

# Hyponeer

NHPPA is a state affiliate of the Professional Photographers of America **PPA**

The Official Newsletter of the New Hampshire Professional Photographer's Association

**Coming Up** \_\_\_\_\_  
November Monthly Meeting

Trish Logan

**"10 BOLD Business Tips"**

Wednesday November 1st  
6-9pm  
Deerfield Country Club

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## Lighting, Posing And So Much More

### FALL SEMINAR

presented by New Hampshire Professional Photographer's Association

#### FUZZY DUENKEL

**GO HOME!** For Custom Senior Portraits



**IT'S TIME TO UP YOUR GAME.** As the one constant in an ever-changing field of photography, professional photographers must have a firm grasp on creative, versatile, and precise portrait lighting, which is vital to stay ahead of the never-ending avalanche of competition. Join Fuzzy for an in-depth discussion of how to light, photograph, price, and sell custom, on-location portraits of high school seniors.

Fuzzy is a master at outdoor and indoor lighting techniques - similar to those used in the fashion/commercial industry - but scaled down to work without an assistant. Fuzzy will cover lighting theory and various light modifiers, demonstrating how to create quality images that are unique, cutting-edge, and artistic. This workshop is guaranteed to teach key techniques and offer a fresh perspective.

**Sunday, October 29, 2017 | 9 a.m. to 4 p.m.**

Derryfield Country Club, 625 Mammoth Road, Manchester, NH

REGISTRATION BEGINS at 8:30 a.m.

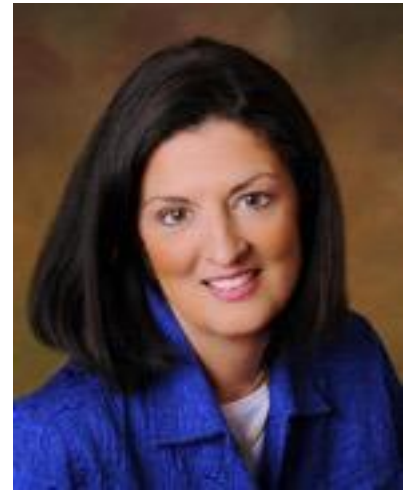
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## President's Message

Our NHPPA Fall Seminar features Fuzzy Duenkel presenting his program, "Go Home For Custom Senior Portraits" on October 29th from 8:30 AM to 4PM at the Derryfield. Whether you photograph high school seniors or not, Fuzzy's program is about lighting, posing and so much more. I do hope that you can take advantage of this great learning opportunity and attend our Fall Seminar. There is a link on our website, under 'Meetings and Events' to register for our 'Fall Seminar'.

Our November monthly meeting will feature Trish Logan presenting her program titled, "Ten BOLD Business Tips". Trish asks, "Are you a photographer who loves to create beautiful images, but struggles with the business side? Are you ready to achieve your dreams? Are you bold enough to leave your comfort zone? Then this program is for you!" Trish always gives us great information in her programs. I hope you will be able to attend.



Madonna Lovett Repeta, M. Photog., Cr.

Our November Mini Mondays are:

- Candace Pratt Stiteler, Cr. Photog., CPP, ABI, CBM, C. Ph., will be presenting a Mini Monday event: "Successfully Price Your Product" on November 6th from 6-8 PM at her Studio in Lee. Those of us who have had the opportunity to take Candace's full day program cannot say enough about how good her programs are.
- "From Zero to \$500K+ With No Studio" with Michael Stone, CPP will be offered November 13, from 6-8pm.. This program will show that it is possible to have portrait sale averages of \$3K and more, and often \$10K, right here in New England. Please check our website for additional information.

You can register for Mini Mondays on our website under the 'Meetings and Events' tab.

I wish you all a Happy, fun filled Halloween!!!

Madonna Lovett Repeta  
YOUR NHPPA President

[M\\_Studio@comcast.net](mailto:M_Studio@comcast.net)

Studio: 603.471.7026

# Monthly Meeting



# Monthly Meeting



**10 BOLD Business Tips**  
with Trish Logan, Cr. Photog.  
[www.trishlogan.com](http://www.trishlogan.com)

**Wednesday, November 1, 2017**  
6 to 9 p.m. | Derryfield Country Club

Are you the photographer who loves to create beautiful images, but struggles with the business side? Are you ready to achieve your dreams? Are you bold enough to leave your comfort zone? Then this program is for you! Join Trish as she shares the **FUND**amental business strategies needed to market your business successfully and set you apart from the competition. Find out why having goals is not optional. Discover that business can be rewarding and fun. Learn the difference between marketing and just tossing things up on the internet. Whether you have been in business for many years or just starting out, you will walk away with **BOLD** new ideas to boost your business.

Trish entered the photographic industry in 2010 and has built a vibrant photography business that continues to grow each year by leaps and bounds. She has traveled all over the United States teaching professional photographers about business. She has spoken at ImagingUSA twice, and has been featured in PPA Magazine print ads, social media marketing, and videos.

