this time. After members agreed to approve \$3,000 for scholarships, President Martini moved to accept the treasurer's report, with Mike Gardner providing the second. The treasurer's report was unanimously approved.

Mike Gardner stated that there is no Council of Delegates report. He indicated that he will attend the ACA COD meeting in Louisville and that two more Ohio delegates are needed. President Martini and Skip Harrison agreed to serve as those delegates.

Mike Gardner said that there needs to be a discussion with Indiana about their future unit plans. He said Michigan joined the Great Lakes Unit. President Martini said he would reach out to Chris Coleman.

Regarding the convention, the board agreed that Scott Jennings was a great presenter in 2024 and that he should be invited to speak again. Lee Jacobs indicated he would like to hear about hands-on, practical information on what AI is doing for the industry. President Martini said it would be ok if a vendor speaks on AI, but it would also be helpful to hear from an agency representative who is using an AI product and how you get consumers to opt-in. Mike Gardner indicated that agencies across the country have been attempting to integrate AI technologies.

President Martini stated that a legal panel is needed as well. Lee Jacobs wants to see the express consent language their clients are using. Brian Beirne said that they have changed their language and suggested others do the same to make it expressly clear. President Martini concurred.

Lora Miller asked about a Tuesday convention activity. Brandon Blackburn said he wants to return to golf.

President Martini questioned payment from Indiana for the 2024 convention. Treasurer Mann said they are sending it.

The board unanimously agreed to pursue legislation to allow for the charging of convenience fees. President Martini indicated that Colorado allows for up to a 2% fee and said he will double check with Kevin Gaffer. Mike Gardner suggested speaking with Andy Madden at ACA.

Lee Snyder indicated that membership has dropped to 57 agencies. He indicated he will ask ACA for a non-renewals list and ask about COD representation since the membership has dropped significantly.

President Martini said they need to find a replacement for Lee Snyder on the board and as secretary. Lee Snyder added that an ORMA address change needs to occur along with the second signatory on the bank account. President Martini asked Lee Snyder to make a list of the things that need to be done.

Lee Jacobs reported that the ORMA PAC balance is \$3,707.10. President Martini questioned which legislators should receive contributions. Lora Miller suggested it be based on which legislators support allowing a convenience fee for credit and debit card payments.

At 11:17 am, Lee Jacobs moved to adjourn, with Skip Harrison providing the second. Without objection, the meeting was adjourned.