



**Nevada DECA, Inc.
Board of Trustees Meeting**

DATES: June 2, 2011
3:10 pm - 5:10 pm

PLACE: Nevada Department of Education
Southern Office

The following Trustees, constituting all of the initial Trustees named by the Incorporator and a majority of authorized number of Trustees (thereby establishing a quorum) of the Board, participated in the meeting:

Board of Trustees Members in Attendance

- Tina Fulks, DECA Advisor at Desert Oasis High School & Board of Advisors Representative
- Tristan Hays, DECA Advisor at Sunrise Mountain High School & Board of Advisors Representative
- Tricia Del Guercio, Prosperity Advisors, Inc.
- Melissa Scott, Nevada DECA State Chair, Business and Marketing Consultant, Nevada Department of Education
- James Kohl, Howard & Howard
- David Gass, Business Credit Services
- Tyler Hurt, Nevada DECA State Officer
- Victoria Cana, Nevada DECA State Officer
- Ryan Underwood, Executive Director

Board of Trustees Ex-Officio Members in Attendance

- Brycen Woodley, State Advisor

Board of Trustees Guests in Attendance

- None

Board of Trustees Not in Attendance

- Mark Del Guercio, Prosperity Advisors
- Xavier Peterson, Quality Investigations, Inc.
- Scott Fritz, GrowthConnect
- Theresa Fette, Provident Trust

CALL TO ORDER

The Nevada DECA, Inc. Board of Trustees meeting was called to order by Board Chair David Gass at 3:10 p.m.

APPROVAL OF MINUTES

It was moved by Tina Fulks and seconded to approve the minutes of the January 2011 Board of Trustees Meeting. The motion passed unanimously.



STATE OFFICER TEAM REPORT

Tyler Hurt, Nevada DECA State President and Victoria Cana, Nevada DECA State Vice President of Publicity, presented the State Officer Team report highlighting the key accomplishments of the officer team since the last BOT meeting.

The official written state officer report was submitted for review by all board members in attendance.

Some of the highlights from the report were:

- The 2011 State Career Development Conference was an enormous success. The outgoing State Officers did a phenomenal job leading the conference in the general sessions.
- Nevada DECA broke many of its personal records this year, including a 50% increase in membership from approximately 1,200 members up to almost 1,800 members (believed to be one of the largest increases in the country) and over 600 participants at SCDC.
- Along with the increase in membership and SCDC participants, there was also a major increase in State Officer candidates. Thirty-one members applied to run for state office, with all but one position featuring multiple candidates.
- The State Officer Team's Program of Work focuses on two major new goals in addition to the traditional State Officer priorities. The first goal is to promote DECA to even younger potential members by visiting local middle schools in order to inspire incoming freshman to join DECA and excel in school. The second goal is to introduce a new community service project that focuses on encouraging chapters to raise funds for Nevada DECA throughout the year in addition to a service project done for a worthy cause before the 2012 State Career Development Conference.
- At the end of the Orientation Meeting, parents and advisors were invited to join us to receive important information from State Chair Melissa Scott and State Officer Coach Curtis Haley regarding the state officer program, as well to hear about our plans for the upcoming year.
- The State Officers completed the LEADS Academy at ICDC and learned valuable information about professional conduct, positive communication, goal-setting, and being effective ambassadors for the association. All of the officers enjoyed the opportunity to learn and network alongside State Officers from all around the country.
- Seven Nevada DECA students were awarded medals on-stage for their stellar performances. Five of those seven members qualified for final competition, including teams from Advanced Technologies Academy and Davidson Academy. One finalist, Stephan Kim from Davidson Academy, was recognized for being in the overall Top Ten for his performance in the Principles of Finance event. We were all so proud of all these members for their accomplishments.

STATE CHAIR REPORT

Melissa Scott delivered the State Chair Report providing the following updates to the Board:



Melissa briefed the Board regarding the recent developments with the state budget and developments in the Nevada Department of Education. It does appear that there will be more funds in the career tech budget than was originally anticipated.

CTE office is moving forward in their work with programs of study. They are moving forward with end of program assessments. The new approach will be a lot more prescriptive. Standards will align more closely with MBA Research national standards which will benefit in a better alignment with DECA.

STATE ADVISOR REPORT

Brycen Woodley delivered the State Advisor Report providing updates and information on the following items:

This year was Nevada DECA's 50th Anniversary and by all accounts was a very successful year for the organization. All year long activities and efforts were planned to celebrate Nevada's 50 years culminating with a celebration at the State Conference.

This year was a banner year for membership in Nevada DECA. The year-end membership for the 2009-2010 school year was 1,177. For the 2010-2011 school year we achieved 1,779. A 66% increase in membership.