Trish earned her Craftsman Degree from PPA in 2016. Some of her other credentials include being Vice Chairman of PPA's Imaging Convention Committee, member of the PPA National Council representing Maine, Vice President for the Professional Photographers of New England and President-elect for 2017-18, a member of the PPA Charities Speaker Team, a Trustee of the New England Institute of Professional Photography for five years, and Past President of Maine PPA. Trish offers live workshops, coaches groups as well as clients one-to-one, and has authored ebooks on strategies for business.



Join us for a buffet dinner and socializing from 6 to 7:15 p.m. followed by the program from 7:30 to 9 p.m. Register online by Friday, October 27, at <http://nhppa.com/event-2571260>. The cost for dinner is \$25 and can be paid online or at the door. For more information visit [www.nhppa.com](http://www.nhppa.com) or contact Jim Carlen at [jim@carlenimages.com](mailto:jim@carlenimages.com).

# Mini Mondays



## New Hampshire Professional Photographers Association Mini Monday Seminar Series



### Successfully Price Your Product

*Helping you get the money you deserve*

Presented by Candace Pratt Stiteler  
*Cr. Photog., CPP, ABI, CBM, C.Ph.*

*Limited Space.*

Event Details:  
Monday, November 6  
6:00 PM – 8:00 PM

Candace Pratt Photography Studio  
142 Concord Road  
Lee, New Hampshire

Registration Fee: \$10

Register at [NHPPA.com/event-2686825](http://NHPPA.com/event-2686825)  
Registration Deadline: November 5

**For more information contact:**

Jane Lydick Staid  
NHPPA Mini Monday Chair  
603.382.6775  
[jane@janelydickstaidphotography.com](mailto:jane@janelydickstaidphotography.com)

*Are you overwhelmed when it comes time to price your work?*

*How do you put a price on all the time and effort that went into the creative process?*

*Do you understand the cost of sales vs. overhead? How do they play into how to price your work?*

Join Candace for this short, yet jam-packed program designed to help you develop a pricing plan to successfully sell your products.

Candace is a PPA approved business instructor, has her Certificate of Business Management, is a Certified Professional Photographer, and has earned the Photographic Craftsman Degree. Candace is a Past President of NHPPA and PPANE, has served six years as a NEIPP Trustee, and four years as the NEIPP Executive Director.

**Take the guess-work out of developing a fair price for your products.**

# Mini Mondays



**From Zero to \$500K+  
With No Studio**  
presented by Michael Stone, CPP  
*[michaelstoneportraits.com]*

Monday, November 13, 2017  
6 to 9 p.m. | Location TBD

We've all heard the phrase, "People in this area don't spend money on portraits." This

program will show that it is possible to have portrait sale averages of \$3K and more, and often have orders over \$10K, right here in New England. You can create a successful high-end business in photography, and you can even do it without a studio! Key areas covered in this program include:

- Sizing and pricing for profit
- Building value and your brand
- Selling wall portraits and wall collections
- Providing a great experience for your clients

This program will give you ideas to increase your average sale, send more money to your bottom line, and build a thriving business in photography.

Mike is the owner and full-time operator of Michael Stone Portraits based in Worcester, Mass. After working in the portrait photography industry for well over 30 years as a photographer, studio manager, trainer, and production manager, he left the industry in late 2011.

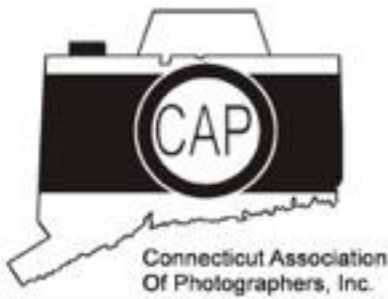
Mike opened his own business in 2012, while working part-time for his church as the Communications Director. Mike didn't have a camera, lights, backgrounds, samples, or a studio. He used the photography and sales models of highly successful studios in Montana (annual sales over \$1.5M) and Portland, Oregon (annual sales over \$4M), but opted not to have a physical location, choosing instead to personalize his service by photographing and selling at his clients' homes.

After investing in some equipment and doing some invitational sessions to create marketing materials, Mike began working in/at his clients' homes in central Massachusetts, and quickly spread throughout Massachusetts, Rhode Island, New Hampshire, and Connecticut. Since starting in 2012, Mike has grown his business from absolute zero with no assets to annual sales goals of over \$500K, without use of a physical studio or salesroom.



**REGISTER ONLINE at <http://nhppa.com/event-2654873>.**

**This program is presented as part of the NHPPA Mini Monday Series. If you have any questions, please contact the program chair Jane Lydick Staid at [Jane@JaneLydickStaidPhotography.com](mailto:Jane@JaneLydickStaidPhotography.com) or 603-382-6775. For more information visit [www.nhppa.com](http://www.nhppa.com).**



**JOIN US ON SAT., NOVEMBER 11, 2017**

**9 A.M. TO 1 P.M.**

**FOR A PRESENTATION BY**

**CANON EXPLORER OF LIGHT**

**KEN SKLUTE**

**VISUAL DEPTH**



Canon Explorer of Light Ken Sklute, will share with you his thoughts as well as his tips and tricks about creating very strong landscape images in an informative and inspirational program called Visual Depth.

