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CALL TO ORDER

The Nevada DECA, Inc. Board of Trustees meeting was called to order by Bonito Sahagun at 2:09pm.

APPROVAL OF MINUTES.

It was moved by Kade Desimone and seconded to approve the minutes of the September 2015 Board of Trustees Meeting as presented.

The motion passed unanimously.

COMMITTEE UPDATES

Discussion: Curtis shared a quick update for the Foundation Committee – the Board has approved the bylaws and Articles of Incorporation will likely be finalized at State Conference.

Bonito shared an update from the Partnership Committee’s meeting in September, including updates to the donation button and social media outreach. The next step is to allocate some of the budgeted funding toward promoting Nevada DECA on social media. He proposed to use \$1500 of the budgeted \$2500 (\$1250 to boost on Facebook, \$250 on Google AdWords) to direct people to the Donate page in the days leading up to SCDC to get a return on investment.

Direction: The management team will follow up to implement those funding levels.

Melissa joined the meeting at 2:14pm.

Discussion: Jamie shared the update from the Advisor Development Committee. The committee met to approve Sustainability Grant requests and Jamie has been working on individual projects as well, but is looking for more items to review.

Direction: The management team will pass along the proposed revisions for Advisor of the Year for the committee to review before SCDC.

Discussion: Jamie was much busier in her capacity as Chapter Support Liaison in Nevada, which she owes to better promotion and visibility for the position. Even chapters in Reno were reaching out to her about visits. She visited 7 chapters in the fall and had numerous phone conversations as well. She’s going to continue developing templates and materials for advisors to utilize. Jamie will circle back to meet with chapters after SCDC to check on their progress, and has had good reception from chapters and their officer teams.



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Kade asked whether National DECA has materials available for chapters. Jamie shared that the materials are present, but often not publicized. Melissa asked for the materials to be shared on the website as well.

Curtis shared that Jamie has also helped nurture some of the new chapters who are looking to get started as well.

Direction: For the May Meeting, Melissa requested metrics and feedback to help decide how to move forward with the position. Snehal also requested that we emphasize work with the new chapters to help them grow, and look at how we can help address changes between chapters.

Discussion: Jamie shared that she is moving in May but will work to leave the position and UNLV DECA in a good place when she leaves by developing a transition plan. Melissa recommended reaching out to Howard Gordon in the College of Education to see if he might be willing to oversee the program.

STATE OFFICER UPDATE

Discussion: Cindy Kim and Yu He gave the State Officer Team Update. The team has created the Nevada DECA Chapter Video Challenge, asking chapters to answer how they “generated EPIC” during the school year. The winning team will win a \$100 gift card and get their video shown at SCDC.

The Project Generosity community service project will benefit Nevada Childhood Cancer Foundation and will ask chapters to raise \$2,500 through GoFundMe and cash donations, with the top raising chapters earning incentives and recognition.

The Nevada DECA Interview Series was a success this year, asking State Officers to interview local businesspeople and professionals to share what they’ve been successful with this year.

Yu He also shared increased social media activity and plans to create a SnapChat geotag for SCDC.

The team is preparing for State Conference including scripts and conference activities, and thanked the Board for the opportunity to serve this year.

Bonito praised the team for their professionalism and maturity.



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NEVADA DEPARTMENT OF EDUCATION UPDATE

Discussion: Melissa shared that the Nevada ACTE will recognize the DECA Student of the Year at SCDC and will present an award for them at Closing Session.

Melissa also shared updates about the Lean Business Model for business plans, and hopes to provide an Entrepreneurship Training to help students to be better trained for DECA competitive events.

COLLEGIATE DECA UPDATE

Discussion: Jailene shared the update for UNLV DECA. UNLV hosted the Competition Academy with 8 chapters, 80 members, and 15 judges. The conference raised over \$2,000 of sponsorships through the event. UNLV also raised over \$500 for a Barnes and Noble fundraiser and had a retreat to evaluate their progress toward meeting the goals.

The chapter currently has 51 members and business professionals with the goal to reach 80 members by the end of the year. The chapter is looking at attending the Utah DECA SCDC and is exploring other fundraising opportunities through the rest of the year, including an Applebee's fundraiser which will loop in high school chapters as well to help them fundraise for ICDC.

Jamie shared that UNLV has been diligent about involving the new chapter at CSN in their plans to help them get founded. There have been challenges getting started with turnover in chapter officer leadership, but they are still working on making it happen.

Curtis shared updates from the Collegiate DECA committee meeting. Collegiate DECA chapters are covered under the Nevada DECA insurance policy so long as they report to the management team. The committee was in favor of postponing chartering until more chapters reached sustainability in Nevada.

Direction: The Board will look at including awards for Collegiate ICDC competitors and membership dues in the budget for 2016-17.

Discussion: Bonito asked whether the Bylaws or Constitution supersede each other. Curtis clarified that the bylaws are the governing rules of the Nevada DECA legal governing body, whereas the Constitution is a student-directed document, so the bylaws have precedence.



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Direction: Melissa, Bonito, Cindy, Jamie and Curtis will review bylaws and propose changes before SCDC with the intent of approving at the May Meeting.

STATE MANAGEMENT TEAM UPDATE

Discussion: Curtis gave updates on the Management Dashboard, attendance for Rallies and Power Trip, and projected attendance for SCDC and ICDC. He also requested support from Board Members during SCDC, either as judges or in some other role. Overall, conference attendance was up for Rally, down for Power Trip, and membership is looking to finish the year lower than last year, as was expected and budgeted.

Jamie suggested continuing to promote membership campaigns to chapters to build membership.

FINANCIAL REPORT

Discussion: The Board reviewed the balance sheet, budget-to-actual and profit and loss sheets for the year-to-date. Brock asked whether the SCDC margin will be enough to make a profit on the year, and Curtis indicated that the high registration numbers for SCDC bode well for that happening.

Bonito asked about what the GBC Operational Grant is and inquired on the Chapter Support Liaison position. The grant was mis-labeled since it no longer goes through Great Basin College, but it represents state grant funds which will come later in the year. Chapter Support Liaison payments haven't been made yet because Jamie has yet to file her reports.

Decision: Melissa moved and it was seconded to approve the financial statements as presented. The motion passed unanimously.

BOARD MEMBER NOMINATIONS

Discussion: Curtis gave an update on Board Members terms – if all current members of the Board choose to remain on, there will be no open spots in the coming term.

Direction: The Board requested an update on member terms, and Curtis indicated he would send out to the Board.

Direction: Melissa requested those interested in re-serving to send email notice to Curtis to let them know.

Discussion: Snehal requested having an administrator seat on the Board, which will be considered during the Bylaw review.



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ADDITIONAL DISCUSSION

Discussion: As the Board looks at Constitutional amendments, Snehal proposed adding another officer and potential splitting CTAs and comprehensive high schools into different categories. Melissa said it's important to keep some Officer language in Constitution and asks for any changes to include budgetary implications. Melissa said that she's not in favor of splitting positions based on CTAs because she doesn't think it will equalize. Brock suggested splitting them geographically.

Bonito talked about targeting middle school chapters. Curtis gave update about National DECA's plans to develop a Middle Level in the next few years. Melissa suggested taking it to committee to chat about it. Bonito asked whether middle level membership would make us more money, and Curtis shared that it would depend on how DECA structured the dues, but most likely middle level would be a pipeline for membership rather than a financial incentive.

NEXT MEETING

The next meeting will be at 2:30pm on May 19, 2016 at a to-be-determined location.

ADJOURNMENT

The meeting was adjourned at 3:44pm.