The 2010 Nevada DECA State Conference was a huge success. Our attendance increased significantly over the prior year with close to 610 attendees at this year's conference. The unexpected growth brought challenges as we outgrew the facilities that we have used for the last few years, but all in all it was a great event and a great success.

Nevada DECA also experienced record attendance at the 2011 International Career Development Conference in Orlando Florida with 200 participants. Prior to this year our largest group ever was just over 180 attendees in Anaheim when costs were quite a bit lower than Orlando.

GOLF TOURNAMENT

Melissa Scott discussed the current status of the golf tournament and change in date. At ICDC in Orlando Melissa met with the chapter advisors to ask how many golfers they had confirmed and how many they were confident they could get in order to hold a successful event. Based on the feedback the decision was made that the tournament would need to be postponed in order to ensure that we had enough golfers to meet the minimum number of players needed to break even.

We have a \$12,500 commitment to Bear's Best for the tournament (i.e. regardless of how many golfers are signed up, we must pay Bear's Best a minimum of \$12,500).

The Golf Tournament will be held Wednesday, November 2 at Bear's Best. Price will be \$125.00 per player with a discount for foursomes. Melissa shared that we will



need the help and support of the Board of Trustees and Advisors to be sure that we at least break even on the event, but she is confident that we can turn a profit if everyone pitches in.

Tricia recommended that a committee approach be taken to the Golf tournament. It was discussed that the committee should consist of one representative per school. David recommended that we consider tying the ICDC travel scholarships to the number of golfers that are recruited so that chapters who recruit golfers get dollars for ICDC and those who don't recruit golfers would not be eligible.

Melissa indicated that she would share the Board's recommendations with Kade De Simone (the tournament coordinator) and ensure that she followed up to coordinate the tournament accordingly.

FINANCIAL REPORT

The board reviewed the current year to date financial reports. The management team addressed questions about the financial reports and provided explanation.

Tristan Hays moved and it was seconded that the financials be approved as presented. The motion passed unanimously.

Brycen Woodley inquired of the board as to which financial statements they would like to see at the regular meetings during the year. The consensus of the Board was that they would just like to see a Balance Sheet and the P&L statement. The other financials are no longer necessary for the board meetings (other than when they review the final year-end financials at which time they would also like to see some additional reports).

BOARD MEMBERSHIP

It was moved by Tristan Hays and seconded that Tricia DelGuercio, Mark DelGuercio, James Kohl, Theresa Fette, Perry Annett (Advisor Representative), Terry Ertman (Advisor Representative), Victoria Cana (State Officer Representative), and Tyler Hurt (State Officer Representative) be elected to the Nevada DECA Board of Trustees. The motion passed unanimously.

David Gass has reached the limit to the number of consecutive terms that he can serve on the Board per the association bylaws and is stepping down from the board.

Xavier Peterson and Scott Fritz asked not to be considered as candidates for the Board of Trustees.

Recruitment of additional members to the Board was discussed. Tricia recommended that we see out representatives from other industries to diversify the background and experience of the Board. Specially recruiting a board member from the hospitality industry was discussed. The Board requested that Brycen Woodley and Melissa Scott



review the list of judges to see if there are any likely candidates within that list that could be invited to join the Board.

POLICY DISCUSSION

The board reviewed proposed policies to comply with new IRS 990 Requirements and general policies that are important for the association to have in place. The policies that were presented and reviewed were: Cash Flow Management Policy, Conflict of Interest, Document Retention, Sexual Harassment/Non Discrimination and, Whistleblower.

It was moved by Tristan and seconded that the Conflict of Interest, Document Retention, Sexual Harassment/Non Discrimination and, Whistleblower policies be approved and adopted. The motion passed unanimously.

The Board wanted to wait on the Cash Flow Management Policy until Mark DelGuercio could review it.

The creation of a chapter non-payment policy was discussed. It was decided that the State Management Team should create a proposed policy based on research done by the management team as to what other States are doing and present it for review/approval at the September Board of Trustees Meeting.

BOARD OF DIRECTORS STRATEGY DISCUSSION

The Board discussed the need for the Board to get together for a strategy discussion and in depth planning for the organization. In conjunction with this topic it was discussed that the advisors should also be walked through a separate strategy discussion/session and then to take the strategies from each body (BOT and Advisors) and work towards building and strengthening the association. After lengthy discussion it was decided that David Gass would visit with Executive Director, Ryan Underwood and Associate Director, Brycen Woodley after the meeting to discuss next steps and timeline for implementation.

ADJOURNMENT

It was moved by Tina Fulks and seconded that the meeting be adjourned. The motion passed unanimously and the meeting was adjourned at 5:10 pm.

Respectfully Submitted, NEVADA DECA, Inc.

Brycen Woodley, State Advisor (Acting Secretary)

1/13/11
Date