Ken creates images of the landscape, nighttime sky, weather events such as tornado chases, monsoon and lightning, lava and more that viewers like to stay looking at without a need to move on to the next image. He will discuss in depth the thought process in making that happen. He will explain the details about having 2-5 secondary subjects that compliment your primary subject through compositional alignment or layers of light.

Pre-visualizing the finished image and a little simple research will prove to be the key of improving your imagery to the highest of standards. Come join Ken to learn how to improve your images and your vision.

**\$15 per person / \$25 at the door** *(Includes mid-morning snacks)*

Whitney Center, 200 Leeder Hill Drive, Hamden, CT 06517

**Registration Deadline: October 28, 2017**

**Questions? Contact Dave Meredith, Vice President**

***Dave@MeredithImages.com or (203) 520-3049***



Ken Sklute has been honored as one of Canon's Explorers of Light, a designation shared by several top photographers worldwide. Ken has enjoyed a diverse career photographing people, professional sports, architecture, weddings and landscapes. Ken spends much of his time photographing, teaching and lecturing both nationally and internationally.



Ken began his photographic career capturing 200 mph race cars in New York at an early age. He soon moved into the wedding and portrait industry, working for a volume wedding studio for three years before moving into working for different independently-owned studios. Ken bought his first studio in 1983 in New York, working at the finer locations throughout the New York metropolitan area. He chose to relocate to Phoenix, Arizona in 1996 in order to be out in the landscape of the beautiful desert Southwest and to enjoy the Phoenix wedding market.

During Ken's 42 year professional photography career, he has accomplished the title of "Photographer of the Year" in 32 out of 38 years in the states of New York, Arizona and California. Ken is a PPA Master of Photography and Photographic Craftsman. In addition, Ken has been awarded 14 Kodak Gallery Awards, the Kodak Gallery Elite award, WPPI Grand Award for Weddings and 15 Fuji Masterpiece awards, amongst many other awards.

Some of Ken's clients have been the National Hot Rod Association, U.S. Army, Sports Illustrated, Oakley, Associated Press, National Dragster, Epson, Kodak, Newsday, as well as most of the photographic industry trade magazines.



To register for the Ken Sklute CAP Seminar, please mail this registration form along with your check for \$15 per person, made out to CAP, Inc. to:

Dave Meredith, 375 N. Abram St., Stratford, CT 06614.

**YOUR REGISTRATION MUST ARRIVE NO LATER THAN OCT. 28TH.**

Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone Number \_\_\_\_\_

***All tickets will be held at the door. If an email address is provided, you will receive confirmation that your registration has been received.***

***Checks will not be cashed until after the event.***

October Meeting Photos by Mark Powers





September Meeting Photos by Mark Powers



September Meeting Photos by Mark Powers



September Meeting Photos by Mark Powers



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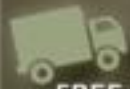
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NHPPA ANNUAL BUSINESS MEETING  
AND VENDOR APPRECIATION NIGHT  
January 4, 2017  
Location: Derryfield Country Club  
Manchester, NH

Opening remarks and vendor welcome 7:00 p.m. Roland Lemire, President  
There were 58 in attendance with 50 meals paid for.

Second Vice President Jennifer Raiche thanked the following vendors who were unable to attend tonight's meeting for their continued support of NHPPA:

1. Victoria Szurley of Glass and Gear [[www.glassandgear.com](http://www.glassandgear.com)]
2. Ken Wilson of American Color Imaging [[www.acilab.com](http://www.acilab.com)]  
Ken was unable to attend the meeting due to traveling to attend ImagingUSA
3. Rosangela McCann Makeup Artist [[www.rosangelamakeupartist.com](http://www.rosangelamakeupartist.com)]  
Rosangela had planned to attend the meeting, but was unable due to a back injury.

Second Vice President Jennifer Raiche then introduced the following vendors who were present at the meeting (*in order of presentation*):

1. Eric Arnold, Hunts Photo and Video [[www.huntsphotoandvideo.com](http://www.huntsphotoandvideo.com)]  
Eric expressed his gratitude to the membership for their business in 2016 as well as the previous nine years. This is Eric's 10<sup>th</sup> year with Hunts. Eric also thanked the membership for the referrals and stated the Manchester location has grown because of this association. Hunts always has special discount offers and pricing available. Hunts works with a number of manufacturing reps. With Eric tonight was Stan Kaplan who is the manufacturing rep for Manfrotto, Lastolite, Avenger, Gitzo, Gossen, as well as other products. Stan is a good resource for technical questions with regard to any of these products.
2. Bud Thorpe, SOPHA – The Studio of Photographic Arts [[www.thesopha.com](http://www.thesopha.com)]  
Many members were able to take a tour of the facility during the recent Christmas party which Bud hosted. SOPHA is a photo cooperative of sorts. They offer training, equipment rental, and studio rental. SOPHA is a membership-based community, but also offers services to non-members. Fully equipped studio rate is \$25/hour. Studio A is 25'x75'. Studio B is suitable for client meetings or in-person sales. Bud has service brochures available and also has brought the Profoto B1 Air and B2 Air rental equipment with him if anyone is interested in looking at.
3. Steve Bedell on behalf of American Color Imaging [[www.acilab.com](http://www.acilab.com)]  
Since Ken Wilson was unable to attend, Jennifer Raiche called upon Steve Bedell to say a few words on behalf of ACI. Steve has been a long-time client of ACI which is located in Iowa. When Steve visited the facility he was impressed by their precision and quality control. Mark Lane is a fanatic about it. ACI has many niche products from canvas prints to metal prints and albums. ACI is also a generous supporter of NHPPA.
4. Candace Pratt Stiteler, NEIPP (New England Institute of Professional Photography)  
This is a week-long retreat scheduled for April 2-6, 2017 at the Resort and Conference Center at Hyannis, Mass. If anyone is interested in signing up or has any questions, they were encouraged to contact Candace. Her contact information is available in the brochures which were distributed to those in attendance. Registrations are currently above where they were last year at this time.

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Candace informed the membership that the NH NEIPP Trustee position will be available as of June 1. Don Chick will be finishing his maximum term as Trustee at the end of May. Anyone interested needs to submit their resume along with a cover letter by the application deadline of March 1. Interviews will be conducted by the Board of Trustees at NEIPP. A nomination will be made to the PPANE Board at the June meeting. This position has a 3-year term commitment and requires that you be available for NEIPP from Saturday through Thursday to assist with whatever is needed in running the school. This is a completely volunteer position; no pay. An email blast will be going out and will be in the next issue of the *Hyponeer* newsletter.

5. Dennis Spaziano, PPANE (Professional Photographers Association of New England)  
Currently working on contracting speakers for the conference in September. All members were encouraged to check out the website [www.ppane.com](http://www.ppane.com) and to pay their annual dues if they have not already done so.
6. Tim Cameron, PPA (Professional Photographers of America)  
The national convention ImagingUSA will be held in San Antonio, Texas on Sunday, January 8, through Tuesday, January 10, 2017. Tim encouraged any who are not members of PPA to consider joining. The cost for annual dues is less expensive than having to purchase your own equipment insurance. Photo care insurance of \$15,000 is provided to each member. Other highlights of membership include: indemnification trust, Photovision tutorials, perks and savings available on website, as well as the merit and degree program. Tim also encouraged members to consider earning their CPP degree. Both Tim and Don Chick serve as CPP Liaisons and will help you through the process. Tim also let the membership know that our very own Jeff Dachowski sits on the Board of PPA as a Director.

The meeting took a short break allowing all members time to visit with the vendors present.

The Annual Business Meeting was called to order at 7:45 p.m. by President Roland Lemire.

Secretary Lauri West was called upon to present the Minutes of the last Business meeting held on January 6, 2016 and which were published in the November 2016 and January 2017 issues of the *Hyponeer*. A motion was made to accept the Minutes as presented. Motion seconded and passed.

Treasurer Michele Spaziano was called upon to provide the Treasurer's Report. Michele presented a summary of the current assets for the Association totaling \$110,199.06. (See Balance Sheet as of December 31, 2016.) A motion was made to accept the report as read; seconded and passed.

The Board Committee Chairs were next called upon to provide updates on their respective committees.

1. Tim Cameron, Investments Chair  
NHPPA funds are invested in primarily global mutual stocks along with a couple individual issued bonds. The Board voted to invest a total of \$50,000 to start, and the investments were set up six months ago. The Association incurred an \$800 setup fee with our broker which has been recouped in the \$1,000 the assets have grown. The amount was higher, but the global economy recently suffered a significant drop. However, we are still better off than leaving the money in a low interest money market account. The game plan is to see a 5-6% rate of return.
2. Jeannette Robichaud, Audit Chair  
An audit was performed on the FY2015-16 books. There were a couple minor findings that were not in compliance. Corrective actions were approved in June and have been implemented. The Audit Committee will perform quarterly reviews of the investment accounts starting in the



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2016-17 fiscal year. Jeannette is currently developing an Audit Policy. The draft is pending review by the other committee members and will then be submitted to the Board for approval. Once approved it will be Policy #36 in the Policy and Procedures Manual.

3. Allison McGrail, Conference Chair  
The 58<sup>th</sup> annual NHPPA conference will be held April 21-24, 2017 at The Margate Resort in Laconia. This year's theme is the "Wild West." Flyers highlighting the speaker lineup were available to those in attendance. All were encouraged to attend the event which is included in the membership dues. The schedule will follow a similar format as in previous years with the exception of an extended Tradeshow on Saturday during the image competition. The Tradeshow will be held from 12 noon to 4 p.m. in the Blackstones Lounge. Saturday is a free day open to the public. The online registration will be available soon and will include the option of purchasing a ticket for a bagged lunch during the Tradeshow, the pizza party, as well as the awards banquet.
4. Madonna Lovett Repeta, Conference Speakers  
Madonna shared the speaker lineup for the upcoming annual conference:  
**Kira Derryberry** who was recently featured on the cover of PPA Magazine will be speaking Friday night on how to capture character in your portraits ([www.kiraderryberry.com](http://www.kiraderryberry.com)); **Jim Chagares** on Sunday talking about wildlife photography. Although Jim's passion is wildlife, his techniques can be used for weddings and sports photography. Jim will also share techniques for editing ([www.chagaresphotography.com](http://www.chagaresphotography.com)); and **Damon Tucci** on Monday on the subject of weddings and social media ([www.damontucci.com](http://www.damontucci.com)).
5. Ray Peeples, on behalf of Nylora Bruleigh – Image Competition Chair  
The digital image competition will take place on Saturday, April 22. Nylora will have the print rules available on the website in early February; she is not anticipating any changes. Ray reminded those in attendance that the February monthly meeting is the annual print critique meeting and is a great opportunity to have your images reviewed by three talented judges in preparation for the image competition at conference.
6. Ray Peeples, Webmaster  
The new NHPPA website has been up and running for a couple months now; still have some work to do on it. Ray also recommended that everyone take a look at the new updated NEIPP website as well.
7. Steve Robichaud, Conference Auction and Scholarship Chair  
Steve informed the members that he is currently collecting items for the conference auction taking place in April. All money raised goes to the general scholarships awarded in June. Qualified members were urged to consider donating one-on-one training for the auction. Any items not sold at auction will need to be taken home by the member who donated them. Anyone interested in helping out at the auction was encouraged to contact Steve.
8. Rick Hydren, Tradeshow Chair  
The Tradeshow for this year has been moved to Saturday, April 22, from 12 noon to 4 p.m. in the Blackstones Lounge. Club 79 will be held in the Blackstones Dining Area behind the bar. A bag lunch will be available for purchase at a nominal fee. Members were encouraged to send Eric at Hunt's an e-mail if there is a specific piece of gear they are interested in seeing, and Eric will bring it with him to the tradeshow if possible.

9. Jim Carlen and Tom Royer, Conference Hospitality  
A list will be setup soon so members can sign up to bring a variety of items to have available for hospitality each evening at the convention. Stay tuned!
10. Jean Wozniak, Conference Book Editor  
Work has begun on the conference book. The goal is to have the books available for distribution at the March monthly meeting. Have received a printing estimate of \$924 which is covered with the money raised from advertising. All members were reminded to review their contact information as provided on the NHPPA website and provide any updates. This information will be downloaded and included in the conference book.
11. Bud Thorpe, Vendor Rep  
Bud told the membership that he had attended his first Board meeting and is excited to work with everyone. Bud's goal is to add more vendors to the membership, working with national folks to support NHPPA.
12. Jennifer Raiche, Second VP – Monthly Meetings 2017  
The monthly meetings provide a great opportunity for members to network and socialize. These meetings are scheduled for the first Wednesday of the month at the Derryfield Country Club. Dinner begins at approximately 6:30 p.m. followed by the 90-minute program. Jennifer currently has agreements in place for the following programs:
- a) February – Print Critique  
To be held on Wednesday, February 1. The judges for this program will be Don Chick, Ella Carlson, and Nylora Bruleigh. Each member will be allowed to submit up to four digital images submitted as jpgs at 100 dpi with longest side no more than 10 inches.
  - b) March – Beauty and Boudoir Portraits with Stephanie Olsen
  - c) April – Finding the Passion in Portraits with NHPPA member Bobbi Slavin
  - d) June – The Art of Digital Photography with NHPPA member Dennis Rainville
  - e) September – TBD
  - f) October – How to create beautiful portraits when everything goes wrong with Nadra Edgerley
  - g) November – 10 Bold Business Tips with Trish Logan
- Members were reminded to e-mail Jennifer by the Friday before a scheduled meeting to let her know if they are attending; members on the permanent list need to e-mail if they are not planning to attend. Flyers for each of the above programs will be posted on the website soon.
13. Jane Walsh, Membership Chair  
Currently have a total of 148 members with 16 active members, 11 additional members to studio, 58 professional members, 7 vendor members, and 56 life members. Jane thanked Webmaster Ray Peeples for all his work with the new website. Members can now join or renew membership as well as register for various events all online. Jane let the members know that any new, first time members who are interested in joining between now and May 31 are eligible for a prorated membership fee which will provide membership through May 31, 2018.
14. Marsha Vander Mey, Photofestival Chair  
There are seven photofestival classes scheduled with something for everyone. Topics include weddings, conceptual photography, fashion, lighting, children, real estate, and marketing. All

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are full-day Saturday classes. PPA members receive a continuing education credit for attending. The money raised is used to bring in speakers for our annual conference. In addition to the education benefit, these classes are a great way to socialize and get to know other members in a smaller group setting. Registration is available online or by contacting Marsha.

### 15. Tracy Phillips, Mini Monday Chair

Mini Mondays are two-hour programs taught by a volunteer member of NHPPA. The cost to attend is \$10 per class. The money raised goes to support purchasing items for our library. In March Wayne Flanagan will be presenting a program on night photography. Anyone interested in speaking or hosting an event was encouraged to get in touch with Tracy.

### 16. Dennis Spaziano, Degree Chair

Volunteering for NHPPA earns credits toward a degree. Credits are earned by entering print competition, volunteering on a committee, and various speaking programs. The number of credits needed for each degree is as follows:

Associate Colleague of Photography (A.C.Ph.) – 25 credits

Colleague of Photography (C.Ph.) – 75 credits

Distinguished Colleague of Photography (D.C.Ph.) – 125 credits

Thereafter, a silver star is awarded for each additional 25 credits earned. These degrees are an outward sign of your dedication to this association.

This year there will be six degrees and one silver star awarded at conference. If anyone has any questions about the degree program or would like a copy of their current degree report, please e-mail Dennis.

### 17. Bruce Conti, *Hyponeer* Editor

The September and November editions of the *Hyponeer* are available on the website. Each edition has an article about the CPP process written by Jean Wozniak and Mark Powers. Bruce will be resigning as Editor of the newsletter at the end of the fiscal year. Dan Beaudet has agreed to take over as of June 1, 2017.

### 18. Tanya Hervey, Publicity Chair

A press release has been sent to the newspapers about the Photofestival classes which are now open to the public. The photofestival information has also been posted on the member Facebook group as well as the public page. Tanya is continuing the NHPPA member spotlight series and boosting it on Facebook. Tanya stated that she is looking for more member series highlighting what NHPPA has done for you. Tanya will be placing an ad in January on the public Facebook page.

### 19. Roland Lemire, on behalf of Michelle Trull – Best of Show Book Editor

ACI printed the book again this year at a cost of \$40 per book. There were a total of 28 books sold at \$45 per book for a total revenue of \$1,260.

There was no old business to discuss. Confirmed that a quorum was present, so continued with voting on proposed changes to the Bylaws and the election of officers for the 2017-18 fiscal year.

Jean Wozniak, Chair of the Bylaws, Policies and Procedures Committee, was called upon to present the proposed changes to the NHPPA Bylaws.

## 2017 NHPPA Annual Business Meeting Minutes

The Board of Directors submitted the proposed changes to the BPP Committee for review. The Board approved the final version at the August 17, 2016 Board meeting and the changes were published in the November 2016 and January 2017 issues of the *Hyponeer*.

The following changes were presented to the membership for vote:

- a) Article VI, Section 1, Bullet Item 8 regarding the three directors who are included in the Board of Directors. Recommended to add "nominated and elected" each year and to remove the last sentence which states, "In 1997 it was originally implemented that one Director be elected for a term of one year, one Director to be elected for a term of two years, and one Director be elected for a term of three years in order to stagger the initial implementation." This last sentence is already covered by stating "until successors take office." The final language would read: "Three directors from the membership at large, one nominated and elected each year during the Annual Business Meeting, from nominations made from the floor, whose term shall be for three years or until successors take office." Motion made to accept change as presented, motion seconded. There was no discussion. Motion passed.
- b) Article III, Section 1, Item 1 – Professional Photographer Membership Category  
The proposal was made to remove the word "joining" in the last sentence and add in additional language so that the last sentence would read, "A portfolio review is not needed, and will automatically be issued Professional status, for individuals who have 1) earned their PPA Masters of Photography degree or CPP designation, or 2) have achieved a combination of 10 average or above average images or prints from either PPA or affiliate competitions and/or NHPPA portfolio submission."  
A motion was made to accept the change as presented, motion seconded. There was further discussion about what would constitute the 10 average or above average images. It was explained that if a member had received an average score or higher on 5 images from either PPA or other PPA affiliate competitions, they would only need to submit an additional 5 images for a portfolio review which were deemed as average or above to be granted Professional status. There was a recommendation from the floor that only images receiving an above average score or higher in competition be eligible. It was stated that the purpose of the portfolio was to receive an average minimum. All members would continue to improve in their photography as they progress. There being no further discussion a vote was taken and the motion passed.
- c) Article VI, Section 1, Bullet Item 7  
It was proposed to remove the Vendor Representative as a member of the Board of Directors. It was noted that at the time the Board approved this change, it was becoming increasingly difficult to fill the vendor rep position. However, after that vote, a person stepped forward and filled the position as Vendor Rep. That person is Bud Thorpe of SOPHA who is interested in serving on the Board of Directors. Since the proposed change had already been publicized to the membership, the Board could not rescind the change. A motion was made to **not accept** the proposed change as presented, motion seconded. There being no further discussion, the motion passed. The vendor rep will remain as a member of the Board of Directors.

## 2017 NHPPA Annual Business Meeting Minutes

Nominating Committee Chair Allison McGrail was called upon to present the slate of executive officers for the upcoming term beginning June 1, 2017 and ending May 31, 2018. The slate of officers include:

President: Madonna Lovett Repeta  
First Vice President: Jennifer Raiche  
Second Vice President: Tom Royer  
Secretary: Lauri West  
Treasurer: Open Position  
NH Rep to PPANE: Scott Snyder

A motion was made to accept the slate of officers as presented. Motion seconded and passed.

Nominations from the floor for the open three-year Director position were:

Tanya Hervey

Tanya accepted the nomination. There were no further nominations. A motion was made to accept Tanya Hervey to serve as Director for a 3-year term. Motion seconded and passed.

As the office of Treasurer remains open at this time, any interested member was encouraged to contact Allison McGrail.

President Roland Lemire adjourned the meeting at 8:45 p.m. A motion was made to accept; seconded and passed.

Respectfully submitted,  
Lauri West  
Secretary

**Additional Update:**

After the annual business meeting, the Board realized that it was Rick Hydren's term as Director that was being vacated on May 31, 2016 and Tom Royer had an additional year to serve. Refer to the January 18, 2017 Board Minutes for discussion about filling the Director position being vacated by Tom Royer stepping up to Second VP.

## NHPPA Directors

### New Hampshire Professional Photographers Association



### Board of Directors 2017-18

#### PRESIDENT

Madonna Lovett Repeta, M.Photog., Cr., C.Ph.  
9 Rosewell Road, Bedford, NH 03110  
Tel. (603) 471-7026 or (603) 867-7175  
[M\\_Studio@comcast.net](mailto:M_Studio@comcast.net)

#### FIRST VICE PRESIDENT

Jim Carlen, M.Photog., CPP, A.C.Ph.  
2 Joslin Road, Milford, NH 03055  
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#### SECOND VICE PRESIDENT

Thomas Royer  
111 Gulf Road, Dover, NH 03820  
Tel. (978) 290-2086  
[royertcr@myfairpoint.net](mailto:royertcr@myfairpoint.net)

#### TREASURER / BUDGET COMMITTEE CHAIR

Michele Spaziano, C.Ph.  
13 Curtis Lane, Bedford, NH 03110  
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#### SECRETARY

Lauri West, A.C.Ph.  
77 Centre Street, Apt. 2, Concord, NH 03301  
Tel. (603) 715-5932  
[lwest126@comcast.net](mailto:lwest126@comcast.net)

#### IMMEDIATE PAST PRESIDENT / CONFERENCE CHAIR / NOMINATING COMMITTEE CHAIR

Roland Lemire, M.Photog., Cr., CPP, D.C.Ph.S.  
78 Wentworth Drive, Bedford, NH 03110  
Tel. (603) 472-5229  
[rofoto@comcast.net](mailto:rofoto@comcast.net)

#### DIRECTOR (2017-18) / ADVERTISING CHAIR

John Malboeuf, A.C.Ph.  
12 Monterey Avenue, Nashua, NH 03064  
Tel. (603) 930-0329  
[johnm@johnmphoto.com](mailto:johnm@johnmphoto.com)

#### DIRECTOR (2017-19) / HOSPITALITY AND CHRISTMAS PARTY CHAIR

Claire Lemire, M.Photog., Cr., D.C.Ph.S.  
78 Wentworth Drive, Bedford, NH 03110  
Tel. (603) 472-5229  
[crlfotopro@comcast.net](mailto:crlfotopro@comcast.net)

#### DIRECTOR (2017-20) / NEW MEMBER CHAIR

Tanya Hervey  
24 Union Street, Rochester, NH 03867  
Tel. (603) 842-2608  
[tanya@tanyaleeherveyphotography.com](mailto:tanya@tanyaleeherveyphotography.com)

#### WEBSITE/FORUM

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#### MEMBERSHIP CHAIR

Dennis Spaziano, M.Photog., Cr., CPP, D.C.Ph.S.  
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[dspaz@comcast.net](mailto:dspaz@comcast.net)

#### INDUSTRY REPRESENTATIVE

Bud Thorpe  
15 Merrill Street, Manchester, NH 03103  
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#### NHPPA REPRESENTATIVE TO PPANE

Scott Snyder  
28 The Oaks, Unit 3  
Henniker, NH 03242  
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[scottsnnyderphotography@gmail.com](mailto:scottsnnyderphotography@gmail.com)

#### PPA NAT'L COUNCILOR / CERTIFICATION LIAISON / INVESTMENT COMMITTEE CHAIR

Tim Cameron, M.Photog., Cr., CPP, D.C.Ph.S.  
39 Canal Street, Laconia, NH 03246  
Tel. (603) 524-4045  
[mail@achberstudio.com](mailto:mail@achberstudio.com)

## New Hampshire Professional Photographers Association

Madonna Lovett Repeta, M.Photog., Cr., C.Ph.  
President



### Board Meetings 2017-18

Board meetings will be at:

The home of Madonna Lovett Repeta  
9 Rosewell Road, Bedford, NH | 603-471-7026 or 603-867-7175

#### Meetings:

All meetings will start at **6:30 p.m.**  
Please target 5 days before the meeting to submit your reports.

Please include whether you will be able to attend, as NHPPA board meetings require a quorum to function. We need as many voting board members to attend each meeting to achieve a quorum. Committee heads are not required to attend every meeting, however are encouraged to do so when they have current business to present to the Board.

These are the dates for the 2017-2018 Board meetings along with topics which we anticipate discussion of, but are not limited to:

#### June 21, 2017

Membership Renewals, Budget approval, Fall Seminar, Conference Speakers

#### August 16, 2017

Conference Speakers contracts, Fall Seminar, Monthly Meeting speakers, Nominating Committee, proposed changes to Bylaws approved by Board

#### September 20, 2017

Last meeting before Bylaws change deadline of October 1, 2017, Conference Speakers, Fall Seminar, Christmas Party, Photofestival

#### October 18, 2017

Conference, Photofestival, Christmas Party, Proposed slate of officers from Nominating Committee

#### November 15, 2017

Conference, Photofestival, Christmas Party, Annual Business Meeting/Vendor Appreciation Night

#### January 17, 2018

Conference, Photofestival, Monthly Meetings

#### February 21, 2018

Conference, Photofestival, Monthly Meetings

#### March 21, 2018

Conference

#### May 16, 2018

Annual Wrap up meeting

**Mark your calendar. These are the board meetings for the entire year.**

## NHPPA Committee Chairs

### New Hampshire Professional Photographers Association



### Other Committee Chairs 2017-18

#### AUDIT COMMITTEE CHAIR

Susan Goralski  
PO Box 1055  
New Hartford, CT 06057  
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#### BEST OF SHOW BOOK

Michelle Trull  
20A Albacore Way, Portsmouth, NH 03801  
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#### BYLAWS POLICIES & PROCEDURES CHAIR / CONFERENCE BOOK CHAIR

Jean Wozniak, CPP, C.Ph.  
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Jane Lydick Staid, A.C.Ph.  
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#### PUBLICITY/PULIC RELATIONS COMMITTEE CHAIR

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#### SCHOLARSHIP CO-CHAIRS

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56 Technology Way, Nashua, NH 03060  
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#### OTHER INDUSTRY REPRESENTATIVES

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## New Hampshire Professional Photographers Association

Madonna Lovett Repeta, M.Photos., Cr., C.Ph.  
President



### Committee Members 2017-18

#### FINANCIAL

##### Controller

Jean Camire

##### Treasurer

Michele Spaziano

##### Budget & Finance

1. Michele Spaziano\*
2. Jean Camire
3. Roland Lemire
3. Madonna Lovett Repeta
4. Jim Carlen
5. Tom Royer
6. Susan Goralski

##### Audit Committee

1. Susan Goralski\*
2. Michele Spaziano
3. Jean Camire
4. Tim Cameron
5. Madonna Lovett Repeta

##### Investment Committee

1. Tim Cameron\*
2. Wayne Flanagan
3. Scott Smith

##### Insurance

1. Michele Spaziano\*
2. Madonna Lovett Repeta
3. Tim Cameron

##### Advertising / Solicitation

1. John Malboeuf

##### Scholarship / Raffle

1. Maria O'Brien\*
2. Erin O'Brien\*

#### MEMBER RELATED

##### Membership

1. Dennis Spaziano\*
2. Michele Spaziano
3. Marsha Vander Mey
4. Claire Lemire
5. Roland Lemire
6. Tanya Hervey

#### Vendor Rep

Bud Thorpe

#### Degree Program

1. Dennis Spaziano\*
2. Lorraine Bedell
3. Jean Wozniak
4. Carin D'Abrosca
5. Marsha Vander Mey
6. Tracy Phillips
7. Claire Lemire

#### Hospitality

1. Claire Lemire\*
3. Kris Dobbins

#### Christmas Party

1. Claire Lemire\*
2. John Malboeuf
3. Tanya Hervey

#### PPA Charities Ambassador

Ray Peeples

#### CONTINUING EDUCATION

##### Library

1. Susan Gray\*
2. Jean Wozniak

##### Photo Festival

Candace Pratt Stiteler

##### Mini Monday

Jane Lydick Staid

#### PUBLICATIONS / PUBLIC AWARENESS

##### Hyponeer Editor

1. Dan Beaudet

##### Website / Forum

1. Raymond Peeples

##### Publicity / Public Relations

1. Tanya Hervey\*
2. Alison Minitier

##### Assoc. News / Special Events

1. Alison Minitier

#### Photos

1. Jill Kyle\*
2. Mark Powers

#### GENERAL

##### Nominating Committee

- Roland Lemire\*
- 2 elected by Board
- 2 elected by Membership

##### Bylaws Polices & Procedures

1. Jean Wozniak\*
2. Jeanette Robichaud
3. Candace Pratt Stiteler
4. Lorraine Bedell
5. Don Chick
6. Gene Paltrineri

##### Historian

1. Roland Lemire\*
2. Lorraine Bedell
3. Candace Pratt Stiteler
4. Gene Paltrineri
5. Ron Covey

##### Parliamentarian

Candace Pratt Stiteler

##### Memorial

Lauri West

##### Speaker Contracts

1. Lauri West\*
2. Jim Carlen
3. Tom Royer
4. Michele Spaziano

##### Critique Forms / Program Review

1. Claire Lemire

##### Rep to PPANE

Scott Snyder

##### PPA Councilor

Tim Cameron

\* Chair